

MARINE STEWARDSHIP COUNCIL INTERNATIONAL ECOLABEL LICENSING SYSTEM – MSCI LICENSING FEE STRUCTURE



INTRODUCTION

Historically, all MSCI license holders have been charged an annual fee based on their sales of Non-Consumer Facing (NCF)* and Consumer Facing (CF) ** certified seafood. They were also charged royalties at a rate of 0.5% on all CF products.

The flat fee and the tiered royalty fee structures have been implemented as of 1st April 2013. Reporting and payment are conducted within the UK financial year; 1st April to 31st March.

MSCI FEE STRUCTURE

Annual Fee: The level of the Annual Fee payable is calculated based on the sales of NCF and CF MSC labelled products sold by the licensee, the tiers indicating the annual fee are set out in the table below:

Value of MSC certified seafood purchased/sold	Annual Fee
\$0 USD – \$200,000 USD (£0 GBP - £125,000 GBP)***	\$250 USD (£156 GBP)
\$200,001 – \$500,000 USD (£125,000 - £312,500 GBP)	\$1,000 USD (£625 GBP)
> \$500,000 USD (> £312,500 GBP)	\$2,000 USD (£1250 GBP)

This is payable at the beginning of each royalty year, which starts 1st April. For existing licensees, the sales used to determine the Annual Fee are actual sales for the previous royalty year. For new licensees, the sales will be an estimation of sales for the royalty year.

Royalties: A tiered royalty rate starting at 0.5% will be charged on CF sales reported except for fresh fish counter and menu use, where the tiered royalty rate starting at 0.5% will be charged on purchases. The tiers indicating the royalty rate are set out in the table below:

MSC-ecolabelled sales (GBP) of consumer facing products	Royalty rate
£0 GBP – £10,000,000 GBP	0.5%
£10,000,001 GBP – 20,000,000 GBP	0.45%
£20,000,001 GBP – 30,000,000 GBP	0.4%
£30,000,001 GBP – 40,000,000 GBP	0.35%
£40,000,001 GBP and greater	0.3%

Note: the royalty rates are only applied to the sales within the tiers.

Example: A licence holder reports £25,000,000 GBP for one financial year. The first £10,000,000 GBP is charged at a rate of 0.5%, the next £10,000,000 GBP is charged at a rate of 0.45% and the last £5,000,000 GBP is charged at a rate of 0.4%. The starting royalty rate applies again in the next financial year.

Flat fee: A flat fee only, will be charged to consumer facing small business license holders, i.e. fishmongers or restaurants, reporting purchases of up to \$200,000 USD (£125,000 GBP)^{***}.

The flat fee is the lowest annual fee chargeable, as per annual fee tiers shown above (\$250 USD). Once the purchases reported are over \$200,000 USD, they will be charged the standard annual fee and royalties.

Example: A fishmonger with a licence and 3 sites reporting \$140,000 USD per annum will be charged a flat fee of \$250 USD.

Exceptions to these fee structures:

- **Fishery clients and certifiers:** examples include fishery marketing and representative bodies and ASI accredited conformity assessment bodies.
- **Non-commercial:** examples include use of the MSC ecolabel by media, charitable and educational organisations and authors of books. Please read the MSC policy '[Charging exemption education sector](#)' for further details.

* Non-Consumer Facing product: Product is sold to a business customer who further processes it

** Consumer Facing product: Consumers will buy the product in a retail store, foodservice outlet or online

*** GBP represented in this table is an approximate based on an exchange rate of 1.6 subject to change