

**FloraHolland Eelde
2012 Trade Tariffs**
FloraHolland Connect

| | Rate 2012 | Rate 2011 | Details |
|---|-----------|-----------|---|
| Registration fee for buyers | € 250,00 | € 250,00 | On the level of corporate customer number |
| The 2012 registration fee will be charged on the day in 2012 a transaction via FloraHolland Connect settle. | | | |

| Service charge 2012 | Rate 2012 1) | Rate 2011 | |
|---|--------------|-----------|--|
| Scale 1: 0 - 100,000 | 1,50% | 1,50% | |
| Scale 2: 100,000 - 200,000 | 1,25% | 1,25% | |
| Scale 3: 200,000 - 300,000 | 0,30% | 0,30% | |
| Scale 4: 300,000 - 2,500,000 | 0,10% | 0,10% | |
| Scale 5: 2,500,000 - 10,000,000 | 0,05% | 0,05% | |
| Scale 6: 10,000,000 and up | 0,03% | 0,03% | |
| 1) From 2012 there is one rate. From January 1st 2012 a m2-rate will be charged for using non-boxing space. | | | |

| Transaction charge | Rate 2012 | Rate 2011 | Details |
|------------------------------------|-----------|-----------|------------------|
| Buyer-Grower-day plants surcharge | € 1,10 | € 1,10 | For Florecom use |
| Buyer-Grower-day plants discount | € 0,90 | € 0,90 | |
| Buyer-Grower-day flowers surcharge | € 0,50 | € 0,50 | |

Trading scheme

| Rates of the selling buyer | Rate 2012 | Rate 2011 | |
|----------------------------------|-----------|-----------|--|
| Scale 0: 0 - 330 | € 5,00 | € 5,00 | |
| Scale 1: 330 - 500,000 | 1,00% | 1,00% | |
| Scale 2: 500,000 - 1,000,000 | 0,80% | 0,80% | |
| Scale 3: 1,000,000 - 2,000,000 | 0,70% | 0,70% | |
| Scale 4: 2,000,000 - 5,000,000 | 0,50% | 0,50% | |
| Scale 5: 5,000,000 - 10,000,000 | 0,30% | 0,30% | |
| Scale 6: 10,000,000 - 20,000,000 | 0,20% | 0,20% | |
| Scale 7: 20,000,000 and up | 0,10% | 0,10% | |
| Non-electronic surcharge | 0,50% | 0,50% | |

Logistics resources

| | Rate 2012 | Rate 2011 | Details |
|---|-----------|-----------|---------|
| Multi-use packaging | | | |
| Cut flowers - Plastic | | | |
| 533 - Low export container | € 0,13 | € 0,13 | |
| 544 - High export container | € 0,13 | € 0,13 | |
| 560 - High container | € 0,13 | € 0,13 | |
| 566 - Small container | € 0,13 | € 0,13 | |
| 577 - Large container | € 0,14 | € 0,13 | |
| 580 - Low container | € 0,13 | € 0,13 | |
| Cut flowers - Display | | | |
| 596 - Small container rack | € 0,11 | € 0,11 | |
| 597 - Large container rack | € 0,11 | € 0,11 | |
| Cut flowers - Boxes | | | |
| 510 - Mixed box multi-use | € 0,12 | € 0,12 | |
| 519 - General flower box | € 0,16 | € 0,16 | |
| 525 - Lilly / lilac box | € 0,17 | € 0,17 | |
| 527 - Large box | € 0,31 | € 0,31 | |
| Plants - Plastic - Red | | | |
| 702 through 736 - Sivepo plant trays | € 0,08 | € 0,08 | |
| Plants - Plastic - Grey | | | |
| 251 - Low plant container | € 0,13 | € 0,13 | |
| 256 - High plant container | € 0,13 | € 0,13 | |
| 261 - Multi-use plant holder | € 0,08 | € 0,08 | |
| 266 through 280 - Multi-use trays 50x40 | € 0,13 | € 0,13 | |
| Subturn | | | |
| 505 Subturn Fc525 | € 0,07 | € 0,07 | |
| 509 Subturn Fc519 | € 0,07 | € 0,07 | |
| 511 Subturn Fc996 | € 0,11 | € 0,11 | |
| 512 Subturn Fc997 | € 0,11 | € 0,11 | |
| 513 Subturn Fc533 | € 0,06 | € 0,06 | |
| 514 Subturn Fc544 | € 0,06 | € 0,06 | |
| 515 Subturn Fc560 | € 0,06 | € 0,06 | |
| 516 Subturn Fc566 | € 0,06 | € 0,06 | |
| 517 Subturn Fc577 | € 0,06 | € 0,06 | |
| 518 Subturn Fc580 | € 0,06 | € 0,06 | |

Auction packaging

See the internet to view a current code & price list of auction packaging options.

CC trolleys
Rental type

| | | | |
|--------------------|--------|--------|--|
| Day rate container | € 0,63 | € 0,94 | Rental of CC is calculated for 5 days a week |
| Day rate trays | € 0,10 | € 0,15 | |

Rental type - Peak surcharge

| | | | |
|--------------------|--------|--------|---|
| Day rate container | € 0,95 | € 1,42 | Peak period: night of 11/12 March ends on the night of 8/9 June 2012. |
| Day rate trays | € 0,16 | € 0,24 | |

Storage

| | | | |
|--------------------|--------|-----|---|
| Day rate container | € 0,04 | € - | CC trolleys storage is calculated for 5 days a week. During the peak period no storage will be calculated. |
| Day rate trays | € 0,01 | € - | |

| Handling | | | |
|--|------------------|------------------|--|
| Rate per coupon | € 1,50 | € - | During the peak period no handling will be calculated. |
| Rate container | € 0,06 | € - | |
| Rate trays | € 0,01 | € - | |
| Transfer CC trolleys | | | |
| Rate container | € 0,02 | € - | Rate per container and tray for both parties. |
| Rate trays | € 0,005 | € - | |
| Admin costs for transfer by fax cc trolley administration | € 10,00 | € 0,80 | During the peak period no transfer costs will be calculated (excluding admin costs). |
| Subscriptions | | | |
| Basic | € 50,00 | € - | |
| Premium | € 150,00 | € - | |
| Advanced | € 1.000,00 | € - | |
| Other rates for logistics resources | | | |
| Costs for collective transport | | | |
| - digitally per line | € 0,10 | € 0,10 | for recognised cv'ers |
| - digitally per line | € 0,20 | € 0,20 | for non-recognised cv'ers |
| - per line on paper | € 5,00 | € 5,00 | |
| Surrender defective or missing cc container | € 82,90 | € 82,90 | |
| Surrender defective or missing cc plate | € 12,25 | € 12,25 | |
| Lock plates | Rate 2012 | Rate 2011 | Details |
| <i>Charges applicable to all locations, including Rhein-Maas. Biannual rent is not applicable in Aalsmeer.</i> | | | |
| Rental type | | | |
| Annual rent | € 207,00 | € 197,00 | Rental of a lock plate is calculated for 7 days a week. |
| Biannual rent | € 115,00 | € 109,00 | |
| Quarterly rent | € 69,00 | € 66,00 | |
| Monthly rent | € 44,00 | € 42,00 | |
| Weekly rent | € 14,90 | € 14,20 | |
| Daily rent | #DEEL/0! | € 4,45 | |
| Rental type - Peak surcharge | | | |
| Annual rent | € - | € - | Peak period: night of 11/12 March ends on the night of 8/9 June 2012. Peak surcharge is 7 day a week. |
| Biannual rent | € 0,41 | € 0,39 | |
| Quarterly rent | € 0,47 | € 0,45 | |
| Monthly rent | € 0,92 | € 0,88 | |
| Weekly rent | € 1,72 | € 1,64 | |
| Daily rent | € 2,90 | € 2,76 | |
| Other rates for lock plates | | | |
| Storage costs | € 2,00 | € 2,00 | not applicable in Aalsmeer |
| Cancellation costs | € 12,50 | € 12,50 | not applicable in Aalsmeer |
| Damaged lock plate (repairable) | € 12,50 | € 12,50 | not applicable in Aalsmeer |
| Damaged lock plate (irreparable) | € 25,00 | € 25,00 | not applicable in Aalsmeer |
| Buy-out rate | € 320,00 | € 320,00 | |
| Internal overnight rental to the Naaldwijk, Rijnsburg, Bleiswijk and Eelde locations | | | |
| Period | unknown | € 90,00 | |
| Internal overnight rental | unknown | € 7,20 | per night |
| Sanction rate | unknown | € 5,05 | per night |
| The periods and rates for internal overnight rental will be announced in January 2012. | | | |
| Overnight box rental to Aalsmeer location | | | |
| Overnight rental | € 0,67 | € 1,01 | per night |
| Sanction rate | € 5,05 | € 5,16 | per night |
| Peak surcharge | € 0,66 | € 0,99 | |
| Box annual rent | € 100,00 | € 150,00 | per year |

Electronic services

| Floranet | Rate 2012 | Rate 2011 | Details |
|--|------------------|------------------|--|
| Subscription | € 75,00 | € 75,00 | per year |
| Transaction information | € 0,08 | € 0,08 | per page |
| Daily and weekly statistics | € 0,16 | € 0,16 | per page |
| TeleVBA | | | |
| Subscription | € 420,00 | € 420,00 | per year |
| Transaction information | € 0,094 | € 0,094 | per page |
| Daily and weekly statistics | € 0,188 | € 0,188 | per page |
| e-Trade | | | |
| Webshop | € 175,00 | € 175,00 | per 4 weeks + € 75 discount per 4 weeks |
| Link to proprietary systems | € 25,00 | € 25,00 | per 4 weeks |
| EKT | | | |
| Subscription | € 23,41 | € 23,41 | per month |
| Use | € 0,010 | € 0,010 | per transaction |
| DESADV / DELMSG | | | |
| Connect message delivery | € 0,010 | € 0,010 | |
| Remote Buying (KOA) | | | |
| <u>all locations (from January 1st 2012)</u> | | | |
| Subscription | € 216,67 | | per month |
| Discounted at 5 to 9 connections | 10% | | |
| Discounted at 10 to 19 connections | 20% | | |
| Discounted at more than 20 connections | 30% | | |
| <u>Aalsmeer (2011)</u> | | | |
| Subscription | | € 216,67 | per month |
| Discount with sales between € 1 million and € 2 million | | 10% | |
| Discount with sales over € 2 million | | 20% | |
| <u>Other locations (2011)</u> | | | |
| Subscription | | € 200,00 | per period |
| Discounted at 5 to 9 connections | | 10% | |
| Discounted at more than 10 connections | | 20% | |

External services I&A

| Connection box to MPN | Rate 2012 | Rate 2011 | Details |
|---|---------------|---------------|--|
| Subscription | € 621,95 | € 609,75 | |
| Single connection | € 1.275,00 | € 1.250,00 | if fiber optic is not present |
| Single connection | € 561,00 | € 550,00 | if fiber optic is present |
| Connection grandstand seat to MPN | | | |
| Subscription | € 621,95 | € 609,75 | |
| Single connection | € 153,00 | € 150,00 | |
| Internet access provider in box | | | |
| Subscription | see provider | see provider | |
| Single connection | see provider | see provider | Connection through MPN, delivery through provider |
| ADSL in auction room | | | |
| Subscription | € 547,33 | € 536,60 | "Consumer internet", limited availability |
| Single connection | € 153,00 | € 150,00 | |
| Mobile | | | |
| Subscription SIM only | € 348,28 | € 341,45 | |
| Subscription including GSM standard | € 398,06 | € 390,25 | mobile value € 65,00 |
| Subscription including GSM luxury | € 472,67 | € 463,40 | mobile value € 120,00 |
| Single connection | € 20,40 | € 20,00 | |
| Calling via 5-digit number | no charge | no charge | part of the subscription |
| External calls to fixed and (inter)national | public tariff | public tariff | KPN Vast Rate (ww.kpn.com) |
| Calls to mobile numbers | no charge | no charge | part of the subscription |
| Making and receiving calls abroad | public tariff | public tariff | Vodafone (www.vodafone.nl) |
| Mobile data subscription | | | |
| Subscription national | € 124,39 | € 121,95 | Surcharge € 0,50 per Mb (www.vodafone.nl) |
| Subscription international | € 248,78 | € 243,90 | 5 Mb free of charge, rate depending on country (ww.vodafone.nl) |
| Analog connections | | | |
| Subscription | € 310,95 | € 304,85 | |
| Single connection | € 76,50 | € 75,00 | If wiring is present |
| Calling via 5-digit number | no charge | no charge | Part of the subscription |
| External calls | public tariff | public tariff | KPN Vast Tarief (ww.kpn.com) |

Clock rates

| | Rate 2012 | Rate 2011 | Details |
|-------------------------------------|-----------|-----------|--|
| Commission on the sales | | | |
| Service charge (KB) | 0,30% | 0,30% | |
| Service charge (KNB) | 0,45% | 0,45% | |
| Minimum service charge KB | € 23,00 | € 22,50 | op alle dagen |
| Minimum service charge KNB | € 28,25 | € 27,50 | op alle dagen is incl. € 0,50 gasteslag |
| Restitution | | | |
| During deceleration to 30 minutes | € 1,75 | € 1,75 | 90 min tussen einde veilen en verdelen, behoudens |
| During deceleration over 30 minutes | € 3,25 | € 3,25 | enkele piekdagen. |
| Transaction charge | | | |
| 1-4 packagings | € 0,57 | € 0,55 | per transaction |
| 5-21 packagings | € 0,41 | € 0,40 | per transaction |
| More than 22 packagings | € 0,20 | € 0,20 | per transaction |
| Entire trolley or Danish Trolley | free | free | |

Real estate

| Boxhuur | Rate 2012 | Rate 2011 | Details |
|--|------------|------------|------------------------------------|
| Box in halls M and N <i>start rental period before 2005</i> | € 72,21 | € 70,38 | max. per m2, depending on sales |
| Box in halls M and N <i>start rental period before 2005</i> | € 34,22 | € 33,35 | min. per m2, depending on sales |
| Box in halls M and N <i>start rental period from 2005</i> | € 75,80 | € 73,88 | max. per m2, depending on sales |
| Box in halls M and N <i>start rental period from 2005</i> | € 41,07 | € 40,03 | min. per m2, depending on sales |
| Box in Euro Fleur Eelde | € 70,46 | € 68,67 | max. per m2, depending on sales |
| Box in Euro Fleur Eelde | € 42,26 | € 41,19 | min. per m2, depending on sales |
| Rental miscellaneous | | | |
| Dock rental | € 1.986,36 | € 1.936,02 | max. per m2, depending on sales |
| Dock rental | € 1.231,54 | € 1.200,33 | min. per m2, depending on sales |
| Loading berth rental | | | |
| 1 day a week | € 430,96 | € 420,04 | per year |
| 2 days a week | € 681,04 | € 663,78 | per year |
| 3 days a week | € 964,81 | € 940,36 | per year |
| 4 days a week | € 1.248,56 | € 1.216,92 | per year |
| Gas surcharge | | | |
| Box rent | € 0,60 | € 0,60 | per m2 |
| Loading berths docks | € 0,50 | € 0,50 | per day |

Electricity

| | Rate 2012 | Rate 2011 | Details |
|-----------------|-----------|-----------|---------------------------|
| Standing charge | € 39,00 | € 38,00 | per year per connection |
| Consumption | € 0,149 | € 0,145 | per kWh. incl. energy tax |

Waste

| | Rate 2012 | Rate 2011 | Details |
|---|-----------|-----------|--------------------|
| Sale of refuse bags | € 25,00 | € 25,00 | per 10 pieces |
| Rental of bag holders and monofoil bags | € 2,00 | € 2,00 | per month |
| Sale of monofoil bags | € 25,00 | € 25,00 | per 6 or 10 pieces |
| Rental of containers | € 8,40 | € 8,20 | per month |
| Removal of refuse | € 24,10 | € 23,50 | per occurrence |
| Removal of biodegradable refuse | € 11,25 | € 10,95 | per occurrence |

Miscellaneous

| Buyers' requisites | Rate 2012 | Rate 2011 | Details |
|--|---------------|---------------|--|
| Registration fee for new buyers | € 30,00 | € 30,00 | |
| Smart Card | € 15,00 | € 15,00 | |
| Headset | € 30,00 | € 30,00 | |
| Cable headset | € 15,00 | € 15,00 | |
| Replacement headset | € 5,00 | € 5,00 | |
| Locker | € 30,00 | € 30,00 | |
| Invoice sending | | | |
| By post | € 1,00 | € 1,00 | |
| By post abroad | € 1,25 | € 1,25 | per payment, priority |
| By e-mail | free | free | |
| Reprint request (by e-mail) | € 1,00 | € 1,00 | |
| Reprint request (by fax) | € 1,15 | € 1,15 | 1st page |
| Reprint request (by fax) | € 0,15 | € 0,15 | further pages |
| Invoice settlement relations mutually | | | |
| By relation invoice | € 5,00 | € 5,00 | |
| For product purchased at FH Eelde | € 2,00 | € 2,00 | |
| Miscellaneous | | | |
| Distribution via the auction | € 2,55 | € 2,55 | per trolley, if not bought via Clock Service |
| Reservation refrigerated | € 6,75 | € 6,60 | per trolley, per night |
| Reservation non-refrigerated | € 3,40 | € 3,30 | per trolley, per night |
| Services: payment through cashier | | | |
| Payment in cashier | € 25,00 | € 25,00 | |
| Payment with Dutch direct debit card | € 5,00 | € 5,00 | |
| Payment with German direct debit card | € 5,00 | € 5,00 | |
| All manual bank payments | € 5,00 | € 5,00 | |
| Cancellation costs | | | |
| 1st cancellation | € 25,00 | € 25,00 | |
| 2nd cancellation | € 50,00 | € 50,00 | |
| 3rd and further cancellations | € 100,00 | € 100,00 | |
| Entrance card | € 15,00 | € 15,00 | deposit |
| Fines | | | |
| Trailer tow away after traffic violation | € 25,00 | € 25,00 | |
| <u>Waste dumping, smoking and other violations</u> | | | |
| 1st time | warning | warning | |
| 2nd time | € 80,00 | € 80,00 | |
| 3rd time | € 160,00 | € 160,00 | |
| 4th time | € 260,00 | € 260,00 | |
| 5th time | denied access | denied access | |