

# Industrial products

## General criteria

- **60% of manufacturing costs** generated in Switzerland
- Activity which gives the product its **essential characteristics**
- **An essential manufacturing step in Switzerland**

### Total relevant

for calculating the "Swissness" percentage

### 60% from Switzerland

60% of manufacturing costs must have been generated in Switzerland.

- 1)
  - Transport **after** production
  - Packaging
  - Sales, marketing, customer service

- 2) Raw material I

- 3)
  - Research + development abroad
  - Manufacture abroad

- 4) Semi-finished product I

- 5) Semi-finished product II

- 6) Semi-finished product III

- 7) Semi-finished product IV

- 8) Raw material II

- 9)
  - Research + development in Switzerland
  - Manufacturing costs in Switzerland
  - Necessary certification and quality assurance in Switzerland

- 1) **No manufacturing costs**, as costs are incurred **after** production
- 2) **Natural product – does not exist in Switzerland**  
*E.g. precious metals*

- 3) **Manufacturing costs generated abroad**
- 4) **Semi-finished foreign product**
- 5) **Semi-finished product**, which is not available in sufficient quantities in Switzerland for objective reasons – **material costs can be taken into account as a percentage according to availability** (e.g. 30%). *E.g. microchips*
- 6) **Semi-finished product**, which does not meet the 60% "Swissness" requirement – **material costs can be taken into account according to the Swiss portion** (e.g. 50%)
- 7) **Semi-finished product**, which meets the 60% "Swissness" requirement – **100% of material costs can be taken into account**
- 8) **Material costs**  
100% as available in Switzerland
- 9) **Manufacturing costs**  
100% as generated in Switzerland

**Direct** manufacturing costs are allocated to the product.

**Indirect** manufacturing costs are **broken down**.

Manufacturing costs generated abroad can be calculated either at the actual exchange rate used or the average rate used in day-to-day business.