

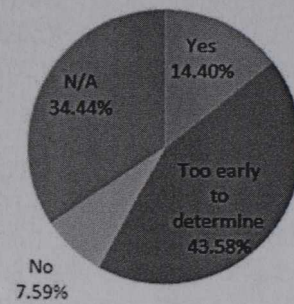
Question 8

If you answered "yes" to the previous question, did you conclude a new commercial agreement in the target market? Note: This question was changed at the start of Q3, and therefore different data is available. Given the context of the new question, the values have decreased, as now the clients need to have concluded a commercial agreement.

Clients that Responded:

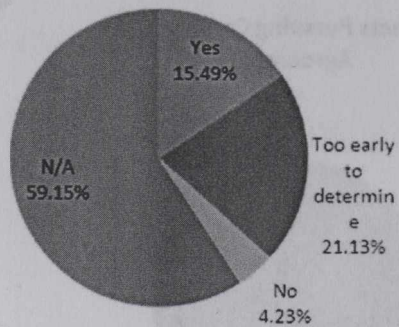
- 14.40% said 'Yes'
- 43.58% said 'Too early to determine'
- 7.59% said 'No'
- 34.44% said 'Not applicable'

Clients Who Have Concluded a Commercial Agreement



n=514

Partners Who Have Concluded a Commercial Agreement



n=71

Partners that Responded:

- 15.49% said 'Yes'
- 21.13% said 'Too early to determine'
- 4.23% said 'No'
- 59.15% said 'Not applicable'