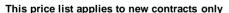
World Sustainability Organization Srl

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



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

Audit costs are NOT INCLUDED in this pricelist because they are quoted directy 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

	0	10.000	500.000	1 mil	10 mil	25 mil	50 mil	75 mil	100 mil	150 mil	200 mil	300 mil	400 mil	
Total Company Annual Revenue (EUR)	÷	÷	÷	÷	÷	÷	÷	÷	÷	÷	÷	÷	÷	≥ 500 mil
	10.000	500.000	1 mil	10 mil	25 mil	50 mil	75 mil	100 mil	150 mil	200 mil	300 mil	400 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	+ 20	00 €				

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

