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INFORMATION PAPER.

COMPUTERIZED REGISTRY INFORMATION SYSTEM (CORIS)

Z. Bogdanowicz

prepared by UNIDO secretariat

## Introduction

1. In recent years developing countries became increasingly aware of the need to regulate the overall flow of technology. Regulatory policies were introduced based on among others:

- (1) to channel technology towards priority sectors of industrial development;
- (2) to reduce the overall cost of importing technology;
- (3) to obtain detailed information on the status of technology transfer in the country;
- (4) to co-ordinate technology inflow with local R and D efforts;
- (5) to promote the effective use of the imported technology and to promote technology exports.

2. To execute such policies, many countries have established technology transfer registries. A salient activity, common to all registries, is the access to technology transfer contracts either for approval or for information purpose.

3. Experience has indicated that the effective organization of handling information flow can substantially contribute to the overall registry performance as well as increase the benefits resulting from using outside sources of information.

4. Consequently, this area has gained increased attention within the co-operative framework of Technology Transfer Registries called Technological Information Exchange System (TIES). Following the recommendations of consecutive TIES meetings UNIDO secretariat has developed the concept of a Computerized Registry Information System (CORIS) <sup>1/</sup> as a model information system operated on personal or microcomputer.

5. CORIS has been developed to be useful for three main registry functions, namely:

- evaluation of technology transfer agreements;
- generation of statistics on approved/registered technology transfer agreements;
- monitoring of implementation of technology transfer agreements.

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<sup>1/</sup> The software for CORIS is designed by the Foreign Trade Data Centre, Warsaw, upon request of UNIDO secretariat.

6. Certain assumptions are made with respect to the organization of the information flow, namely, that:

- 1) When a contract enters a registry for evaluation, the contract will receive a registration number and a file number and that a minimum set of information enters the information system (recipient, name, supplier name and country, object of the agreement, evaluation officer and application date).
- 2) The information will be completed when the contract has passed the approval stage through a "correction".
- 3) The information will be updated periodically when monitoring reports are received.

7. At present the software prepared is only applicable on a M20 Personal Computer manufactured by Olivetti, Italy (for details see annex II) and has certain limitations with respect to limited space for catalogues, maximum number of contracts (100) being predominantly the result of the capacity of the floppy disc.

8. In the near future CORIS will also be operating on an IBM compatible computer without the limitations mentioned before.

#### Model Contract Card

9. While preparing a model computerized registry information system, it became necessary to determine the model information input. An expert group meeting <sup>2/</sup> was called to determine such inputs, and on the basis of a comparative analysis of the existing registry information systems, a model contract card (annex I) has been designed as an abstract of the information most commonly generated by registration, evaluation and monitoring of technology transfer contracts. In the design of the model contract card, due consideration has been given to the information needs of the various users of the information systems. It has also been taken into consideration that the model contract card could serve as an example for input format for a manual information system.

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<sup>2/</sup> Report of Expert Group Meeting, UNIDO IS/483.

CORIS Characteristics

10. Following are some of the operational characteristics of CORIS:

(a) Introduction of data

The input format of data is determined by the contract card and has been divided into nine different screens (annex III), each screen can be completed with relevant data or left blank before continuing to the next screen. It is possible to correct, delete, add, etc. to the information on the screen.

(b) Contract card as an output

At any time the contract card identified by its registration number can be printed (annex IV).

(c) Internal monitoring of office performance

Since basic data is entered at the registration of the contract prior to its evaluation, it is possible to print at any time those contracts which are under evaluation (annex V, 1).

Furthermore, assuming that the evaluation department is divided into sectoral groupings, it is possible to summarize the effect of intervention of that sector for any period of years (annex V, 2).

(d) Evaluation output formats

The evaluation officer, while reviewing an application for approval of technology transfer agreements, has the possibility to request information on approved, rejected and registered contracts in order to find quickly answers to such questions as:

- What other contracts does that supplier have?
- Are there more contracts of that nature (by product; by industry)?
- Has the supplier previously presented a contract which has been rejected?

Annex VI, 1 to 8 provide with some more details on this type of outputs. In addition it is possible to obtain an abstract (at the TIES II level) of contracts registered in other countries through participation in TIES <sup>3/</sup> (annex VI, 9). In addition it is possible to consult the statistical tables (TIES I)(see annex VIII) to observe trends by industrial sector.

(e) Monitoring of the implementation of technology transfer agreements

Although monitoring is not always performed by the technology transfer registries, it has been incorporated in CORIS as it is expected that this function will receive increased attention at the registry level. Since monitoring can be divided into a macro and a micro levels (macro meaning aggregate statistical data and micro individual contracts) and since not all contracts can be monitored at the micro level, a mechanism has been introduced, which will enable the official in charge of monitoring to select those contracts which did not fulfill its expected implementation targets from the point of view of effective technology transfer (annex VII). Its principle is based on the assumption that every year a monitoring report is presented to the registry (macro monitoring) informing about production volume, net sales, exports, imports, R+D expenditure, employment, profit before tax, number of persons trained home and abroad, number of foreign personnel, yearly expected payments; and depending on its relative importance, each one of these items can be selected and a report produced which indicates which contracts, in a given period, did not fulfill a percentage of the forecasted value (presented at the time of contract approval).

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3/ TIES information exchange on technology transfer contracts has the following levels of participation:

TIES I : The periodic exchange of a summary of terms and conditions of contracts by industrial sectors (ISIC, four digits).

TIES II A: A periodical exchange of non-financial data on a contract which involves a technology transfer through the licence of a patent, trademark, transfer of know-how, models, drawings either associated with a service or not.

(f) Statistics

Statistics have been prepared in accordance with TIES I tables when it concerned approved technology transfer contracts; economic effects of those approved contracts (estimated/real) based on forecasted data presented at the registration stage; and monitoring reports on registry intervention (annex VIII).

(g) Graphics

Several graphic displays of the earlier-mentioned statistics have been introduced (annex IX) for an early interpretation of the presented data.

Introducing CORIS by individual countries and the role of UNIDO

11. UNIDO secretariat is ready to provide to all interested countries, especially those participating in TIES co-operative framework, relevant data on CORIS including the software. UNIDO is also ready to assist in the adaptation and implementation of the system according to national requirements. For further information please write:

Mr. J.F. Cramwinckel  
Development and Transfer of Technology Branch  
UNIDO  
P.O. Box 300  
A-1400 Vienna  
Austria

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3/ (continuation)

TIES II B: The exchange of non-financial data (same as for TIES II A) and detailed information on the financial terms of the contracts which involve a technology transfer through the licence of a patent, trademark, transfer of know-how, models, drawings either associated with a service or not.

TIES Service: Information to be exchanged on contracts which involve the transfer of a service and which does not include the transfer of intellectual property such as studies, engineering services, one-shot technical assistance, routine technical assistance, assistance to equipment maintenance, training, etc.

ANNEX I

MODEL REGISTRY CONTRACT CARD



# CONTRACT CARD

ANNEX 1

MODEL REGISTRY INFORMATION SYSTEM

FILE NO  
REGISTER NO  
ID KEY

<p>1.1 RECIPIENT</p> <p>1.2 COMPANY NAME</p> <p>1.3 COMPANY ADDRESS</p> <p>1.4 RECIPIENT'S FINANCIAL LEGAL ACTIVITY</p>	<p>1.5 NATIONAL INDUSTRIAL CODE</p> <p>1.6 INDUSTRIAL CODE / SITE</p> <p>1.7 NATIONAL COMPANY CODE</p> <p>1.8 TYPE OF COMPANY <input type="checkbox"/> STATE OR GOVERNMENT <input type="checkbox"/> PRIVATE <input type="checkbox"/> NEEDED</p> <p>1.9 LEVEL OF FOREIGN INVESTING</p> <p>1.10 EQUITY HOLDING BY SUPPLIER COMPANY</p> <p>1.11 NUMBER OF EMPLOYEES</p> <p>1.12 TOTAL SALES</p> <p>1.13 TOTAL SALES</p> <p>1.14 TOTAL SALES</p>	<p>2.1 SUPPLIER</p> <p>2.2 COMPANY NAME</p> <p>2.3 COMPANY ADDRESS</p> <p>2.4 INDUSTRIAL CODE</p>	<p>3.1 CONTRACT</p> <p>3.2 CONTRACT CLASS</p> <p>3.3 OBJECT</p> <p>3.4 PROCESS</p>	<p>3.5 NATIONAL INDUSTRIAL CODE</p> <p>3.6 INDUSTRIAL CODE / SITE</p> <p>3.7 NATIONAL PRODUCT CODE 1</p> <p>3.8 NATIONAL PRODUCT CODE 2</p> <p>3.9 VALIDITY YEAR</p> <p>3.10 COLLABORATION TYPE</p> <p>3.11 TERMS</p> <p>3.11.1 ROYALTY</p> <p>3.11.2 LUMP SUM</p> <p>3.11.3 REIMBURSABLE FEES</p> <p>3.11.4 PERSONNEL EXPENSES COVERED BY RECIPIENT</p>	<p>3.10.1 LEASING</p> <p>3.10.2 KNOW-HOW</p> <p>3.10.3 CONSTRUCTION OR SET-UP</p> <p>3.10.4 EQUIPMENT REPAIR AND MAINTENANCE</p> <p>3.10.5 TURN KEY</p> <p>3.10.6 PRODUCTION SUPERVISION</p> <p>3.10.7 ROYALTY LEVEL</p> <p>3.10.8 ROYALTY</p> <p>3.10.9 NET SALES / OTHER NET SALES</p> <p>3.10.10 PROJECT MANAGER</p> <p>3.10.11 SENIOR PROFESSIONAL</p> <p>3.10.12 PROFESSIONAL</p> <p>3.10.13 PROJECT MANAGER</p> <p>3.10.14 SENIOR PROFESSIONAL</p> <p>3.10.15 PROFESSIONAL</p> <p>3.10.16 PROJECT MANAGER</p> <p>3.10.17 SENIOR PROFESSIONAL</p> <p>3.10.18 PROFESSIONAL</p> <p>3.10.19 PROJECT MANAGER</p> <p>3.10.20 SENIOR PROFESSIONAL</p> <p>3.10.21 PROFESSIONAL</p> <p>3.10.22 PROJECT MANAGER</p> <p>3.10.23 SENIOR PROFESSIONAL</p> <p>3.10.24 PROFESSIONAL</p> <p>3.10.25 PROJECT MANAGER</p> <p>3.10.26 SENIOR PROFESSIONAL</p> <p>3.10.27 PROFESSIONAL</p> <p>3.10.28 PROJECT MANAGER</p> <p>3.10.29 SENIOR PROFESSIONAL</p> <p>3.10.30 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4. PROJECT DATA	CURRENCY CODE	UNIT	YEAR 1/4/		YEAR 2/2/		YEAR 3/3/		YEAR 4/4/		ESTIMATED	ACTUAL	ESTIMATED	ACTUAL	YEAR 5/5/	ACTUAL
			ESTIMATED	ACTUAL	ESTIMATED	ACTUAL	ESTIMATED	ACTUAL	ESTIMATED	ACTUAL						
4.1. PRODUCTION VOLUME																
4.2. NET SALES																
4.3. EXPORTS																
4.4. IMPORTS																
4.5. R & D EXPENDITURES																
4.6. EMPLOYMENT																
4.7. PROFIT BEFORE TAX																
4.8. NO OF PERSONS TRAINED																
4.8.1. HOME																
4.8.2. ABROAD																
4.9. NO OF FOREIGN PERSONNEL																
4.10. YEARLY EXPECTED PAYMENTS																

5. CONTRACT EVALUATION	AS SUBMITTED AS APPROVED		AS SUBMITTED AS APPROVED		AS SUBMITTED AS APPROVED	
	AS SUBMITTED	AS APPROVED	AS SUBMITTED	AS APPROVED	AS SUBMITTED	AS APPROVED
5.1. TOTAL EXPECTED TECHNOLOGY PAYMENTS *						
5.2. TOTAL EXPECTED IMPORTS *						
5.3. TOTAL EXPECTED EXPORTS *						
5.4. NET FOREIGN EXCHANGE BALANCE *						
5.5. LICENSOR SHARE IN EXPECTED PROFITS						
5.6. PERFORMANCE GUARANTEES						
5.6.1. VOLUME						
5.6.2. QUALITY						
5.6.3. YIELD						
5.6.4. ECONOMY						
5.7. TRAINING						
5.7.1. TRAINING SCHEDULE						
* OVER APPROVED PERIOD						

5. FINAL DECISION  APPROVED  CONDITIONALLY APPROVED  REJECTED  COMMENTS \_\_\_\_\_

6. EVALUATION OFFICER NAME \_\_\_\_\_ TITLE/RANK \_\_\_\_\_ DEPT. \_\_\_\_\_ DATE \_\_\_\_\_ SIGNATURE \_\_\_\_\_

7. MONITORING COMMENTS \_\_\_\_\_

- AS SUBMITTED AS APPROVED
- 5.9.7. EXCESSIVE QUALITY CONTROL
  - 5.9.8. RESTRICTIONS ON RECIPIENT'S R & D
  - 5.9.9. RIGHT TO USE TECHNOLOGY IN OTHER LOCAL COMPANIES
  - 5.9.10. RESTRICTIONS ON VOLUME AND STRUCTURE OF OUTPUT
  - 5.9.11. OBLIGATORY EMPLOYMENT OF FOREIGN EMPLOYMENT
  - 5.9.12. POST CONTRACTUAL RESTRICTIONS
  - 5.9.13. FOREIGN JURISDICTION
  - 5.9.14. CONDITIONS ON PAYMENTS FOR UNEXHAUSTED TECHNOLOGY
  - 5.9.15. OBLIGATION TO TRANSFER IMPROVEMENTS TO SUPPLIER
  - 5.9.16. OBLIGATION TO TRANSFER IMPROVEMENTS FROM SUPPLIER
  - 5.9.17. EXCLUSIVE SALES ARRANGEMENTS

ANNEX II

DETAILED TECHNICAL DESCRIPTION OF  
M20 OLIVETTI PERSONAL COMPUTER

Annex II

The CORIS system has been prepared at present only for use on the M20 Personal Computer manufactured by OLIVETTI, Italy.

Some technical specifications:

- 1/ CPU - Z8001 microprocessing with 16-bit technology;  
Random Access Memory /RAM/ based on 64-bit  
memory chips, 128-Kb basic capacity expanded  
to 192-Kb by adding two optional memory extension  
boards /including additional 32-Kb board for  
colour display;
- 2/ Mass Storage Devices - two 320 Kb minifloppy disc units,  
5 1/4" double-sided disc average access  
time - 300 ms;
- 3/ Display - self-standing alphanumeric and graphic display  
with 4 out of 8-colour palette software  
definable display format, dimension of the  
grid for graphics: 512 x 256 pixels /dots/;
- 4/ Keyboard - alphanumeric buffered keyboard with user -  
programmable function keys;
- 5/ Printer - model PR2400 desk-top thermal dot-matrix  
printer with graphic capabilities, 240 lpm.  
80 char /line, graphic/ alphanumeric hard-copy  
of the display;
- 6/ Operating System - PCOS /Professional Computer Operating System/  
version 3.0
- 7/ Programming language - all application programs have been written  
in BASIC-3000, which is an interpreted version  
of Microsoft BASIC /release 5.2/, extended to  
include graphics /as points, lines, boxes,  
area fill/.

ANNEX III

INPUT FORMAT OF CONTRACT DATA  
(NINE SCREENS)

C O N T R A C T   C A R D

1. R E C I P I E N T

0.1. file no :    AB-135  
 0.2. register no :    21/84  
 0.3. id key :    \_\_\_\_\_

1.1. country code : P9L

1.2. company name : \_\_\_\_\_  
 \_\_\_\_\_

1.3. company address : \_\_\_\_\_  
 \_\_\_\_\_

1.4. description of principal economical activity : \_\_\_\_\_  
 \_\_\_\_\_

1.5. national industrial code : \_\_\_\_\_    1.6. industrial code/isiic/ : \_\_\_\_\_  
 1.7. national company code : \_\_\_\_\_    1.8. un etc company code : \_\_\_\_\_

1.9. type of company :              
                                  state or government    private    mixed

1.10. level of foreign holding : \_\_\_ %

1.11. equity holding by supplier company : \_\_\_ %

1.12. number of employees : \_\_\_\_\_\*

1.13. total sales : \_\_\_\_\_\*

1.14. R+D of total sales : \_\_\_ %\*

\* at application year

C O N T R A C T   C A R D

2. S U P P L I E R

0.1. file no :    AB-135  
 0.2. register no :    21/84

2.1. country code : \_\_\_\_\_

2.2. company name : \_\_\_\_\_  
 \_\_\_\_\_

2.3. company address : \_\_\_\_\_  
 \_\_\_\_\_

2.4. un etc company code : \_\_\_\_\_

• 3. C O N T R A C T

3.1. type :                      
                  new    renewal    extension    annex/amendment    other

3.2. contract class :                              
                  licence    ts    management    software    joint venture    turn key    other

3.3. object : \_\_\_\_\_  
 \_\_\_\_\_

3.4. process : \_\_\_\_\_  
 \_\_\_\_\_

**CONTRACT CARD**

3. CONTRACT 0.1. file no : AB-135  
0.2. register no : 21/84

3.5. national industrial code : \_\_\_\_\_ 3.6. industrial code/istic/ : \_\_\_\_\_  
 3.7. national product code 1 : \_\_\_\_\_ national product code 2 : \_\_\_\_\_  
 3.8. product code 1 /site/ : \_\_\_\_\_ product code 2 /site/ : \_\_\_\_\_  
 3.9. validity : starting date \_\_\_/\_\_\_/\_\_\_ expiring date \_\_\_/\_\_\_/\_\_\_ approval date \_\_\_/\_\_\_/\_\_\_

3.10. collaboration type :

leasing franchising <input type="checkbox"/>	know-how <input type="checkbox"/>	trade mark <input type="checkbox"/>
patent <input type="checkbox"/>	preinvestment <input type="checkbox"/>	turn key <input type="checkbox"/>
construction <input type="checkbox"/>	consulting <input type="checkbox"/>	basic engineering <input type="checkbox"/>
or set-up <input type="checkbox"/>	detailed engineering <input type="checkbox"/>	management of <input type="checkbox"/>
start-up supervision <input type="checkbox"/>	production <input type="checkbox"/>	construction set-up <input type="checkbox"/>
equipment repair <input type="checkbox"/>	supervision <input type="checkbox"/>	administrative <input type="checkbox"/>
and maintenance <input type="checkbox"/>	marketing <input type="checkbox"/>	supervision <input type="checkbox"/>
training <input type="checkbox"/>	others <input type="checkbox"/>	

**CONTRACT CARD**

3. CONTRACT 0.1. file no : AB-135  
0.2. register no : 21/84

3.11. TERMS

3.11.1. royalty

royalty % A : _____	royalty % B : _____	royalty B : _____
/net sales/	/net sales/	level
description royalty base /comments/ : _____		

---

3.11.2. lump sum  lump sum payment : \_\_\_\_\_ exchange rate : \_\_\_\_\_  
 comments : \_\_\_\_\_

---

3.11.3. reimbursable fees  exchange rate : \_\_\_\_\_

project manager <input type="checkbox"/>	month <input type="checkbox"/>	day <input type="checkbox"/>	hour <input type="checkbox"/>	fee : _____
senior professional <input type="checkbox"/>	month <input type="checkbox"/>	day <input type="checkbox"/>	hour <input type="checkbox"/>	fee : _____
professional <input type="checkbox"/>	month <input type="checkbox"/>	day <input type="checkbox"/>	hour <input type="checkbox"/>	fee : _____
junior professional <input type="checkbox"/>	month <input type="checkbox"/>	day <input type="checkbox"/>	hour <input type="checkbox"/>	fee : _____
technician <input type="checkbox"/>	month <input type="checkbox"/>	day <input type="checkbox"/>	hour <input type="checkbox"/>	fee : _____

comments : \_\_\_\_\_

---

3.11.4. personnel expenses covered by recipient: travel  accommodation   
 paid leave  family travel/expenses  insurance

CONTRACT CARD					
4. PROJECT DATA			0.1. file no : AB-135		
all financial data in currency code : ___			0.2. register no : 21/84		
	___ year	___ year	___ year	___ year	___ year
4.1. production volume:	EST.	_____	_____	_____	_____
unit :	ACT.	_____	_____	_____	_____
4.2. net sales :	EST.	_____	_____	_____	_____
	ACT.	_____	_____	_____	_____
4.3. exports :	EST.	_____	_____	_____	_____
	ACT.	_____	_____	_____	_____
4.4. imports :	EST.	_____	_____	_____	_____
	ACT.	_____	_____	_____	_____
4.5. R+D expenditures:	EST.	_____	_____	_____	_____
	ACT.	_____	_____	_____	_____
4.6. employment :	EST.	_____	_____	_____	_____
	ACT.	_____	_____	_____	_____
4.7. profit before tax:	EST.	_____	_____	_____	_____
	ACT.	_____	_____	_____	_____

CONTRACT CARD					
4. PROJECT DATA			0.1. file no : AB-135		
			0.2. register no : 21/84		
	year	year	year	year	year
4.8. no of persons trained					
4.8.1. home :	EST.	_____	_____	_____	_____
	ACT.	_____	_____	_____	_____
4.8.2. abroad :	EST.	_____	_____	_____	_____
	ACT.	_____	_____	_____	_____
4.9. no of foreign personnel :	EST.	_____	_____	_____	_____
	ACT.	_____	_____	_____	_____
4.10. yearly expected payments :	EST.	_____	_____	_____	_____
	ACT.	_____	_____	_____	_____
5. CONTRACT EVALUATION					
			as submitted	as approved	
5.1. total expected technology payments* :			_____	_____	
5.2. total expected imports* :			_____	_____	
5.3. total expected exports* :			_____	_____	
			* over approved period		



CONTRACT CARD

5. CONTRACT EVALUATION

0.1. file no : AB-135  
0.2. register no : 21/84

- 5.4. net foreign exchange balance\* : S : \_\_\_\_\_ A : \_\_\_\_\_
- 5.5. licensor share in expected profits : S : \_\_\_\_\_ % A : \_\_\_\_\_ %
- 5.6. performance guarantees
  - 5.6.1. volume :  S  A
  - 5.6.2. quality :  S  A
  - 5.6.3. yield :  S  A
  - 5.6.4. economy :  S  A
- 5.7. training :  S  A
  - 5.7.1. training schedule :  S  A
- 5.8. performance penalties
  - 5.8.1. volume :  S  A
  - 5.8.2. quality :  S  A
  - 5.8.3. yield :  S  A
  - 5.8.4. economy :  S  A
  - 5.8.5. time :  S  A
- 5.9. restrictive clauses
  - 5.9.1. non exclusive :  S  A
  - 5.9.2. export restrictions :  S  A
  - 5.9.3. right to sublicense :  S  A
  - 5.9.4. price restrictions :  S  A
  - 5.9.5. tie-in clauses :  S  A
  - 5.9.6. ban on alt. technolog. :  S  A
  - 5.9.7. excessive quality control :  S  A
  - 5.9.8. restrictions on recipient's R+D :  S  A

S - as submitted A - as approved

CONTRACT CARD

5. CONTRACT EVALUATION

0.1. file no : AB-135  
0.2. register no : 21/84

- 5.9.9. right to use technology in other local comp. :  S  A
- 5.9.10. restrictions on volume and structure of output :  S  A
- 5.9.11. obligatory employment of foreign employment :  S  A
- 5.9.12. post contractual restrictions :  S  A
- 5.9.13. foreign jurisdiction :  S  A
- 5.9.14. provisions on payments for unexploited tech. :  S  A
- 5.9.15. obligation to transfer improv. to supplier :  S  A
- 5.9.16. obligation to transfer improv. from supplier :  S  A
- 5.9.17. exclusive sales arrangements :  S  A

6. FINAL DECISION

approved :  conditionally approved :  rejected :

comments : \_\_\_\_\_

7. MONITORING

comments : \_\_\_\_\_

CONTRACT CARD

8.1. file no : AB-135  
8.2. register no : 21/64

8. EVALUATION OFFICER

name : \_\_\_\_\_

title/mark : \_\_\_\_\_

department : \_\_\_\_\_

date : \_\_\_/\_\_\_/\_\_\_

signature



ANNEX IV

EXAMPLE OF PRINTED CONTRACT CARD

## C O N T R A C T C A R D

1. R E C I P I E N T

0.1. file no : NE-007  
 0.2. register no : 1481  
 0.3. id key : 000001

1.1. country code : POL

1.2. company name : MERA INSTITUTE

1.3. company address : Al. NIEPODLEGLOSICI 187  
 WARSAW

1.4. description of principal economical activity : RESEARCH AND PRODUCTION  
 OF COMPONENTS, PARTS AND ELECTRICAL EQUIPMENT

1.5. national industrial code : 1152  
 1.6. industrial code/sector : 3831

1.7. national company code : 0037575  
 1.8. un etc company code :

1.9. type of company :  
 state or government  
 private  
 mixed

1.10. level of foreign holding : 0 %

1.11. equity holding by supplier company : 0 %

1.12. number of employees : 1986\*

1.13. total sales : 1925530\*

1.14. R+D of total sales : 27%\*  
 \* at application year

2. S U P P L I E R

2.1. country code : ITA

2.2. company name : ING. G. OLIVETTI & CO. S.P.A.

2.3. company address : VIA JERVIS 77  
 10015 IVREA

2.4. un etc company code : OLI0010

3. C O N T R A C T

3.1. type :  
 new  
 renewal  
 extension  
 annex/amendment  
 other

3.2. contract class :  
 licence  
 management  
 software  
 joint venture  
 turn key  
 other

3.3. object : RIGHTS AND TECHNICAL ASSISTANCE IN INDUSTRIAL ROBOTS  
 MANUFACTURING

3.4. process :

3.5. national industrial code : 1152  
 3.6. industrial code/sector : 3831

3.7. national product code 1 : 0741143  
 national product code 2 : 0741144

3.8. product code 1 /site/ : 736.12  
 product code 2 /site/ : 736.15

3.9. validity : starting date 81\01 expiring date 85\12 approval date 81\01

3.10. collaboration type :  
 leasing franchising know-how  trade mark  
 patent  preinvestment turn key  
 construction consulting basic engineering  
 or set-up detailed engineering management of  
 start-up supervision production construction set-up  
 equipment repair supervision administrative  
 and maintenance marketing  supervision  
 training  others

3.11. TERMS

3.11.1. royalty  
 royalty % A : 0.0  
 royalty % B : 0.0  
 royalty % C : 0  
 net sales net sales level  
 description royalty base comments

3.11.2. lump sum : lump sum payment 100000 exchange rate 0091  
 comments

3.11.3. reimbursable fees exchange rate 0091

	month	day	hour	fee	
project manager					0
senior professional					0
professional					115
junior professional					105
technician					80
comments					

3.11.4. personnel expenses covered by recipient: travel accommodation  
 paid leave family travel expenses insurance

CONTRACT CARD

4. PROJECT DATA

0.1. file no : ME-007  
 0.2. register no : 1-81  
 0.3. id key : 000001

all financial data in currency code : FOL  
 81 year 82 year 83 year 84 year 85 year

4.1. production volume: EST.	1200	2600	3800	4000	4000
unit : PCS's ACT.	1180	2602	3851	0	0
4.2. net sales EST.	320000	710000	860000	900000	900000
ACT.	313650	712600	893200	0	0
4.3. exports : EST.	32000	70000	90000	95000	100000
ACT.	30000	70000	91200	0	0
4.4. imports : EST.	41200	27200	25300	20000	20000
ACT.	40000	25700	25500	0	0
4.5. R+D expenditures: EST.	56000	79500	100500	105000	110000
ACT.	56720	79000	101325	0	0
4.6. employment : EST.	280	285	300	300	300
ACT.	280	286	300	0	0
4.7. profit before tax: EST.	52500	116200	141900	148500	148500
ACT.	52000	119100	145200	0	0
4.8. no of persons trained					
4.8.1. home : EST.	100	0	0	0	0
ACT.	100	0	0	0	0
4.8.2. abroad : EST.	10	10	10	0	0
ACT.	10	10	10	0	0
4.9. no of foreign personnel : EST.	3	0	0	0	0
ACT.	3	0	0	0	0
4.10. yearly expected payments : EST.	110000	5000	5000	0	0
ACT.	110000	5000	5000	0	0

5. CONTRACT EVALUATION

	as submitted	as approved
5.1. total expected technology payments* :	140000	120000
5.2. total expected imports* :	223576	133700
5.3. total expected exports* :	387000	387000
5.4. net foreign exchange balance* :	23504	133300
5.5. licensor share in expected profits :	18.7 %	16.5 %

\* over approved period

5.6. performance guarantees			
5.6.1. volume : S x A x	5.6.2. quality : S x A x	5.6.3. yield : S	A x
5.6.4. economy : S	A		
5.7. training : S x A x		5.7.1. training schedule : S x A x	
5.8. performance penalties			
5.8.1. volume : S x A x	5.8.2. quality : S x A x	5.8.3. yield : S	A
5.8.4. economy : S	A	5.8.5. time : S x A x	
5.9. restrictive clauses			
5.9.1. non exclusive : S	A	5.9.2. export restrictions : S x A x	
5.9.3. right to sublicense : S	A	5.9.4. price restrictions : S x A	
5.9.5. tie-in clauses : S x A x		5.9.6. ban on alt. technolog. : S x A x	
5.9.7. excessive quality control : S x A		5.9.8. restrictions on recipient's R+D : S x A	
5.9.9. right to use technology in other local comp. : S	A x	5.9.10. restrictions on volume and structure of output : S	A
5.9.11. obligatory employment of foreign employment : S x A x		5.9.12. post contractual restrictions : S x A	
5.9.13. foreign jurisdiction : S	A	5.9.14. provisions on payments for unexploited tech. : S x A	
5.9.15. obligation to transfer improv. to supplier : S x A x		5.9.16. obligation to transfer improv. from supplier : S x A x	
5.9.17. exclusive sales arrangements : S	A		

S - as submitted A - as approved

6. FINAL DECISIONS

approved :  conditionally approved :  rejected :   
 comments :

7. MONITORING

comments : slight underfulfillment of production, sales and export targ ets, since 1982 - better then planned performance

8. EVALUATION OFFICER

name : MARY HENDRIX  
 title/rank : ANALYST  
 department : MACHINERY & EQUIPMENT  
 date : 02-01 81

signature :

ANNEX V

INTERNAL MONITORING OUTPUT FORMATS

- V, 1 List of contract registered being in the evaluation process
- V, 2 Summary of officers intervention for period 1983-1984

Model RIS

Date- 10/10/1984

LIST OF CONTRACTS REGISTERED  
BEING IN THE EVALUATION PROCESS  
PERIOD : 1984-1984

page 2  
to be continued

-----

Register No : 17 /84  
 File No : 01-245  
 Recipient co. name: MOTARPLAST CO. LTD.  
 Supplier co. name : BADISCHE-ANILIN UND SODA-FABRIK AG  
 Supplier country : GFR  
 Object : LICENCE FOR POLYMER EXTRUSION MANUFACTURING

Evaluation officer: VIOLETTA O'BRIEN  
 Department : OTHER INDUSTRIES  
 Application date : 15/03/84

-----

Model RIS

Date 10/10/1984

SUMMARY TABLE OF EFFECTS  
OF OFFICERS INTERVENTION FOR THE PERIOD 1983 - 1983 YEARS

Name : VIOLETTA O'BRIEN  
 Department : OTHER INDUSTRIES

Total number of contracts in 1983 .....	3
- approved .....	2
- conditionally approved .....	1
- rejected .....	0
Estimated net foreign exchange earnings due to reduction of payments .....	279350
Number of contracts where undesirable clauses have been eliminated .....	2
Total number of undesirable clauses have been eliminated ...	3
Number of contracts where desirable clauses have been included .....	2
Total number of desirable clauses have been included .....	2

ANNEX VI

EVALUATION OUTPUT FORMATS

List of contracts registered with the same supplier  
List of contracts registered with the same recipient  
List of contracts approved with a given product (SITC)  
List of contracts approved with a given industry (ISIC)

List of contracts approved with the same supplier  
List of contracts approved with the same recipient  
List of contracts rejected with a given supplier  
List of contracts rejected with a given recipient



Model RIS

Date-10/10/1984

LIST OF CONTRACTS REGISTERED  
WITH THE SAME SUPPLIER  
PERIOD : 1981-1984

SUPPLIER NAME : NESTLE ALIMENTANA AG.

page 2

to be continued

COUNTRY : SWI

---

Register No : 15 /83  
File No : AB-892  
ISIC code : 3119  
Recipient co. name : ZAKLADY PRZEMYSLU CUKIERNICZEGO Co. LTD.

Object : RIGHTS AND DOCUMENTATION FOR PRODUCTION OF CHOCOLATE

Status : approved

---

Model RIS

Date-10/10/1984

LIST OF CONTRACTS REGISTERED  
WITH THE SAME RECIPIENT  
PERIOD : 1981-1984

RECIPIENT NAME : ZAKLADY RACIOWE KASPRZAKA P.P.

page 2

to be continued

---

Register No : 14 /82  
File No : OI-066  
ISIC code : 3832  
Supplier co. name : LABORATOIRES GOUPIL S.A.

Supplier country : FRA  
Object : DOLBY SYSTEM OF NOISE REDUCTION

Status : rejected  
Reasons for reject.: excessive LSEP plus to high content of restrictive provisions

---

Model RIS

Date 18/19/1984

LIST OF CONTRACTS APPROVED FOR A GIVEN PRODUCT  
PERIOD: 1981 - 1984

Product code /site/: 784.9

Product name: OTHER PARTS AND ACCESSORIES N.E.S. OF THE MOTOR VEHICLES...

Page 1

Register number: 2/81 File number: ME-154  
Recipient name: PRECISE MECHANICS Co. LTD.

Supplier name: FIAT S.P.A.

Country code: ITA

Object: THERMOSTAT FOR COOLING SYSTEM IN VEHICLE'S ENGINES

Contract duration: from 06/82 to 06/92  
Total expected payments: 37810

Model RIS

Date 18/18/1984

LIST OF CONTRACTS APPROVED IN A GIVEN INDUSTRY  
PERIOD: 1981 - 1984

Industry code: 3829

Division name: MANUFACTURE OF FABRICATED METAL PRODUCTS, MACHINERY AND EQUIPMENT

Group name: MANUFACTURE OF MACHINERY AND EQUIPMENT EXCEPT ELECTRICAL NOT ELSE  
WHERE CLASSIFIED

Page 2

Register number: 12/81 File number: ME-154

Recipient name: POLSKIE SAMOCHODY ELEKTRYCZNE S.A.

Product code/site: 784.9

Product name: OTHER PARTS AND ACCESSORIES N.E.S. OF THE MOTOR VEHICLES...

Model RIS

Date-10/10/1984

LIST OF CONTRACTS APPROVED  
WITH THE SAME RECIPIENT  
PERIOD : 1981-1981

RECIPIENT NAME : ZAKLADY SPRZETU MOTORYZACYJNEGO "UNICAR"

page 1  
to be continued

---

Register No : 8 /81  
File No : ME-333  
ISIC code : 3829  
Supplier co. name : MOTOR-COLUMBUS AG.

Supplier country : SWI  
Object : BRAKE COMPLEXES FOR BUSES AND TRAILERS MANUFACTURING

---

Model RIS

Date-10/10/1984

LIST OF CONTRACTS APPROVED  
WITH THE SAME SUPPLIER  
PERIOD : 1981-1984

SUPPLIER NAME : NESTLE ALIMENTANA AG.

page 1  
to be continued

COUNTRY : SWI

---

Register No : 15 /83  
File No : AB-092  
ISIC code : 3119  
Recipient co. name : ZAKLADY PRZEMYSLU CUKIERNICZEGO Co. LTD.

Object : RIGHTS AND DOCUMENTATION FOR PRODUCTION OF CHOCOLATE

---

Model RIS

Date-10/10/1984

LIST OF CONTRACTS REJECTED  
WITH A GIVEN SUPPLIER  
PERIOD : 1981-1984

SUPPLIER COMPANY : LABORATOIRES GOUPIL S.A. page 1  
end of list

COUNTRY : FRA

File no	Reg. No	Recipient Company Name	Rejection date and reasons for rejection
ME-047	14/81	MERAPOLEX S.A.	12/01/81 excessive royalty rate and negative net foreign exchange balance
OI-066	14/82	ZAKLADY RADIOWE KASPRZAKA P.P.	03/02/82 excessive LSEP plus to high content of restrictive provision

Model RIS

Date-10/10/1984

LIST OF CONTRACTS REJECTED  
WITH A GIVEN RECIPIENT  
PERIOD : 1981-1984

RECIPIENT COMPANY : ZAKLADY CUKIERNICZE "KRAKUS" S.A. page 1  
to be continued

File no	Reg. No	Supplier Company Name and Country	Rejection date and reasons for rejection
OI-066	14/82	LABORATOIRES GOUPIL S.A. FRA	03/02/82 excessive LSEP plus to high content of restrictive provision
AB-772	5/83	NESTLE ALIMENTANA AG. SWI	08/02/83 high content of restrictive provisions and excessive royalty rate

-----

REPORT ON APPROVED LICENCE AND SERVICE AGREEMENTS  
TIES II B

Register no: 1781

Page 1

IDENTIFICATION

id key: 000001 recipient country code: POL

RECIPIENT

country code: POL industrial code: 3831 foreign holding: 0 %

type: state or government: x private: mixed:

company name: MERA INSTITUTE

company address: Al. NIEPODEGLOSCI 187  
WARSAW

SUPPLIER

company name: ING. C. OLIVETTI & Co. S.P.A.

company address: VIA JERVIS 77  
10015 IVERA

company code: OLI0010 country code: ITA

CONTRACT

object: RIGHTS AND TECHNICAL ASSISTANCE IN INDUSTRIAL ROBOTS  
MANUFACTURING

industrial code: 3831 product code 1: 736.12 product code 2: 736.15

contract class:

licence x to x management software joint venture turn key  
others

COMMENTS

product:

industry:

process:

others:

contract date: 8/781 contract duration: 5

COLLABORATION TYPE

leasing	franchising	know-how	x
detailed engineering		trade mark	
management of construction set-up		patent	x
start up supervision		basic engineering	
equipment repair and maintenance		turn key	
production supervision		marketing	x
preinvestment consulting		training	x
construction or set-up		others	
administrative supervision			

REPORT ON APPROVED LICENCE AND SERVICE AGREEMENTS  
TIES II B

Register no: 1/81

Page 2

TERMS

royalty royalty %A /net sales/: 0,0 royalty %B /net sales/: 0,0  
royalty B level: 0 royalty /others/

description royalty base/comments/:

Jump sum x Jump sum payment: 100000 exchange rate: .0091

comments:

reimbursable fees x exchange rate: .0091

project manager	month	day	hour	fee:
senior professional				
professional	x	x		115
junior professional	x	x		105
technician	x	x		80

comments:

PERSONNEL EXPENSES COVERED BY RECIPIENT

travel accommodation paid leave family travel/expenses  
insurance

PERFORMANCE GUARANTEES

volume: x  
quality: x  
yield: x  
economy:

PERFORMANCE PENALTIES

volume: x  
quality: x  
yield:  
economy:  
time: x

ANNEX VII

MORNITORING OUTPUT FORMATS

- (1) List of contracts registered in ..... years where projected targets were not reached (less than .... percent), target .....
- (2) List of contracts registered in ..... years where projected targets were exceeded, target .....

Model RIS

Date 10/10/1984

LIST OF CONTRACTS REGISTERED IN 1981 - 1983 YEARS  
WHERE PROJECTED TARGETS WERE NOT REACHED IN 1983 YEAR  
(less than 95.0 %)

target : employment

Page 1  
and of list -

---

Register No : 3/82 File No : SE-089  
 Recipient  
 -name ORBIS PRZEDSIĘBIORSTWO PAŃSTWOWE  
 -address ul. BRACKA Nr. 196 WARSZAWA WOJ. STOLECZNE  
 Supplier  
 -name HILTON HOTELS INC.  
 -address 245 AVENUE OF THE AMERICA 10017 NEW YORK N.Y.  
 -country USA  
 Object of  
 contract FRANCHISE AND MANAGEMENT AGREEMENT FOR THE HILTON HOTEL IN WARSAW

---

Projected figure : 888 Achieved figure : 758 Per cent : 93.75 %

---

Model RIS

Date 10/10/1984

LIST OF CONTRACTS REGISTERED IN 1981 - 1982 YEARS  
WHERE PROJECTED TARGETS WERE EXCEEDED IN 1982 YEAR

target : R+D expenditures

Page 3  
to be continued-

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Register No : 4/81 File No : ME-089  
 Recipient  
 -name NAUPRO-CENTRE Co. LTD.  
 -address ul. ZAKRZEWSKA Nr. 3 MIELNO WOJ. KOSZALIN  
 Supplier  
 -name MICRO-CIRCUITOS  
 -address SAPASEO DE LA REFORMA No. 90, MEXICALI, BAJA CALIFORNIA  
 -country MEX  
 Object of  
 contract TECHNICAL DOCUMENTATIO, KNOW-HOW AND EQUIPMENT FOR POWER TRANSISTORS A  
 ND TYRISTORS MANUFACTURING

---

Projected figure : 388 Achieved figure : 948 Per cent : 184.44 %

---



ANNEX VIII

STATISTICS ON APPROVED TECHNOLOGY TRANSFER CONTRACTS

1. Table 1 - Company list
2. Table 2 - Number of contracts by collaboration type
3. Table 3 - Number of contracts by supplier country
4. Table 4 - Number of contracts by level of foreign holdings
5. Table 5 - Number of contracts by duration
6. Table 6 - Number of contracts by payment type
7. Table 7 - Number of contracts by royalty rate
8. Table 8 - Total contractual payments

STATISTICS ON ECONOMIC EFFECTS OF APPROVED TECHNOLOGY TRANSFER CONTRACTS

1. Estimated economic and financial effects for the next five years
2. Achieved economic and financial effects over last five years
3. Estimated and achieved economic and financial effects in one given year

STATISTICS ON REGISTRY INTERVENTION

Summary table of effects of registry intervention for period ..... years.

Model RIS

Date 10/10/1984

TABLE 1 - COMPANY LIST

COUNTRY : POL		PERIOD : 01-06/1984	
ISIC	SITC	Recipient & Supplier Names	Supplier Country Code
3119	073.0	R: SPOLEM Co. LTD. S: NESTLE ALIMENTANA AG.	SWI
3240	051.02	R: POLSKI BATA S.A. S: BATA LTD.	CAN
3511	522.21	R: INDOMAX Co. LTD. S: BADISCHE-ANILIN UND SODA-FABRIK AG	GFR
3560	093.1	R: POLMATIC Co. LTD. S: IRISH GLASS BOTTLE Co. LTD.	IRE
3720	682.13	R: STOCZNIA POLUDNIOWA SP.D.O. S: CONTINENTAL COPPER & STEEL INDUSTRIES INC.	USA
3824	744.28	R: FABRYKA MASZYN GORNICZYCH "FAMURGOR" S.A. S: LACANA MINING CORP.	CAN
3825	752.5	R: ZAKLAD SYSTEMOW MIKROKOMPUTEROWYCH S.A. S: NIXDORF COMPUTER AG.	GFR
3841	793.21	R: ROPEX-YACHT Co. LTD. S: NORCONSULT A.S.	NOR
3843	784.9	R: PRECISE MECHANICS Co. LTD. S: MOTOR-COLUMBUS AG.	SWI
3903	894.72	R: FABRYKA SPRZETU TENISOWEGO S.A. S: NOKIA AB, OY.	FIN

Model RIS

Date 10/10/1984

TABLE 2 - NUMBER OF CONTRACTS BY COLLABORATION TYPE

COUNTRY : POL		PERIOD : 01-06/1984																
ISIC	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	TOTAL
3119	0	1	1	0	0	0	0	0	0	1	0	0	0	1	0	1	0	5
3240	0	1	1	0	0	0	0	0	0	0	0	0	0	1	0	1	0	4
3511	0	1	1	0	0	1	0	0	0	1	0	0	0	0	0	1	0	5
3560	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	2
3720	0	1	0	0	0	0	0	0	0	1	0	0	0	0	0	1	0	3
3824	0	1	1	1	0	0	0	0	0	1	0	0	0	0	0	1	0	5
3825	0	1	0	1	0	0	0	0	0	0	0	0	0	0	0	1	0	3
3841	0	0	0	0	0	1	1	1	0	0	0	0	0	0	0	0	0	3
3843	0	1	1	1	0	0	0	0	0	0	0	0	0	1	0	1	0	5
3903	0	1	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2
TOTAL	0	9	6	3	0	2	1	1	0	4	0	0	0	3	0	0	0	37
%	0	24	16	8	0	5	3	3	0	11	0	0	0	8	0	22	0	100.0

Collaboration types :

1. Leasing franchising
2. Know-how
3. Trade mark
4. Patent
5. Preinvestment consulting
6. Turn key
7. Construction or set-up
8. Basic engineering
9. Detailed engineering
10. Management or construction set-up
11. Start-up supervision
12. Production supervision
13. Equipment repair and maintenance
14. Administrative supervision
15. Marketing
16. Training
17. Others

Model: RIS

Date: 10/10/1984

TABLE 3 - NUMBER OF CONTRACTS BY SUPPLIER COUNTRY

COUNTRY : POL								PERIOD : 01-06/1984	
ISIC	SWI	CAN	LTR	IRE	USA	NOR	FIN	OTH	TOTAL
									(ERS)
3119	1	0	0	0	0	0	0		1
3240	0	1	0	0	0	0	0		1
3511	0	0	1	0	0	0	0		1
3560	0	0	0	1	0	0	0		1
3720	0	0	0	0	1	0	0		1
3824	0	1	0	0	0	0	0		1
3825	0	0	1	0	0	0	0		1
3841	0	0	0	0	0	1	0		1
3843	1	0	0	0	0	0	0		1
3903	0	0	0	0	0	0	1		1
TOTAL	2	2	2	1	1	1	1		10
%	20	20	20	10	10	10	10		100.0

Model RIS

Date 10/10/1984

TABLE 4 - NUMBER OF CONTRACTS BY LEVEL OF FOREIGN HOLDINGS

COUNTRY : POL		PERIOD : 01-06/1984						
ISIC	0%	1-25%	26-49%	50-66%	67-99%	100%	OTHERS	TOTAL
3119	0	0	1	0	0	0	0	1
3240	0	0	1	0	0	0	0	1
3511	0	1	0	0	0	0	0	1
3560	0	1	0	0	0	0	0	1
3720	1	0	0	0	0	0	0	1
3824	1	0	0	0	0	0	0	1
3825	0	0	1	0	0	0	0	1
3841	1	0	0	0	0	0	0	1
3843	0	0	1	0	0	0	0	1
3903	0	0	1	0	0	0	0	1
TOTAL	3	2	5	0	0	0	0	10
%	30.0	20.0	50.0	0.0	0.0	0.0	0.0	100.0

Model RIS

Date 10/10/1984

TABLE 5 - NUMBER OF CONTRACTS BY DURATION

COUNTRY : POL								PERIOD : 01-06/1984	
ISIC	0	1-2.99	3-4.99	5-9.99	10-14.99	>=15	OPEN	DURATION	TOTAL
		YEARS	YEARS	YEARS	YEARS	YEARS		OMITTED	
3119	0	0	0	1	0	0	0	0	1
3240	0	1	0	0	0	0	0	0	1
3511	0	0	0	1	0	0	0	0	1
3560	0	1	0	0	0	0	0	0	1
3720	0	1	0	0	0	0	0	0	1
3824	0	0	0	1	0	0	0	0	1
3825	0	0	0	1	0	0	0	0	1
3841	0	1	0	0	0	0	0	0	1
3843	0	0	0	0	1	0	0	0	1
3903	0	0	0	1	0	0	0	0	1
TOTAL	0	4	0	5	1	0	0	0	10
%	0.0	40.0	0.0	50.0	10.0	0.0	0.0	0.0	100.0

Model RIS

Date 10/10/1984

TABLE 6 - NUMBER OF CONTRACTS BY PAYMENT TYPE

COUNTRY : POL		PERIOD : 01-06/1984					
ISIC	FIXED ROYALTY	VARIABLE ROYALTY	MINIMUM ROYALTY	LUMP SUM PAYMENT	REIMBURSEMENT PAYMENT	OTHER	TOTAL
3119	1	0	0	1	1	1	4
3240	1	0	0	1	1	1	4
3511	1	0	0	1	1	1	4
3560	0	0	0	1	1	1	3
3720	0	0	0	1	1	1	3
3824	1	0	0	0	1	1	3
3825	1	0	0	1	1	1	4
3841	0	0	0	1	1	1	3
3843	0	0	0	1	1	1	3
3903	1	0	0	0	0	0	1
TOTAL	6	0	0	8	9	9	32
%	18.8	0.0	0.0	25.0	28.1	28.1	100.0





Model RIS

Date 10/10/1984

TABLE 8 - TOTAL CONTRACTUAL PAYMENTS

COUNTRY : POL		PERIOD : 01-06/1984	
ISIC	ANNUAL APPROVED PAYMENTS	TOTAL APPROVED PAYMENTS	
3119	11818	130000	
3240	33333	100000	
3511	150000	1200000	
3550	1125	4500	
3720	83333	250000	
3824	124670	997350	
3825	110548	995034	
3841	5000	20000	
3843	14206	200000	
3903	16667	150000	
TOTAL	550000	4047594	

Model RIS

Date 10/10/1984

ESTIMATED ECONOMIC AND FINANCIAL EFFECTS  
OF THE CONTRACTS APPROVED IN 1983 FOR THE NEXT 5 YEARS

	<u>1984</u>	<u>1985</u>	<u>1986</u>	<u>1987</u>	<u>1988</u>	<u>TOTAL</u>
1. Total yearly payments	26165965	2988245	5066231	568126	411458	35199617
2. Net sales	17612625	65825875	119707025	20742025	15420000	239307550
3. Profit before tax	5460075	22566175	43261675	3472800	2395800	77156525
4. Employment	2927	3775	4363	4310	2510	17985
5. Exports	8562000	39757500	82960000	12555000	9480000	152414500
6. Imports	889000	1806500	1569500	1565000	1000000	6750000
7. No of persons trained						
7.1 Home	410	240	30	0	0	680
7.2 Abroad	106	73	15	0	0	194
8. R+D expenditures	148986	216588	340858	290907	210688	1215123

Model RIS

Date 10/10/1984

ACHIEVED ECONOMIC AND FINANCIAL EFFECTS  
OVER LAST 5 YEARS

	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>1982</u>	<u>1983</u>	<u>TOTAL</u>
1. Total yearly payments	0	0	223612	35527312	46641734	82392658
2. Net sales	0	0	692950	4197820	22414710	27305480
3. Profit before tax	0	0	134000	875099	4460333	5469432
4. Employment	0	0	740	2449	5480	8669
5. Exports	0	0	374800	1544900	4232541	6152241
6. Imports	0	0	200660	235498	645616	1081774
7. No of persons trained						
7.1 Home	0	0	140	270	672	1082
7.2 Abroad	0	0	42	106	181	329
8. R+D expenditures	0	0	38630	181709	251382	531721

Model RIS

date 10/10/1984

ESTIMATED AND ACHIEVED  
ECONOMIC AND FINANCIAL EFFECTS IN 1983

Total

	<u>ESTIMATED</u>	<u>ACTUAL</u>	<u>PERCENTAGE</u>
1.Total yearly payments	46656848	45641734	99.97
2.Net sales	22988888	22414718	97.54
3.Profit before tax	4566096	4460333	97.68
4.Number of employment	5482	5480	99.96
5.Exports	4621000	4232541	91.59
6.Imports	648533	645616	100.79
7.No.of persons trained			
7.1 Home	672	672	100.00
7.2 Abroad	179	181	101.12
8.Research and development	243790	251382	103.11
9.Total number of contracts being implemented	27		

Model RIS

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SUMMARY TABLE OF EFFECTS  
OF REGISTRY INTERVENTIONS FOR THE PERIOD 1981 - 1983 YEARS

Total number of contracts in 1981 - 1983 .....	51
- approved .....	38
- conditionally approved .....	10
- rejected .....	11
Estimated net foreign exchange earnings due to reduction of payments .....	5789874
Number of contracts where undesirable clauses have been eliminated .....	34
Total number of undesirable clauses have been eliminated ...	70
Number of contracts where desirable clauses have been included .....	25
Total number of desirable clauses have been included .....	63

ANNEX IX

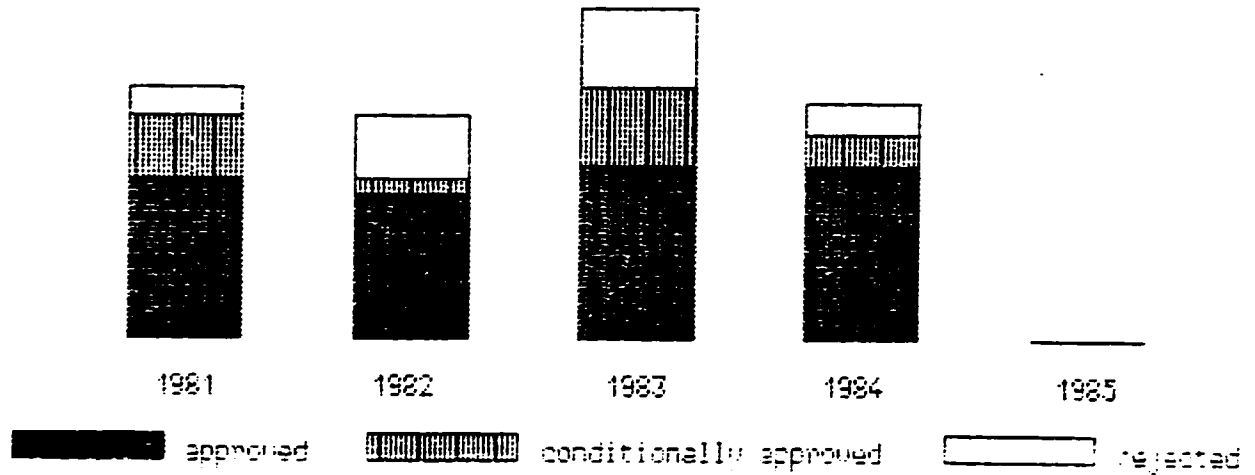
GRAPHICS

1. Numbers of contracts by final decision
2. Project data for contract reg.

NUMBER OF CONTRACTS BY TYPE OF FINAL DECISION

Number of contracts in 1981 - 1985: (T)otal (A)pproved (C)ond. approved (R)jected

(T)	16	14	21	15	0
(A)	10	9	11	11	0
(C)	4	1	5	2	0
(R)	2	4	5	2	0



PROJECT DATA FOR THE CONTRACT REG. NO. 1/81

Value of monitored target: exports - (E)stimated (A)ctual

(E)	30000	70000	90000	95000	100000
(A)	30000	70000	91200	0	0
(%)	95.01	100.00	101.33	0.00	0.00

