20th INTERNATIONAL FAIR OF EDUCATION "GUIDELINES"

20-22/3/2025

E-mail: marketing@sajam.net

20-22/3/2023



PLEASE FILL IN BLOCK CAPITALS

Phone: + 381 21/483-11-25

INTEGRATED MARKETING COMMUNICATIONS SECTOR

APPLICATION - CONTRACT FOR MARKETING SERVICES

| FULL NAME OF EXHIBITOR / SERVICE USER | COUNTRY |
|--|------------------------------|
| CONTACT PERSON | TELEPHONE/CELLULAR PHONE |
| V.A.T. (Number) | POSTAL CODE, TOWN ADDRESS |
| E. POŠTA | www. |

| | CATALOGUE | EUR/item | ORDERED |
|--|--|----------|---------|
| CATALOGUE | Sticker on front page (3 x 2.5 cm) | 145 | item |
| | Sticker on Map of Fair (2 x 2 cm) | 55 | item |
| | Sticker on the floor map (2 x 2 cm) | 45 | item |
| Sticker on front page | Inserting advertising inserts - delivered to the Fair | 100 | item |
| (3 x 2.5 cm) | Dividing cardboard - one colour page | 130 | item |
| | Inside colour page | 95 | item |
| | Inside black-and-white pages | 70 | item |
| | First inside page, colour | 195 | item |
| | Second cover page, colour | 255 | item |
| EL REPUBLISHES SAME | Third cover page, colour | 240 | item |
| Sticker on Map of Fair (2 x 2 cm) Stamp (2 x 2 cm) in the inlay Floor-plan of the Exhibitors' | Fourth cover page, colour | 300 | item |
| | OTHER SERVICES | EUR/item | ORDERED |
| | The right to hand out advertising material - exhibitors * | 85 | item |
| - ALLDON | The right to hand out advertising material - exhibitors (one day) * | 45 | item |
| BILLBOARDS | The right to hand out advertising material - non-exhibitors ** | 130 | item |
| Sticker on billboards (60 x 40 cm) | The right to hand out advertising material - non-exhibitors (one day) ** | 70 | item |
| | Advertising space of a flyer distributed to visitors (distributed throughout Novi Sad and nearby villages) | 340 | item |
| (60 x 40 cm) | Logo on billboards (60 x 40 cm) and on posters (12 x 10 cm) | | |

The abovementioned prices for graphic design services are valid in case the exhibitor delivers the design solution via e-mail or on a CD. Other services related to design and prepress are negotiated separately and charged according to a valid price-list.

- NOTE: ALL PRICES LISTED ABOVE EXCLUDEV.A.T. WHICH WILL BE INCLUDED IN THE INVOICE, ACCORDING TO THE LEGAL REGULATIONS IN POWER AT THE TIME WHEN THE SERVICE IS PROVIDED. V.A.T. ISCOVERED BY THE BUYER.
 - BY SIGNING THIS APPLICATION-CONTRACT, EXHIBITOR AGREES WITH GENERAL TERMS AND CONDITIONS OF CONTRACTING, WHICH MAKE CONSTITUTENT PART OF PRESENT APPLICATION-CONTRACT, AS WELL AS WITH MANNER OF PAYMENT SPECIFIED IN GENERAL TERMS AND CONDITIONS. IN CASE OF LEGAL DISPUTE, THE RESOLUTION SHALL FALL WITHIN THE RESPONSIBILITY OF A COURT IN NOVI SAD.
 - APPLICATION IS IRREVOCABLE AND OBLIGES THE EXHIBITOR UNLESS CANCELLED IN WRITING FORM(OFFICIAL LETTER) 20 DAYS BEFORE THE OPENING OF THE EVENT.

| TV SHOW "LET'S ALL GO TO THE FAIR" | | | | | |
|--|-----------|---------|--|-----------|---------|
| TV SHOW | EUR | ORDERED | PRODUCTION | EUR | ORDERED |
| Broadcasting of 1 second/spot (brought in CD) | 5/second | second | Filming and editing reportage from the stands of the exhibitors (up to 1 minute) | 170/item | item |
| One report broadcast of 30 seconds | 45/item | item | Filming and editing reportage from the place | 255/item | item |
| Streaming video events with the Fair (one minute) | 85/minute | minute | of event (up to 1 minute) and broadcasting | | |
| Subtitle up to 10 words (design and one broadcasting) | 45/item | item | Talk at the Fair (up to 2 minutes) | 145/item | item |
| A sticker along with the anchor's introduction (in one show) | 85/item | item | Video record of events at the Fair (up to 1 minute) | 85/minute | minute |
| The host mentions the company's name (in one show) | 60/item | item | Video of the event - award presentation (up to 1 min.) | 85/minute | minute |
| Inserter to 5 seconds (in a show) | 93/show | show | (up to 1 min.) | | |



Placing information

TV SHOW "LET'S ALL GO TO THE FAIR" — TV show produced by the Novi Sad Fair, broadcast on 40 regional and local television stations across Serbia DURING THE FAIR — 25-minute shows produced daily during the event and broadcast on local television stations BEFORE AND AFTER THE FAIR — 15-minute shows produced once a week and broadcast on the network of regional and local television

| www.sajam.net | | | | | |
|---|----------------|---------------------|--|----------|---------|
| INTERNET SITE - BANNERS | EUR/item | ORDERED | INTERNET SITE - BANNERS | EUR/item | ORDERED |
| Banner on first page of website - per month * | | | Banner of the page of the fair event - per month * | | |
| Size 970 x 90 pixels | 237 | item | Size 970 x 90 pixels | 145 | item |
| Size 180 x 150 pixels | 195 | item | Size 250 x 250 pixels | 191 | item |
| Banner on all pages of website Banner on the page reserved for exhibitors, - over 4,000 pages - per month * page for visitors, and page about us - per mo | | | | | |
| Size 970 x 90 pixels | 381 | item | Size 970 x 90 pixels | 100 | item |
| Size 250 x 250 pixels | 520 | item | Size 250 x 250 pixels | 130 | item |
| Banner on the page with the fairs of events and press page - per month * Profile - per month * | | | | | |
| Size 250 x 250 pixels | 100 | item | Advertising page for sponsors | 805 | item |
| | * Serbian a | and English, with a | link to the company's site | ^ | |
| 180 x 150 pixels 25 | 0 x 250 pixels | | 970 x 90 pixels | | |

| www.facebook.com/novosadskisajam | | |
|--|----------|---------|
| Promotion on the Facebook page of the Novi Sad Fair - monthly | EUR/ITEM | ORDERED |
| Placing information, tagging and shuffling customer information | 170 | item |
| www.instagram.com/novosadski_sajam | | |
| Promotion on the Instagram profile of the Novi Sad Fair - monthly | EUR/ITEM | ORDERED |
| Placing information, tagging and shuffling customer information | 170 | item |
| www.facebook.com/novosadskisajam • www.instagram.com/novosadski_sajam | | |
| Package of services on the Facebook page and Instagram profile of the Novi Sad Fair - monthly | EUR/ITEM | ORDERED |
| Content placement: tagging and sharing of client information, reels and stories (4 posts and 12 stories) | 255 | item |
| LinkedIn | | |
| LinkedIn | EUR/ITEM | ORDERED |
| Posting thematic posts on social media with mandatory tagging | 85 | item |
| www.youtube.com/user/Novosadskisajam | | |
| Promotion on the YouTube channel of the Novi Sad Fair - monthly | EUR/ITEM | ORDERED |

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item

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| ADVERTISING SPACES • ADVERTISING-TECHNICAL SERVICES (during fair events) | | | | | | |
|--|-------------|----------------|---|-------------|----------------|--|
| ENTRANCE HALL | EUR/m²/item | ORDERED | WITHIN THE FAIR SITE AND IN THE HALL | EUR/m²/item | ORDERED | |
| Rental of advertising space for a brought banner 5 x 1 m (tarpaulin or mesh) | 60 | m ² | Rental of advertising space for a brought board or brought banner | 45 | m ² | |
| Rental of advertising space for a brought board 1 x 2 m | 45 | m² | Rental of advertising space for a brought banner (tarpaulin or mesh) - on the Avenue of Nations at Hall 2 | 70 | m² | |
| MAIN ENTRANCE | EUR/item | ORDERED | | | | |
| Rental of advertising space $5 \times 1 \text{ m}$ for a brought banner $2 \times 3 \text{ m}$ (tarpaulin or mesh) | 1.430 | item | Flags (1.5 x 3 m) in 'Master' Hall | 95 | item | |
| Flags (1.5 x 3 m) | 145 | item | ZEPPELIN | EUR/item | ORDERED | |
| Flags (1.5 x 3 m) for a period of one month | 215 | item | Space rental for a brought zeppelin | 130 | item | |

UPON SPECIAL REQUESTS

• An option to rent advertising space on the facade of the Novi Sad Fair over a period of one month novior one year

ENTRANCE HALL





Banner 5 x 1 m

Board 1 x 2 m

WITHIN THE FAIR SITE





Banner 3 x 1,5 m

Banner 5 x 3 m

MAIN ENTRANCE



Flag 1,5 x 3 m

SPONSORSHIP PACKAGES AND OTHER PACKAGE OF MARKETING SERVICES ARE CHARGHED BY SPECIAL OFFERS. PHONE + 381 21/483-11-25

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| Novi Sad, | Seal | | | Seal | |
|-----------|------|----------------------------|------------------------------------|------|-----------|
| Date | | Signature of Novi Sad Fair | Name and surname of the authorized | | Signature |