FRIEND OF THE EARTH

Plant-Based Alternative Proteins

Annual royalties price list

Applies to new contracts only. All amounts are annual royalties in EUR. VAT is excluded and will be added where applicable.

Audit costs are not included. They may be quoted separately on request.

Revenue: total company revenue in the previous year.

Proposed scope for quotation: Crops, plant ingredients and finished alternative-protein products, including burgers, sausages and packaged foods.

Producers and own-brand contract manufacturers

Products/species: products from the same species are grouped across sizes, packaging and brands. For non-species-based products, the pricing units and grouping must be specified in the quotation.

Total company annual revenue (EUR)	0 - 100 000	100 001 - 250 000	250 001 - 500 000	500 001 - 1 000 000	1 - 5 million	5 - 10 million	10 - 25 million	25 - 50 million	50 - 100 million	100 - 250 million	250 - 500 million	500 million - 1 billion	> 1 billion
1-4 products/species Rate per product/species	500 €	1 000 €	1 250 €	1 500 €	2 000 €	2 500 €	3 500 €	5 500 €	7 000 €	9 000 €	14 500 €	24 500 €	29 500 €
5-10 products/species 20% discount - rate each	400 €	800 €	1 000 €	1 200 €	1 600 €	2 000 €	2 800 €	4 400 €	5 600 €	7 200 €	11 600 €	19 600 €	23 600 €
11+ products/species Flat annual fee	4 000 €	8 000 €	10 000 €	12 000 €	16 000 €	20 000 €	28 000 €	44 000 €	56 000 €	72 000 €	116 000 €	196 000 €	236 000 €

Retailers - per country of sale

Number of products/species carrying the Friend of the Earth logo	Annual royalty
1-10 products/species	1 000 € per product/species
11+ products/species	10 000 € flat fee

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