



FRIEND OF THE SEA ANNUAL ROYALTIES PRICE LIST - rev.01/2024

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 FOODSUPPLEMENTS COMPANIES - TRADER and/or DISTRIBUTOR

| 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 | FREE OF CHARGE | 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 | | 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 VESS |
|---|---------------|----------------|-----------------|------------------|---------------|
| 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)*