

**BELFAST WATERFRONT PRICING POLICY**

CONFERENCE BUSINESS SALES EFFECTIVE 1 APRIL 2010 TO 31 MARCH 2011

(ALL RATES ARE SUBJECT TO VAT)

| Room Name       | Full Day<br>9.00-23.00 | Part Day 8hrs<br>09.00-18.00 OR<br>13.00-23.00 | 1/2 day rate<br>4hrs<br>9-13.00 / 14-18.00 |
|-----------------|------------------------|--|--|
| Auditorium      | 8,725                  | 6,980  |  |
| Studio          | 1,399                  | 1,222  |  |
| Concourse       | 1,330                  | 1,157  |  |
| Gallery Level 1 | 916                    | 734  |  |
| Gallery Level 2 | 1,049                  | 874  |  |
| Bar Level 1     | 841                    | 666  |  |
| Bar level 2     | 1,190                  | 1,017  |  |
| Brasserie       | 982                    | 809  |  |
| Conductor       | 221                    | 165  | 125  |
| Soloist         | 221                    | 165  | 125  |
| Harland         | 221                    | 165  | 125  |
| Pirrie          | 331                    | 276  | 185  |
| Andrews         | 221                    | 165  | 125  |

| Exhibition Rate                    |     |
|------------------------------------|-----|
| Concourse Box                      | 510 |
| Bar 1 or Gallery 1 exhibition rate | 562 |
| Bar 2 or Gallery 2 exhibition rate | 675 |

| Room Name  | Full Day<br>9.00-23.00 | Part Day 8hrs<br>09.00-18.00 OR<br>13.00-23.00 | 1/2 day rate<br>4hrs<br>9-13.00 / 14-18.00 |
|------------|------------------------|--|--|
| Ritchie    | 221                    | 165  | 125  |
| Boardroom  | 413                    | 329  | 240  |
| Lagan      | 473                    | 420  | 260  |
| Blackstaff | 221                    | 165  | 125  |
| Farsset    | 221                    | 165  | 125  |
| Olympic    | 221                    | 165  | 125  |
| Titanic    | 331                    | 289  | 190  |
| Canberra   | 383                    | 306  | 153  |
| Britannic  | 286                    | 226  |  |
| Green Room | 525                    | 443  |  |
| VIP Suite  | 515                    | 434  | 290  |

- increase of 2% on 2009 hold at 2009 rate
- other increase catering rate
- for the Canberra when hiring the Green room
- reduction

The hire cost includes basic sound and orchestral lighting, and technical staff to provide this. Plus duty manager and stewards.

|                                   |   |   |                         |
|-----------------------------------|---|---|-------------------------|
| <b>Rehearsals or Get In</b>       | 50% of Full or Part Day or Weekly Rate  | <b>Main Aud</b>   | <b>Studio</b>           |
| <b>Additional usage surcharge</b> | <b>Each full or part hour</b><br>First 1.5 hrs. of Get Out included in basic rates of hire. Rest at additional usage surcharge                          | <b>£388</b>   | <b>£163</b>             |
| <b>Discount structure</b>         | Association<br>Charity<br>Repeat business 4yrs + @ Belfast Waterfr<br>Series discount corporate > 4 events<br>Venue Finding Agency                      | 20%<br>20%<br>25%<br>20%<br>8% on request   |                         |
| <b>Box Office Commission</b>      | Registered Charity<br>Others<br>Piano Hire (Steinway)<br>Piano Tuning<br>PRS<br>Advertising<br>Followspot operators<br>Merchandising<br>Ticket printing | 10%<br>15%<br>per day<br>£<br>250 (as per technical schedule)<br>80 (as per technical schedule)<br>3% of Net Box Office<br>POA<br>POA<br>POA<br>POA |                         |
| <b>Additional charges</b>         |   |   | <b>£0.21 per ticket</b> |