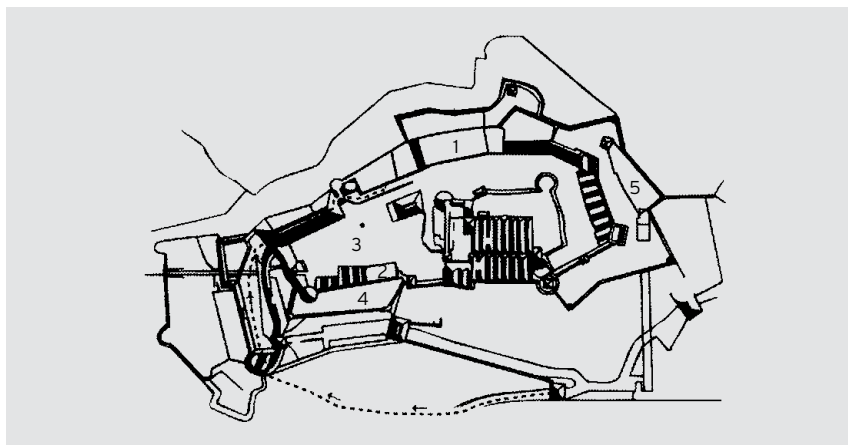


# Hohensalzburg Fortress

## Medieval charm overlooking the enchanting city of Salzburg.

The premises are available all the year for receptions, weddings, baptisms, exhibitions, dinners, medieval banquets, conferences, product presentations, etc.



### Events:

Individual arrangements possible.

Concerts, small theatrical performances, Ballet, minstrel singing, historical dances, medieval tournaments, costumed festivities, unforgettable open-air events. Catering can be arranged.

### Catering:

By the restaurateurs of the fortress.

### Tour

of the interior area (state rooms, fortress museum, multi-vision show) with audio guide in 8 languages or with a tour guide. Duration: approx. 45 minutes

### Special guided tours:

The standard tour is extended to include: the battlements, casemates, bakery, smithy, fencing hall.

Duration: 1½ to 2 hours.

Premises	Seating capacity for			Basic rent		
	Reception	Concert	Banquet	for 3 hours	every additional hour	
1 Gothic Hall	260 m <sup>2</sup>	Arrange directly with the Fortress Tavern Tel: +43/(0)662/844975, e-mail: info@ritteressen-salzburg.at for approx. 180 people				
2 Chapel		for approx. 80 people			€ 180.-	
3 Courtyard		up to 800 people Rental time: daily from 7:00 to 11:00 p.m.			€ 440.-	€ 130.-
4 Bastion (Kuenburgbastei)	approx. 500 m <sup>2</sup>	up to 300 people			€ 440.-	€ 130.-
5 Heraldic Hall		Arrange directly with the Fortress Restaurant, cap. 140 people, Tel. +43/(0)662/84 17 80, Fax +43/(0)662/84 77 85				

### Weddings

Church weddings can be conducted in the fortress's St. George's chapel.

Additionally available: 1 room where wedding formalities can be conducted and/or clothes can be changed; this can be ideally combined with a reception at the fortress, a cocktail hour at the Kuenburgbastei and a festive dinner.

### Access by Fortress funicular for a fee.

(Operated by: Salzburg AG, information at: www.stadtbus.at)

### Operating and personnel expenses:

Electricity for lighting and heating	€ 0.37/kWh
Personnel: Supervisor	€ 48.-
Assistant	€ 33.-

### Note:

Ascent on foot or by funicular only. No driveway or parking available.

Prices and conditions correct at time of printing (8/2008) - all prices subject to 20% VAT. At least one person will be calculated as supervisor for the full duration of all events.

The services, the provision of seminar infrastructure, stage equipment, technology and all furniture will be invoiced separately according to the price list.

### Hohensalzburg Fortress Administration

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Fax +43/(0)662/84 24 30-20  
e-mail: festung@salzburg.gv.at

### Headoffice:

#### Salzburger Burgen und Schlösser

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www.salzburg-burgen.at  
e-mail: salzburger.burgen.schloesser@salzburg.gv.at

# Salzburger Burgen und Schlösser Betriebsführung

## General Terms and Conditions

### I. Parties to the Contract

The utilisation contract is entered into by and between the Salzburger Burgen und Schlösser Betriebsführung, an operational organization of the Austrian federal province of Salzburg, (hereinafter referred to as SBSB) on the one hand, and the organisers of closed attendance or public events (hereinafter referred to as the 'User') on the other.

Price estimates made by SBSB are non-binding, while orders placed by users are considered valid and binding for the user for 14 days. The utilisation contract will become valid upon issuance of the order acknowledgement by SBSB.

Utilisation confirmation will be issued by SBSB or by Department 8/03 of the Salzburg provincial government, responsible for real estate and facility management, and can be denied for justifiable reasons.

Upon request, SBSB shall find and commission third parties to render services not offered by SBSB in the User's name and on the User's behalf. Such services will not be part of the utilisation contract between SBSB and the User. SBSB will not accept any liability whatsoever for services rendered by third parties. The costs of third party services will be invoiced to the User directly by the third party.

The validity of the User's general terms and conditions shall be precluded.

### II. Rates

#### a) General

All prices shall be subject to the statutory value-added tax; the prices charged are the rates as in the price list valid on the date(s) booked, even if the proposal, the utilisation contract or the utilisation acknowledgement quote other prices (e.g.: from an outdated price list).

#### b) Utilisation Fee

The basic three-hour lease rate quoted in the price lists is a minimum rate payable even if the duration of utilisation is less than three hours. From the start of the fourth hour, the hourly rate quoted in the price lists will be payable for each commenced hour. For times used for preparatory, assembly or dismantling work on the premises, only half of the rates will be charged.

#### c) Operating Expenses

Costs for electricity for lighting and heating, personnel costs as well as costs for preparatory or cleaning work are subject to the price lists valid at the time of provision. Such costs shall also be borne by the User. In case of extraordinary cleaning expenses, the actual cleaning cost will be charged.

#### d) Fee Collection, Duties and Other Fees

All costs, duties and fees resulting from this agreement and the organised event as well as a commission fee payable for a public event and AKM (performers' union) fees will be borne by the User in addition to the rates quoted in the price lists.

### III. Mode of Payment

The utilisation fee is payable in two instalments as follows: Upon issue of the utilisation acknowledgement by SBSB, the required down payment (usually 50% of the estimated utilisation fee) is payable within one week to account No. 212.7017 at Salzburger Landes-Hypothekenbank, sorting code 55000, Residenzplatz 7, A-5020 Salzburg. SBSB has the right to request a higher down payment. The remaining utilisation fee and the actual operation expenses, personnel costs as well as duties and other fees possibly levied by the authorities will be invoiced by SBSB after the event. This amount is payable within 14 days from the invoice date without discount. In case of late payment, SBSB may charge interest 8% above the basic lending rate per annum on outstanding amounts. Additionally, a charge of €20.00 per reminder will be charged. If the user is a group of persons, all persons involved will be liable.

### IV. Cancellation Policy

In case of cancellation by the user up to two weeks

prior to the booking date, the down payment will be charged as a cancellation fee. After that time, the entire utilisation fee will be charged as a cancellation fee.

For rooms in the Salzburg Residence, SBSB reserves the right to withdraw from utilisation contracts until three weeks prior to an event if the rooms are required for official receptions by the Province. In that case, Users will not be entitled to claim damages against SBSB. However, SBSB will try to find and provide alternative rooms in other representative buildings under SBSB auspices.

SBSB also reserves the right to withdraw from the utilisation contract for cogent reasons. Grave and important reasons are particularly (i) Users default in their payment obligations, (ii) User's inability to show permits or approvals for the planned event upon request, (iii) any form of bankruptcy filed against the User, (iv) events of a nature considered to contradict the dignity and standard of the venue or to be of an extreme nature or (v) that the nature of the event suggests that public order, peace or security will be compromised. In case of withdrawal by SBSB for cogent reasons, the cancellation fee as quantified in paragraph 1 shall be payable.

### V. Liability

In cases of acts of God (e.g. fire, storm, strike) or other events outside of SBSB's control and responsibility (e.g. open air concert on the premises), which render it impossible to stage the event in question, SBSB reserves the right to withdraw from the contract.

Claims for damage by the user against SBSB is excluded for slight and gross negligence as far as such exclusion is permissible by law and in any case inasmuch as such damages are not covered by indemnity insurances in favour of SBSB. Liability by SBSB is also excluded as in §§ 970ff and 1316 of the Austrian Civil Code (ABGB). Any claims by the User must immediately be submitted in writing; otherwise all claims shall be forfeited. They expire unless filed with a competent legal court within six months.

The User will be held liable towards SBSB, their employees and customers, for all damage inflicted by the User, the User's employees, agents or visitors to the event. The User shall indemnify and hold SBSB harmless against any claims for damage or third-party claims resulting from the utilisation. Any damage to the utilised property will be repaired by SBSB at User's expense.

Users shall submit an insurance policy (personal damage, damage to property and damage suffered by SBSB) to SBSB or the property manager with a minimum coverage of 3 million euros per claim prior to the event. In case proof of such insurance cover is not presented at least 24 hours prior to the event, the event indemnity insurance closed by SBSB will provide coverage and the insurance premium invoiced to the User. In this case, the retainer per case will be €730.00.

If a User advertises an event prior to issue of the utilisation acknowledgement, and the utilisation acknowledgement is not issued, or if SBSB rightfully withdraw from the contract, the User shall not be entitled to submit any claims against SBSB.

### VI. Conditions of Use

Smoking and/or the use of open fire/flame is prohibited in all event locations. The User has the obligation to inform all visitors and aides of that fact. The ban has to be observed unconditionally. To the extent that rooms are equipped with smoke detectors/fire alarms, these these may not be turned off during these events. For all furnishing or construction within the rooms a 300mm minimum distance to walls and obstacles (e.g. chandeliers) must be observed. Spotlights must be installed at least 500mm from wood or textiles and must not be directed at paintings. Users must provide protective

padding or mats for all furnishings, tripods or ladders to protect the flooring. All structures and furnishings must be compliant with all regulations and requirements required by the building and event authorities.

All decorations, fittings and structures must be entirely made of fire-resistant material (combustibility class B 1, smoke emission class Q 1, not dripping T 1).

The User is responsible for compliance with all public regulations, and for obtaining all required official permits. User advertising making reference to the venue to be utilised may only be permitted by written consent from the SBSB. Use of the utilised venues for purposes of sound or video recordings, or for radio or TV productions shall require the written consent of SBSB.

### VII. Participants

The headcount limits set for each venue (as detailed in the venue documents) must not be exceeded, unless the responsible municipality has granted special dispensation.

### VIII. Itinerary

An itinerary with a schedule of events must be submitted to SBSB at the time of booking. The final itinerary and schedule shall be decided upon by SBSB. The User must be represented by a responsible supervisor during the entire event and available to SBSB at all times. The name and mobile telephone number of the responsible supervisor must be made known to SBSB one week prior to the start of the event.

### IX. Supervision

The number of supervisors depends on the size and nature of the event as well as the venue. It is set by SBSB. At least one SBSB supervisor will be present at all times during the event and will be charged for. For events at the Residence, at least one person at the cloakroom and one concierge will be charged for.

### X. Official Permits

If official permission is required for an event (e.g. by the 1997 Salzburg Events Act in its current version), such need to be applied for in good time (advisably immediately upon receipt of the utilisation confirmation). A copy of the permit must be submitted to SBSB as soon as it has been issued. All requirements by the authorities must be met by the User at the User's expense and without directing claims for compensation to SBSB.

### XI. Breach of Contract

If a User fails to fulfil the obligations specified in this contract, the user will pay a penalty amounting to €2,000.00 (including VAT). SBSB has the right to claim damages resulting from such default.

### XII. Place of Jurisdiction. Applicable Law. Written Form

For all disputes arising from or in connection with this contract, the competent court with subject matter jurisdiction in the city of Salzburg, Austria, will be the sole place of jurisdiction. The parties to this contract agree upon applicability of material Austrian Law with the exclusion of the UN Convention on Contracts for the International Sale of Goods. Any changes or amendments to the utilisation contract or to these general terms and conditions must be made in writing.