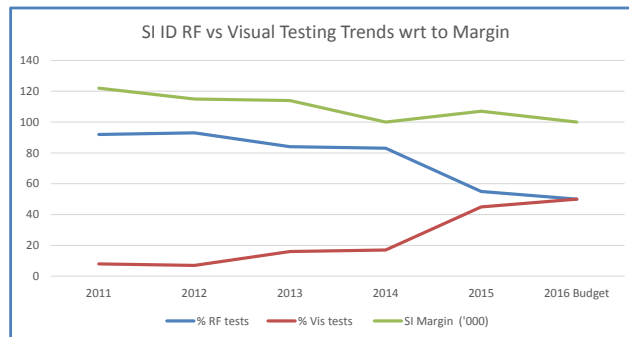
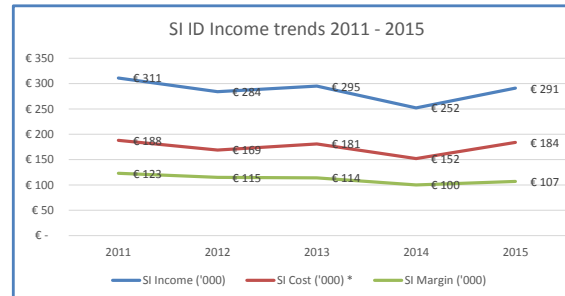
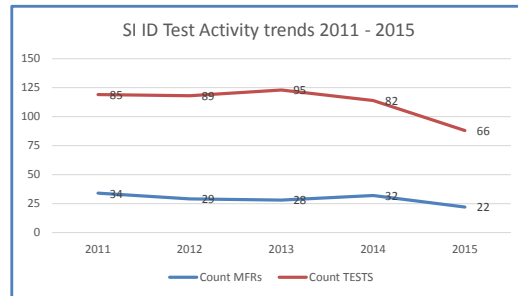


Appendix 8 ID Testing Trends 2011-2015

Service ICAR ID Test Activity & Income Review 2011 - 2015						
Year	2011	2012	2013	2014	2015	2016 Budget
SI Income ('000)	€ 311	€ 284	€ 295	€ 252	€ 291	€ 330
SI Cost ('000) *	€ 188	€ 169	€ 181	€ 152	€ 184	€ 230
SI Margin ('000)	€ 123	€ 115	€ 114	€ 100	€ 107	€ 100
Count MFRs	34	29	28	32	22	25
Count TESTS	85	89	95	82	66	70
% RF tests	92	93	84	83	55	50
% Vis tests	8	7	16	17	45	50
SI Margin ('000)	€ 122	€ 115	€ 114	€ 100	€ 107	€ 100



* For the electronic devices, S.I. charges the manufacturer the fees obtained from the test centre + its own registration fee of 2.000 Euro.
For the conventional tags, S.I. charges the manufacturer the fees obtained from the test centre + 30% overheads.
For the ICAR re-certification of RFID devices it will be a limited test + the fix fee from S.I. 1.500 Euro.
As a general rule, RYK is offering for the preliminary assessment a discount of 625 Euro every three products if delivered at the same time.

e.g.

Lab Cost RFID vs Vis			
RFID			
Lab Cost	Income to S.I.	Margin	
€ 1,620	€ 3,620	€ 2,000	
Visual			
Lab Cost	Income to S.I.	Margin	
€ 7,500	€ 9,750	€ 2,250	