



## EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

The form must be completed by parties that are interested to commercialize the ARC IP. The form should only be completed when the material is identified.

1. APPLICANT DETAILS				
<b>NAME OF APPLICANT</b> <i>(on duly authorized on behalf of the company)</i>	Click or tap here to enter text.			
<b>IDENTIFICATION NUMBER</b>	Click or tap here to enter text.			
<b>LOCATION</b>	<b>City</b>	Click or tap here to enter text.	<b>Province</b>	Choose an item.
	<b>Country</b>	Click or tap here to enter text.		
<b>CONTACT DETAILS</b>	<b>Tel</b>	Click or tap here to enter text.	<b>Fax</b>	Click or tap here to enter text.
	<b>Email</b>	Click or tap here to enter text.		

2. COMPANY DETAILS	
<b>COMPANY NAME</b> <i>(full name as per company registration certificate)</i>	Click or tap here to enter text.
<b>COMPANY ADDRESS</b>	Click or tap here to enter text.
<b>EMAIL ADDRESS (FOR CORRESPONDENCES)</b>	Click or tap here to enter text.
<b>COMPANY REGISTRATION NUMBER</b>	Click or tap here to enter text.



## EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

*The form must be completed by parties that are interested to commercialize the ARC IP. The form should only be completed when the material is identified.*

<b>TELEPHONE NUMBER</b> <small>(land line)</small>	Click or tap here to enter text.
<b>MOBILE PHONE NUMBER</b>	Click or tap here to enter text.
<b>BEE STATUS</b> <small>(where applicable)</small>	Click or tap here to enter text.

<b>3. DESCRIPTION OF THE CORE BUSINESS</b>
<b>3.1 Describe the Company's portfolio</b>
Click or tap here to enter text.
<b>3.2 Provide the Corporate Structure diagram indicating country of registration and percentage shareholding and experiences</b>
Click or tap here to enter text.



## EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

*The form must be completed by parties that are interested to commercialize the ARC IP. The form should only be completed when the material is identified.*

<b>3.3 Implementation programme of the company</b>
Click or tap here to enter text.
<b>3.4 Description of physical facilities for handling service to be provided to the ARC</b>
Click or tap here to enter text.
<b>3.5 How does selected services fit into this portfolio?</b>
Click or tap here to enter text.



## EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

*The form must be completed by parties that are interested to commercialize the ARC IP. The form should only be completed when the material is identified.*

<b>4. FINANCIAL</b>		
<b>4.1 Provide Financial Projected (revenues) forecasts on the next 5 years</b>		
<u>SCENARIO</u>	<u>Planting per year (ha)</u>	<u>Total royalty income over 6 years</u>
Low		
Medium		
High		
<b>4.2 Projected revenues local and international markets to be pursued</b>		
Click or tap here to enter text.		

<b>5. COMMERCIALISATION</b>
<b>5.1 Provide a list of targeted countries of operations for each IP</b>



## EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

*The form must be completed by parties that are interested to commercialize the ARC IP. The form should only be completed when the material is identified.*

NO.	COUNTRIES
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	

  

**5.2 Provide ARC product distribution quantity**

Click or tap here to enter text.

  

**5.3 Briefly describe the marketing strategy**

Click or tap here to enter text.

**6. LEGAL**

**6.1 Agreements or letters with distributors and /or dealers and /or sales representatives**



## EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

*The form must be completed by parties that are interested to commercialize the ARC IP. The form should only be completed when the material is identified.*

NO	AGREEMENTS/LETTERS	DISTRIBUTOR/DEALERS/SALE REPRESENTIVES
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		

  

**6.2 Plan to protect IP locally and internationally**

Click or tap here to enter text.

  

**6.3 Scrutiny of any agreements to which the company is a party and which may prejudice the ARC or the commercialisation of the IP**

Click or tap here to enter text.

  

**6.4 Schedule of all pending litigation**

Click or tap here to enter text.

\_\_\_\_\_  
Respondent's Signature

\_\_\_\_\_  
Date



## EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

*The form must be completed by parties that are interested to commercialize the ARC IP. The form should only be completed when the material is identified.*

<b>6.5 Description of the threatened litigation</b>									
Click or tap here to enter text.									
<b>6.6 Provide a list of sub-contractors</b>									
Click or tap here to enter text.									
<b>6.7 SWOT analysis</b>									
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr style="background-color: #f2f2f2;"> <th style="width: 50%; padding: 5px;">STRENGTHS</th> <th style="width: 50%; padding: 5px;">WEAKNESSES</th> </tr> <tr> <td style="height: 40px; vertical-align: top; padding: 5px;">•</td> <td style="height: 40px; vertical-align: top; padding: 5px;">•</td> </tr> <tr style="background-color: #f2f2f2;"> <th style="padding: 5px;">OPPORTUNITIES</th> <th style="padding: 5px;">THREATS</th> </tr> <tr> <td style="height: 40px; vertical-align: top; padding: 5px;">•</td> <td style="height: 40px; vertical-align: top; padding: 5px;">•</td> </tr> </table>		STRENGTHS	WEAKNESSES	•	•	OPPORTUNITIES	THREATS	•	•
STRENGTHS	WEAKNESSES								
•	•								
OPPORTUNITIES	THREATS								
•	•								
<b>6.6 Selection of growers and arrangements regarding black farmers and entities having BBBEE (Broad-Based Black Economic Empowerment)</b>									
Click or tap here to enter text.									

\_\_\_\_\_  
Respondent's Signature

\_\_\_\_\_  
Date



## EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

*The form must be completed by parties that are interested to commercialize the ARC IP. The form should only be completed when the material is identified.*

<b>6.7-8</b> Plan to protect South African growers in international markets, where a new plant variety is being commercialised where applicable
Click or tap here to enter text.
<b>6.8-9</b> Details of agents in different productions areas
Click or tap here to enter text.
<b>6.9-10</b> Amount of royalty rates per technology
Click or tap here to enter text.
<b>6.10-11</b> Royalty model to be applied





## EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

*The form must be completed by parties that are interested to commercialize the ARC IP. The form should only be completed when the material is identified.*

Click or tap here to enter text.



## EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

*The form must be completed by parties that are interested to commercialize the ARC IP. The form should only be completed when the material is identified.*

### Annexure 1

PROJECTED ROYALTY INCOME FORECASTS		LOW SCENARIO											
		New											
		Existing											
			YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		
Royalty Class	Unit (eg hectares)	Royalty/unit(ZAR)	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	
<b>TOTAL:</b>													

\_\_\_\_\_  
Respondent's Signature

\_\_\_\_\_  
Date



## EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

*The form must be completed by parties that are interested to commercialize the ARC IP. The form should only be completed when the material is identified.*

PROJECTED ROYALTY INCOME FORECASTS		MEDIUM SCENARIO										
		New										
		Existing										
			YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		YEAR: XXXX	
Royalty Class	Unit (eg hectares)	Royalty/unit(ZAR)	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties
<b>TOTAL :</b>												

\_\_\_\_\_  
Respondent's Signature

\_\_\_\_\_  
Date



## EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

*The form must be completed by parties that are interested to commercialize the ARC IP. The form should only be completed when the material is identified.*

PROJECTED ROYALTY INCOME FORECASTS		HIGH SCENARIO											
		New											
		Existing											
			YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		
Royalty Class	Unit (eg hectares)	Royalty/unit(ZAR)	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	
<b><u>TOTAL :</u></b>													

\_\_\_\_\_  
Respondent's Signature

\_\_\_\_\_  
Date



## EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

*The form must be completed by parties that are interested to commercialize the ARC IP. The form should only be completed when the material is identified.*

### 7. DECLARATION

I declare that:

7.1 I am duly authorised by the organisation or Consortium, to complete this expression of interest and to sign and submit and in doing so the organisation or Consortium, as applicable, is bound by this declaration.

7.2 The organisation or Consortium has familiarised itself with the Intellectual Property Rights from Publicly Financed Research and Development Act, 2008 (Act 51 of 2008) and understands the implication of this Act on intellectual property transactions derived from public funds.

7.3 Should there be further information required by ARC in respect of this EOI, and that my failure to provide requested information timeously may lead to a delay and rejection of this EOI.

7.4 I am aware that this EOI is not a contract and the contract will be negotiated and the EOI will form part of the contract.

7.5 I will conclude a contract with the ARC within a month of receiving feedback letter requesting me to do so.

**Full Name:** Click or tap here to enter text.

**RSA ID No:** Click or tap here to enter text.

**Date:** Click or tap here to enter text.

**Signature:**