



# Tariff Visual Arts 2012



This tariff is purely indicative and is a base scale.

It is not binding on certain members who retain the right to charge a higher amount of royalties in respect of specific usage.

This scale is valid subject to respecting the prior authorisation from SABAM.

The amounts referred to in this tariff exclude VAT.

The VAT rate on royalties amounts to 6%.

The VAT rate for the provision of services and additional administrative costs amounts to 21%.

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# BASIC PRINCIPLES

## 1. Legislation

The Visual Arts department of SABAM operates within the framework of copyright legislation in force in Belgium. This section contains extracts from the law of 30 June 1994 on copyright and associated rights (Belgisch Staatsblad/ Moniteur Belge, 27 July 1994), as modified by the law of 22 May 2005 (Belgisch Staatsblad/ Moniteur Belge, 27 May 2005).

### Permission to copy

**Art 1.§1.:** Only the author of a work of literature or art has the right to reproduce or allow it to be reproduced in whatever manner or whatever form, directly or indirectly, temporarily or permanently, in full or in part. That right includes the exclusive right to authorise the work to be revised or translated. That right also includes the exclusive right to authorise the work to be hired out or loaned. Only the author of a work of literature or art has the right to communicate the work to the public irrespective of the process, including making it available to the public in such manner that it is accessible to all members of the public in a place and at a time chosen by them individually.

### Moral right

**Art. 1.§ 2.:** The author of a work of literature or art has an inalienable moral right over that work. Any overall waiver of the future exercising of that right is null and void. This includes the right to publicise the work. Unpublicised works are not susceptible to attachment. The author has the right to assert or to refuse recognition as author of the work. He has the right to the respect of his work, which entitles him to oppose any change being made to it. Notwithstanding any waiver, he retains the right to oppose any deformation, mutilation or other change to his work and any other act that could damage the work, or that could damage his status or reputation.

### Duration

**Art. 2.§1.:** The copyright remains in force for seventy years after the death of the author in favour of the person designated by him or, if no-one has been so designated, in favour of his heirs, in accordance with article 7.

### Photographs

**Art. 2.§5.:** The period of protection for original photographs, in the sense that they are the intellectual creation of the artist, is determined in accordance with the foregoing paragraphs.

### Restrictive interpretation of cessions

**Art. 3.§1.al.3:** The contractual stipulations in relation to copyright and how it is exploited must be interpreted restrictively. The cession of an object that contains a work, does not lead to the right to exploit the work; the author must be given reasonable access to his work in order to be able to exercise his property rights.

### Cession of a work of Visual Art

**Art. 9:** Unless it is agreed otherwise, the cession of a work of visual art gives the right to a recipient to

show the work as it is, in circumstances that do not injure the honour or reputation of the author; the other rights attaching to the author are not ceded.

Unless it is otherwise agreed or unless normal practice differs, the cession of a work of visual art includes a prohibition on identical copies being made of it.

### **Portrait**

**Art. 10:** Neither the author of a portrait, nor its owner, nor any other person who possesses a portrait or has custody of it, has the right to reproduce it or to display it in public without the permission of the subject of the portrait or, for twenty years following that person's death, without the permission of his heirs.

### **Reciprocal rights of foreign authors**

**Art. 79. al.1 :**Subject to the provisions contained in international agreements, this law also guarantees the rights in Belgium of foreign authors and foreigners who enjoy associated rights, but not for a longer period than that laid down in Belgian law.

### **Penalty provisions**

**Art. 80. al.1, 2 and 3:** Any person who maliciously or fraudulently infringes on copyright and associated rights, is guilty of the offence of counterfeiting.

The same applies to the malicious or fraudulent use of the name of an author or of a person who enjoys an associated right, or the use of any distinctive identifier used by him on his work or performance. Any items produced in this way will be considered counterfeit.

Any person who, knowing that they are counterfeit, sells such items, hires them, or puts them up for sale or for hire, or has them in stock for sale or hire or imports them into Belgium for commercial purposes, is guilty of the same offence.

### **Civil action in respect of copyright**

**Art. 87. §1, al.1, 2 and 3:** Subject to the competence of the court of first instance, the chair of this court confirms the existence of an infringement of copyright or of an associated right and instructs that the infringement be brought to an end.

The case is brought and dealt with in summary proceedings. The case is concluded, notwithstanding any further action that may take place in the criminal courts based on the same facts.

**Art. 87. §2:** The handover of the counterfeit items and printing plates, moulds, patterns or other tools that have been directly utilised in the production of the counterfeit items and which remain in the possession of the defendant, can be used in part payment of the compensation payable to the plaintiff.

A defendant who is deemed to have acted in bad faith, may be subjected to the confiscation of the counterfeit items and of the printing plates, moulds, patterns and other tools that have been directly used in the production of the counterfeit items or, where appropriate, to the payment of a sum equal to the price of these items or other goods already disposed of.

## 2. Practical consequences

As copyright is assignable (art. 3. §1, al.1 law of 30 June 1994) SABAM may, where so authorised by the artist or his heirs, grant the prior authorisation for reproduction required by the law.

This permission relates only on the material side of the reproduction. The artist retains the moral right (art. 1, §2 of the law of 30 June 1994). This naturally implies that the publisher is responsible for the absolute fidelity of the work reproduced. The artist can always exercise his veto in the case of modification being made to his work or imperfect copies being made of it, even where permission to reproduce has been obtained from SABAM and royalties have been paid.

In order to eliminate this risk, the publisher may send 2 copies of proofs to SABAM. The artist will sign this as "good to print", or not. One copy is then returned to the publisher.

The artist may exercise his veto where the reproduction is used for advertising purposes. For this reason, the publisher should approach SABAM to ask whether the artist agrees with such use.

# GENERAL CONDITIONS

With the exception of reproductions governed by publishing contracts, permission must always be granted prior to use. Permission is only effective when all conditions are satisfied. A reproduction in respect of which royalties have been paid and that does not meet the other conditions, will thus be considered as not having been sanctioned.

No right of display is included in the permission to reproduce.

## 1. Credits

The name of the artist, the name of the photographer, the title of the work and "© **SABAM Belgium 2012**" (only for artists represented by SABAM) must always be indicated.

In magazines and books, these indications may be grouped together at the front or at the end of the publication, on condition that the authorised reproduction is identified in an unambiguous manner (page, no. etc.).

## 2. Voucher copies

Two copies of the publication in which the work is reproduced, must be sent to SABAM as voucher copies.

In respect of exhibitions, an entrance ticket should be sent to SABAM.

## 3. Personal character

Each authorisation for reproduction is awarded personally and cannot be assigned to third parties without the express advance permission of the author and/or his agent or heir.

## 4. Timescales and compensation

### 4.1. Period of use

The permission to make reproductions is valid for 1 year, to be calculated from the date the permission is granted. A new request must be made after the expiry of this period. For permissions that relate to short periods, such as for example for the Internet, permission to carry out reproductions expires after 6 months.

### 4.2. Payment terms

In the case of non-payment within 30 days, late payment interest will be charged on all outstanding amounts at a rate of 1% per month or part thereof, by right and without notification.



### 4.3. Compensation

If the correct credits are not shown, if royalties are not paid and/or in the case of a refusal to send the voucher copies, compensation is payable in addition to the royalties normally chargeable, by right and without notification, which is determined as follows:

- for the use of a work without prior written permission and/or in the case of the adaptation of the work without permission: **twice** the amount of the royalties payable with **a minimum of 125.00 euro per work**.
- upon recurrence: **twice** the amount of the royalties payable with **a minimum of 250.00 euro per work**.
- in the absence of the copyright credits and/or the identification of the name of the author or in the case of refusal to send the voucher copies: an amount **equal** to the royalties payable with **a minimum of 125.00 euro per work**.
- for the use of a work with the name falsely identified: **three times** the amount of the royalties payable with **a minimum of 250.00 euro per work**.

Where a legal dossier for recovery is prepared:

- for a reproduction without the permission of SABAM,
- for a reproduction without the correct credits,
- for the non-payment of royalties due,
- for failure to send the voucher copies,

**10%** of the amount payable, with **a minimum of 250.00 euro**, will be charged to cover administrative costs, in addition to the compensation payable to the author.

# SPECIAL CONDITIONS

## Special discounts granted by SABAM

### A. Culture (museums, galleries, art centres):

Publications of a distinct artistic character targeting a limited group of readers receive a discount of 25%.

Publications destined for sale are not considered within this category. The discount for cultural purposes is strictly interpreted.

### B. Educational and/or scientific use

A discount of 25% is applicable to text books.

### C. Art magazines

A discount of 25% is applicable to art magazines.

### D. Reprints

For reprinting within 24 months, the normal rate is applied with a discount of 25%. Where the reprint is made by the original publisher, this discount is applicable to reprints in the original language as well as reprints in a foreign language.

### E. Publishing contract

Users who enter into an agreement with SABAM (publishing contract) are entitled to a discount of 10%.

**ATTENTION: DISCOUNTS A, B AND C CANNOT BE COMBINED.**

## INSTRUCTIONS FOR USE

1 – Start by consulting the sections covering Basic Principles, General Conditions and Special Conditions.

2 – Find the section applicable to you in the table of contents.

3 – Horizontal tariffs – Pages: 11, 12, 13, 19, 20, 23, 29, 30 and 33. These tariffs are calculated based on a range of criteria (circulation, format, colour or b/w, etc.). Next consult, where appropriate, the criteria applied by SABAM to modify the base tariff in order to know whether to apply a discount or a supplementary charge.

4 – Vertical tariffs – Pages: 10, 14, 15, 16, 17, 18, 20, 21, 22, 23, 24, 25, 26, 27, 28, 30, 31 and 32. These tariffs are calculated based on range of criteria (circulation, duration, format, location, territory, etc.). Starting from this base tariff, you then need to count the 'supplementary' and 'discount' points in order to determine the correct amount for each reproduction.

# PRESS

## 1. Press dossier

Suppl.	Print-run	Duration	Territory	Tariff €	Suppl.	
20				2260.00	20	
19				2040.00	19	
18				1860.00	18	
17				1690.00	17	
16				1540.00	16	
15				1390.00	15	
14				1260.00	14	
13				1140.00	13	
12				1040.00	12	
11				945.00	11	
10				860.00	10	
9				780.00	9	
8				710.00	8	
7			World	645.00	7	
6	+	60 months	World ex-USA	585.00	6	
5	100	48 months	USA	535.00	5	
4	50	36 months	Europe	485.00	4	
3	25	24 months	3 countries	440.00	3	
2	10	18 months	2 countries	400.00	2	
1	5	12 months		360.00	1	
<b>Base</b>	<b>1 copy</b>	<b>6 months</b>		<b>330.00</b>	<b>Base</b>	
-1		3 months	5 doc.	300.00	-1	
-2		1 month	10 background	275.00	-2	
-3				250.00	-3	
-4			25 area >25%	225.00	-4	
-5				200.00	-5	
-6			50 area <25%	180.00	-6	
-7				165.00	-7	
-8			100	150.00	-8	
-9				135.00	-9	
<b>Discount</b>		<b>Duration</b>	<b>Quantity documents</b>	<b>Background Area</b>	<b>Tariff €</b>	<b>Discount</b>

**MINIMUM PRICE PER PICTURE = 135 €**

## Comments :

Unless otherwise agreed, these documents are distributed to publishers free of charge.

Royalties are generally paid by the party that places the order.

These documents may not under any circumstances be used other than in a report about actual events (printed press, press conference).

The party placing the order is responsible for ensuring that the credits are displayed as required:

- **Name of the author, title of the work**
- **© SABAM Belgium 2012**
- **Name of the distributor**
- **Royalty-free for the reporting of actual events**

## 2. Newspapers: photos and other works by visual artists

Circulation	Nature	Own Production	Imported Production
- 50,000	B/W	25.00 €	49.00 €
	Col	109.00 €	109.00 €
- 100,000	B/W	26.00 €	49.00 €
	Col	114.00 €	114.00 €
- 200,000	B/W	27.00 €	49.00 €
	Col	126.00 €	126.00 €
- 400,000	B/W	28.00 €	49.00 €
	Col	137.00 €	137.00 €
- 600,000	B/W	30.00 €	49.00 €
	Col	148.00 €	148.00 €

### Newspaper circulation:

- 50,000: De Financieel Economische Tijd / Grenz-Echo / La Wallonie / L'Echo / Nord Eclair
- 100,000: De Morgen / De Standaard / La Dernière Heure / La Libre Belgique / La Nouvelle Gazette
- 200,000: Gazet van Antwerpen / Het Belang van Limburg / La Meuse / Le Soir / Vers l'Avenir / La Capitale
- 400,000: Het Laatste Nieuws / De Nieuwe Gazet / Het Nieuwsblad / De Gentenaar

### 3. Weekly information publications

Title	B/W Colour	Format 1/4	Format 1/2	Format 3/4	Format 1/1	Format 2/1	Cover
Bulletin	B/W Colour	69.00 € 114.00 €	76.00 € 130.00 €		85.00 € 141.00 €	96.00 € 158.00 €	190.00 €
Cash	B/W Colour	156.00€					230.00 €
Ciné Télé Revue	B/W Colour	211.00 €			337.00 €	575.00 €	228.00 €
Dag Allemaal, TV Familie, Blik, TV2 weken	B/W Colour	115.00 €	164.00 €	213.00 €	263.00 €	404.00 €	208.00 €
Pages TV	Colour	86.00 €					182.00 €
Feeling, Flair NL Flair FR, Glam*it	B/W Colour	120.00 €	172.00 €	224.00 €	276.00 €	422.00 €	219.00 €
Pages TV	Colour	90.00 €			157.00 €		
Foot/Voet. Magazine	Colour	156.00 €					230.00 €
Gimik	B/W	53.00 €	72.00 €		104.00 €	156.00 €	85.00 €
							<b>Poster 4 : 309 Poster 8 : 514 Reportage 1/1 : 237 € 2/1 : 339 €</b>
Goed Gevoel, Genieten, DMM Humo	B/W Colour B/W	104.00 € 201.00 €	148.00 €	193.00 €	237.00 €	271.00 €	189.00 €
Pages TV	Colour	96.00 €	134.00 €		206.00 €		216.00 €
Industrie	Colour	156.00 €					230.00 €
Joepie	B/W Colour	53.00 €	72.00 €		104.00 €	156.00 €	95.00 €
Knack	B/W Colour	156.00 €					230.00 €
Libelle Femme d'aujourd'hui	B/W Colour	120.00 €	172.00 €	224.00 €	276.00 €	422.00 €	219.00 €
Pages TV	B/W Colour	90.00 €			157.00 €		
Plus	Colour	156.00 €					230.00 €
P Magazine, Che, Menzo, Maxim	B/W Colour	120.00 €	172.00 €	224.00 €	276.00 €	422.00 €	219.00 €
Pages TV	B/W Colour	90.00 €			157.00 €		
Soir Magazine	Colour	94.00 €	120.00 €		208.00 €	317.00 €	230.00 €
Télémostique	B/W Colour	135.00 €			216.00 €		226.00 €
Pages TV	B/W Colour	102.00 €	135.00 €		206.00 €		216.00 €
Télépro, Télé-Vif	B/W Colour	100.00 €					226.00 €
Pages TV	B/W Colour	150.00 €					228.00 €
Avec Télé-vif	Colour	135.00 €					226.00 €
Télé-Pocket	B/W Colour						
Teve-Blad , TV 7	B/W Colour	120.00 €	172.00 €	224.00 €	276.00 €	422.00 €	219.00 €
Trends/Tendances	B/W Colour	156.00 €					230.00 €
TV Story	B/W Colour	120.00 €	172.00 €	224.00 €	276.00 €	422.00 €	219.00 €
Pages TV	Colour	90.00 €			157.00 €		
Vif Express	B/W Colour	156.00 €					230.00 €
Zondagsblad	B/W	46.00 €					
TV Gids	Colour	94.00 €					230.00 €

#### 4. Magazines & door-to-door newspapers

Circulation / Format	<u>¼ page</u>	<u>½ page</u>	<u>1/1</u>	<u>2/1</u>	<u>Cover</u>
1 - 2,500	95.00 €	113.00 €	120.00 €	136.00 €	166.00 €
2,501 - 5,000	113.00 €	120.00 €	137.00 €	149.00 €	182.00 €
5,001 – 25,000	120.00 €	137.00 €	149.00 €	167.00 €	200.00 €
25,001 – 50,000	149.00 €	167.00 €	182.00 €	200.00 €	233.00 €
50,001 – 100,000	166.00 €	182.00 €	200.00 €	216.00 €	267.00 €
100,001 – 250,000	181.00 €	200.00 €	216.00 €	233.00 €	298.00 €
250,001 – 500,000	199.00 €	215.00 €	233.00 €	267.00 €	333.00 €
+ 500,001	215.00 €	233.00 €	267.00 €	298.00 €	399.00 €

Criteria used by SABAM to modify the base tariff

Repetition of reproductions	- 30 %
Front cover	+ 100 %
Table of contents	- 30 %
3 to 6 works from a single assignment	- 20 %
More than 6 works from a single assignment	- 40 %
BW on newspaper support	- 40 %

# PUBLISHING

## 1. Books

Suppl.	Printrun	Format of the work	Format of the book	Type	Duration	Territory	Tariff €	Suppl.
15							1140.00	15
14							1040.00	14
13							945.00	13
12							860.00	12
11							780.00	11
10							710.00	10
9							645.00	9
8		3-janv					585.00	8
7		front cover				World	535.00	7
6	+	2-janv				World ex-USA	485.00	6
5	1000000	back cover			60 months	USA	440.00	5
4	500000	1,5/1			48 months	Europe	400.00	4
3	250000	1-janv		photo	36 months	3 countries	360.00	3
2	100000	3-avr		luxury	24 months	2 countries	330.00	2
1	50000	1-févr	30x40 A3	standard			300.00	1
Base	<b>25000</b>	<b>¼ page</b>	<b>20x30 A4</b>	<b>pocket</b>	<b>12 months</b>		<b>275.00</b>	<b>Base</b>
-1	10000	stamp size max 12 cm <sup>2</sup>	15x20 A5	dictionary encyclopaedia	5 doc.		250.00	-1
-2	5000			educational	10	background	225.00	-2
-3	2500					repeat	200.00	-3
-4	1000				25		180.00	-4
-5	500					back cover	165.00	-5
-6					50	area < 25%	150.00	-6
-7			pocket				135.00	-7
-8					100		125.00	-8
-9							112.00	-9
-10							102.00	-10
-11							93.00	-11
-12							85.00	-12
Discount	Printrun	Format of the work	Format of the book	Type	Quantity documents	Background Area	Tariff €	Discount

**MINIMUM PRICE PER PICTURE = 85 €**

## **2. Publications containing a large number of reproductions (books, art magazines and catalogues)**

Where more than 40 reproductions from the SABAM repertoire are used, a fixed royalty of 10% of the retail price (excl. VAT) of the total circulation is applied weighted by the number of works from our repertoire as a percentage of the total quantity of protected works.

## **3. Exhibition catalogues**

- The tariff amounts to 6% of the retail price (excl. VAT) if more than 40 reproductions are used from the SABAM repertoire.

- If less than 40 reproductions are used from the SABAM repertoire, the same scales apply as for books.

In sections 2 and 3, the minimum per reproduction amounts to 17.50 euro (black & white reproduction) and 25.00 euro (colour reproduction).



4. Brochures, folders, programmes for plays and concerts, prospectuses, annual reports, corporate brochures, travel brochures, etc.

Suppl.	Printrun	Format	Publication format	Duration	Territory	Tariff €	Suppl.	
20						2260.00	20	
19						2040.00	19	
18						1860.00	18	
17						1690.00	17	
16						1540.00	16	
15						1390.00	15	
14						1260.00	14	
13						1140.00	13	
12						1040.00	12	
11						945.00	11	
10	+					860.00	10	
9	1000000	3-1				780.00	9	
8	500000					710.00	8	
7	250000				World	645.00	7	
6	100000				World ex-USA	585.00	6	
5	50000	2-1		60 months	USA	535.00	5	
4	25000	1,5/1		48 months	Europe	485.00	4	
3	15000	1/1		36 months	3 countries	440.00	3	
2	10000	3-4	+	24 months	2 countries	400.00	2	
1		1-2	30x40 (A3)			360.00	1	
<b>Base</b>	<b>7500</b>	<b>1/4 page</b>	<b>20x30 (A4)</b>	<b>Interior</b>	<b>12 months</b>	<b>330.00</b>	<b>base</b>	
-1	5000	- 12 cm <sup>2</sup>	15x20 (A5)		2	5	300.00	-1
-2	3000	background	-	intern*	3	10	275.00	-2
-3	2000	repeat			4		250.00	-3
-4	1000	area >25%			5	25	225.00	-4
-5	500				6		200.00	-5
-6		area <25%			7	50	180.00	-6
-7				*mailing	8		165.00	-7
-8				targeted	+	100	150.00	-8
-9							135.00	-9
Discount	Printrun	Background Area	Publication format	Use	Mosaic cover	Quantity documents	Tariff €	Discount

MINIMUM PRICE PER PICTURE = 135 €

## 5. Non-monographic calendars, almanacs and diaries

Suppl.	Printrun	Format	Duration	Territory	Purpose	Tariff €	Suppl.	
14						1860.00	14	
13						1690.00	13	
12						1540.00	12	
11						1390.00	11	
10						1260.00	10	
9						1140.00	9	
8						1040.00	8	
7				World		945.00	7	
6				World ex-USA		860.00	6	
5				USA		780.00	5	
4			2nd yr usage	Europe	front cover	710.00	4	
3	+	+	0,5	3 countries		645.00	3	
2	50000	60 x 80	3rd yr usage	2 countries	with logo	back cover	585.00	2
1	25000	40 x 60	1			535.00	1	
Base	<b>10000</b>	<b>30 x 40</b>	<b>12 months</b>	<b>without logo</b>		<b>485.00</b>	<b>Base</b>	
-1	7500	20 x 30	2 doc.			440.00	-1	
-2	5000		3	3 (4)	Background	400.00	-2	
-3	3000	15 x 20	4		Repeat	360.00	-3	
-4			5	6 (7)	Area >25%	330.00	-4	
-5	1000		6			300.00	-5	
-6	500		7	12 (13)	Area <25 %	275.00	-6	
-7		pocket	8			250.00	-7	
-8			+	24 (26)		225.00	-8	
-9						200.00	-9	
-10						180.00	-10	
-11						165.00	-11	
-12						150.00	-12	
-13						135.00	-13	
-14						125.00	-14	
-15						112.00	-15	
Discount	Printrun	Calendar format	Mosaic	Quantity of pictures	Background Area	Tariff €	Discount	

**MINIMUM PRICE PER PICTURE : calendars = 180 € - pocket = 112 €**

### 5.1 Monographs

15 % of the retail price excl. VAT for the total circulation.

20 % of the total cost price in the case of free distribution.

N.B.: For tear-off calendars, the credits (see General Conditions) must be placed below the reproductions and not on the section to be torn off.

**6. Postal and greetings cards, business cards, invitations, illustrations, communion portraits, menus, bookmarks, notices, school materials, letterhead, envelopes, logos, etc.**

Suppl.	Printrun	Format	Lay-out	Period	Territory	Purpose	Tariff €	Suppl.
20							1540.00	20
19							1390.00	19
18							1260.00	18
17							1140.00	17
16							1040.00	16
15							945.00	15
14							860.00	14
13							780.00	13
12							710.00	12
11							645.00	11
10							585.00	10
9							535.00	9
8							485.00	8
7	+		super luxury		World		440.00	7
6	1000000				World ex-USA		400.00	6
5	500000				USA		360.00	5
4	250000	+			Europe		330.00	4
3	100000	30 x 40 A3			3 countries		300.00	3
2	50000	20 x 30	luxury		2 countries	with logo	275.00	2
1	25000	15 x 20	greetings card				250.00	1
<b>Base</b>	<b>10000</b>	<b>10 x 15 cm</b>	<b>Standard</b>	<b>12 months</b>	<b>without logo</b>		<b>225.00</b>	<b>Base</b>
-1	5000	9x13 airline		2 doc.	5 doc.		200.00	-1
-2	2500	5x8 credit card...		3	10	background	180.00	-2
-3	1000	4x5 chromo		4			165.00	-3
-4	500	3x4 stamp		5	25	area >25%	150.00	-4
-5				6			135.00	-5
-6				7	50	area <25%		-6
-7				8				-7
-8				+	100			-8
-9								-9
<b>Discount</b>	<b>Printrun</b>	<b>Format</b>	<b>Lay-out</b>	<b>Mosaic</b>	<b>Quantity of pictures</b>	<b>Background Area</b>	<b>Tariff €</b>	<b>Discount</b>

**MINIMUM PRICE PER PICTURE = 135 €**

## 7. School materials

Suppl.	Printrun	Format	Duration	Territory	Purpose	Tariff €	Suppl.	
14						2040.00	14	
13						1860.00	13	
12						1690.00	12	
11						1540.00	11	
10						1390.00	10	
9						1260.00	9	
8						1140.00	8	
7				World		1040.00	7	
6	+			World ex-USA		945.00	6	
5	100000			USA		860.00	5	
4	50000	+	48 months	Europe		780.00	4	
3	25000	60 x 80	36 months	3 countries		710.00	3	
2	10000	40 x 60	24 months	2 countries	with logo	645.00	2	
1	7500	30 x 40 A3				585.00	1	
Base	<b>5000</b>	<b>20 x 30 A4</b>	<b>cover</b>	<b>12 months</b>	<b>without logo</b>	<b>535.00</b>	<b>Base</b>	
-1	4000	15 x 20 A5		2 doc.	5 doc.	485.00	-1	
-2	3000	pocket		3	10	background	440.00	-2
-3	2000		interior	4	repeat		400.00	-3
-4	1000			5	25	area >25%	360.00	-4
-5	500			6			330.00	-5
-6				7	50	area <25%	300.00	-6
-7				8			275000	-7
-8				+	100		250.00	-8
-9							225.00	-9
-10							200.00	-10
-11							180.00	-11
-12							165.00	-12
-13							150.00	-13
-14							135.00	-14
-15							125.00	-15
Discount	Printrun	Format	Lay-out	Mosaic	Quantity of pictures	Background Area	Tariff €	Discount

**MINIMUM PRICE PER PICTURE = 125 €**

## 8. Art reproductions

- **Posters** (on paper): **15%** of the retail price excl. VAT, with the following minimum:

- **Facsimiles**: **18%** of the retail price excl. VAT, with the following minimum:

<u>Printrun / Format</u>	<u>20 x 30 cm</u>	<u>30 x 40 cm</u>	<u>40 x 60 cm</u>	<u>50 x 70 cm</u>
1,000	250.00 €	373.00 €	561.00 €	703.00 €
1,500	333.00 €	499.00 €	749.00 €	935.00 €
2,000	417.00 €	624.00 €	937.00 €	1,170.00 €
2,500	468.00 €	702.00 €	1,054.00 €	1,317.00 €
3,000	521.00 €	780.00 €	1,170.00 €	1,464.00 €
4,000	621.00 €	933.00 €	1,398.00 €	1,748.00 €
5,000	722.00 €	1,084.00 €	1,625.00 €	2,033.00 €
Per 1,000	120.00 €	181.00 €	271.00 €	339.00 €
<u>Printrun / Format</u>	<u>60 x 80 cm</u>	<u>70 x 100 cm</u>	<u>80 x 120 cm</u>	<u>Plus</u>
1,000	844.00 €	1,054.00 €	1,263.00 €	1,896.00 €
1,500	1,124.00 €	1,405.00 €	1,686.00 €	2,529.00 €
2,000	1,405.00 €	1,756.00 €	2,107.00 €	3,161.00 €
2,500	1,580.00 €	1,975.00 €	2,370.00 €	3,555.00 €
3,000	1,756.00 €	2,195.00 €	2,633.00 €	3,950.00 €
4,000	2,124.00 €	2,622.00 €	3,146.00 €	4,718.00 €
5,000	2,440.00 €	3,048.00 €	3,658.00 €	5,488.00 €
Per 1,000	408.00 €	509.00 €	610.00 €	914.00 €

## 8.1 Reproductions of photos on posters and puzzles

Suppl.	Printrun	Format	Duration	Territory	Purpose	Tariff €	Suppl.
14						2040.00	14
13						1860.00	13
12						1690.00	12
11						1540.00	11
10						1390.00	10
9						1260.00	9
8						1140.00	8
7				World		1040.00	7
6	+			World ex-USA		945.00	6
5	50000			USA		860.00	5
4	25000		48 months	Europe		780.00	4
3	10000	+	36 months	3 countries		710.00	3
2	7500	60 x 80	24 months	2 countries	with logo	645.00	2
1	5000	40 x 60				585.00	1
Base	3000	30 x 40 A3	12 months		without logo	535.00	Base
-1	2000	20 x 30 A4	2 doc.	2 posters		485.00	-1
-2	1000	15 x 20 A5	3	3 posters	background	440.00	-2
-3		pocket	4	4 posters		400.00	-3
-4			5	5 posters	area >25%	360.00	-4
-5			6	+		330.00	-5
-6			7	50 doc./puzzle	area <25%	300.00	-6
-7			8			275.00	-7
-8			+	100 doc./puzzle		250.00	-8
-9						225.00	-9
-10						200.00	-10
-11						180.00	-11
-12						165.00	-12
-13						150.00	-13
-14						135.00	-14
-15						125.00	-15
Discount	Printrun	Format	Mosaic	Quantity of documents	Background Area	Tariff €	Discount

MINIMUM PRICE PER PICTURE = 125 € - with advertisement = 150 €

## 9. Slides

<b>Printrun</b>	<b>Per work</b>
1 – 100	45.84 €
101 – 500	90.33 €
501 – 1,000	116.53 €
1,001 – 2,500	146.65 €
2,501 – 5,000	191.15 €
> 5,000	239.61 €

## 10. Theatre scenery and fairs

Suppl.	Format	Use	Printrun	Duration	Territory	Tariff €	Suppl.	
21						2260.00	21	
20						2040.00	20	
19						1860.00	19	
18						1690.00	18	
17						1540.00	17	
16						1390.00	16	
15						1260.00	15	
14						1140.00	14	
13						1040.00	13	
12						945.00	12	
11						860.00	11	
10				60 months		780.00	10	
9				48 months		710.00	9	
8	+			36 months		645.00	8	
7	50 m <sup>2</sup>			24 months	World	585.00	7	
6	25 m <sup>2</sup>			18 months	World ex-USA	535.00	6	
5	20 m <sup>2</sup>			12 months	USA	485.00	5	
4	15 m <sup>2</sup>		100	9 months	Europe	440.00	4	
3	10 m <sup>2</sup>	TV	50	6 months	3 countries	400.00	3	
2	5 m <sup>2</sup>		10	3 months	2 countries	360.00	2	
1	4 m <sup>2</sup>		5	1 month		330.00	1	
Base	3 m <sup>2</sup>	Public/private	1	1 week		300.00	Base	
-1	2 m <sup>2</sup>	Reserved	2	2	5 doc.	275.00	-1	
-2	1 m <sup>2</sup>	Educational	3	3	10 Back-ground	250.00	-2	
-3	0.5 m <sup>2</sup>		4	4		225.00	-3	
-4			5	5	25 area >25%	200.00	-4	
-5			6	+		180.00	-5	
-6			7		50 area <25%	165.00	-6	
-7			8			150.00	-7	
-8			+		100	135.00	-8	
Discount	Format	Use	Mosaic Panel > 1m <sup>2</sup>	Quantity of pictures format >1m <sup>2</sup>	Quantity of pictures format < 1m <sup>2</sup>	Background Area	Tariff €	Discount

**MINIMUM PRICE PER PICTURE = 135 €**



## 11. Covers for records, cassettes, CDs and CD-ROMs

Suppl.	Printrun	Audio format	Video format	Duration	Territory	Tariff €	Suppl.	
14						2260.00	14	
13						2040.00	13	
12						1860.00	12	
11						1690.00	11	
10						1540.00	10	
9						1390.00	9	
8						1260.00	8	
7	+				World	1140.00	7	
6	1000000				World ex-USA	1040.00	6	
5	500000				USA	945.00	5	
4	250000			48 months	Europe	860.00	4	
3	100000		vhs + cd	36 months	3 countries	780.00	3	
2	50000		vhs	24 months	2 countries	710.00	2	
1	25000		mc+cd+dcc			645.00	1	
Base	<b>10000</b>	<b>mc/cd/dcc</b>		<b>12 months</b>		<b>585.00</b>	<b>Base</b>	
-1	7500				2 doc. 5 doc.	535.00	-1	
-2	5000		background		3 10	485.00	-2	
-3	3000		repeat		4	440.00	-3	
-4	1000		area >25%		5 25	400.00	-4	
-5	500				6	360.00	-5	
-6			area <25%		7 50	330.00	-6	
-7					8	300.00	-7	
-8					+ 100	275.00	-8	
-9						250.00	-9	
-10						225.00	-10	
-11						200.00	-11	
-12						180.00	-12	
-13						165.00	-13	
-14						150.00	-14	
-15						135.00	-15	
Discount	Printrun		Background Area		Mosaic	Quantity of pictures	Tariff €	Discount

**MINIMUM PRICE PER PICTURE = 135 €**

## 12. T-shirts, artefacts, merchandising, etc.

- 15 % of the retail price excl. VAT of the total circulation.
- 20 % of the total cost price where distributed free of charge.

**13. Postage stamps**

<b>Printrun</b>	<b>Per Work</b>
1 – 200,000	261.85 €
200,001 – 500,000	392.79 €
500,001 – 1,000,000	523.72 €
Per tranche of 1,000,000	523.72 €

Criteria used by SABAM to modify the base tariff

<b>Black-white</b>	<b>- 30 %</b>
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## 14. Tourism brochures

Suppl.	Printrun	Picture format	Publication format	Duration	Territory	Tariff €	Suppl.	
20						1860.00	20	
19						1690.00	19	
18						1540.00	18	
17						1390.00	17	
16						1260.00	16	
15						1140.00	15	
14						1040.00	14	
13						945.00	13	
12						860.00	12	
11		3/1				780.00	11	
10		2 covers				710.00	10	
9		front cover				645.00	9	
8		back cover				585.00	8	
7					World	535.00	7	
6					World ex-USA	485.00	6	
5				60 months	USA	440.00	5	
4	+			48 months	Europe	400.00	4	
3	1000000	2/1		36 months	3 countries	360.00	3	
2	500000	1.5/1	+	24 months	2 countries	330.00	2	
1	250000	1/1	30 x 40 A3			300.00	1	
<b>Base</b>	<b>100000</b>	<b>3/4 page</b>	<b>20 x 30 A4</b>	<b>12 months</b>		<b>275.00</b>	<b>Base</b>	
-1	50000	1/2	15 x 20 A5		2	5	250.00	-1
-2	25000	1/2		background	3	10	225.00	-2
-3	15000	Stamp 12cm <sup>2</sup>		repeat	4		200.00	-3
-4	10000			area >25%	5	25	180.00	-4
-5	7500				6		165.00	-5
-6	5000			area <25%	7	50	150.00	-6
-7	3000				8		135.00	-7
-8	2000				+	100	125.00	-8
-9	1000						112.00	-9
<b>Discount</b>	<b>Printrun</b>	<b>Format</b>	<b>Document format</b>	<b>Background Area</b>	<b>Mosaic</b>	<b>Quantity of pictures</b>	<b>Tariff €</b>	<b>Discount</b>

**MINIMUM PRICE PER PICTURE = COVER 275 € / INTERIOR 112 €**

## 15. Packaging

Suppl.	Printrun	Format	Nb of sides/ Package	Duration	Territory	Tariff €	Suppl.	
20						4840.00	20	
19						4400.00	19	
18						4000.00	18	
17						3630.00	17	
16						3300.00	16	
15						3000.00	15	
14						2730.00	14	
13						2480.00	13	
12						2260.00	12	
11						2040.00	11	
10						1860.00	10	
9						1690.00	9	
8						1540.00	8	
7	+				World	1390.00	7	
6	5000000				World ex-USA	1260.00	6	
5	2500000	+		60 months	USA	1140.00	5	
4	1000000	40 x 60		48 months	Europe	1040.00	4	
3	500000	30 x 40 A3	4 sides	36 months	3 countries	945.00	3	
2	250000	20 x 30 A4	3 sides	24 months	2 countries	860.00	2	
1	100000	15 x 20 A5	2 sides			780.00	1	
Base	<b>50000</b>	<b>10 x 15 cm</b>	<b>1 side</b>	<b>12 months</b>		<b>710.00</b>	<b>Base</b>	
-1	25000	7,5 x 10		2 doc./side	2	645.00	-1	
-2	10000	-		3	3 background	585.00	-2	
-3	7500		Test run	4	4	535.00	-3	
-4	5			5	5 area >25%	485.00	-4	
-5	3			6	6 +	440.00	-5	
-6	1			7	7 area <25%	400.00	-6	
-7				8		360.00	-7	
-8				+		330.00	-8	
-9						300.00	-9	
Discount	Printrun	Format		Mosaic	Number of different packages	Background Area	Tariff €	Discount

**MINIMUM PRICE PER PICTURE = 300 €**

# ADVERTISING

## 1. Publications

Suppl.	Printrun	Advertising format	Territory	Picture format	Duration	Tariff €	Suppl.	
20						3630.00	20	
19						3300.00	19	
18						3000.00	18	
17						2730.00	17	
16						2480.00	16	
15						2260.00	15	
14						2040.00	14	
13						1860.00	13	
12						1690.00	12	
11	+					1540.00	11	
10	10000000					1390.00	10	
9	7500000					1260.00	9	
8	5000000	3/4 cover			36 months	1140.00	8	
7	3000000	front cover	World		24 months	1040.00	7	
6	1000000	2/1 cover	World ex-USA		18 months	945.00	6	
5	500000	back cover	USA		12 months	860.00	5	
4	250000	1,5/1	Europe		9 months	780.00	4	
3	100000	1/1	3 countries		6 months	710.00	3	
2	50000	3/4	2 countries		3 months	645.00	2	
1	25000	1/2			1 month	585.00	1	
Base	<b>10000</b>	<b>1/4</b>	<b>magazine</b>		<b>one shot</b>	<b>use</b>	<b>535.00</b>	<b>Base</b>
-1	5000	stamp	newspapers	1/2 page	2	2 advertisements	485.00	-1
-2	2500	background	intern		3	3 advertisements	440.00	-2
-3	1000		target group	1/4 page	4	4 advertisements	400.00	-3
-4		area > 25%	professional		5	5 advertisements	360.00	-4
-5			educational		6	+	330.00	-5
-6		area < 25%			7		300.00	-6
-7					8		275.00	-7
-8					+		250.00	-8
-9							225.00	-9
Discount	Printrun	Format	Media	Picture format	Mosaic cover	Quantity per campaign	Tariff €	Discount

**MINIMUM PRICE PER PICTURE = 225 €**

## 2. Posters and small bills (non-networked), panels, presentation boards and stands

Suppl.	Print run	Format	Sides	Picture	Duration	Territory	Tariff €	Suppl.
14							3630.00	14
13							3300.00	13
12							3000.00	12
11							2730.00	11
10							2480.00	10
9							2260.00	9
8							2040.00	8
7						World	1860.00	7
6	+					World ex-USA	1690.00	6
5	50000					USA	1540.00	5
4	25000				48 months	Europe	1390.00	4
3	10000	+	4 sides		36 months	3 countries	1260.00	3
2	7500	120 x 160	3 sides		24 months	2 countries	1140.00	2
1	5000	80 x 120	2 sides				1040.00	1
Base	<b>3000</b>	<b>60 x 80</b>	<b>1 side</b>		<b>12 months</b>		<b>945.00</b>	<b>Base</b>
-1	2000	40 x 60		1/2 side	6 months	2 pictures	860.00	-1
-2	1000	30 x40/A3	background		3 months	3 pictures	780.00	-2
-3	500	20 x30/A4		1/4 side	1 month	4 pictures	710.00	-3
-4	100	-	area >25%			5 pictures	645.00	-4
-5						6 pictures	585.00	-5
-6			area <25%			7 pictures	535.00	-6
-7						8 pictures	485.00	-7
-8						+	440.00	-8
-9							400.00	-9
-10							360.00	-10
-11							330.00	-11
-12							300.00	-12
-13							275.00	-13
-14							250.00	-14
-15							225.00	-15
Discount	Printrun	Format	Background Area	Picture format	Duration	Mosaic	Tariff €	Discount

**MINIMUM PRICE PER PICTURE = 225 €**

### 3. Poster networks

Suppl.	Board format	Territory	Duration			Tariff €	Suppl.	
17						12500.00	17	
16						11400.00	16	
15						10400.00	15	
14						9460.00	14	
13						8600.00	13	
12						7810.00	12	
11						7100.00	11	
10						6460.00	10	
9			+			5330.00	9	
8			48 months			4840.00	8	
7		World	36 months			4400.00	7	
6		World ex-USA	24 months			4000.00	6	
5		USA	18 months			3630.00	5	
4		Europe	12 months			3300.00	4	
3	electronic	3 countries	9 months			3000.00	3	
2	+ mof 36m <sup>2</sup>	2 countries	6 months			2730.00	2	
1	+ mof 16m <sup>2</sup>		3 months			2480.00	1	
Base	<b>20 m<sup>2</sup></b>	<b>National</b>	<b>1 month</b>			<b>2260.00</b>	<b>Base</b>	
-1	Bus shelter/ underground	5 centres	10 days	2 pictures	2	2040.00	-1	
-2	mof	North		3	3	background	1860.00	-2
-3	4 m <sup>2</sup>	South		4	4		1690.00	-3
-4	2 m <sup>2</sup>	Brussels		5	5	Area >25%	1540.00	-4
-5	1 m <sup>2</sup>	local		6			1390.00	-5
-6	mobile	1 board		7		Area <25%	1260.00	-6
-7	window display			8			1140.00	-7
-8	caddies			+			1040.00	-8
-9	banners						945.00	-9
-10							860.00	-10
-11							780.00	-11
-12							710.00	-12
<b>Discount</b>	<b>Format</b>	<b>Territory</b>	<b>Duration</b>	<b>Mosaic</b>	<b>Panels per campaign</b>	<b>Background Area</b>	<b>Tariff €</b>	<b>Discount</b>

**MINIMUM PRICE PER PICTURE = 710 €**

# AUDIO-VISUAL

Work = reproduction and transmission of a work with a maximum duration of 10 seconds.

## 1. Advertising spots for TV/Cinema

Suppl.	Media	Use	Duration	Territory	Tariff €	Suppl.	
20					4840.00	20	
19					4400.00	19	
18					4000.00	18	
17					3630.00	17	
16					3300.00	16	
15					3000.00	15	
14					2730.00	14	
13					2480.00	13	
12					2260.00	12	
11					2040.00	11	
10					1860.00	10	
9					1690.00	9	
8					1540.00	8	
7				World	1390.00	7	
6				World ex-USA	1260.00	6	
5			60 months	USA	1140.00	5	
4		spons. clip	48 months	Europe	1040.00	4	
3			36 months	National	945.00	3	
2	cinema + TV		24 months	1 language	860.00	2	
1					780.00	1	
Base	cinema or	TV spot	12 months	TV Broadcaster	710.00	Base	
-1		3 works	2 spots		645.00	-1	
-2	educational	5	3 spots	Local TV	background	585.00	-2
-3		10	4 spots			535.00	-3
-4		25	5 spots		area >25%	485.00	-4
-5			+			440.00	-5
-6		50			area <25%	400.00	-6
-7						360.00	-7
-8		100				330.00	-8
-9						300.00	-9
Discount	Use	Works per spot	Spots per campaign	Territory	Background Area	Tariff €	Discount

**MINIMUM PRICE PER PICTURE = 300 €**



## 2. Film - reproduction rights

Films with special occasional reproductions.

### Feature films:

1 - 5 works	108.00 € per work
6 - 15 works	540.00 € + 68.00 € per work in this tranche
> 15 works	1,220.00 € + 55.00 € per work in this tranche

### Short films:

1 - 5 works	81.00 € per work
6 - 15 works	407.00 € + 55.00 € per work in this tranche
> 15 works	953.00 € + 40.00 € per work in this tranche

Criteria used by SABAM to modify base tariff 1 and 2

Decorative use	- 20 %
Advertising	+ 200 %

## 3. Video – reproduction rights

### A. Occasional reproductions or video films.

1 - 5 works	79.87 € per work
6 - 15 works	399.33 € + 53.67 € per work in this tranche
> 15 works	936.15 € + 39.29 € per work in this tranche

Criteria used by SABAM to modify the base tariff

Decorative use	- 20 %
Advertising	+ 200 %

This tariff is valid for EU reproduction rights and up to 10 copies.  
Where circulation >10 cassettes:

Number of copies	Percentage
11 - 100	+ 10 %
101 - 500	+ 20 %
501 - 1000	+ 30 %
1001 - 2500	+ 40 %
2501 - 5000	+ 50 %
5001 - 10000	+ 60 %
> 10000	+ 80 %

#### 4. Public showings (slide shows, company films, etc.)

Suppl.	Media	Use	Duration	Territory	Tariff €	Suppl.	
20					4840.00	20	
19					4400.00	19	
18					4000.00	18	
17					3630.00	17	
16					3300.00	16	
15					3000.00	15	
14					2730.00	14	
13					2480.00	13	
12					2260.00	12	
11					2040.00	11	
10					1860.00	10	
9					1690.00	9	
8					1540.00	8	
7				World	1390.00	7	
6				World ex-USA	1260.00	6	
5			60 months	USA	1140.00	5	
4		spons.clip	48 months	Europe	1040.00	4	
3			36 months	National	945.00	3	
2	cinema + TV		24 months	1 language	860.00	2	
1					780.00	1	
Base	cinema or	TV spot	12 months	TV Broadcaster	<b>710.00</b>	Base	
-1		3 works	2 spots		645.00	-1	
-2		educational	5	3 spots	Local TV background	585.00	-2
-3			10	4 spots		535.00	-3
-4			25	5 spots	area >25%	485.00	-4
-5				+		440.00	-5
-6			50		area <25%	400.00	-6
-7						360.00	-7
-8			100			330.00	-8
-9						300.00	-9
Discount	Use	Works per spot	Spots per campaign	Territory	Background Area	Tariff €	Discount

**MINIMUM PRICE PER PICTURE = 93 €**

## 5. Television – reproduction rights and transmission rights

These are rights for the recording onto the medium (reproduction right) and for the distribution of the image on the television screen (transmission right). Cable distribution rights and satellite rights are not included.

The tariff is valid exclusively for Belgium and countries where associations of authors have not entered into fixed rate contracts.

Basis per work :

1 - 5 works	163.00 € per work
6 - 15 works	813.00 € + 81.00 € per work in this tranche
> 15 works	1,626.00 € + 68.00 € per work in this tranche

### Criteria used to modify the base tariff

Re-transmission within 12 months (not consecutive)	- 50 %
Decorative use	- 20 %
Local or regional television	- 30 %
Consecutive transmission (maximum 24 hours)	+ 100 %
Advertising	+ 200 %

# MULTIMEDIA

## 1. CD-ROM, CDI and Software

Suppl.	Printrun	Duration	Territory	Tariff €	Suppl.		
20				945.00	20		
19				860.00	19		
18				780.00	18		
17				710.00	17		
16				645.00	16		
15				585.00	15		
14				535.00	14		
13				485.00	13		
12				440.00	12		
11				400.00	11		
10				360.00	10		
9				330.00	9		
8				300.00	8		
7				275.00	7		
6		More	World	250.00	6		
5				225.00	5		
4				200.00	4		
3	More		Europe	180.00	3		
2				165.00	2		
1				150.00	1		
Base	5000	retail	12 months	Belgium	1	135.00	base
-1					2	125.00	-1
-2					3	112.00	-2
-3	1000 or less	free			4	102.00	-3
-4					5 or +	93.00	-4
-5						85.00	-5
-6						77.00	-6
Discount	Printrun	Use	Duration	Territory	Number of documents	Tariff €	Discount

**MINIMUM PRICE PER PICTURE = 77 €**

## 2. Internet & intranet

### 1. Obligations of the content provider when agreement in principle has been given:

1.1 The size of the electronic file of decompressed pictures means that good quality reproduction is not possible.

1.2 The content provider must warn visitors that the copyright of the pictures is protected and that they may not be copied without the permission of the author or his agent.

1.3 The name of the author, the title of his work and "© SABAM Belgium 2012" (only for artists represented by SABAM) must be indicated below each reproduction.

1.4 The full internet address of the content provider must be communicated to SABAM.

### 2. The following tariff is applicable where the authorisation conditions are complied with:

Suppl.	Duration	Public	Type of site	Banner (number of sites)	Usage	Picture format	Number of documents	Tariff €	Suppl.
13								585.00	13
12								535.00	12
11								485.00	11
10								440.00	10
9								400.00	9
8	36 or +			11 or +				360.00	8
7				10				330.00	7
6		World		5				300.00	6
5				3	home page			275.00	5
4				1	e-com	1-févr		250.00	4
3	24 months	Europe	Portal					225.00	3
2						1-avr		200.00	2
1	12 months					1-août		180.00	1
Base	6 months	Belgium	Company		General	janv-16	1	165.00	Base
-1	3 months						2	150.00	-1
-2	1 month	Regional					3	135.00	-2
-3							5	125.00	-3
-4					Editorial		7	112.00	-4
-5	1 day	Local	Cultural					102.00	-5
-6								93.00	-6
-7								85.00	-7
-8								77.00	-8
-9								70.00	-9
-10								62.00	-10
-11								55.00	-11
-12								50.00	-12
Discount	Duration	Public	Type of site	Banner(number of sites)	Usage	Picture format	Number of documents	Tariff €	Discount