

FY 17/18 RETURN ON CONTRACT INVESTMENT PER OFFICE

| Country | Total FDI | Total Export Sales Actual/ Expected | Combined Total Investment & Export Sales | Fiscal Year Payments to Contractors | FY 2017-18 Return on Contract Investment |
|--|---------------------|-------------------------------------|--|-------------------------------------|--|
| Brazil | \$1,150,000 | \$22,490,000 | \$23,640,000 | \$180,000 | 131 |
| Canada (Montreal & Toronto Offices) | \$1,300,000 | \$0 | \$1,300,000 | \$178,600 | 7 |
| France (Italy, Belgium, The Netherlands) | \$5,700,000 | \$0 | \$5,700,000 | \$301,805 | 19 |
| Germany | \$7,093,400 | \$122,000,900 | \$129,094,300 | \$236,700 | 545 |
| Israel | \$2,200,000 | \$0 | \$2,200,000 | \$112,000 | 20 |
| Japan | \$12,000,00 | \$0 | \$12,000,000 | \$150,000 | 80 |
| Mexico | \$0 | \$1,100,000 | \$1,100,000 | \$95,000 | 12 |
| Southern Africa | \$0 | \$2,740,000 | \$2,740,000 | \$94,000 | 29 |
| Spain (Portugal) | \$16,950,000 | \$0 | \$16,950,000 | \$210,000 | 81 |
| UK (Ireland) | \$4,931,000 | \$0 | \$4,931,000 | \$215,000 | 23 |
| Totals | \$51,324,400 | \$148,330,900 | \$199,655,300 | \$1,773,105 | 113 |

COMMENTS:

- Annual payments to contractors are based on total funds paid for work performed during a given fiscal year.
- Specific trade missions and trade shows results 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.
- Return on Contract Measure Target is not the only means of evaluating the performance of EFI's 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.
- EFI Israel is a developmental office largely focusing 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 effectiveness, and overall value to Florida.
- Return on Contract Investment figures are rounded off.
- During FY 2016-2017, five of EFI's international offices received supplemental funds to undertake specific, additional investment-promotion activities. One portion of these funds was spent in FY 2016-17, while the remainder of these funds was rolled over into FY 2017-18, and thus expended during the term covered by this Annual Report. For the purposes of the ROI analysis, these supplemental funds were added to the base contractual amounts allocated to each respective office for FY 2017-18. Since many of the additional investor outreach activities undertaken will take months or years to show up in terms of actual established FDI projects, the immediate effect that the inclusion of these supplemental funds in the analysis is to reduce the ROI results.