

## ANUGA 2017 - MLA Stand Participation Fee Estimate

	Estimated Costs Range per Participant per 10.5 sqm booth (MLA Guide)
	AUD
Floor space (booth + common area)	\$13,000
Booth build/ stand facilities/ KoelnMesse services	\$28,000
Exhibitor registration fee	\$350
<b>TOTAL ESTIMATED COST OF PARTICIPATION</b>	<b>\$41,350</b>
<b>PARTICIPANT FEE</b>	<b>\$20,675</b>
<b>DEPOSIT PAYABLE</b>	<b>\$10,000</b>

**NB:**

1. Estimated fees are indicative only and Participants will be charged the actual amounts incurred. Floor space and booth build costs dependent upon number of participants
2. MLA will advise Participants in advance if the Participant fee is likely to vary by more than 20% of estimate
3. Participant fee takes into account MLA 50% contribution
4. All amounts are in AUD based on conversions from EUR. Exchange rates per [www.rba.gov.au](http://www.rba.gov.au) as at 6/2/17
5. Two invoices will be issued for Participation fee - a deposit invoice upon registration and a final invoice after the event, both payable within 14 days of issue
6. The final invoice will be total Participation fee less deposit paid.
7. Some items may be eligible for cofunding through the CoMarketing program (e.g. chillers, wall skin artwork design costs).
8. If a Participant cancels after they have registered, the
  - ❖ If MLA is able to recover the full Participation Fee, the cancellation fees may be waived.
  - ❖ If MLA is unable to recover the full Participation Fee, the Participant will be liable for the Participation Fee.
  - ❖ Participants will only be liable for those expenses that MLA cannot recover.

Date: 7 February 2017