

|  | <b>Industrial Chair Foundation</b>  | <b>ANR Industrial Chair</b>   | <b>Joint Laboratory</b>   | <b>Collaboration Partnership Research</b>  | <b>Framework Agreement</b>   |
|--|---|---|---|--|--|
| <b>Collaboration objective</b>   | To develop, for the benefit of all, lines of research responding to social issues               | To develop innovative products and processes  | Co-invest in a scientific theme   | Make progress on a specific subject  | Structure future relations between the stakeholders  |
| <b>Contact person in the institution for the elaboration of the contract</b> | Partnership foundation or university foundation of the institution                              | Establishment   | Institution or its subsidiary   | Institution or its subsidiary  | Establishment  |
| <b>Partners involved</b>   | One or more private partners and laboratories and/or training components of public institutions | One or more private partners and public institutions' laboratories  | ANR Labcom / a private partner and a public institution's laboratory.<br><br>Other Labcom: one or more private partners and public institutions' laboratories | A private partner and a public institution's laboratory                              | One partner and one institution acting on behalf of all its laboratories   |
| <b>Types of partners</b>   | Large Group / SME / Start-up  | Large Group / SME / Start-up  | Large Group / SME / Start-up  | Large group / SME / Start-up, research center, associations, public institutions.... | Mostly large groups, sometimes research centres, associations, public institutions   |
| <b>Duration of the collaboration</b>   | To 10 years   | 4 years   | Stable and long term collaboration (4/5 years and more)   | Temporary collaboration (6 months - 3 years)   | Long-term collaboration (4 to 5 years)   |
| <b>Stakes of the collaboration</b>   | To advance society in the areas of research and/or training in a given field                    | To increase R&D investment by the private sector and the participation of public players in the development of innovation. Increase the employability of highly qualified personnel trained in an open manner in a laboratory and company culture | Co-construct a roadmap and co-invest to meet the challenges together.   | Focusing research on a specific project  | Agree on general clauses that will then be included in the specific agreements (intellectual property rules, liability, insurance, etc.). The agreement facilitates negotiations and establishes a global and coherent collaboration between partners. |

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| <b>Means made available</b>                                 | Financial, human and material means from all partners to carry out the project set out | Financial, human and material means from all partners to carry out the project set out  | Financial, human and material means from all partners to carry out the project set out  | Financial, human and material means from all partners to carry out the project set out.<br>Possibility of using partners' materials and equipments | No human, material or financial resources have been identified yet. They will be defined in the specific agreements   |
| <b>Financial flow from partners towards the institution</b> | Sponsorship:<br>-Financial<br>-Skills<br>-Equipment                                    | Funding from the ANR: subsidy of between €500k and €1.2M for the host institution:<br>- 50% financed by industrialists on the eligible base by a cash contribution paid to the host institution.<br>- 50% financed by the ANR paid to the host institution.<br>Companies can finance CIFRE theses for which the amount of the support contract can be included in the cash contribution of the company concerned.<br><br>No notion of sponsorship | To be determined on a case-by-case basis, there is not necessarily a financial flow but each partner must at least show a certain involvement. The means made available to the partners must be balanced.<br><br>For the ANR Labcom: the amount of the grant may be up to €350K paid to the public institution. | At the very least, the direct costs of the laboratory must be covered.   | No financial flow in the framework agreement. Specific agreements will provide for the cost of research in the laboratory concerned with a financial flow from the partner to the laboratory. |

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| <b>Tax benefits for the company</b>       | Tax exemption   | - Research Tax Credit<br><br>- State funding of the PhD student's salary (ANRT) in the case of a CIFRE thesis | In case of financial flow:<br>- Research tax credit | - Research tax credit -<br>State funding of the PhD student's salary (ANRT) in the case of a CIFRE thesis | Within the framework of special agreements:<br><br>- Research tax credit<br>- State funding of the PhD student's salary (ANRT) in the case of a CIFRE thesis |
| <b>Deliverables</b>                       | At the discretion of the Chair  | Yes   | Yes   | Yes   | Defined in the specific agreements   |
| <b>Confidentiality clause for results</b> | No clause. The work is public. Dissemination of results through publications, symposia, seminars, conferences, etc. | Yes   | Yes   | Yes   | Yes  |
| <b>Intellectual Property Clause</b>       | No  | Yes   | Yes   | Yes   | Yes  |
| <b>Exploitation Clause</b>                | No  | Yes   | Yes   | Yes   | Yes  |