



**Seatrade Cruise Med 2022**  
14-15 September 2022  
Trade Fairs and Congress Center of Málaga, Spain  
**Exhibit inside the MedCruise Pavilion**

All MedCruise members might exhibit inside the MedCruise Pavilion, enjoying preferential treatment in terms of location, centrality and cost of space.

Those of you interested in booking space inside the MedCruise Pavilion are kindly invited to complete and forward the space booking contract to Informa (email: [emma.bond@informa.com](mailto:emma.bond@informa.com) in cc [Matthew.Smith@Informa.com](mailto:Matthew.Smith@Informa.com)).

Please note that there are three different costs you will have to consider for hosting your stand:

1. The cost of leasing the space inside the MedCruise Pavilion, which is invoiced by Informa Markets as stated in the Exhibition Contract.
2. The design and construction cost, which will be paid through MedCruise. This will be invoiced separately in due time.
3. Your specific wall graphics, displays and any additional designs that you might decide to do.

## BOOKING OF SPACE AT MEDCRUISE PAVILION

Choose the stand size that best fits your needs. Note that the following options are available, so as to ensure the best possible design of the MedCruise Pavilion:

A. 12 SQM	B. 16 SQM	C. 20 SQM	D. 24 SQM	E. 32 SQM	F. 36 S QM
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### Space booking rates

Space booking rates for MedCruise members at Seatrade Cruise Med 2022 are as follows:

EARLY BIRD RATE - All bookings received before 27 May 2022 (5pm GMT)	€432 per SQM
FULL RATE - All bookings received after 27 May 2022 (5pm GMT)	€470 per SQM

Important notes:

1. A 5% discount has been incorporated in the above rates.
2. Please refer to Seatrade Cruise Med 2022 - exhibitor benefits document for extra discounts in stands over 24 SQM.

These rates are based on 'space only' booking. VAT policy:

- EU customers without VAT number – will be charged UK VAT (20%)
- EU customers with VAT number – UK reverse charge, therefore will not be charged VAT
- Non-EU customers – Outside the scope of VAT

For EU exhibitors: Kindly remember to fill in your VAT Registration Number on the contract in the 'Client Details' section, as this ensures that the exhibitors based in the EU will not be charged any additional VAT.



### Premium listing & logo package

This is a compulsory fee of €435 per exhibitor. This covers one company entry for each participating exhibitor on the event website and mobile app; including company name, stand number, address, email, website, company description (100-word) and logo.

### Co-exhibitor fee

This applies to exhibitors who wish to have co-exhibitors represented on their stand. Therefore, if a MedCruise member wishes to share a 12 square meter stand with another member and wishes to have both ports listed as exhibitors then they must pay the fee of €250 per co-exhibitor. This entitles the co-exhibiting company to have a listing in the event directory.

### Structural audit fee

MedCruise Pavilion exhibitors do not need to pay the structural audit fee of €80.

## DESIGN AND CONSTRUCTION OF THE STAND

The additional costs as regards the design and construction of your stand will be communicated to you once the negotiations with the pavilion designer are finalised.

MedCruise subsidises part of the Pavilion's actual design and construction costs, as well as catering. For your interest, and as an example, the cost sharing of construction and electricity during the Seatrade Cruise Med 2018 was 120€/SQM, leading to overall construction and electricity costs per stand as follows:

Stand size	Design/Construction/Electricity Costs at Seatrade Cruise Med 2018
12 SQM	€1.440
24 SQM	€2.880
32 SQM	€3.840

### Example cost of a 12 SQM stand – booked with EARLY BIRD rates:

Analytically: €5.184 (12 SQM \* 432€/SQM) + €435 (listing & logo package) + ~€1.440 (Design/ Construction/ Electricity) + special wall graphics, etc. □ Estimated cost: ~€7.059 + cost of special wall graphics, additional furniture, etc.

### Example cost of a 24 SQM stand shared by two companies – booked with EARLY BIRD rates:

Analytically: €10.368 (24 SQM \* 432€/SQM) + €435 (listing & logo package) + €250 (co-exhibitor fee) + ~€2.880 (Design/ Construction/ Electricity) + special wall graphics, etc. □ Estimated cost: ~€13.933 + cost of special wall graphics, additional furniture, etc.

MedCruise Secretariat remains at your disposal should you require further information or assistance.