

Your Fair Appearance

Prices & Discounts

Prices

The participation in an Einstieg Fair is generally possible by booking a minimum of 9 m² empty space. Prices do not include VAT.

Type of Stand	Empty Space (no walls etc.)	Space with Basic Stand	Space with Comfort Stand	
Row (1 side open, from 9m ²)	€ 155 per m ²	€ 195 per m ²	9m² Row	€ 2.520 fixed price
Corner (2 sides open, from 12m ²)	€ 175 per m ²	€ 215 per m ²	12m² Corner	€ 3.442 fixed price
Head (3 sides open, from 18m ²)	€ 195 per m ²	€ 235 per m ²		
Island (4 sides open, from 24m ²)	€ 215 per m ²	€ 255 per m ²		

Discounts

Returning exhibitors may be eligible for repeat or quantity discounts within one fiscal year. For a repeat discount you need to participate in a certain number of events. For a quantity discount you need to book a certain amount of square metres booked is required. Discounts cannot be applied to previous bookings. There are no discounts on stand set-ups and equipment.

Repeat Discount

Participations per year	Row Stand (from 9m ²)	Corner Stand (from 12m ²)	Head Stand (from 18m ²)	Island Stand (from 24m ²)
2	–	4 %	8 %	12 %
3	2 %	6 %	10 %	14 %
4	4 %	8 %	12 %	16 %
5	6 %	10 %	14 %	18 %
6	8 %	12 %	16 %	20 %
7	10 %	14 %	18 %	22 %
8 or more	12 %	16 %	20 %	24 %

Quantity Discount

Row Stand (from 9m ²)	Corner Stand (from 12m ²)	Head Stand (from 18m ²)	Island Stand (from 24m ²)
18 – 26 m ² per year –	24 – 35 m ² per year 4 %	36 – 53 m ² per year 8 %	48 – 71 m ² per year 12 %
27 – 35 m ² per year 2 %	36 – 47 m ² per year 6 %	54 – 71 m ² per year 10 %	72 – 95 m ² per year 14 %
36 – 44 m ² per year 4 %	48 – 59 m ² per year 8 %	72 – 89 m ² per year 12 %	96 – 119 m ² per year 16 %
45 – 53 m ² per year 6 %	60 – 71 m ² per year 10 %	90 – 107 m ² per year 14 %	120 – 143 m ² per year 18 %
54 – 62 m ² per year 8 %	72 – 83 m ² per year 12 %	108 – 125 m ² per year 16 %	144 – 167 m ² per year 20 %
63 – 71 m ² per year 10 %	84 – 95 m ² per year 14 %	126 – 143 m ² per year 18 %	168 – 191 m ² per year 22 %
72 m ² ore more per year 12 %	96 m ² ore more per year 16 %	144 m ² ore more per year 20 %	192 m ² ore more per year 24 %