



APPENDIX 3 – PRICE LIST

- Appendix 3 – Price List (hereinafter: “**the Price List**”) applies to all the Services the Science and Technology Park Niš Ltd Niš (hereinafter referred to as: “**STP Niš**”) provides to a Member at the Member’s special request.
- The Science and Technology Park Niš Service users agree that STP Niš can alter the fees for providing Services from the Price List depending on the market trends for that type of service.
- If a service had been started while the former fees from an earlier Price List still applied and was not finished by the time the new altered Price List has been implemented, the former fees will be applied.

Service of enabling the use of rooms and halls	Price (Excl. VAT)
Conference hall (room no. 17 – ground floor) surface area – around 292,83 m ²	35.000,00 din/hour 25.000,00 din/each following hour 80.000,00 din/day
Foyer (room no. 15 – ground floor) surface area – around 245,29 m ²	25.000,00 din/hour 20.000,00 din/each following hour 60.000,00 din/day
Conference hall (room no. 17 – ground floor) + Foyer (room no. 15 – ground floor) - /use of both rooms/ surface area – around 538,12 m ²	48.000,00 din/hour 48.000,00 din/each following hour 120.000,00 din/day
Nikola Tesla conference room (room no. 33 – first floor) surface area – around 21,46 m ²	4.000,00 din/hour 12.000,00 din/day
Motorola hall for presentations (room no. 50 / part A – first floor) surface area – around 60,06 m ²	10.000,00 din/hour 30.000,00 din/day
Motorola meeting hall (room no. 50 / part B – first floor) surface area – around 58,25 m ²	6.000,00 din/hour 15.000,00 din/day
Mihajlo Pupin conference room (room no. 28 – second floor) surface area – around 26,60 m ²	4.000,00 din/hour 12.000,00 din/day
Jovanka Bončić conference room (room no. 32/1 – second floor) surface area – around 6,19 m ²	2.000,00 din/hour 6.000,00 din/day
Vladimir Jasić conference room (room no. 32/2 – second floor) surface area – around 6,19 m ²	2.000,00 din/hour 6.000,00 din/day
Mileva Marić conference room (room no. 32/3 – second floor) surface area – around 8,77 m ²	2.000,00 din/hour 6.000,00 din/day
Milutin Milanković conference room (room no. 21 – third floor) surface area – around 27,35 m ²	4.000,00 din/hour 12.000,00 din/day
Main room for meetings and presentations (room no. 42 – third floor) surface area – around 145,36 m ²	15.000,00 din/hour 40.000,00 din/day
Services of enabling the use of places in the coworking space	Price (Excl. VAT)
Place for work + internet + the ability to use a room for meetings/presentations/video conferences on the first floor)	1.200,00 place/day 18.000,00 place/month



Total overhead costs for using coworking space per place	2.400,00 din/calendar month
Services of providing additional parking spots	Price (Excl. VAT)
Parking spot in the open	2.400,00 din/calendar month
Parking spot in the garage	4.800,00 din/calendar month
Service of providing a replacement in case of loss	Price (Excl. VAT)
Membership card / Access card	1.200,00 din/piece
Mailbox keys	2.400,00 din/piece
Garage door remote control	6.000,00 din/piece

4. Conditions for using rooms and halls:

4.1. General conditions:

4.1.1. If rooms and halls are used for longer than 4 (four) hours a day – the fee is counted as if it was for the whole day.

4.2. Special conditions:

4.2.1. Startup companies – STP Niš members have the ability to use the Nikola Tesla conference room (room no. 33 – first floor), the Jovanka Bončić conference room (room no. 32/1 – third floor), the Vladimir Jasić conference room (room no. 32/2 – third floor), the Mileva Marić conference room (room no. 32/3 – third floor), as well as the Hall for presentations (room no. 50 / part A – first floor) and the Meeting hall (room no. 50 / part B – first floor) without paying the fee within the infrastructural services based on the Contract for providing services and managing mutual rights and obligations. This manner of use means exclusively using designated rooms when free, with the previous approval from STP Niš;

4.2.2. Technology development companies – STP Niš members have the ability to use the following without fees: the Nikola Tesla conference room (room no. 33 – first floor), the Jovanka Bončić conference room (room no. 32/1 – third floor), the Vladimir Jasić conference room (room no. 32/2 – third floor), the Mileva Marić conference room (room no. 32/3 – third floor), as well as the Hall for presentations (room no. 50 / part A – first floor) and the Meeting hall (room no. 50 / part B – first floor) without paying the fee within the infrastructural services based on the Contract for providing services and managing mutual rights and obligations. This manner of use means exclusively using designated rooms when free, with the previous approval from STP Niš.



4.3. Beneficial conditions:

4.3.1. STP Niš members (startup and technology development companies) have the ability to use the following under beneficial conditions (50% of the full price): the Conference hall (room no. 17 – ground floor) and the Main room for meetings and presentations (room no. 42 – third floor). This manner of use means exclusively using designated rooms when free, with the previous approval from STP Niš;

4.3.2. Virtual STP Niš members have the ability to use all the rooms listed in article 3 of this Appendix under beneficial conditions (discount of 30% of the full price). This manner of use means exclusively using designated rooms when free, with the previous approval from STP Niš;

4.3.3. STP Niš founders, as well as faculties, companies, and institutions whose founders are the Republic of Serbia, the City of Niš, and the University in Niš, as well as organizations organizing events whose participants are representatives of the founders, have the ability to use all the rooms listed in article 3 of this Appendix under beneficial conditions (50% of the full price) if they organize an event from a field connected to the goal of founding, mission, and vision of STP Niš. In all other cases, prices from article 3 of this Appendix apply. STP Niš has the ability to make a decision for the STP Niš founders to use all rooms listed in article 3 of this Appendix for free in extraordinary cases. This manner of use means exclusively using designated rooms when free, with the previous approval from STP Niš.

4.3.4. Companies, organizations, and institutions that are not STP Niš members, have the ability to use all the rooms listed in article 3 of this Appendix under beneficial conditions (20% of the full price) only if they organize an event regarding innovations. In all other cases, prices from article 3 of this Appendix apply. This manner of use means exclusively using designated rooms when free, with the previous approval from STP Niš.

5. Conditions for using places in the coworking space:

5.1. Every legal subject registered in the Serbian Business Registers Agency doing business within the frameworks defined by the Smart Specialization Strategy has the right to request to be provided with a place for work within the STP Niš coworking space. Depending on the available capacity, STP Niš can provide the use of places in the coworking space to the interested subject on a daily or monthly basis. Within the service, aside from a place to work, the User also gains access to the internet, as well as the ability to use rooms for meetings and/or presentations on the first floor of STP Niš.

6. Conditions for using parking spaces



- 6.1. Each company (startup or technology development) that is a full STP Niš Member has the right to request the ability to use parking spaces in accordance with the possibilities defined in the Membership Contract.
- 6.2. Depending on the feasibility and available capacity, STP Niš may provide the Member with parking spaces.
- 6.3. In case there is a possibility to provide the Member with parking spaces, rights and obligations will be regulated by the signing of a Contract for using parking spaces between STP Niš and the Member, which will have the characteristics of a related legal business with the (base) Contract for providing services and managing mutual rights and obligations.

7. STP Niš membership fee:

7.1. Startup companies:

7.1.1. Early stage

Чланарина у прве две календарске године утврђује се на следећи начин:

- For the first 12 months of using the services stated in the Contract, the price is 2 euros per m² of the space received for use as part of the STP Niš membership, monthly, without VAT, in the dinar equivalent according to the middle exchange rate of the NBS on the invoice day,
- For the second 12 months of using the services stated in the Contract, the price is 4 euros per m² of the space received for use as part of the STP Niš membership, monthly, without VAT, in the dinar equivalent according to the middle exchange rate of the NBS on the invoice day.

7.1.2. Maturity stage

For the first two calendar years, the membership fee is determined in the following manner

- For the first 12 months of using the services stated in the Contract, the price is 4 euros per m² of the space received for use as part of the STP Niš membership, monthly, without VAT, in the dinar equivalent according to the middle exchange rate of the NBS on the invoice day,
- For the second 12 months of using the services stated in the Contract, the price is 6 euros per m² of the space received for use as part of the STP Niš membership, monthly, without VAT, in the dinar equivalent according to the middle exchange rate of the NBS on the invoice day.

7.2. Technology development companies:



7.2.1. Scale-up companies

The membership fee for providing services more closely described in Article 3 of the Contract is determined according to the criteria determined in the following manner::

- 8 euros per m² monthly, without VAT, in the dinar equivalent according to the middle exchange rate of the NBS on the invoice day, for the unfurnished part of the business space they received for use as part of the membership, within the scope of infrastructural services,
- 11 euros per m² monthly, without VAT, in the dinar equivalent according to the middle exchange rate of the NBS on the invoice day, for the furnished part of the business space they received for use as part of the membership, within the scope of infrastructural services.

7.2.2. Development centers

The membership fee for providing services more closely described in Article 3 of the Contract is determined according to the criteria determined in the following manner:

- 8,47 euros per m² monthly, without VAT, in the dinar equivalent according to the middle exchange rate of the NBS on the invoice day, for the unfurnished part of the business space they received for use as part of the membership, within the scope of infrastructural services,
- 12,1 euros per m² monthly, without VAT, in the dinar equivalent according to the middle exchange rate of the NBS on the invoice day, for the furnished part of the business space they received for use as part of the membership, within the scope of infrastructural services.

Accredited scientific and research organizations founded by the Republic of Serbia, the City of Niš and/or the University of Niš are entitled to a 50% discount on the membership fee defined in this article.

7.3. Companies – Virtual members:

The membership fee for providing services more closely described in Article 3 of the Contract is determined according to the criteria determined in the following manner:

- 30,00 euros per month for a startup company in the dinar equivalent according to the



middle exchange rate of the NBS without VAT on the invoice day,

- 50,00 euros per month for micro and small enterprises in the dinar equivalent according to the middle exchange rate of the NBS on the invoice day without VAT in the dinar equivalent on the invoice day,
- 100,00 euros per month for medium-sized enterprises in the dinar equivalent according to the middle exchange rate of the NBS without VAT on the invoice day,
- 250,00 euros per month for large enterprises in the dinar equivalent according to the middle exchange rate of the NBS without VAT on the invoice day.

8. Fee for using space in the coworking space – overhead costs:

- 8.1. In addition to the membership fee for using coworking space, that is, space within the coworking space defined by Article 7.1 of this Price List, the STP Niš member also pays for the total overhead costs that consist of associated costs, which consist of two parts:
 - Costs of using space as part of infrastructural services;
 - The associated common part of the proportional costs will be calculated by STP Niš on the basis of the coefficient proportional to the surface area of the business space which the STP Niš member received for use from the Science and Technology Park Niš for the duration of the contract.
- 8.2. The fee for using space within the coworking space is delivered to the STP Niš member in the total fixed amount more closely defined in Article 3 of this Price List.

9. Publishing:

- 9.1. When we look at the available “startup statistics” in the last few years, a significant step forward has been made in the development of the innovation ecosystem in Serbia. However, an increasing number of startups face the challenges of product development and market validation when starting their business. Although the development of the startup ecosystem is a reason for optimism, which is significantly helped by the numerous sources of support available through science and technology parks, innovation centers, and similar institutions, this same growth indicates the need for additional support programs, including the availability of financing, customer acquisition, and development of adequate personnel. In order to support the startup community, the Science and Technology Park Niš has secured the rights to publish several leading world books that will contribute to the development of innovation in Serbia.
- 9.2. The first edition we present to you is the book “The Startup Owner’s Manual” by Steve Blank and Bob Dorf,



pioneers of the Customer Development methodology. This book is one of the most important manuals for anyone who wants to properly develop products and conquer the market in the startup world. "The Startup Owner's Manual" seeks to respond to these challenges and provide startups, as well as academic and innovation centers, with methodologies for development and growth through the application of the Customer Development approach.

- 9.3. The price of the book "The Startup Owner's Manual" is 3,500.00 dinars excluding VAT, or 3,850.00 dinars including VAT, which is the recommended retail price.
- 9.4. Special conditions:
- 9.4.1. For end customers – legal entities (institutions, companies, associations, etc.):
- 9.4.1.1. For quantities from 1 to 5 pieces – rebate is 10% of the value from Article 9.3. with prepayment. Postage costs are borne by STP Niš;
- 9.4.1.2. For quantities from 6 to 10 pieces – rebate is 20% of the value from Article 9.3. with prepayment. Postage costs are borne by STP Niš;
- 9.4.1.3. For quantities over 10 pieces – rebate is 30% of the value from Article 9.3. with prepayment.
- 9.4.2. For further sale – distributors (bookstores, retail chains, other retail outlets, etc.):
- 9.4.2.1. Depending on the quantity, the rebate is 40 to 50%, with the obligation to display and promote the book in retail outlets.

In Niš,
October 1, 2025

Milan Randelović, PhD
Managing director