Agricultural Industry Electronics Foundation
"AEF e.V."

Rules of Procedure Appendix A – Financial Policy

Rev.15

Content

Document information....1
AEF membership benefits....2
§ 1 TIER 5: AEF Core Members Contribution....3
§ 2 TIER 4: General Members: Large companies Service charges....3
§ 3 TIER 3: General Members: Small-Medium companies Service charges....4
§ 4 TIER 2: General Members: Start-ups, Service charges....4
§ 5 TIER 1: General Members, exempt from Service charges fees....4
§ 6 AEF License Fees for Services and Tools....5
§ 7 AEF License Fees for Public Key Infrastructure....5
§ 8 Membership of the Agricultural Interoperability Network....6
§ 9 Ordering and Payment Procedure for Services Charges and License Fees....7
§ 10 Payment Reminders for all charges and fees....7
§ 11 Termination rules for AEF membership and licenses....7
§ 12 Resolving Termination Status....8

Document information

Appendix A was added to the AEF Rules of Procedure after consideration and approval by the AEF Steering Committee (SC), and to be consistent with the AEF Articles of Association. Appendix A is valid and effective from the date signed by the AEF Chairman and General Manager as stated below.

AEF membership benefits

- **Participate actively in AEF Project Teams**
  Members are actively involved in the project teams and influence their results.

- **ISOBUS knowledge and AEF Guidelines**
  Being a member helps companies with its product development by giving access to the latest ISOBUS knowledge.

- **Use the AEF Diagnostic Tool**
  Equipment companies, Dealers and Service teams can use the AEF ISOBUS Check Tool in order to speed up troubleshooting of an ISOBUS issue across manufacturers.

- **AEF Testing environment**
  AEF Membership helps to make ISOBUS systems compatible with products of other manufacturers through Plugfests by testing new Functionalities. This helps to speed up the ISOBUS product development within companies.

- **Influence ISOBUS standard**
  Being part of an industry round table and contribute to AEF Guidelines complimenting the ISOBUS standard.

- **AEF Conformance testing**
  Use the AEF Conformance Test Tool to accelerate development of products towards ISOBUS compatibility and the final AEF ISOBUS Certification by an AEF recognized Test Lab.

- **Compatibility**
  Ensure compatibility of products at all levels of development.

- **Visibility in the AEF ISOBUS Database**
  Certified ISOBUS products can be seen in the AEF ISOBUS Database.

- **AEF ISOBUS Certification**
  Products need to be certified by one of the AEF recognized Test Laboratories.

- **AEF support**
  AEF supports global membership through development and market penetration.

- **Influence other proposed standards**
  Being part of an industry round table and contribute to AEF Guidelines on other areas in the Agriculture Electronics domain.

§ 1 TIER 5: AEF Core Members Contribution

At the beginning of each calendar year AEF will generate an invoice for annual Core Members Contribution, as follows: **EUR 82.500** per calendar year to be charged to the representative Core Member having a vote and seat(s) in the SC.

TIER 5 Core Members are classified into the following sub-TIER levels, each having their own core membership contribution obligations defined as follows

a) **TIER 5.1**: Core Member / OEM Tractor. **EUR 82.500** per calendar year entitled to 1 vote and 2 seats in the SC; one SC member and one deputy.

b) **TIER 5.2**: Core Member / OEM Implement. **EUR 82.500** per calendar year entitled to 1 vote and 2 seats in the SC; one SC member and one deputy.

c) **TIER 5.3**: Core Member / Association. **EUR 0** per calendar year entitled to **NO** vote and 1-2 seats in the SC (depending on association). This type of member has an obligation as Core Member to bring an “In-kind” contribution by its representative performing specific duties for the AEF and SC, such as secretary work, reporting trends, coordination with global bodies such as CEMA, ISO, OECD, legislations, organizing events etc. The expected in-kind contribution must be at least 50 % of the Core Member Contribution fee.

d) **TIER 5.4**: Core Member / Associated joint companies. **EUR 5.000 Service Charge** per calendar year entitled to act as a deputy to one of the TIER 5.1 or 5.2 members in the SC. This membership level can be part of a group of associated companies that jointly share one (1) Core Member contribution, whereas TIER 5.4 is not the current active Core Member. Since the influence of TIER 5.4 goes beyond a regular General Membership, there is a specific higher Service Charge required for this type of TIER level.

The procedure for ordering, reminding, and termination is described in detail in § 9-12.

§ 2 TIER 4: General Members: Large companies Service charge

AEF will invoice an annual large company service charge matching the TIER 4 level, as follows: **EUR 8.000** per calendar year

The service charge will be invoiced automatically to the General Member at the start of the next 12-month period until the termination of the membership.

TIER 4 General Members are classified as large companies meeting the following criteria;

(a) Being a large OEM, Chemical company, component supplier, service provider or similar company, **and**;
(b) Having annual revenues of higher than EUR 300M, **or**;
(c) Having more than 3000 employees;
(d) **And not** a subsidiary of any of the existing AEF members that already pay the Core Member fee or a General Member Service charge.

The procedure for ordering, reminding, and termination is described in detail in § 9 – 12.

§ 3 TIER 3: General Members: Small-Medium companies Service charge

AEF will invoice an annual service charge, as follows: **EUR 3.300**. The service charge will be invoiced automatically to the General Member at the start of the next 12-month period until the termination of the membership.

TIER 3 General Members are classified as companies meeting the following criteria;

a) Not a Core Member, TIER 5, **and**;
b) Not a large company classifying as TIER 4, **and**;
c) Not a start-up, scale-up classifying as TIER 2, **and**;
d) Not a TIER 1, exempt from fees organization.

The procedure for ordering, reminding, and termination is described in detail in § 9 – 12.

§ 4 TIER 2: General Members: Start-ups, Service charge

Potential Start-Up Member companies must complete the same membership application form as General Members.

Start-Up companies are classified only as follows:

- Not generating a profit and are financed through bank loans, subsidies or funding rounds (like Seed, Series A, B, C or D)
- Less than 7 years of existence

Start-Up companies must provide proof with the membership application that they qualify as a Start-Up based on the above criteria. AEF will assess eligibility on an annual basis.

The annual Service charge for a Start-Up company is: **EUR 800**.

- When membership is granted, the same rights as for General Members apply.

Immediately after accepting the membership, the AEF will charge the annual Service charge of 800 EUR. The AEF will send the new offer for the next 12-month period and requires proof that the conditions are still valid. When the company profile has changed, they can continue as a General Member, and an updated offer will be provided.

The procedure for ordering, reminding, and termination is described in detail in § 9 – 12.

§ 5 TIER 1: General Members, exempt from Service charge

Exempt from the annual AEF Service Charges are the following organizations:

- Universities
- Research Institutes
- Nonprofit organizations
- Associations
- NGO’s etc.

§ 6 AEF License Fees for Services and Tools

The price list is based on membership fee TIER 1-5, current costs and product models which were updated to the AEF ISOBUS Database and will be renewed once a year based on the uploaded product models.

Members who pay the AEF annual fee for Services and Tools, will receive a CT licence free of charge.

Additional CT licenses have to be paid per seat or as flat rate.

Incentive discounts can be granted as follows and will be assessed on an annual basis.

a. -10% reduction if members upload at least one product model in full to the AEF-ISOBUS database. A product model must be classified under a product category and product type, including all versions.

b. -15% reduction if members upload all their ISOBUS product models currently on the market, including the product category, product type and all software versions, to the AEF ISOBUS database.

Information on the product models and the uploading process are available by contacting the AEF. Details could be discussed between the members and the AEF on a case-by-case basis.

Self-Assessment by companies with final approval by the AEF.

One Conformance Test license comes with this fee. For a second or third one an additional fee per licenses will be charged. It's possible to order a flat-rate license fee as well.

- Additional AEF Conformance Test license

2nd or 3rd license fee	**EUR 3.000**	each per 12-month period [2)]
Flat rate license fee	**EUR 8.000**	per 12-month period for unlimited number of licenses

[2)] Over 2 additional licenses – automatically updated to Flat rate

§ 7 AEF License Fees for Public Key Infrastructure

The price is valid to get access to the PKI development and production certificates.

- PKI entrance price (for new PKI user) **EUR 3.500**
  - For the first 12 month
  - Includes maintenance fee

- Yearly PKI maintenance license **EUR 1.200**
  - Includes unlimited requests for Development certificates
  - Starting in the second year
  - License can be cancelled, but PKI entrance price would apply if re-subscribing in the future

- Package pricing for production certificates

- This is in addition to an active PKI maintenance license
- However, the price of a production certificate package is a one-time fee and does not expire. It is valid until all the certificates have been downloaded.
- Packages
  - **EUR 3.000** for max. 5 production certificates
  - **EUR 4.000** for max. 10 production certificates
  - **EUR 6.000** for max. 20 production certificates
  - **EUR 10.000** for max. 50 production certificates
  - **EUR 15.000** for max. 100 production certificates
  - **EUR 20.000** for max. 200 production certificates

§ 8 Membership of the Agricultural Interoperability Network

All companies using AgIN pay a joining fee & annual maintenance fee, independent of the connection (direct or indirect).

Special conditions are available for Startups and academic members. Please contact the AEF office.

AgIN Commercial Fee (one-time payment) differs between two types

- **Agricultural Industry and Food companies** **EUR 25.000**
  - A company which belongs to the agriculture or food industry.
- **Software Platform companies** **EUR 7.000**
  - Software platform companies do not produce or sell machines, inputs (seed, chemicals etc.).
  - Software platform companies provide internet-based services to support decision making and improve efficiency in farming operation.
- Option for **Software Platform companies** **EUR 12.000**
  - Software Platform companies that sell hardware (electronics or GPS equipment) to complement their software offer to the Ag market.

AgIN Maintenance Fee (annual payment):

- **Annual maintenance** **EUR 7.000**
  - Starting in the 2nd year.
  - The costs are the same for both the **Agricultural Industry and Food company** and the **Software Platform company**

AgIN is open to non-AEF member companies. Non-AEF member companies have to pay

- **EUR 8.000** on top of the above-mentioned one-time fees
- **EUR 4.000** on top of the annual maintenance fee

§ 9 Ordering and Payment Procedure for Services Charges and License Fees

Orders for member contributions, services charges, license fees, etc. can be in written form by e-mail or online. After receipt and approval of such order, AEF will send a confirmation and a corresponding invoice to the member. After receipt of the payment for such invoice AEF will give access to the ordered tool. Each year the license fee for such tools ordered will be invoiced automatically to the member until the cancellation of the order, either by the member, or AEF.

If the invoice amount is not paid in full to the AEF bank account, you will not be granted access to the service you have subscribed to. Please ensure that you cover the full cost of any transaction fees for international transfers and that these costs are not passed on to the AEF.

§ 10 Payment Reminders for all charges and fees

Should a member fail to pay an invoice within **one month** (30 days) after it has been sent by AEF, a 1st reminder will be sent to the member.

In case, that a member should not react to the 1st reminder within 1 month, a 2nd reminder will be sent to the member, this time including a deadline for the payment of the invoice.

Should a member fail again to pay the invoice, a 3rd reminder will be sent, indicating the deadline when the general membership will be terminated, or when the access to the licensed products will be blocked.

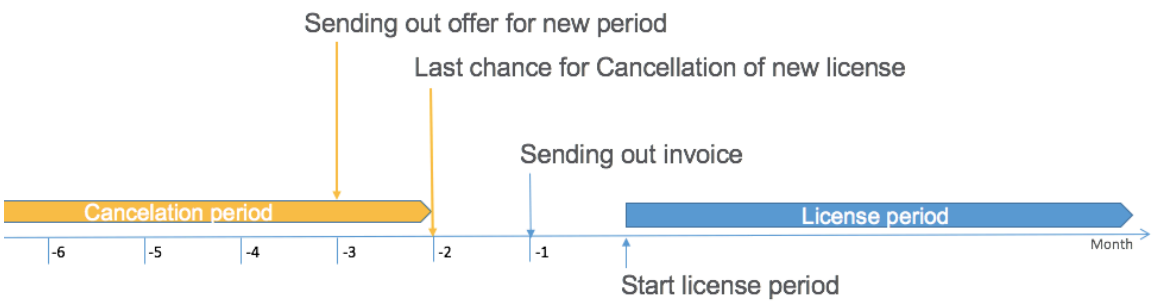
In the event of such termination a member will not be authorized any longer

- to use any of the licensed AEF products or parts thereof (in case of termination of the license)
- to access any of AEF member services, such as attend AEF meetings, AEF project team meetings or any other event or service dedicated to AEF General Members only.

In case of Core members, the AEF Steering Committee will decide either to downgrade the Core Member to General Member status or terminate the relationship.

§ 11 Termination rules for AEF membership and licenses

a. Termination or change in membership or termination of licenses is only possible at the end of the annual membership period for all types of membership or licenses.
b. Termination or change in membership or termination of licenses can only be accepted, when a member provides two-month notice period in writing, before the last day of the current annual membership or license fee period.



c. All payments have to be made for the current annual membership period.
d. Upgrade of licenses is possible at any time for all types of licenses.

§ 12 Resolving Termination Status

In case a member would like to discuss the cause of the termination, the member and AEF shall negotiate in good faith with the goal to find a solution acceptable for both parties.

AEF Steering committee resolutions dated on September 16, 2026

Signed by:

Andrew Olliver
(AEF Chairman)

Norbert Schlingmann
(General Manager)