

ADDENDUM

RETURN ON CONTRACT INVESTMENT PER OFFICE

<i>Country</i>	<i>Total FDI</i>	<i>Total Sales Actual/ Expected</i>	<i>Combined Total Investment & Sales</i>	<i>Fiscal Year Payments to Contractors</i>	<i>16-17 Return on Contract Investment</i>
Brazil	\$6,290,000	\$12,165,000	\$18,455,000	\$180,000	102.5
Canada (Montreal & Toronto Offices)	\$27,000,000	\$0	\$27,000,000	\$112,187	240.6
China (Hong Kong & Shanghai Offices)*	\$0	\$0	\$0	\$167,929	0
France (Italy, Holland & Belgium)	\$13,432,000	\$46,125,000	\$59,557,000	\$234,900	253.5
Germany	\$3,899,000	\$125,984,500	\$129,883,500	\$200,00	649
Israel	\$250,000	\$0	\$250,000	\$100,000	2.5
Japan	\$0	\$0	\$0	\$54,163	0
Mexico	\$0	\$0	\$0	\$90,000	0
Southern Africa	\$0	\$38,900,000	\$38,900,000	\$94,000	414
Spain (Portugal)	\$12,800,000	\$0	\$12,800,000	\$210,000	61
U.K.	\$492,500	\$83,700,000	\$84,192,500	\$200,000	421
Totals	\$64,163,500	\$306,874,500	\$371,038,000	\$1,643,179	225.8

COMMENTS:

1. Annual payments to Contractors are based upon fiscal year.
2. Specific trade missions and trade shows results that are reported by EFI's ITD unit are credited to specific international offices for their involvement in these missions and events solely for the internal purposes of evaluating their performance in FY 2016-2017. These events are footnoted in the individual country representation reports in this document.
3. Return on Contract Measure Target is not the only means of evaluating performance of the international offices. Return on Contract Investment is still very important but additional performance measures have been added to provide a more complete picture of their performance.
4. EFI Israel is a developmental office that focuses on the establishment of joint ventures/joint grant funding agreements between companies from Israel and Florida companies. They help to facilitate joint R&D agreements between Israeli and Florida companies and institutions. Less emphasis is placed on the return on contract performance measure when evaluating their productivity and effectiveness.
5. Return on Contract Investment figures are rounded off.
6. EFI China representation closed December 31, 2016. ROI reflects 6 months of operations.
7. Towards the end of FY 2016-2017, (5) EFI international offices received supplemental funds to undertake specific tasks for EFI's BD unit. Only a portion of the funds were spent during FY 2016-2017 and the rest of these funds are expected to be utilized prior to the end of 2017. It is hard to evaluate ROI of these funds in FY 2016-2017 since most of the funds were not used during FY 2016-2017.