



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

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



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

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



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



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

5. COMMERCIALISATION
5.1 Provide a list of targeted countries of operations for each IP



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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



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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.

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6.5 Description of the threatened litigation									
Click or tap here to enter text.									
6.6 Provide a list of sub-contractors									
Click or tap here to enter text.									
6.7 SWOT analysis									
<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								
•	•								
6.6 Selection of growers and arrangements regarding black farmers and entities having BBBEE (Broad-Based Black Economic Empowerment)									
Click or tap here to enter text.									

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6.8 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.
6.9 Details of agents in different productions areas
Click or tap here to enter text.
6.10 Amount of royalty rates per technology
Click or tap here to enter text.
6.11 Royalty model to be applied



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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								
TOTAL:												

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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									
TOTAL :													

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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									
<u>TOTAL :</u>													

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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: