

## Annex B – Definitions for Industry KPIs

S/N	KPI	Definition
1	<b>No. of Industry Projects</b>	Number of R&D projects (in the form of research collaboration agreements or contract research agreements) <u>undertaken with industry.</u>
2	<b>Industry R&amp;D Spending</b>	Investment that a company commits to spend in Singapore and can comprise <u>cash and/or in-kind contributions.</u> These should be related to an R&D activity with, or incentivized by, the IAF-PP Grant (such as research collaborations, project agreements, joint funding/grant calls, etc). The investment can fund the R&D project performed at <u>public sector entity(s); and/or the company's own research operations in Singapore</u> related to the public-sector R&D collaboration. The investment commitment by the company, whether in cash or in qualifying in-kind contributions should, where possible, be <u>reflected in the agreements signed between the company and the relevant performer(s).</u>
3	<b>Industry Cash Funding Received</b> (subset of "Industry R&D Spending")	<u>Cash funding received from private sector industry sources.</u> It excludes funds from non-private sector sources such as public sector agencies, international grant agencies or foundations.
4	<b>No of Industry R&amp;D Jobs</b>	Industry R&D positions generated in the ecosystem by public R&D investments, created as a result of projects in A*STAR programmes/funding initiatives. R&D jobs include all <u>persons employed for R&amp;D and R&amp;D-related activities,</u> such as researchers, project managers, product designers, technicians and other supporting staff.
5	<b>Licensing Revenue</b>	This includes i) upfront/one-time payments, ii) recurring revenue from royalty bearing IP licenses, iii) licensing revenue from EULA, and iv) equity received in lieu of upfront/royalty payments