


FRIEND OF THE SEA ANNUAL ROYALTIES PRICE LIST - rev.01/2020

This price list applies to **new contracts only**

All prices are net, not including VAT, to be added when due

Audit costs are NOT INCLUDED in this pricelist because they are quoted directly by the authorized accredited Certification Body (RINA SpA, DNV GL, Control Union, London Associati, SGS)

Product: product of any size, packaging and own company brand from the same species. (eg: Brand X and Brand Y yellowfin tuna 150, 250, XX grs cans/jar/other)

Revenue: total company revenue of the previous year

PRODUCERS and/or CONTRACT MANUFACTURERS WITH OWN BRAND / SHIP OWNERS and/or THIRD PARTY SUBCONTRACTORS OF NON-INDUSTRIAL VESSELS and/or FOOD SUPPLEMENTS COMPANIES

Total Company Annual Revenue (EUR)	0 ÷ 10.000	10.000 ÷ 500.000	500.000 ÷ 1 mil	1 mil ÷ 10 mil	10 mil ÷ 25 mil	25 mil ÷ 50 mil	50 mil ÷ 75 mil	75 mil ÷ 100 mil	100 mil ÷ 150 mil	150 mil ÷ 200 mil	200 mil ÷ 300 mil	300 mil ÷ 400 mil	400 mil ÷ 500 mil	≥ 500 mil
1 ÷ 4 products / species: rate each product		500 €	1.000 €	1.500 €	2.000 €	2.500 €	3.000 €	3.500 €	4.000 €	4.500 €	5.000 €	5.500 €	6.000 €	7.000 €
5 ÷ 10 products / species: 20% discount - rate each product	FREE OF CHARGE	400 €	800 €	1.200 €	1.600 €	2.000 €	2.400 €	2.800 €	3.200 €	3.600 €	4.000 €	4.400 €	4.800 €	5.600 €
≥ 11 products / species: forfait rate		5.000 €	10.000 €	15.000 €	20.000 €	25.000 €	30.000 €	35.000 €	40.000 €	45.000 €	50.000 €	55.000 €	60.000 €	70.000 €

RETAILERS (per Country of sale)

1 ÷ 10 product / specie: rate each product / specie	1.000 €
≥ 11 products / species: forfait rate	10.000 €

(*) INDUSTRIAL VESSELS (OWN PROPERTY and/or THIRD PARTY SUBCONTRACTORS)

number of vessels	1 ÷ 3 VESSELS	≥ 4 VESSELS
1st product (species): rate each vessel	2.000 €	1.600 €
each additional product (species): rate each vessel	+ 300 €	

(*) Industrial vessels are intended as vessels with freezing facilities and/or factory vessels and/or over 50 mt. and/or over 250 tons

() NON INDUSTRIAL VESSELS (OWN PROPERTY)**

number of vessels	1 ÷ 5 VESSELS	6 ÷ 25 VESSELS	25 ÷ 50 VESSELS	50 ÷ 100 VESSELS	OVER 100 VESSELS
1st product (species): rate each vessel	500 €	400 €	300 €	200 €	200 €
each additional product (species): rate each vessel	+ 200 €				

() Non Industrial vessels are non-factory vessels, over 24 mt (but less than 50 mt)**