

## Commercial Conditions 2008

### **1. Application**

**1.1 /** These Commercial Conditions complete the 2008 General Sales Conditions and may be downloaded from JCDecaux Airport France's internet site [www.jcdecauxairport.com](http://www.jcdecauxairport.com) or they may be obtained on simple request. Capitalized terms used herein shall have the meaning set forth in the General Sales Conditions, with the exception, however, of those expressly defined in the Commercial Conditions.

Except as otherwise provided for herein, the 2008 Commercial Conditions shall prevail over any other commercial condition to advertising campaigns subscribed to JCDecaux Airport France as of January 1, 2008 and performed in French metropolitan airports prior to December 31, 2008.

**1.2 /** Notwithstanding the above and with respect to temporary networks (networks of 1m<sup>2</sup> or 2m<sup>2</sup> faces and contracts with a term of 14, 28 days or 1 month), the following Commercial Conditions shall apply to corresponding advertising campaigns subscribed to JCDecaux Airport France as of December 19, 2007 and performed in the French metropolitan airports prior to January 1, 2009.

**1.3 /** Articles 2.1 to 2.3 set forth below do not apply to special events campaigns.

However, the gross turnover excluding taxes generated by such campaigns is included in the calculation of the volume discount as defined in article 2.3 below.

### **2. Rate discounts**

The discounts set forth in articles 2.1 to 2.5 below are cumulative and shall be deducted in the order of the articles 2.1 to 2.5 set forth below (e.g. the discount in article 2.1 shall be applied prior to the discount in article 2.2 etc.) from the gross rate excluding taxes (excluding notably stamp duties, taxes and electrical consumption) of the campaigns.

#### **2.1 Specific discounts**

JCDecaux Airport France reserves the right to grant specific discounts (notably referred to as « special discounts», « exceptional discounts») on the gross rate excluding taxes of the corresponding campaign, particularly in the following cases:

- Public-interest campaigns by state recognized charitable or humanitarian associations,
- Seasonal promotions and offers.

Information regarding such discounts that may be granted by JCDecaux Airport France and the conditions surrounding such discounts are available from the Sales Department of JCDecaux Airport France.

#### **2.2 Volume discount**

The volume discount is progressive and is based on the amount of gross sales, excluding taxes, of campaigns subscribed, directly or indirectly, by an Advertiser with JCDecaux Airport France in 2008.

The volume discount is calculated on the basis of the gross rate, excluding taxes, of the corresponding campaign after deducting of discounts granted pursuant to articles 2.1 and 2.2 pursuant above.

For 2008 gross sales excluding taxes:	the following discount will be granted:
between € 75,000 and € 500,000	- 2,5%
between € 500,000 and € 1,000,000	- 5,0%
> € 1,000,000	- 7,5%

**2.3 Professional discount**

A professional discount of 15 % is granted to any Advertiser whose advertising orders are passed through an Agent.

This discount is calculated on the gross rate excluding taxes of the corresponding campaign after deducting of higher rank discounts granted in accordance with the above conditions.