



Identity Group
Andy Clarke
Identity House, Westham (Head Quarters)
Business Park Westham, East Sussex,
BN24 5NP
United Kingdom

Project Number: 23-38072

Date: 11/08/2023
Page: 1 of 8
Sales Manager: Andre Du Toit
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Project Manager: Jhune Lenon
Email: jhune.lenon@encoreglobal.com

YOUR EVENT. OUR PROPOSAL

Dear Sir or Madam Clarke,

Thank you very much for your request. We are delighted to provide you with the following, nonbinding offer for your event. Events that transform – we follow this principle to ensure that your event is an impressive and memorable experience. In-person, hybrid and virtual.

Your event dates at a glance:

Project Number: 23-38072
Name of event: COP 28 - GCA - 2nd Shift Crew v6.3
Organizer: Identity Group, Sally Wallis, Identity House, Westham (Head Quarters), Business Park Westham, East Sussex,, BN24 5NP, United Kingdom
Locations: Identity Group, Sally Wallis, Identity House, Westham (Head Quarters), Business Park Westham, East Sussex,, BN24 5NP, United Kingdom
Expo City, Al Wasl Avenue, Dubai, United Arab Emirates
Date of event: 29/11/2023 09:00 - 14/12/2023 18:00

Currently the products and services of this offer have only been reserved for a limited time. Therefore, please place a written order with us not later than 02/08/2023. We have already prepared the order form - you only have to sign it and send it back to us.

Do you have any questions or change requests?

Please do contact us if you would like to discuss any aspects of our proposal. We would be delighted to support you with your upcoming project.

Kind Regards

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Jhune Lenon
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YOUR BUDGET OVERVIEW

Below you will find a list of the costs for the services you have requested:

Description	Amount (net)
Location: Identity Group, Sally Wallis, Identity House, Westham (Head Quarters), Business Park Westham, East Sussex,, BN24 5NP, United Kingdom	
23-38072.01 - Crew - Action Room 1 (2nd Shift)	
Show (2nd shift) 29 . Nov - 13 . Dec . 2023	AED 148,500.00
Total Crew - Action Room 1 (2nd Shift)	AED 148,500.00
Location: Expo City, Al Wasl Avenue, Dubai, United Arab Emirates	
23-38072.02 - Crew - Action Room 2 (2nd Shift)	
Show (2nd shift) 29 . Dec - 13 . Dec . 2023	AED 148,500.00
Total Crew - Action Room 2 (2nd Shift)	AED 148,500.00
23-38072.03 - Crew - Amphitheatre 1 (2nd Shift)	
Show (2nd shift) 29 . Nov - 13 . Dec . 2023	AED 182,250.00
Total Crew - Amphitheatre 1 (2nd Shift)	AED 182,250.00
23-38072.04 - Crew - Amphitheatre 2 (2nd Shift)	
Show (2nd shift) 29 . Nov - 13 . Dec . 2023	AED 182,250.00
Total Crew - Amphitheatre 2 (2nd Shift)	AED 182,250.00
23-38072.05 - Crew - Empowerment Hub (2nd Shift)	
Show (2nd shift) 29 . Nov - 13 . Dec . 2023	AED 108,750.00
Total Crew - Empowerment Hub (2nd Shift)	AED 108,750.00
23-38072.06 - Crew - COP TV (2nd Shift)	
Show (2nd shift) 29 . Nov - 13 . Dec . 2023	AED 182,250.00
Total Crew - COP TV (2nd Shift)	AED 182,250.00

Location:

23-38072.07 - Crew - Marrakech Partnership Lounge (2nd Shift)

Show (2nd shift) | 29 . Nov - 13 . Dec . 2023

AED 68,250.00

Total Crew - Marrakech Partnership Lounge (2nd Shift)
AED 68,250.00
Location: Expo City, Al Wasl Avenue, Dubai, United Arab Emirates

23-38072.08 - Crew - Bilateral Rooms x 6 rooms (2nd Shift)

Show (2nd shift) | 30 . Nov - 13 . Dec . 2023

AED 67,900.00

Total Crew - Bilateral Rooms x 6 rooms (2nd Shift)
AED 67,900.00

23-38072.09 - Crew - Across all rooms (2nd Shift)

Show (2nd Shift) | 26 . Nov - 13 . Dec . 2023

AED 183,600.00

Total Crew - Across all rooms (2nd Shift)
AED 183,600.00
Location:

23-38072.10 - Crew - Luxemburg (2nd Shift)

Show (2nd shift) | 29 . Nov - 13 . Dec . 2023

AED 149,250.00

Total Crew - Luxemburg (2nd Shift)
AED 149,250.00

23-38072.11 - Crew Logistics (2nd Shift)

2nd Shift Crew (GCA & Luxemburg)

AED 847,000.00

Total Crew Logistics (2nd Shift)
AED 847,000.00

23-38072.12 - Project Discount

Discount on service Project Discount Overall

AED -121,651.76

Total Project Discount
AED -121,651.76

Summary COP 28 - GCA - 2nd Shift Crew v6.3:

Total net:	AED 2,146,848.24
VAT 5.00%	AED 107,342.41
Total Gross:	AED 2,254,190.65

YOUR DETAILED OVERVIEW

Line Item	Description	Qty.	Item price	Days Charged	Total
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23-38072.01 - Crew - Action Room 1 (2nd Shift)

Show (2nd shift) | 29 . Nov - 13 . Dec . 2023

Show (2nd shift) | 29 . Nov - 13 . Dec . 2023 - Staff, Transport and Miscellaneous

2	Crew Expenses	5.00			
3	Video Technician	1.00			
4	Video Technician - Video Operator	1.00			
5	Audio Technician Operator	1.00			
6	Lighting Technician Operator	1.00			

Total Show (2nd shift) | 29 . Nov - 13 . Dec . 2023:

AED 148,500.00

23-38072.02 - Crew - Action Room 2 (2nd Shift)

Show (2nd shift) | 29 . Dec - 13 . Dec . 2023

Show (2nd shift) | 29 . Dec - 13 . Dec . 2023 - Staff, Transport and Miscellaneous

7	Crew Expenses	5.00			
8	Video Technician	1.00			
9	Video Technician - Video Operator	1.00			
10	Audio Technician Operator	1.00			
11	Lighting Technician Operator	1.00			

Total Show (2nd shift) | 29 . Dec - 13 . Dec . 2023:

AED 148,500.00

23-38072.03 - Crew - Amphitheatre 1 (2nd Shift)

Show (2nd shift) | 29 . Nov - 13 . Dec . 2023

Show (2nd shift) | 29 . Nov - 13 . Dec . 2023 - Staff, Transport and Miscellaneous

12	Crew Expenses	5.00			
13	Video Technician - Video Operator	2.00			
14	Audio Technician	1.00			
15	Audio Technician Operator	1.00			
16	Lighting Technician Operator	1.00			

Total Show (2nd shift) | 29 . Nov - 13 . Dec . 2023:

AED 182,250.00

Line Item	Description	Qty.	Item price	Days Charged	Total
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23-38072.04 - Crew - Amphitheatre 2 (2nd Shift)

Show (2nd shift) | 29 . Nov - 13 . Dec . 2023

Show (2nd shift) | 29 . Nov - 13 . Dec . 2023 - Staff, Transport and Miscellaneous

17	Crew Expenses	5.00			
18	Video Technician - Video Operator	2.00			
19	Audio Technician	1.00			
20	Audio Technician Operator	1.00			
21	Lighting Technician Operator	1.00			

 Total Show (2nd shift) | 29 . Nov - 13 . Dec . 2023: **AED 182,250.00**
23-38072.05 - Crew - Empowerment Hub (2nd Shift)

Show (2nd shift) | 29 . Nov - 13 . Dec . 2023

Show (2nd shift) | 29 . Nov - 13 . Dec . 2023 - Staff, Transport and Miscellaneous

22	Crew Expenses	3.00			
23	Audio Technician	1.00			
24	Audio Technician Operator	1.00			
25	Lighting Technician Operator	1.00			

 Total Show (2nd shift) | 29 . Nov - 13 . Dec . 2023: **AED 108,750.00**
23-38072.06 - Crew - COP TV (2nd Shift)

Show (2nd shift) | 29 . Nov - 13 . Dec . 2023

Show (2nd shift) | 29 . Nov - 13 . Dec . 2023 - Staff, Transport and Miscellaneous

26	Crew Expenses	5.00			
27	Video Technician - Video Operator	2.00			
28	Audio Technician	1.00			
29	Audio Technician Operator	1.00			
30	Lighting Technician Operator	1.00			

 Total Show (2nd shift) | 29 . Nov - 13 . Dec . 2023: **AED 182,250.00**
23-38072.07 - Crew - Marrakech Partnership Lounge (2nd Shift)

Show (2nd shift) | 29 . Nov - 13 . Dec . 2023

Show (2nd shift) | 29 . Nov - 13 . Dec . 2023 - Staff, Transport and Miscellaneous

31	Crew Expenses	2.00			
32	Audio Technician	1.00			

Line Item	Description	Qty.	Item price	Days Charged	Total
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33	Lighting Technician Operator	1.00			
Total Show (2nd shift) 29 . Nov - 13 . Dec . 2023:					AED 68,250.00

23-38072.08 - Crew - Bilateral Rooms x 6 rooms (2nd Shift)

Show (2nd shift) | 30 . Nov - 13 . Dec . 2023

Show (2nd shift) | 30 . Nov - 13 . Dec . 2023 - Staff, Transport and Miscellaneous

34	Associated Crew Cost	2.00			
35	Crew Expenses	1.00			
36	Lighting Technician Operator	1.00			
Total Show (2nd shift) 30 . Nov - 13 . Dec . 2023:					AED 67,900.00

23-38072.09 - Crew - Across all rooms (2nd Shift)

Show (2nd Shift) | 26 . Nov - 13 . Dec . 2023

Show (2nd Shift) | 26 . Nov - 13 . Dec . 2023 - Staff, Transport and Miscellaneous

37	Crew Expenses (2nd shift)	4.00			
38	Lighting Technician (2nd shift)	1.00			
39	Project Manager (2nd shift)	3.00			
Total Show (2nd Shift) 26 . Nov - 13 . Dec . 2023:					AED 183,600.00

23-38072.10 - Crew - Luxemburg (2nd Shift)

Show (2nd shift) | 29 . Nov - 13 . Dec . 2023

Show (2nd shift) | 29 . Nov - 13 . Dec . 2023 - Staff, Transport and Miscellaneous

40	Crew Expenses	4.00			
41	Video Technician - Video Operator	1.00			
42	Audio Technician Operator	1.00			
43	Lighting Technician	1.00			
44	Project Manager	1.00			
Total Show (2nd shift) 29 . Nov - 13 . Dec . 2023:					AED 149,250.00

23-38072.11 - Crew Logistics (2nd Shift)

Miscellaneous

45	2nd Shift Crew (GCA & Luxemburg)				AED 847,000.00
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YOUR ORDER

We hereby grant Encore Staging Services L.L.C the order for the production:

Project Number: 23-38072
Client: Identity Group
Name of event: COP 28 - GCA - 2nd Shift Crew v6.3

23-38072.01	Crew - Action Room 1 (2nd Shift)	AED 148,500.00
23-38072.02	Crew - Action Room 2 (2nd Shift)	AED 148,500.00
23-38072.03	Crew - Amphitheatre 1 (2nd Shift)	AED 182,250.00
23-38072.04	Crew - Amphitheatre 2 (2nd Shift)	AED 182,250.00
23-38072.05	Crew - Empowerment Hub (2nd Shift)	AED 108,750.00
23-38072.06	Crew - COP TV (2nd Shift)	AED 182,250.00
23-38072.07	Crew - Marrakech Partnership Lounge (2nd Shift)	AED 68,250.00
23-38072.08	Crew - Bilateral Rooms x 6 rooms (2nd Shift)	AED 67,900.00
23-38072.09	Crew - Across all rooms (2nd Shift)	AED 183,600.00
23-38072.10	Crew - Luxemburg (2nd Shift)	AED 149,250.00
23-38072.11	Crew Logistics (2nd Shift)	AED 847,000.00
23-38072.12	Project Discount	AED -121,651.76

Total net	AED 2,146,848.24
VAT (5.00%)	AED 107,342.41
Total costs	AED 2,254,190.65

Signature Client (Identity Group)

Location/Date

Stamp/Signature

If you have any change requests, please inform your project manager in due time.
 Please send us the signed order by e-mail.

With the receipt of this offer, all previous offers for this project / request lose their validity. Please note that the commercial offers as well as the technology and service concepts offered by us may only be passed on with the written consent of Encore Staging Services L.L.C.

Sales Manager:	Project Manager:
Andre Du Toit	Jhune Lenon
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After the order has been confirmed in writing, we ask you to consider the following payment modalities:

Please inform us of any deviating billing address and any internal PO numbers so that we can immediately issue a proper and legally compliant invoice for you after your event.

Service hours are estimated and will be charged on T&M basis (time and material basis).

Unless agreed otherwise, our General Terms and Conditions apply, accessible under
<https://www.encore-emea.com/terms-and-conditions/tac-uae-ksa/>

With written order placement, you confirm the acknowledgement and understanding of them.

In connection with the provision of our service, we are particularly interested in your feedback after the conclusion of the event. For this purpose, we will send you an invitation to our customer satisfaction survey Event Pulse by our external service provider Medallia (www.medallia.com) within a period of up to five days after the event. If you are not interested in participating in the survey, please send us an email to Privacy-EMEA@encoreglobal.com. Further details on the handling of personal data can be found in the privacy policy on our website www.encore-emea.com.