

Appendix 1- Reporting, Licence Fee and Payment

Fee 2025

1. Licence Fee: based on a report in Fairtrade Connect the Licensor will send the Licensee an invoice for the Licence Fee. The Licensor is entitled to invoice an advance payment per quarter.
2. Invoicing will be done by quarter.
3. The invoice must be paid within 30 days.
4. Quarterly reports have to be submitted within 30 days after the end of the quarter. For all reports submitted after this period the Licensor can charge the Licensee an amount of € 20,- per day.
5. Licence Fees for the Product(s) covered by the Contract in the Territory (excluding Switzerland and United Kingdom):

Sector	Product Group	Product Line	Category	Fee 2025	Fee Type	Unit	
Food	Alcoholic Beverages	Beer & Spirits		2,35%	value-based	Euro	
	Alcoholic Beverages	Wine		0,1416	volume-based	Litres	
	Appetizers, Nuts and Dried Fruits			2,35%	value-based	Euro	
	Chocolate, Biscuits and Confectionery			2,35%	value-based	Euro	
	Cold Beverages			2,35%	value-based	Euro	
	Desserts, Cakes and Ice-creams			2,35%	value-based	Euro	
	Fresh Fruits and Vegetables			0,0356	volume-based	Kilograms	
	Hot Beverages	Hot Coffee	Coffee		0,2364	volume-based	Kilograms
	Hot Beverages		Instant coffee		0,2364	volume-based	Kilograms
	Hot Beverages	Hot mix beverages		2,35%	value-based	Euro	
	Hot Beverages	Tea and Herbal Tea		0,4978	volume-based	Kilograms	
	Jams, Honey and Spreads	Jams & Spreads		2,35%	value-based	Euro	
	Jams, Honey and Spreads	Honey		0,1895	volume-based	Kilograms	
	Rice, Pasta and Ready-prepared food	Other categories		2,35%	value-based	Euro	
	Rice, Pasta and Ready-prepared food	Grains, seeds and rice		0,0948	volume-based	Kilograms	
	Spices, Seasoning and Cooking aids			2,35%	value-based	Euro	
	Sugar and Sweeteners			0,0719	volume-based	Kilograms	
Non Food	Cosmetics			2,00%	value-based	Euro	
	Flowers			0,0081	volume-based	Stems	
	Plants			2,25%	value-based	Euro	
	Young plants			1,00%	value-based	Euro	
	Sportsballs			2,00%	value-based	Euro	
	Textile			2,00%	value-based	Euro	
	Carbon Credits			3,50%	FCC Minimum price	Euro	

The licence fees for Territories Switzerland and the United Kingdom may differ from the general Dutch licence fees. If Licensee wants to start selling into Switzerland or the

United Kingdom, Licensee must notify Licensor in order to obtain the current Swiss or United Kingdom licence fee for the relevant product.

The Licence Fee is exclusive of VAT and payable for the quantity of Product sold in volume, “Volume based fee”, (excluding the weight of the packaging) or wholesale value, “Value based fee”:

- “Volume based fee”: The fee-on-volume is the licence fee calculated as a fixed fee per kilogram/liter/stem/etc.
- “Value based fee”: The fee-on-value is the licence fee calculated as a percentage of the net sales value (wholesale value) or net purchase value.
 - Sales value: For Licensees selling their products to retailers, i.e. not selling directly to consumers, the licence fee is calculated on the licensee’s total sales value of Fairtrade certified products.
 - Purchase value: For Licensees selling their products directly to consumers, the licence fee is calculated on the licensee’s total net purchase value of Fairtrade certified products.

The Licence Fee per kilo/liter can be adjusted annually, effective 1 January, based on the consumer price index (CPI), series relating to all families (deduced), of the past year as published by the Central Bureau of Statistics (CBS).

Delegation of fee payment: some Licensees delegate fee payment to their suppliers. In these cases the fee of the Home NFO of the licensee apply, unless agreed otherwise.

6. All Licensees need to have a valid certification or verification contract (for Licensees who only buy and sell consumer ready products) with FLOcert. The certification or verification fee will be invoiced by FLOcert.
7. Discount based on volumes

Licensees can get a discount on their Licence Fee for their sales in the Netherlands. The discount is based on the total Licence Fee, for sales in the Netherlands, per year and has the following thresholds:

Total Licence Fee per year	Discount %
€ 0 – 90.000	-
€ 90.000 - 190.000	25% discount on the amount above € 90.000
€ 190.000 - 300.000	50% discount on the amount above € 190.000
> € 300.000	75% discount on the amount above € 300.000

8. Discount for dedicated Fairtraders

Licensees, who comply with the following condition, can apply for the discount mentioned below instead of the discount in the previous article.

Condition:

A minimum of 90% of the relevant sales of the Licensee has to be realized by the sale of Products with the Fairtrade Certification Mark. Relevant sales means sales of products under the brands of the Licensee, for which Fairtrade standards exist.

The discount is based on the total Licence Fee, for sales in the Netherlands, per year and has the following thresholds:

Total Licence Fee per year	Discount %
€ 0 – 90.000	30% discount on the amount below € 90.000
€ 90.000 - 190.000	30% discount on the amount above € 90.000
€ 190.000 - 300.000	60% discount on the amount above € 190.000
> € 300.000	80% discount on the amount above € 300.000

Dedicated Fairtraders also receive a 30% discount on the licence fee on export.

9. Licensees can't apply for any discount in case of a delegation of the Licence Fee payments from the Licensee to a Delegated Licensee.
10. As mentioned in Sec. 6, an Audit Body can perform inspections. These are included in the licence fee. However, if a Licensee cancels an announced inspection later than 10 working days before the scheduled date of the inspection, the Licensor will charge € 650/day to the Licensee.
11. On request of the Licensor the Licensee will send a confirmation letter for the reported sales figures during the period stated by the Licensor. This letter has to be signed by a legal representative.