



Membership structure



**international
cotton
association**

Singapore



Why change?

- Members' feedback
 - expensive
 - confusing
- Financial risk
- Costly for some
i.e. mills, growers, smaller merchants
- Lacks transparency
- Need to broaden membership base



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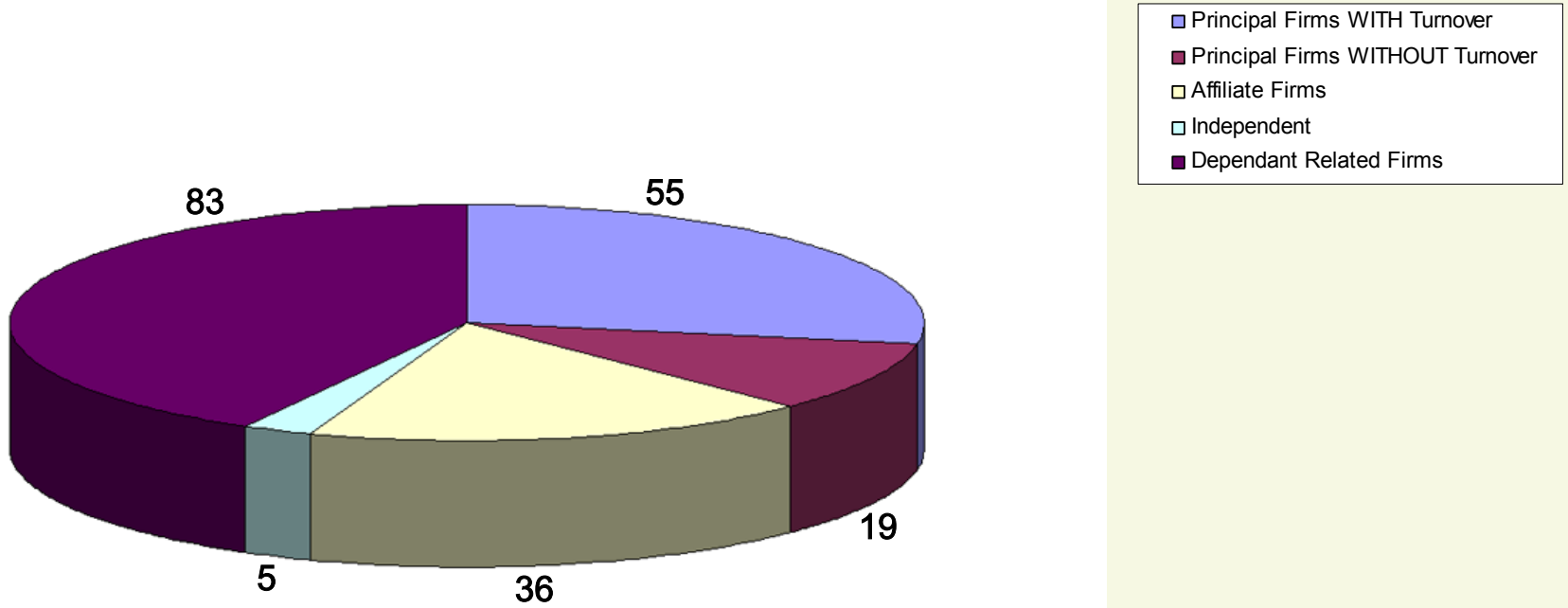


Current membership

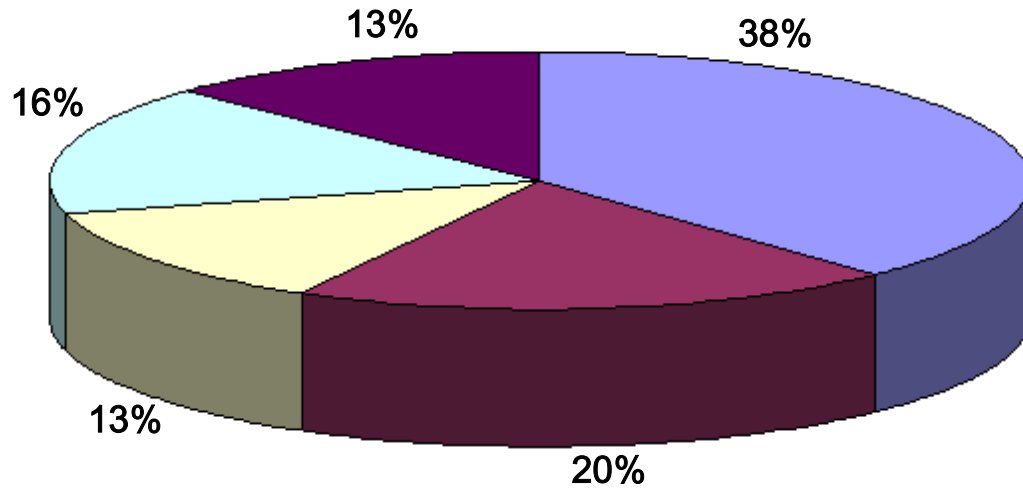
- Principal Firm
 - With Turnover
 - Without Turnover
- Affiliate Firm
- Independent / Dependent Related Company
- Full Member
- Associate Member

Current membership

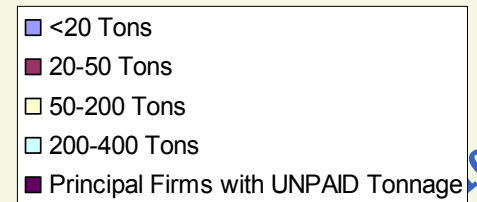
Number of Member Firms by Category 2009



Current membership

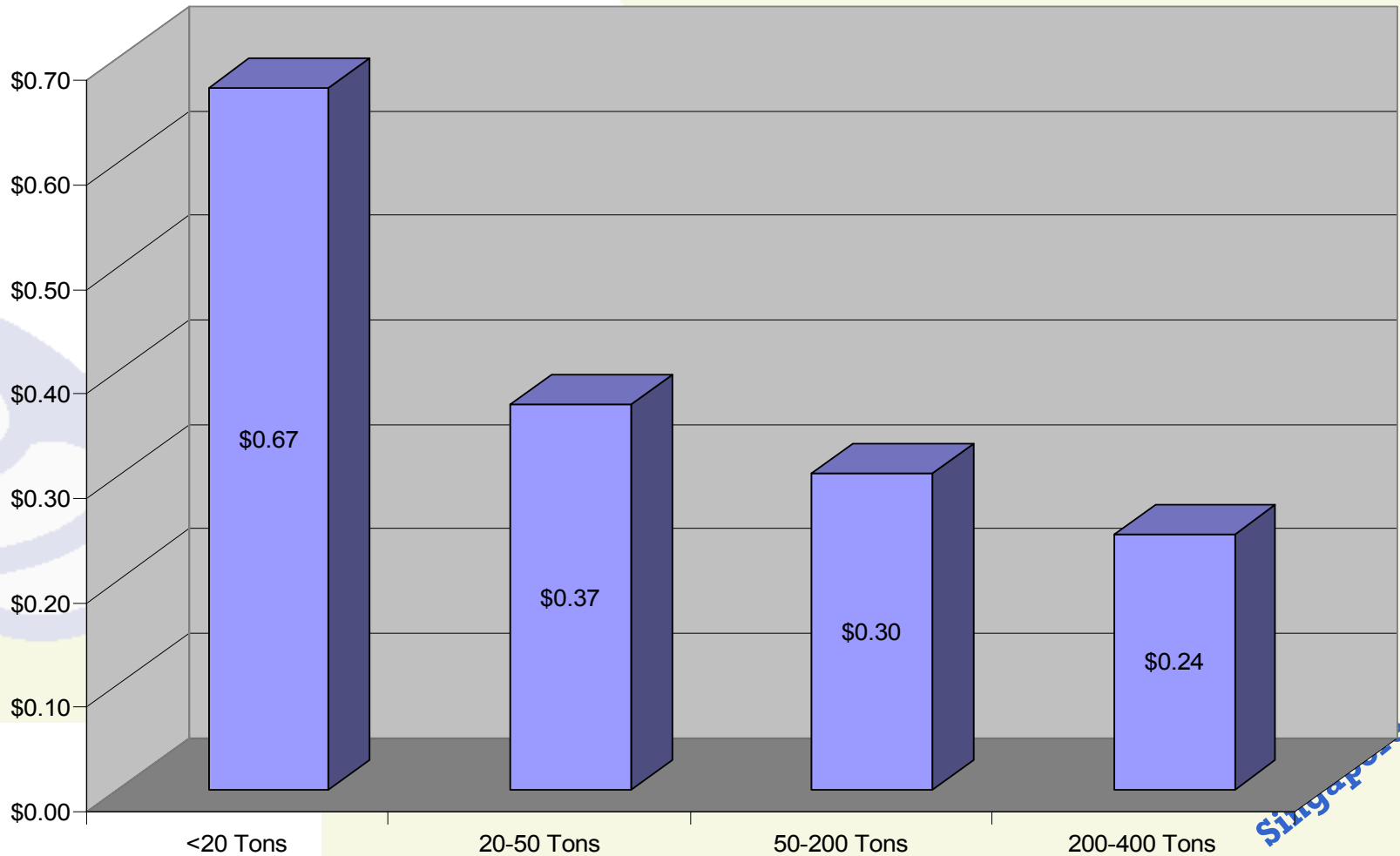


Principal Firms by ICAC Bandings 2009



Average tonnage costs 2008-09

Traded in USD\$ by ICAC band



Singapore 2010



Tonnage fees



The new look

- Remove tonnage fee - replace with turnover bands
- Reduce fee for Principal Firm without turnover (mills and growers)
- New category of Association Member and Association Member Firm
- No Associate Member, only Full Member
- No change for Affiliates / Related Companies

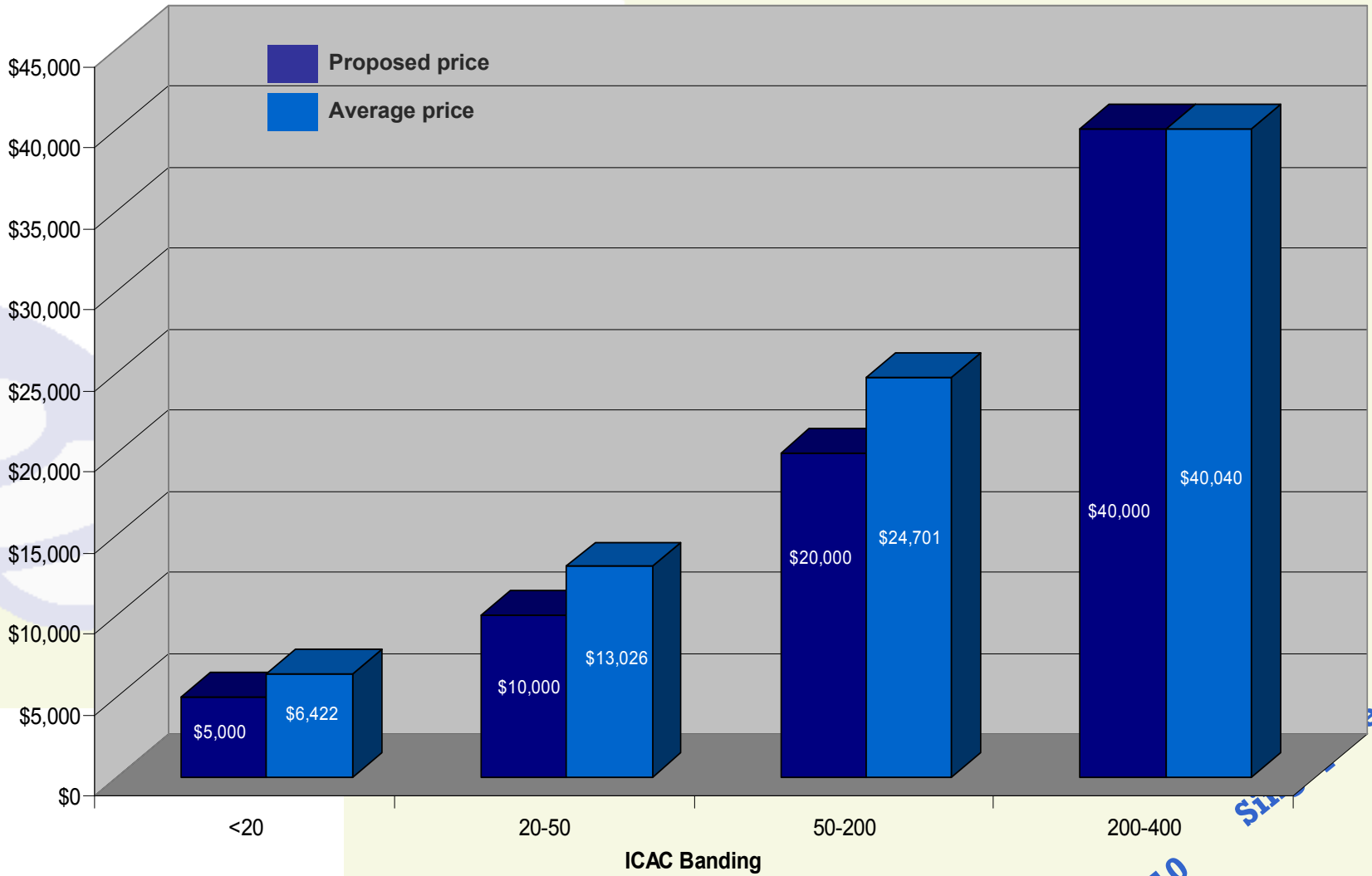
Banding Structure

Principal Firm with Turnover – based on ICAC bands

< 20,000 tons	\$5,000
20 – 50,000 tons	\$10,000
50 – 200,000 tons	\$20,000
> 200,000 tons	\$40,000

Membership prices

Firms with turnover: proposed new model v 2008 comparison



Slide 2010



The new look

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Proposed Membership Fees Summary

Principal Firm without Turnover - \$2,500
(reduced from £4,100)

Association member - \$5,000

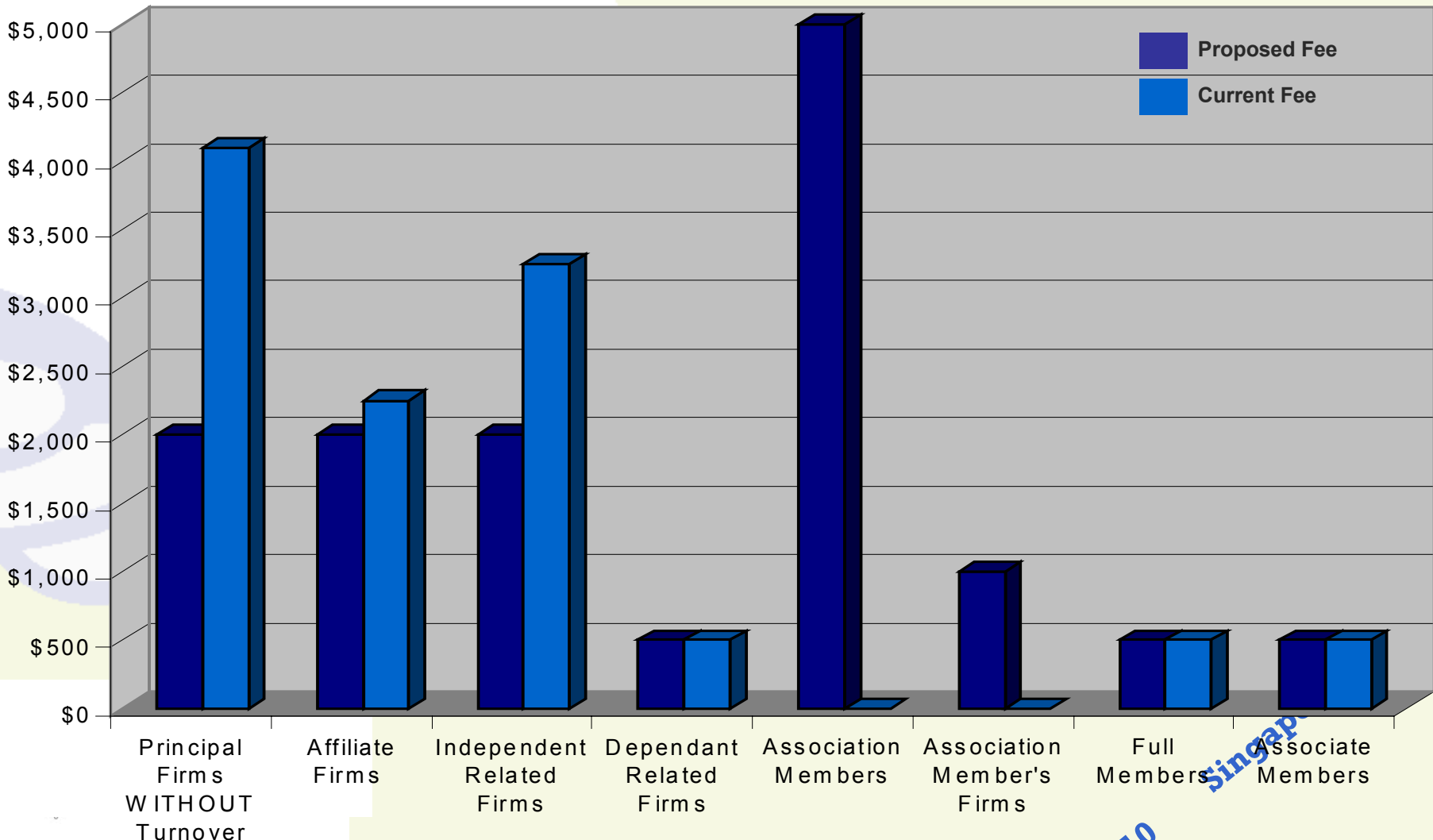
Association Member Firm - \$1,000
(applicable to spinners and growers only)

Affiliate Firm, Dependant/Independent Firm
(Fees remain the same)

Abolish Associate member category

Membership prices

Firms without turnover: proposed new model v 2008 comparison





Any questions?



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