

## OUR CONSULTING FEES

We make use of 4 Fee Structures

### 1. Time Basis

Comparatively infrequent we charge based on actual time spent on a project.

Our time-based consulting fees vary from €800 to €2,000 per day or €3,000 to €8,000 per week. The amount charged depends on the complexity and location of the project, and the seniority of the consultants and experts to be engaged.

### 2. Fixed-Fee Basis

Most of our projects are charged on a fixed-fee basis. The fixed fee is based on an estimated and mutually agreed timetable with milestones and deliverables. If the project is extended, additional time is charged at a discounted rate.

We have charged for short-term projects €1,500 – €5,000 up to €274,000 for a long-term project that involved several consultants and experts. Furthermore we have carried out interim management assignments for a fixed monthly fee starting at €9,000 to €18,000.

### 3. Retainer

We can offer regular advice and support for which we charge a monthly retainer that will pay for an agreed number of consulting days per month. These consulting services are offered based on a minimum of one working day per month. Additional time is either charged at a discounted rate, or converted into a distinct project, charged on a fixed-fee basis.

### 4. Retainer + Compensation

For the discovery and introduction of partners or parties with the intent to negotiate an investment, merger, acquisition, licensing deal, or a transfer of patents, intellectual property or technology, we charge a monthly retainer that will pay for an agreed number of consulting days per month. Upon successful conclusion of the intended transaction, the compensation will be in the form of stock options, an equity position, or a share of gross proceeds.

**Included** in our fees are salaries & wages, employment taxes, social security charges, social benefits, employee benefits, health insurance, professional and secretarial support, incidentals, business taxes, registration fees, office expenses and overheads.

**Not included** in our fees are travel and accommodation, courier expenses, the purchase of third party research data, reports and other printed or electronic materials, participation at conferences and trade shows. Also not included is VAT (Value Added Tax), which is only charged if and when required by the local authorities of the country where the assignment takes place.

*These Terms & Conditions are valid as per 01-Mar-11 and replace all our previous Terms & Conditions.*