



OCCASION

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United Nations Industrial Development Organization

Regional Workshop on Technology Acquisition through Licensing Agreements by Exchange of Experience between Selected Develoging Countries in Asia and the Far Eact

Kuala Dumpur, Malaysia 13-22 October 1975

LICENSING, TURN-KEY AND JOINT VENTURE CONTRACTS 1/

M. Okano*

[&]quot; Manager, Foreign Department, Sumitomo Chamical Go. Lid., Omaka, Japan.

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We regret that some of the pages in the microfiche copy of this report may not be up to the proper egible; y standards even though the best possible copy was used for preparing the master fiche

Contentr

2.	Joint V	ature Agre	omerst	(Abbreviated	text3	ij
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License Agreement

THIS AGREEMENT, made and entered into 19____.

by and between a company organized under the laws

of Japan (hereinafter referred to as "LICENSOR"), and

a corporation organized under the laws of, (hereinafter referred to as "LICENSEE").

WITNESSETH:

whereas, LICENSOR for many years has been and is currently engaged in an extensive research program dealing with the manufacture of, and has developed know-how and technics for said manufacture:

MMERKAS, LICENSOR is the owner or the assignme of the entire right, title and interest in, to and under the Letters Patent of the U. S. described in Schedule I attached herewith, for, and corresponding foreign patents, and further will own still more U. S. and foreign patents relating thereto;

the Midwith's appraising, Lichneys to obtain a sicense to use, in the Midwith's appraising, Lichneys technical information, become him and operating data, together with a license under terms lights of Edwards, all to the extent defined and besself the License and

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hereof, which during the term of this agreement are or shall be ewned by LICENSOR or under which patents LICENSOR shall have the uncostricted right to grant a licenses without making payments therefor to others. Such patents shall be listed on the Schedule I hereto attached. Fatents to be issued during the term of this agreement shall be added from time to time to said Schedule I.

- B. "Process: The process owned by the livenses dealing with the manufacture of, including the method of control of production process and analysis of products on which Licensor has the right to grant license.
- c. "Net Selling Price" ~ GICENSEE's gross receipts less the usual discounts and allowances to customers, refunds for returned goods, excise and sales taxes and cost of transportation.
- 5. "Subsidiary of LICENSEE" A corporation or company fifty (50) percent or more of whose shares is owned or controlled, directly or indirectly, by LICENSEE.
- E. "Territory", its territories and possessions.
- F. "Day of First Operation" The day on which the initial feed stock is charged in the plant.
- H. "Subsidiary of Licensee" The corporation in which Licensee owns or controlls directly and indirectly more than 50% of the voting shares.

- Art. 2 (LICENSE) LICENSOR hereby grants to LICENSEE:
- A non-exclusive license under the know-how and techniques of LICENSOR to manufacture in the Territory the developed by LICENSOR.
- B. A non-exclusive license to use, sell and dispose of, either within or without the Territory, with the exception of Japan, all the manufactured by the use of LTCENSOR's Process.

The license granted hereunder shall continue for the full term of this Agreement.

LICENSOR agrees that the license here granted may be extended by LICENSEE to any and all Subsidiaries of LICENSEE in the Territory, but with the understanding that the operation of each Subsidiary of LICENSEE under the license here granted shall be deemed the operation of LICENSEE. LICENSEE shall give written notice of each Subsidiary of LICENSEE operating under the license here granted and all limitations, ferms and conditions of this Agreement and license shall apply to and be binding the each Subsidiary of LICENSEE to which the license here

hre. 3 (POCHNICAL INFORMATION) - LICENSOR shall furnish to
LICENSEE certain technical information with respect to

Company of the compan

- B. Detailed design information for specialized equipment installed as part of said plant or plants mentioned above.
- C. For a period of up to thre (3) months subsequent to the Effective wave at the Archaect and priod to the Date of First Clarest to be blocked months and an required by LICENSER at on pour interprets a plant and an required by LICENSER, an experienced and qualitied engineer for assistance in design and appropriate to the LICENSER, but the LICENSER of the LICENSER

to visit LICENSOR's laboratories and LICENSOR's plants using the process involved herein in and provide them with such information and advice as may reasonable be required by them for the second and efficient operation of LICENSOR's plant.

Art. 4 (TRADEMARK) - LICENSEE agrees that all the products manufactured hereunder shall bear the trademark LICENSOR will register as trademark in any country unless difficulties shall arise from the viewpoint of Trade Mark Laws.

Art. 5 (NUVAL/YY)

- A. LICENSEE shall pay to LICENSOR a total of dollars (\$) in equal installments. The first of which installments shall be paid within thirty (30) days after the effective date of this agreement, the second of which installments shall be paid within thirty (30) days after the date on which all the technical information in written form to be supplied initially by LICENSOR is received by LICENSOR.
- p. LICENSEE shall pay to LICENSOR royalties as follows:

 in case the articles are sold,t of the net selling
 price, f.o.b. Licensee's plant for all the articles
 price the selling know-how and technics developed by
 - The second of th

- Art. 6 (PAYMENES) All regreenes specified berein to be made by LICHABLE to LICHABOR shall be paid in U.S. dollars at such bank as LICHABOR may from time to time nominate in writing of a such addresses to steed in the sould as LICHABOR bay transitive to time needs at in writing. To the extent that may passable recome subject to tax under the tax lows of and applicable treaties between and, bichabor may, as required by law, withheld from each payment the amounts of said taxes due and required to be withheld, and in such cases LICEABEE shall furnish LICEABOR with a certificate of payment executed by the appropriate official of the Government of, certifying that such tax has been paid.
- Art. 7 (INVALIDITY OF PATENTS NOT TO AFFECT ROYALTIES) It is expressly understood between the parties that the
 royalties payable hereunder by LICENSEE are consideration
 for the furnishing of services, technical information and
 know-how by LICENSOR, without regard to the issuance,
 scope, validity, continuance, expiration or revocation of
 any Patent Rights of LICELSOR, and without regard to the
 issuance or existence of any patent or patents held by
 any third party or its effect upon LICENSEE's operations.
- Art. 8 (BOOKS OF ACCOUNTS) LICENSEE shall keep all proper and usual books of accounts relating to its business containing such entries as may be necessary to determine amounts payable to LICENSON and shall permit the lapper tion and the making of copes thereof by LICENSON of its duly authorized representations at all reasonable states.

Art. 9 (STATEMENTS) - Within thirty (30) days following the end of each six (6) month period after the Date of First Operation. LICENSFE shall submit to LICENSOR a detailed states at of all the actual solutions mutacrured and sold during such six (6) month period, together with all information necessary for the computation of any payments then due to LICENSOR under the provisions of Art. 5 of this Agreement.

Art. 10 (IMPROVEMENTS)

- A. LICENSEE shall be entitled to the use, without the payment of additional royalties, of any and all improvements in the Process which, during the term of this Agreement, LICENSOR shall make or discover or bacome entitled to use without payment to others or without the use thereof being restricted by agreement with others.
- any time or times during the term of this Agreement, while or discover or become entitled to any improvements in the Process, then, whether such improvement shall be patentable or not, LICENSEE shall forthwith communicate and emplain the same to LICENSOR, and LICENSOR shall be entitled to use and license the same without any payment in respect thereof. In every such case, LICENSEE shall, if so requested by LICENSOR, making for patents outside the license, and LICENSEE shall, the requested by LICENSOR will stress LICENSEE shall.

not disclose and the internation, to any person or corporation except esquipeer and centractors of LICENSEE or attribute esquipeer of the work to be performed by such esquipeer of the work to be performed by such esquipeer at the exploying contractor to render as everes in a a metion with easy plant of LICENSEE or LICENSOR unless such centractor enters a binding, written appreciant to treat as confidential all technical intermation discloses to an acquired by contractor in the course of said employment.

Art. 12 (GUARANTEE) - LICENSOR hereby covenants and warrants to and with ICENSOR that at LICENSOR's plant the raw material balance, quality and yield of the product as exhibited in Schedule II attached hereto are being realized. LICENSOR further undertakes and warrants that if DICENSEE's plant be designed, constructed and operated in strict unformity with technical information to be supplied by LICENSOR and other instructions of LICENSOR, such raw material balance, quality and yield shall be realized in LICENSEE's plant. LICENSOR's warranty described in the foregoing Article shall be established by five (5) day performance test(s) according to the procedures described in the attached Schedule III.

Art. 13 (TERM AND TERMINATION)

A. This Agreement shall commonce on the Effective Date of the Agreement and shall remain in effect for a term of ten (10) years from such dator and shall thereafter continue in effect for further periods of ten (10) years each unless of her party gives written notice of termination at least one (1) year provious to the expiration of the primary ten (10) year term or written notice of termination six (6) months previous to the expiration of this agreements as provided herein shall had the expiration to discharge transfer from any liability then secrees.

- any of the terms or provisions of this Agreement and shall continue in default for a period of thirty (30) days after the gaving by the other party of written notice of the existence of such detau(t, or shall become involved in insolvency, absolution, bankruptcy or receivership proceedings affecting the operation of its business or shall discontinue its business for any reason, then, in such case, the other party shall have the right, at its option, to terminate this Agreement. Such termination shall not affect any rights or obligations accured at the time of such termination.
- C. Termination of this Agreement shall not terminate, in any way, LICENSEE's obligations under Art. 11 hereof.
- Art. 14 (FORCE MAJEURE) Neither party shall be liable for failure to perform its part of this Agreement [EMS-upt payment by LICENSER hereunder] when such failure is due to fire, flood, strikes, labor troubles or other industrial disturbances, inevitable accidents, war (Seclared or undeclared), embargoes, blockades, legal restrictions, riots, insurrections, or any cause beyond the control of the parties.
- AFT. 15 (LITIGATION) In the event that a logal action for pattern in taken by a third party against Lightscape with respect to taken by a third party and technics furnished between the Lightscape, or in the event that a third party infrience the Peters Rights of Lightscape, Lightscape vill be the defense of such third action against such third the lightscape to break a local action against such third the lightscape.

Art. 16 (MODII ICATION On WAIVER) - This Agreement embodies the entire agreement between the parties with respect to the subject matter hereof and there are no prior representations, we restrict or encoments relating thereto. This Agreement shall not be medified except by a duly signed instrument in villing.

The waiver by maker party or any breach of any provision hereof shall not be constructed to be a waiver of any subsequent breach of such provision or a waiver of the provision itself.

- Art. 17 (ASSIGNABILITY) This Agreement shall be binding on and shall inure to the benefit of LICENSOR, its assigns and successors in interest, and shall be binding upon and shall inure to the benefit of LICENSEE and its assigns and successors in interest; but in no event shall LICENSEE assign this Agreement without the prior written consent of LICENSOR.
- Art. 18 (DISPUTES) Any controversy arising out of this agreement, or the breach horseof, shall be settled by arbitration in in accordance with the Rules of the International Chamber of Commerce and judgement upon the award rendered by the arbitrator(s) may be entered in any court having jurisdiction thereof.
- Art. 19 (NOTICES) All notices required or authorized to be given hereunder shall be in writing and shall be directed to the addresses set forth below or to such other address as either of the parties may, from lime to time, designate by notice in writing to the ather. All notices so addressed, if sent by registered all mail, shall be deemed to have been received on the seventh (7th) day next after the dath of which mail notices were posted.

IN WITNESS WHEREOF, the parties hereto have duly executed this Agreement in Emilish and caused their seals to be hereunto affixed, as of the day and year first above written.

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JOINT VENTURE - JAPAN

(AGREEMENT TO COPM DOPLITY OWNED COMPANY)

AGREEMENT made and entered into be	tween A INC. a
corporation organized and omisting under the	laws of
having its principal offices	in .
, United States of America (her	
to as "A"), and B LIMITED, a corporation org	
under the laws of Japan, having its principa	
Japan (hereinafter referred to as "B").	
WITNESSETH:	
WHEREAS, A is engaged in the manufactur	e and sale of
and embodying designs	, styles, and
special features developed by A and/or manuf	
processes developed by A; and	
WHEREAS, B is engaged in the marufactur	e and sale of
various kinds and types of and	products in
Japan; and	
WHEREAS, A and B, inter alia, desir	ore of acceptaint to
corporation under the laws of Japan, to enga	
and sale of and option	
styles, and special features developed by &	
by the special processes developed by A.	
NOW, THEREFORE, the parties agree as It	
Section 1. Definition	
As used in this Agreement, the Epilipul	
the following definitions:	

	shall mean A	•	_	ving its p	rincipal
*8	"shall mean B al offices in 1	LINTED, a c	orporation	having its	
*P	ROMOTERS" shall	l mean seven	individual	e designate	ed by B.
	D" shall mean '		, a Japanés	e corporat	ion to be
·P.	ARTY" OF "PART	IES" shall m	ean A and/o	r B.	
a Party	RLATED CORPORA! PRODUCT" shall a licement by	l mean the _		-	
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Section 6. Transfer of Shores in 70

In the event a PARTY desires to sell or transfer all or part of its shares in AD, is shall first offer to sell the shares to the other PARTY at a price equal to the book value of the shares.

Section 7. Dividend Policy

It shall be the policy of the PARTIES not to have Aldeclare dividends for a period of live years. The PARTIES agree to cause AB to retain its first live years profits accordingly.

Section 8. Directors, Officers, Outside Accountant

The management of AD shall be the responsibility of its board of directors. Each PARTY shall have the right to nominate two directors and one auditor. AD shall retain on independent certified public accountant having offices in Japan, who shall be nominated by A.

Section 9. Employees: Managerial Assistance

B shall make its executives available to AD for Managerial assistance.

Section 10. Loans

B shall arrange for and guarantee the necessary bank loans.

Section 11. Lease

P shall lease to AD facilities switched for the considering of Λ PRODUCTS.

Section 12. Technical Assistance and Supply of Necessary Materials

A shall render technical assistance to AD in accordance with Exibit B. A and B shall use its best efforts to obtain necessary materials for AD.

Section 13. Use of A D.SINGNS and A PROCESSES

& agrees that the A DBSIGNS and A PROCESSES disclosed by A to AB shall be for AD's temporary use only in accordance with Embibit B.

Section 14. Sales of A PRODUCTS

AD will sell A PRODUCTS in AD TERRITORY. AD may sell A PRODUCTS to countries outside AD TERRITORY with the prior written consent of A.

Section 13. Protection of Name "A"

B agrees that it will not, at any time, use the name "A" of may Name confusingly similar thereto in any way whatsoever.

tintiat 16. Buildess Limitation

I spenie of he produce any product embodying designs, the product by a or manufactured by the product of the pr

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Section 19. Notices, etc.

All notices required of the PARTIES by this Agreement shall be in writing and domed to said if some by registered mail addressed to other PARTY.

Section 20. legenation for Breach or Otherwise

If any of the terms or conditions of this Agroement are substantially kreached and are not corrected within 90 days after written notice thereof is given by a complaining PARTY, then the complaining party shall be able to terminate this Agreement.

Section 21. Arbitration

Any dispute or difference which may arise from this Agreement shall be finally settled by arbitration either in Tokyo or New York.

Section 22. Government Law

This Agreement shall be governed by the laws of Japan.

Section 23. Assignment

This Agreement shall be binding upon the successors, assigns, and legal representatives of the PARTIES.

Section 24. Government Approval, etc.

The effective date of this Agreement shall be the Cate when this Agreement are finally approved by the Japanese Government. B shall furnish A with two copies of the Cate notification of approval of this Agreement.

Section 25. Interpretation of Agreement

In case of doubt as to the interpretation Attion of this Agreement, the majority than the this Agreement shall be controlling.

IN WITNESS WHEREOF, the PARTIES have caused this Agreement to be executed on the dates and at the places set forth below.

Tuin Rey contract

- 1. Name and address of parties
- 2. Preamble

The intent of contracting parties are expressed.

3. Definition

Meanings of selected terms used in the contrast are defined.

4. Obligation of buyer

Obligations of buyer such as procurement of locally available tools, materials, supplies, labor, obtainment of government licenses for import, preparation of plant site etc. are stated.

- 5. Obligation of seller
 - 1) Supply of Know-How and Engineering Service
 - 2) Supply and delivery of equipment, space parts and materials

The list of items to be supplied are attention as Exhibit the procedures of shipment, delivery schodule, etc. are provided.

1) Legal Obligation

Saller declares that it will contains an lowe and regulations of recipient and the

4) Lion

Still of holds began hand a common of third parties

II. Dormanto to la participa

- 6. Services rendered by seller in connection with the construction and operation of the plant, such as furnishing of errection and start-up engineers, training of buyer's personnel, etc. are stated.
- 7. Inspection by buyer of the manufacturing plant of the equipment to be supplied.
- . Price and terms of payment

Total contract price, its breakdown including the price of know-how, engineering service, equipment, space parts, exterial, etc. are detailed and smalled of payment to defined.

* - Cuminations, Inshittates and desage liquidation

Addition delication on delivery schedule,

position of minimum partners of plant,

the boundations of quarantee

the boundations of quarantee

the boundations of contractions of plants.

13. Applicable law and arbitration

law applicable to the contract and agreed method of appreciation a e-stated.

14. Assignment of contract

Whether the rights and obligations under the contract are assignable or not.

15. Performance bond

Setter deposits bond with the bank to guarantee its fulfilment of obligation.

16. Termination

Date of termination, causes of marlier termina-

17. Effective Date of contact

Date when the contact becomes effective.

Various Exhibits

Equipment List, spare parts list, contents of errection work, method of plant comissioning, method of performance quarantee test, product specification, delivery schedule, etc.



