



Asia's largest automotive show
January 12-17, 2006 • New Delhi, India

FORM NO.1A (To accompany Form 1) DISCOUNTS

Company/Organisation:

Contact Executive : Designation:

Email : Fax :

| A) Volume-cum-Early Bird Discount (Applicable for Auto Expo 2006) | AmountRs/US\$ |
|--|----------------------------------|
| SPACE BOOKED AT AUTO EXPO 2006 _____ Sqmts (Please mention amount Applicable in the amount column, for calculation purposes) Less Discount, as applicable (please tick):- <ul style="list-style-type: none"> • On booking of 100 to 500 sqmts = 5% • On booking of 501 to 2000 sqmts = 10% • On booking of 2001 sqmts & above = 15% <p style="text-align: center;">Amount after deduction of Volume-cum-early bird discount</p> | |
| B) Less Growth Discount (Applicable for Auto Expo 2006) | AmountRs/US\$ |
| <ul style="list-style-type: none"> • 50% increase in space over Auto Expo 2004 OR the last Auto Expo participated in _____ (Year) = 2.5% For Indoor 5% For Outdoor • 100% increase in space over Auto Expo (2004) OR the last Auto Expo participated in _____ (Year) = 5% For Indoor 7.5% For Outdoor <p style="text-align: center;">Amount after deduction of Growth Discount</p> | |
| C) Less Loyalty Discount (Applicable from Auto Expo 2006 onwards) | AmountRs/US\$ |
| <ul style="list-style-type: none"> • For participation at Auto Expo 2004 = 1.5% • For participation at Auto Expo 2004 & 2006* = 3% • For participation at Auto Expo 2004, 2006 & 2008** = 5% <p style="text-align: center;">Net amount after deduction of Loyalty Discount</p> | |

*Eligible to avail at Auto Expo 2008 Show **Eligible to avail at Auto Expo 2010 Show

Please mention space booked at Auto Expo 2004 _____ sqmts (for reference

Notes:-

- Volume-cum-Early Bird discount will be applicable only for participants, whose bookings received before 1st June, 2005 with space booking contract form (Form No.1) and 30% of the space rentals.
- The Volume-cum-Early Bird discount will be applicable on the gross rentals.
- Growth discount will be applicable on net amount (after deducting the volume discount).
- The Loyalty discount will be applicable on net amount after deducting the Volume & Growth discounts. The legal entity will only be eligible for the Loyalty discount.
- All the above discounts are subject to receipt of payments within the stipulated deadlines, as per "Space Booking Procedure" (refer General Exhibitor Rules - overleaf of Space Booking Contract Form).
- Confirmation of bookings and allocation of space will be made on "first-come-first served" basis. Exhibitors may indicate their preferences of location. However, the allocation will need to be in line with the overall hall utilization. The organizer reserves the right to allocate plus/minus 5 to 10% space over the bookings received, depending upon the orientation of the halls & layouts. The layout will be made after receipt of confirmed bookings under the early bird category.



Confederation of Indian Industry

