** Appendix 1**

**Application form for serving as an R & D center**

**Instructions for filling out the form**

1. All sections appearing in this form must be filled out, with reference to the sub-sections in the relevant places.
2. The answer to each question under the relevant section should be written in free text format.
3. If there are questions that are not relevant to the offeror, the answer should be marked as "irrelevant."
4. The terms in this form and in the appendices are as defined in Incentive Track No. 35 - A Plan to encourage foreign industrial corporations to either establish or expand research and development activities in the fields of Biotechnology or Medical Equipment (Pilot) (unless otherwise expressly stated).

**Instructions for Submitting the Proposal**

1. The proposal (this form and all required appendices) should be submitted through the following email address: Incentive35@innovationisrael.org.il, no later than the date published on the incentive-track's homepage.
2. The effective date for receiving the proposal at the Innovation Authority is the date of sending the email on behalf of the offeror, as appears in this email. The Innovation Authority shall send a notice of receipt of the proposal in a reply e-mail.
3. This proposal form shall be submitted in a PDF format.
4. Email attachments should not exceed 40MB. Emails that will exceed this size will not be accepted.
5. **The Offeror's Information**

|  |  |
| --- | --- |
| **Corporation name** | Fill in |
| **Private company number of the offering corporation** | Fill in |
| **Date of Incorporation** | Fill in |

1. **Contact details with the bidder**

|  |  |
| --- | --- |
| **Contact person** | Fill in |
| **Contact person's phone number** | Fill in |
| **Contact person's email** | Fill in |
| **Address** | Fill in |

1. **The offeror's shareholders:**

|  |  |  |
| --- | --- | --- |
| **Shareholder's name** | **Ownership percentage** | **Corporation's number/ID number** |
| Fill in | Fill in | Fill in |
| Fill in | Fill in | Fill in |
| Fill in | Fill in | Fill in |
| Fill in | Fill in | Fill in |
| Fill in | Fill in | Fill in |

1. **Key personnel:**

**Please specify the key personnel (such as CEO and R&D Manager) who shall work in the R&D center**

| **First and last name** | **Position** | **An active position outside the R&D center** | **Prior experience** |
| --- | --- | --- | --- |
| Fill in | Fill in | Fill in | Fill in |
| Fill in | Fill in | Fill in | Fill in |
| Fill in | Fill in | Fill in | Fill in |
| Fill in | Fill in | Fill in | Fill in |

**Attention:** If there is key personnel who has not yet been appointed, please write in the column *First and last name*"not yet determined" and in the column *prior experience* the criteria for this position should be specified.

1. **Description of the R&D Center**
   1. **Describe the need for which the R&D Center shall be established or expanded:**

In your answer, the following topics should be addressed: [1] The gaps existing in the global industry of the proposed area of activity; [2] The need and purpose of the products and technologies to be developed in the R&D Center.

Fill in

* 1. **Describe the technological solutions to be developed at the R&D center:**

In your answer, the following topics should be addressed: [1] Descriptions of the products and the manner they meet the needs; [2] The technologies underlying the products to be developed; [3] The technologies to be developed in the R&D plan, in relation to the market and the competitive advantages that shall be created; [4] The gaps in the R&D capabilities of the offeror.

Fill in

**5.3 Describe the extent of the technological innovation of the R&D Center as a whole vis-à-vis the existing forefront of knowledge and technological innovation in the proposed area of activity.**

Fill in

**5.4 Specify the advantages of the offeror in the proposed area of activity and in the establishment or expansion of the R&D Center.**

In your answer, the following topics should be addressed: [1] specific technological capabilities of the offeror that relevant to the success of the R&D center; [2] proven development and commercialization capabilities; [3] having similar centers of the offeror, worldwide.

Fill in

**5.5 Specify the reasons for the establishment or expansion of the R&D Center in Israel and the ecosystem's contribution to the activity to be held therein.**

Fill in

**5.6 Describe existing/previous activities of the offeror in Israel and/or with Israeli companies**. Please specify the contact details of the persons in the companies with whom the offeror has operated.

Fill in

1. **Development Plan**
   1. **Describe the development plan during the eligibility period of the R&D Center.**

In your answer, the following topics should be addressed: (1) Infrastructures to be established during the R&D Center's eligibility period (including laboratories, production facilities / means, dedicated equipment, etc.); [2] A summary of the business plan during the R&D center's eligibility period.

Fill in

**6.2 Describe the manpower recruitment plan during the R&D center's eligibility period.**

In your answer, the following topics should be addressed: [1] for existing R&D Center, show the number of R&D employees currently employed in the R&D Center, and specify their position and experience. [2] for existing R&D Center, show the number of employees currently employed at the R&D Center who are not the R&D Center's employees and specify their position and experience; [3] The number of total R&D employees to be recruited, including a reference to their required positions and experience; [4] The number of employees who are not R&D employees to be recruited including a reference to their required positions and experience; [5] The transaction indirectly through subcontractors.

Fill in

**6.3 Summarize the relevant market, business opportunity and marketing preparedness.**

In your answer, the following topics should be addressed: [1] General description; [2] The global market; [3] The expected market share; [4] The business model; [5] Sales forecast; [6] Competitors and competing products.

Fill in

1. **Intellectual Property** 
   1. **Specify the intellectual property to be transferred to Israel.**

In your answer, the following topics should be addressed: [1] Details of intellectual property to be transferred to Israel; [2] An estimation of the total expected income from sales associated with intellectual property to be transferred to Israel; [3] Presenting a comparison to similar products developed by the offeror or by the relevant global market.

Fill in

**7.2 Show a calculation of the ratio of the total expected revenues from sales associated with the intellectual property to be transferred to Israel (capitalized at 5% interest) and the total grants to be granted to the R&D Center during the eligibility period.**

Fill in

**7.3. Show an estimate of the total expected revenues deriving from the products to be developed during the R&D Center's eligibility period, including services related to the products or involved with them. Please provide a comparison to similar products developed by the offeror or by competitors in the relevant global market.**

In your answer, the following topics should be addressed: [1] Details of intellectual property to be developed in Israel; [2] An estimation of the total expected revenues from sales associated with intellectual property to be developed in Israel; [3] presenting a comparison to similar products developed by the offeror or by the relevant global market.

Fill in

**7.4 Show a calculation of the ratio between the total expected income deriving from the products to be developed during the eligibility period or deriving from them, including services related to the products or involved with them (capitalized at 5% interest), and the total grants to be granted to the R&D Center during the eligibility period.**

Fill in

1. **The R&D Center's Contribution to the Israeli Ecosystem**

**Describe how the working plan of the proposed R&D Center shall contribute to the Israeli ecosystem:**

In your answer, the following topics should be addressed: [1] The companies and organizations in Israel and outside Israel with which the R&D Center shall collaborate; [2] The formation of a network / community between the R&D Center and the interfaces with the Israeli ecosystem's players ; [3] The formation of a network / community between the players in the Israeli ecosystem and players in the global ecosystem and the encouragement of interfaces between them; [4] The production activity of the offeror in Israel, if any, and additional activity that is not R&D activity, if any.

The term "players in the ecosystem " in Israel refers, among other things, to mature industrial companies and growing companies, multinational companies operating in Israel, medical institutions, physicians and health care personnel, startups and entrepreneurs, academic and medical research institutions and researchers.

Fill in

1. **Details of the authorized signatories on behalf of the offeror:**

| **Name** | Fill in | Fill in | Fill in |
| --- | --- | --- | --- |
| **Position** | Fill in | Fill in | Fill in |
| **ID number** | Fill in | Fill in | Fill in |
| **Telephone** | Fill in | Fill in | Fill in |
| **Email address** | Fill in | Fill in | Fill in |
| **Date** | Fill in | Fill in | Fill in |
| **The authorized signatory's signature** | Fill in | Fill in | Fill in |

1. **The offeror's stamp**

| Fill in |
| --- |