



THE GLOBAL STANDARD
FOR LIVESTOCK DATA

MANAGEMENT REPORT (provisional)

International Committee for Animal Recording (ICAR)

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The Netherlands

For the period 1st January – 31st October 2024

Prepared on 8th November 2024

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Introduction

This report YTD October 2024 Report presents the figures for both income and expenses from membership and services for the first ten months of 2024 and for the comparison with YTD October 2023 and the YTD October 2024 budget.

Accountant audit

De Jong & Laan, the accountant for ICAR, carried out an audit for the first half of 2024 in mid-July. They will follow this with quarterly audits, and at the start of 2025, they will perform a thorough audit for the entire year of 2024.



Profit and Loss

Profit and loss in €						
	YTD 2024 Oct. - 2024	Budget 2024 Oct. - 2024	YTD 2023 Oct. - 2023	YTD vs Budget Oct. - 2024	YTD 2024 vs YTD 2023 Oct. - 2024	Budget 2024
INCOME						
Membership fees	330.682	333.000	307.225	-2.318	23.457	369.348
Business / certification services	667.006	702.885	644.750	-35.879	22.256	797.000
LOC	10.000	10.000	10.000	0	0	10.000
Ctb. Digi4Live	9.853	0	0	9.853	9.853	0
TOTAL INCOME	1.017.541	1.045.885	961.975	-28.344	55.566	1.176.348
EXPENSES						
Special projects	12.819	23.418	51.579	10.599	-38.760	30.000
Contracted testing and certification services	471.028	391.882	406.521	79.146	64.507	414.994
Wages, taxes, social security and TFR to be paid	543.544	472.378	472.207	71.166	71.337	566.854
Office costs	17.297	25.000	23.890	-7.703	-6.593	38.000
Travel	32.200	41.666	68.510	-9.466	-36.310	58.500
Administration (account, legal, audit, IT)	100.912	41.667	49.160	59.245	51.752	56.348
Digi4Live contribution to expenses (staff travel, office cost)	3.587	0	0	3.587	3.587	0
TOTAL EXPENSES	1.181.387	996.011	1.071.867	185.376	109.520	1.164.696
TOTAL OPERATING RESULTS PRIOR BANK CHARGES/PROFIT AND EXTRAORDINARY	-163.847	49.874	-109.892	-213.721	-53.955	11.652
Extraordinary expenses (fees written-off and lawyer Marie)	4.893	9.585	34.831			8.000
Bank charges/profit	1.228					
TOTAL RESULT	-169.968	40.289	-144.722	-213.721	-53.955	3.652

Notes to Profit and Loss

Income

Membership fees

At this moment 91% of the total membership fees have been collected, with EUR 34.054 still outstanding. (See Appendix 2)

Business/Certification services

Total income from certification services in the first ten months of 2024 for which relevant cost has been paid. Margin in ID Certification for 2024 was only 29% whereas in equivalent period in 2023



it was 42%. This was due to undercharging on invoices to manufacturers. It has been corrected since Oct 7th when correct charges were applied again. (See Appendix 1 and Appendix 3).

LOC

The LOC paid the agreed amount of EUR 10.000 for the organization of the annual Conference in Bled.

EU Project Digi4Live

ICAR is involved in the EU Digi4Life Project, where the EU regulations prohibit making a profit; thus, costs and revenues offset each other. ICAR has filed a claim for EUR 9.853, covering travel expenses related to Digi4Life, as well as staff and overhead costs. The travel expenses are itemized separately in the Profit & Loss overview. Staff and overhead costs are considered fixed, and the portion allocated to the EU project is calculated. Up to and including September 2024, the breakdown is as follows:

Staff costs:	EUR 4.295
Travel costs:	EUR 3.587
Overhead costs:	EUR 1.970 (25% of direct cost)

Expenses

Special projects

- Wiki
- Feasibility review ISO 17065
- PT Bull semen

Contracted testing and certification services

Expenses paid to the laboratories for the certification tests done.

Employees and contracted services

The costs in the first ten months for salaries and social charges for personnel employed by ICAR as well as for engaging external consultant personnel and services to support ICAR in its operations.

Until 31/7/2024 ICAR had 6 employees; 3 located in Italy and 3 in the Netherlands. At 31/10/2024 the staff in Netherlands was one employee (Marie Mourot).

- Total costs and social charges direct personnel (EUR 471.180)
- Total external consultants (EUR 72.364)

This amount includes an additional expenditure of EUR 75.170 resulting from staff transitions, the onboarding of new employees, as well as severance payments for Kalika and Jonnah:



- Direct personnel costs (EUR 34.811)
- External staff (EUR 26.359)
- Recruitment expenses (EUR 14.000)

Office costs

Cost to run the office in Utrecht including renting of the premises and meeting rooms.

Travel costs

The travel expenses incurred in the first ten months pertain to site visits to ICAR members, interactions with competent authorities, and attendance at the ICAR Conference in Bled, Slovenia, by staff members and the Chief Executive.

Administration

Cost for legal and notary advice, accounting, and IT support (including licenses).

This amount includes extra legal costs paid to MIIP for CE consultancies requested for an amount of EUR 23.426, expenditure of EUR 19.400 for enhanced automation services provided by Mr. Chennan (Dev Up and Utoprojects) and the monthly cost for the new accounting software ExactOnline for EUR 2.280.

EU Digi4Life Project

The total direct cost for travel amounts to EUR 3.587.

Reserve

Total Cash Position October 31st, 2024 = EUR 409.869

Total reserves: 7,93* months (policy target of 12 months)

Liquid reserves: 7,93 months equivalent (policy target of 12 months)

Based on ICAR Annual Operating Costs as budgeted for 2024 of EUR 749.702.

**This is calculated by taking the total operating costs to run ICAR in 2024, excluding testing costs (€1,164,696 - €414,994), which equals €749,702. The reserve then represents the number of months we could continue operations with cash reserves of €409,869.*

Calculation:

- Reserve ratio: $\text{€}409,869 / \text{€}749,702 = 0.547$, or approximately 0.55.
- Equivalent months of operation: $12 \text{ months} \times 0.55 = 6.6 \text{ months}$



Balance Sheet

Closing Balance per YTD October 2024	
ASSETS	
Accounts receivable	158.480
Rabobank	429.260
BNL Italy	18.684
TOTAL ASSETS	606.423
LIABILITIES	
Reserve	206.670
Profit YTD Sep. 2024	-169.968
Accounts payable	125.775
Deferred income	393.597
Fees to receive	34.054
Reservation TFR	31.487
VAT	-15.192
TOTAL LIABILITIES	606.422

Notes to Balance Sheet

Assets

Accounts receivable

Outstanding invoices regarding services.

Rabobank & BNL Italy

Total in the bank accounts at Rabobank and BNL in Italy.

Liabilities

Capital Reserve

As of 31st October 2024, we have a reserve of EUR 206.670.

Operating profit

Total loss from the first ten months is EUR 169.968.

Accounts Payable

Total amount due for invoices received in the first ten months of 2024 to be paid in the following months of 2024, salaries for staff and consultants and social charges.



Deferred income

Contracted services invoiced for which we do not have the relevant costs:

ID tests	income:	EUR 225.501	costs:	EUR (TO CHECK)
MA tests	income:	EUR 57.380	costs:	EUR 33.250
RD tests	income:	EUR 87.312	costs:	EUR 65.105



Appendix 1. Breakdown Services – YTD 31st October 2024

Income Breakdown by Activities

Year 2024 (All figures in Euro) - YTD October 2024

31-okt-24	Labels	CoQ	ID	RSD	Milk PT	InterBeef	Acc. DNA Data Centres	Total
Income	33.095	29.530	345.509	22.134	103.587	119.431	13.720	667.006
Cost	9.130	19.117	245.051	16.254	62.046	119.430	0	471.029
Actual Gross Margin	23.965	10.413	100.458	5.880	41.541	1	13.720	195.978
% Gross Margin	72,41%	35,26%	29,08%	26,57%	40,10%	0,00%	100,00%	29,38%
% Margin on the costs	262,47%	54,47%	40,99%	36,18%	66,95%	0,00%		41,61%

Year 2023 (All figures in Euro) - YTD October 2023

31-okt-23	Labels	CoQ	ID	RSD	Milk PT	InterBeef	Acc. DNA Data Centres	Total
Income	26.440	27.690	310.250	55.851	81.560	128.559	14.400	644.750
Cost	6.831	6.368	180.634	39.362	53.268	128.558	0	415.021
Actual Gross Margin	19.609	21.322	129.616	16.489	28.292	1	14.400	229.729
% Gross Margin	74,16%	77,00%	41,78%	29,52%	34,69%	0,00%	100,00%	35,63%
% Margin on the costs	287,06%	334,83%	71,76%	41,89%	53,11%	0,00%		55,35%

Note:

Research has shown that errors were made in the calculation of sales prices, resulting in a lower margin. (See Appendix 3)



Appendix 2. Outstanding membership fees 2024

Membership fees 2024			Outstanding	Year
Service Public de Wallonie	Belgium-Wallonie	Full	3,145	first
Executive agency for selection & reproduction	Bulgaria	Full	4,902	first
National Food Chain Safety Office	Hungary	Full	2,772	first
Dairy Cattle Improvement Center	Korea (South)	Full	3,462	first
State Food and Veterinary Service of the Republic of Lithuania	Lithuania	Full	3,890	first
Office de l'Elevage et des Pâturages	Tunisia	Full	2,239	first
Cattle Breeders' Association of Turkey	Turkey	Full	5,116	second
Sistema Nacional Información Ganadera, Ministerio de Ganadería Agricultura y Pesca	Uruguay	Full	1,066	first
National Milk Records plc	UK	Full	3,198	first
Digirodeo SA	Argentina	Associate	1,066	
Leader Products (Queclinck)	Australia	Associate	1,066	
ALAB Spółka z ograniczoną odpowiedzialnością	Poland	Associate	1,066	
Ruralbit Lda.	Portugal	Associate	1,066	
			34,054	



Appendix 3. Offer for ID test and follow-up from mid-September

Specific test type	Quote ICAR	Quote Lab	Margin	Normal margin
Full preliminary	1.933,00	1.710,00	223,00	500,00
Full Laboratory	10.537,00	10.330,00	207,00	3.000,00
Full preliminary	1.933,00	1.710,00	223,00	500,00
Reduced laboratory	11.416,00	10.175,00	1.241,00	3.000,00
Reduced preliminary	1.812,00	1.615,00	197,00	500,00
Reduced laboratory	10.053,00	8.960,00	1.093,00	3.000,00
Reduced preliminary	1.812,00	1.615,00	197,00	500,00
Reduced laboratory	10.053,00	8.960,00	1.093,00	3.000,00
Full preliminary	1.797,00	1.590,00	207,00	500,00
Reduced laboratory	9.694,00	8.640,00	1.054,00	3.000,00
Reduced preliminary	1.677,00	1.495,00	182,00	500,00
Reduced laboratory	5.711,00	5.090,00	621,00	3.000,00
Reduced preliminary	1.677,00	1.495,00	182,00	500,00
Reduced laboratory	5.711,00	5.090,00	621,00	3.000,00
Full preliminary	1.797,00	1.590,00	207,00	500,00
Reduced laboratory	9.694,00	8.640,00	1.054,00	3.000,00
Reduced preliminary	1.631,00	1.454,00	177,00	500,00
Reduced laboratory	5.879,00	5.240,00	639,00	3.000,00
Reduced preliminary	1.631,00	1.454,00	177,00	500,00
Reduced laboratory	5.879,00	5.240,00	639,00	3.000,00
Reduced preliminary	1.631,00	1.454,00	177,00	500,00
Reduced laboratory	5.711,00	5.090,00	621,00	3.000,00
Reduced preliminary	1.677,00	1.495,00	182,00	500,00
Reduced laboratory	5.879,00	5.240,00	639,00	3.000,00
Full preliminary	1.797,00	1.590,00	207,00	500,00
Reduced laboratory	9.357,00	8.340,00	1.017,00	3.000,00
Full preliminary	1.797,00	1.590,00	207,00	500,00
Reduced laboratory	5.879,00	5.240,00	639,00	3.000,00
Full preliminary	1.933,00	1.710,00	223,00	500,00
Reduced laboratory	10.537,00	10.330,00	207,00	3.000,00
Reduced preliminary	1.631,00	1.454,00	177,00	500,00
Reduced laboratory	5.879,00	5.240,00	639,00	3.000,00
Sub-total	156.035,00		15.169,00	56.000,00
Admin. Fee	4.681,00			
TOTAL	160.716,00	140.866,00		
Margin	19.850,00			
% add to cost	14,09%			39,75%



Type request	Price	Lab cost
Full conformance	5.810,00	3.280,00
Full conformance	5.810,00	3.280,00
Full conformance	5.810,00	3.280,00
Full conformance	5.810,00	3.280,00
Full conformance	5.810,00	3.280,00
Re-test	3.675,00	1.920,00
Re-test	3.675,00	1.920,00
Re-test	3.675,00	1.920,00
Re-test	3.675,00	1.920,00
Re-test	3.675,00	1.920,00
Re-test	3.675,00	1.920,00
Re-test	3.675,00	1.920,00
Limited test (982074)	3.675,00	1.920,00
Conformance+performance	7.340,00	5.040,00
Laboratory test	14.970,00	9.079,00
Laboratory test	14.970,00	9.070,00
Re-test	3.675,00	1.600,00
Re-test	3.675,00	1.600,00
Preliminary assessment	2.410,00	1.510,00
Preliminary assessment	2.270,00	1.450,00
Preliminary with machine read	2.410,00	1.450,00
Full confo.+performance	7.570,00	5.040,00
Full confo.+performance	7.570,00	5.040,00
Full conformance	5.810,00	3.090,00
Re-test full conformance	5.810,00	2.940,00
	136.930	78.669
	58.261	
	74,06%	

End of the report.