Split of Marketing Rights income between IFF and WFC 2017 **APPENDIX 7b**

Status from 06.12.2017

WFC 2017 Sponsors	Level	Total Value EUR	LOC Provision to outside Agency	Result after deducted provision	IFF part EUR (30 %)	Total Barters EUR	IFF use of barters	IFF usage of barters	If IFF can use the barter then LOC Provision to outside Agency	Result after deducted provision	IFF part EUR (30 %)	IFF Compensation for barters in EUR	Part of barter returned to LOC	Use of unusable barters
Starbag		5 000	0	5 000	1 500	0	NO	-	0	0	0	0	0	
Double Tree		5 000	0	5 000	1 500	0	NO	-	0	0	0	0	0	
Fortuna		900	0	900	270	0	NO	-	0	0	0	0	0	
Remax		900	0	900	270	0	NO	-	0	0	0	0	0	
Radiopol		0	0	0	0	600	NO	-	0	600	180	54	126	
Gatorade		0	0	0	0	2 000	NO	-	0	2 000	600	180	420	
Zoznam.sk		0	0	0	0	1 200	NO	-	0	1 200	360	108	252	
Funradio		0	0	0	0	600	NO	-	0	600	180	54	126	
TODOS		0	0	0	0	3 600	NO		0	3 600	1 080	324	756	
EURawk		0	0	0	0	1 250	NO	-	0	1 250	375	112,5	263	
Steiger		0	0	0	0	2 500	NO	-	0	2 500	750	225	525	
Victory		0	0	0	0	500	NO	-	0	500	150	45	105	
Absis		0	0	0	0	1 500	NO	-	0	1 500	450	135	315	
Radda		0	0	0	0	500	NO	-	0	500	150	45	105	
		0	0	0	0	0	NO	-	0	0	0	0	0	
	Total	11 800			3 540	14 250					4 275	1 283	2 993	

IFF invoices LOC

- Sales provisions 3 540
- unusable barters provision: 1 283

IFF invoices LOC

- used barters, but returned 2 993

LOC invoices IFF

LOC invoices IFF for used barters 2 993

- used services
- transfered services
- TV build-up/cabling

Explications:

= money will change hands

= only invoices will be exchanged

= still not confirmed deals

xnxnxnxnxnx = still open questions

IFF pays the same commission/provision to an outside company if the LOC has paid it, here it is deducted from the original sum

IFF pays no commission for the barters which has been used by SIBF/LOC