

ZALAI ÖNVEZETŐ JÁRMŰ KLASZTER

Fee Regulations

adopted by Resolution No. 9/2026 (X.13.) of the General Assembly of the Cluster

I. GENERAL PROVISIONS

1. **Purpose of the Fee Regulations.** On the basis of Section 8 of the Deed of Foundation (hereinafter: the **DoF**) and Chapter VII of the Organisational and Operational Rules (hereinafter: the **OOR**) of the Zalai Önvezető Jármű Klaszter (hereinafter: the **Cluster**), these Fee Regulations lay down (a) the amount of the membership fee, the membership tiers and the detailed rules for the payment of the membership fee; (b) the membership benefits attached to each membership tier; (c) the pricing principles of the Cluster's fee-based services, the discounts to which the Members are entitled and the procedure for establishing the Schedule of Service Fees.
2. **Relationship to the DoF and the OOR.** The Fee Regulations form an integral part of the DoF. In the event of any discrepancy, the provisions of the DoF and then those of the OOR shall prevail.
3. **Recipient of the fees.** The membership fee and the service fees constitute revenue of the cluster management organisation, ZONE Klaszter Nonprofit Kft., which shall use it for the purposes of the Cluster in accordance with Section 8.5 of the DoF. The fees shall be invoiced by the cluster management organisation.
4. **Net fees.** The amounts set out in the Fee Regulations and in the Schedule of Service Fees are net amounts, subject to value added tax at the rate in force from time to time. Where an invoice is issued to a foreign Member, value added tax shall be charged in accordance with the rules on the place of supply (in the case of an EU Member holding a Community VAT number, the reverse charge shall apply).
5. **Principles.** In setting the fees, the cluster management organisation and the bodies of the Cluster shall observe the following principles:
 - a) **transparency** – the membership fees, the membership benefits and the service fees shall be published on the Cluster's website;
 - b) **equal treatment** – Members in the same situation shall pay the same fees and be entitled to the same benefits; an individual discount may be granted only in the cases specified in the Fee Regulations;
 - c) **two-tier pricing** – some services shall be available exclusively to the Members, while services also open to undertakings outside the Cluster may be used by the Members at a discounted price;
 - d) **cost-proportionality and market price** – the service fees shall correspond to the market price or reflect the costs (Section 6.3 of the DoF);
 - e) **market-based self-sustainability** – membership fee and service revenues serve to finance the core operation of the Cluster; under the Cluster Strategy, own market revenues shall cover the full cost of the core operation by 2029 (Section 8.1a of the DoF).

II. THE MEMBERSHIP FEE

II.1. Classification by enterprise size

6. The amount of the membership fee depends on the Member's classification by enterprise size and on the membership tier selected (Section 8.3 of the DoF). The enterprise size categories are as follows:
 - a) **micro and small enterprise** – a micro or small enterprise within the meaning of Annex I to Commission Regulation (EU) No 651/2014 (in the case of a Member established in Hungary, Act XXXIV of 2004 on Small and Medium-sized Enterprises); a foreign Member shall also be classified in accordance with these rules, on the basis of the data of the country of its registered office; this category shall also include Members that are not undertakings (in particular higher education institutions, research organisations, professional and advocacy organisations);
 - b) **medium-sized enterprise** – a medium-sized enterprise within the meaning of the above legislation;

- c) **large enterprise** – any undertaking that does not qualify as an SME.
7. Classification shall be based on the Member's declaration, taking into account the data of linked and partner enterprises. The Member shall notify any change in its classification in accordance with Point 66 of the OOR; the membership fee corresponding to the new classification shall apply from the half-year following the notification. The cluster management organisation may verify the classification on the basis of publicly available data and, in the event of a discrepancy, shall invite the Member to make a declaration.

II.2. Membership tiers and membership fees

8. The Member may choose from the following membership tiers: **"Member" tier** (the basic membership tier under Section 8.3 of the DoF), **"Partner" tier** (first upgraded tier) and **"Strategic Partner" tier** (second upgraded tier). The designation "Member" tier refers to the membership tier; otherwise, the term "Member" written with a capital letter in the Fee Regulations means any member of the Cluster, irrespective of its membership tier. The membership tiers shall not affect the voting rights of the Member (Section 8.2 of the DoF); a higher tier confers entitlement to additional membership benefits under Chapter III.
9. Annual membership fees from 1 July 2027 (HUF + VAT / year):

Membership tier	Micro and small enterprise, Member that is not an undertaking	Medium-sized enterprise	Large enterprise
"Member" tier (basic)	275,000	560,000	1,725,000
"Partner" tier	550,000	1,120,000	3,450,000
"Strategic Partner" tier	825,000	1,680,000	5,175,000

10. The cluster management organisation shall not pay a membership fee (Section 7.9 of the DoF).
11. The membership fees are not indexed. The General Assembly may review the amount of the membership fees annually at the ordinary General Assembly, on a proposal from the Board; an amended membership fee may be applied at the earliest from 1 January of the calendar year following the decision. In the review, the Board's proposal shall present the development of the self-financing ratio of the core operation. From 2029, the financial plan of the Cluster Strategy assumes an annual increase of 6% in the membership fees, to be decided in the course of the review.

II.3. Selection and change of the membership tier

12. The Member shall select its membership tier in its declaration of accession or, in the case of a Member already holding membership at the time of entry into force of the amendment of the DoF, in its declaration under Section 14.6(a) of the DoF; the latter selection may be changed without restriction until 15 June 2027. In the absence of a declaration, the Member shall be assigned to the basic membership tier.
13. The Member may request an upgrade of its membership tier at any time; the upgraded tier shall apply from the first day of the month following receipt of the request, and the difference in membership fee shall be paid pro rata for the remainder of the half-year. A downgrade of the membership tier may be requested with effect from the following calendar year, by a request submitted by 30 November of the current year (Point 76 of the OOR).

II.4. Invoicing and payment of the membership fee

14. The membership fee shall be payable half-yearly, in an amount equal to one half of the annual membership fee. The cluster management organisation shall issue the invoice for the first half-year by 31 January and for the second half-year by 31 July; the payment deadline shall be 30 days from the date of issue of the invoice (Section 8.4 of the DoF). The invoice shall be sent by electronic means to the invoicing e-mail address provided by the Member.

15. A new Member joining after 1 July 2027 shall not pay a membership fee for six months from the month of accession (accession discount); thereafter, it shall pay the pro rata (monthly) portion of the membership fee for the half-year; the month of accession shall count as a full month. The accession discount shall not restrict the use of membership benefits and shall not be granted again to the same organisation in the event of its rejoining following withdrawal. Termination of membership shall not give rise to any claim for reimbursement; in the event of withdrawal, the membership fee payable until the end of the current year shall be paid (Section 7.6(b) of the DoF).
16. The first membership fee payable under the membership fee system in accordance with the Cluster Strategy shall be the membership fee for the second half of 2027, for which the cluster management organisation shall issue the invoice by 31 July 2027. Until 30 June 2027, the obligation to pay the membership fee is suspended in accordance with Point 95 of the OOR.
17. The legal consequences of failure to pay the membership fee shall be governed by Section 8.6 of the DoF and Point 72 of the OOR. The cluster management organisation shall, at the Member's request, issue a certificate of payment of the membership fee.
18. **Hardship relief.** The reduction of the membership fee by way of hardship relief and payment in instalments shall be governed by Point 77 of the OOR. No exemption from the membership fee may be granted other than to the cluster management organisation and by way of the accession discount under Point 15.

III. MEMBERSHIP BENEFITS ATTACHED TO THE MEMBERSHIP TIERS

19. Depending on their membership tier, the Members shall be entitled to the membership benefits specified in Annex 1. During the period of suspension of the obligation to pay the membership fee (until 30 June 2027), all Members shall be entitled to the membership benefits of the basic membership tier.
20. The benefits marked "from 2028" in Annex 1 may be used upon the introduction of the extended range of services under the Cluster Strategy, and at the latest from 1 January 2028; the cluster management organisation may decide to introduce them earlier.
21. Any membership benefit linked to a number of units (e.g. organised B2B meetings) that is not used during the year may not be carried over to the following year and may not be redeemed in cash.
22. The conditions for using services provided under Data-EDIH 2.0 and other support programmes shall be determined by the rules of the programme concerned; in such cases, the membership benefit means organising access in accordance with eligibility and giving priority to the Member, and not a departure from the conditions of the programme.

IV. SERVICE FEES

23. **Schedule of Service Fees.** The list price (non-member price) and the member price of the Cluster's fee-based services shall be set out in the Schedule of Service Fees, which shall be prepared by the cluster management organisation and approved by the Board. The Schedule of Service Fees shall be published on the Cluster's website. Amendments to the Schedule of Service Fees shall apply from the 15th day following publication; services already ordered shall be governed by the fee in force at the time of the order. In setting the Schedule of Service Fees, the fees shall cover at least the direct costs of the service and contribute to the costs of the core operation.
24. **Framework of the Schedule of Service Fees.** The Schedule of Service Fees shall follow the service categories and pricing principles set out in Annex 2. The discount to which the Members are entitled under the Schedule of Service Fees may not be lower than that specified in Annex 1. The reference for the list price of hourly-based services (consultancy, fee-based digital services) shall be the unit price of Data-EDIH 2.0 services (HUF 80,000 + VAT / hour); the fixed fee for grant application writing shall be determined on the basis of the expected number of hours of work, at the same hourly rate. The Board may depart from the

reference hourly rate by up to 25% where justified by the nature of the service or by the market price.

25. **Member discount.** The Member may use fee-based services that are also open to undertakings outside the Cluster (training, consultancy, events) at a discount on the list price corresponding to its membership tier (“Member” tier: 10%, “Partner” tier: 20%, “Strategic Partner” tier: 30%), unless the Schedule of Service Fees sets a separate member price for the service concerned, or the fee for the service is determined by a contract concluded with a third party or by a support programme.
26. **Services available to Members only.** Participation in the Members’ competence and capacity database, in the supplier catalogue and in the procurement forums, the forwarding of procurement enquiries and requests for quotation, and grant monitoring shall be available exclusively to the Members and shall be covered by the membership fee.
27. **Cumulation of discounts.** The member discount may not be combined with any other discount (e.g. early registration, group or partner discount); a Member entitled to more than one discount may use the one most favourable to it. A Member with outstanding membership fee arrears shall not be entitled to the discount (Section 8.6 of the DoF).
28. **Grant application writing and project management.** The fee for the grant application writing service shall consist of a fixed fee and a success fee linked to the amount of support awarded in the funding decision; the success fee shall be 3–5% of the support awarded, as determined by the parties in the individual service agreement. The project management fee shall be set by the individual agreement. The member discount shall apply to the fixed fee.
29. **Events.** At the Cluster’s own events (in particular the CEE Automotive Transition Forum), the Members shall be entitled to the discounted registration fee set out in the Schedule of Service Fees; the fees for sponsorship and exhibitor packages shall be set by the cluster management organisation for each event. Members shall participate in the procurement forums free of charge; the fees payable by non-member participants, exhibitors and sponsors shall be set out in the Schedule of Service Fees.
30. **Individual quotation.** For services provided on the basis of individual requirements (tailored in-company training, consultancy project, digital implementation project), the cluster management organisation shall provide an individual quotation in which the member discount shall be indicated.

V. PAYMENT OF SERVICE FEES, CANCELLATION

31. Unless otherwise agreed, the service fee shall be paid on the basis of an invoice issued after performance of the service, with a payment deadline of 15 days. Registration for events and open training courses shall become final upon payment on the basis of a pro forma invoice.
32. Cancellation of participation in an event or open training course shall be free of charge until the 14th day before the start; thereafter, 50% of the fee shall be payable, and in the event of non-attendance the full fee shall be payable. A substitute participant may be named free of charge until the start. The cancellation conditions shall be communicated at the time of registration.
33. In the event of late payment, the cluster management organisation may charge default interest and a lump-sum compensation for recovery costs under the Civil Code, and may suspend the provision of further fee-based services to the Member until the debt has been settled.

VI. SERVICES INVOLVING STATE AID

34. Services financed from State or European Union support (in particular services provided under Data-EDIH 2.0 free of charge to eligible SMEs, and services provided under the GINOP Plusz-1.1.6-25 project) shall be provided by the cluster management organisation in accordance with the conditions of the programme concerned. Whether the service is subject to a fee or free of charge depends on the programme; the member discount shall not apply

thereto. After the closure of a supported project, services building on the results of the project shall be provided by the cluster management organisation as fee-based services in accordance with the Schedule of Service Fees.

35. Where the service constitutes State aid for the Member, the cluster management organisation shall, before the service is used, inform the Member of the legal basis of the aid and of the declarations required for its use, and, after the service has been used, shall notify the Member in writing of the amount of aid granted (Point 81 of the OOR).

VII. FINAL PROVISIONS

36. The Fee Regulations shall be adopted and amended by the General Assembly by simple majority; the cluster management organisation shall not vote on the decision (Section 7.9 of the DoF). The Schedule of Service Fees under Annex 2 shall be approved by the Board (Point 23).
37. The Fee Regulations shall enter into force on the date of the General Assembly resolution adopting them; the membership fees under Chapter II shall apply from 1 July 2027. Upon the entry into force of the Fee Regulations, Annex 6 to the OOR (table of membership fees) shall cease to have effect.
38. The General Assembly shall review Chapter III and Annex 1 of the Fee Regulations – on the basis of the results of the Members’ needs assessment launched in Q4 2026 – by 30 June 2027 at the latest.

Done at Budapest, on 13 October 2026

ANNEX I – MEMBERSHIP BENEFITS BY MEMBERSHIP TIER

Membership benefit	“Member” tier	“Partner” tier	“Strategic Partner” tier
Participation in the General Assembly, voting rights	yes	yes	yes
Member profile in the competence and capacity database and in the foreign-language supplier catalogue	yes	yes, with featured listing	yes, with featured listing
Participation in the quarterly procurement forums	yes	yes	yes, with priority opportunity to present
Forwarding of procurement enquiries and requests for quotation (RFQ)	profile-based notification	priority notification	priority notification, personal matchmaking
Organised B2B meetings per year (from 2028)	–	2	4
Digital and AI maturity assessment, return-on-investment analysis	according to Data-EDIH 2.0 eligibility	with supplementary efficiency analysis	with individual development roadmap
Grant monitoring (newsletter)	yes	yes	yes, with individual grant matching
Discount on fee-based services (training, consultancy, events)	10%	20%	30%
Participation in OEM visits and joint international stands (from 2028)	–	yes	yes, with priority
Participation in the closed professional club (moderated discussions, Chatham House Rule)	–	yes	yes, with the right to propose topics
Visibility on the Cluster’s website and in its publications	name, logo	name, logo, short profile	name, logo, profile, case study

The table is based on Section 5.2.2 of the Cluster Strategy; it shall be reviewed by 30 June 2027 in accordance with Point 38.

ANNEX 2 – FRAMEWORK OF THE SCHEDULE OF SERVICE FEES

The Schedule of Service Fees (Point 23) shall be prepared in accordance with the categories and principles set out below. The fee items shall be proposed by the cluster management organisation on the basis of market research and costs.

Category	Services	Pricing principle	Member price
Events	CEE Automotive Transition Forum, professional days, supplier days	Registration fee, sponsorship and exhibitor packages per event	Discounted registration fee (Point 25)
Procurement forum	Quarterly procurement forum	Free of charge for Members; subject to a fee for non-members, exhibitors and sponsors (from 2028)	Free of charge (Points 26 and 29)
Training (ZONE Training & Innovation Academy)	Open courses leading to a certificate; AI and digital training; tailored in-company programmes	Participation fee per course; individual quotation for tailored programmes	List price – member discount
Consultancy	Organisational development, workforce transformation plan, IP audit, certification preparation, support for business succession (generational change) with partner experts, defence and space industry fit assessment	Hourly rate (reference: HUF 80,000 + VAT / hour) or project fee	List price – member discount
Grant application writing, project management	Grant application writing, consortium building, management of successful projects	Fixed fee (expected number of hours × reference hourly rate) + 3–5% success fee; project management under an individual agreement	Discount on the fixed fee
Fee-based digital services	Maturity assessment update, sustainability services (carbon footprint calculation, ESG reporting preparation, energy efficiency assessment), AI return-on-investment analysis and pilot, preparation for connecting to data spaces, implementation projects	Project fee or unit price (reference: Data-EDIH 2.0 unit price, HUF 80,000 + VAT / hour); own fee-based range from 2029	List price – member discount
Subsidised services	Services of Data-EDIH 2.0 and of the GINOP PlusZ-1.1.6-25 project	In accordance with the programme rules (free of charge for eligible SMEs)	Not applicable (Point 34)