

ADDENDUM

RETURN ON CONTRACT INVESTMENT BY INDIVIDUAL OFFICE

Country	Total FDI	Total Export Sales (Actual & Expected)	Combined Total Investment & Export Sales	Fiscal Year Payments to Contractors	FY 2020-21 Return on Contract Investment
Brazil (Sao Paulo)	\$1,545,000	\$2,333,199	\$3,878,199	\$180,000	22
Canada (Montreal & Toronto)	\$350,000	\$1,408,199	\$1,758,199	\$178,600	10
EFI Asia-Pacific Regional Office (Singapore)	\$0	\$1,793,199	\$1,793,199	\$249,228	7
France, Italy, Belgium, The Netherlands (Paris)	\$2,000,000	\$837,519	\$2,837,519	\$234,900	12
Germany, Austria & Switzerland (Munich)	\$11,000,000	\$1,018,199	\$12,018,199	\$220,000	55
Israel (Tel Aviv)	\$4,200,000	\$833,199	\$5,033,199	\$120,000	36
Japan (Tokyo)	\$2,000,000	\$1,833,199	\$3,833,199	\$176,000	22
Mexico (Mexico City)	\$0	\$4,221,199	\$4,221,199	\$100,000	42
Southern Africa (Durban)	\$0	\$4,988,714	\$4,988,714	\$120,000	14
Spain & Portugal (Madrid)	\$25,600,000	\$1,073,199	\$26,673,199	\$220,000	121
UK & Ireland (London)	\$4,220,000	\$11,288,199	\$15,508,199	\$220,000	70
Totals	\$50,915,000	\$31,628,025	\$82,543,025	\$2,018,728	41

COMMENTS:

1. Annual payments to overseas contractors are based on total funds paid for work performed under their contracts during a given fiscal year.
2. Return on Contract Investment figures are rounded off.
3. Trade missions and trade show results reported by EFI's ITD unit are credited to individual international offices for their involvement in these missions and events for the purpose of evaluating their performance in FY 2020-21. These events are footnoted in the individual country representation reports in this document.
4. Return on Contract Investment is not the only means of evaluating the performance of EFI's international offices. This is a very important metric, but additional performance measures are included in the main body of this report to provide a more complete picture of each office's performance.
5. EFI Israel is an office with a strong focus on the establishment of joint ventures/joint grant funding agreements between Israel and Florida companies. They help to facilitate vitally important 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.