

3.9. Market areas for goods and services/worldwide (indicate the % of sales in SCAN for all products and services sold or provided by your company in the designated region last year)

| Area                        | Products | Services |
|-----------------------------|----------|----------|
|                             | %        | %        |
| 1. Canada                   | —        | —        |
| 2. U.S.A.                   | —        | —        |
| 3. W. Europe                | —        | —        |
| 4. Japan                    | —        | —        |
| 5. Pacific Rim              | —        | —        |
| 6. India                    | —        | —        |
| 7. S. America               | —        | —        |
| 8. Other _____<br>(specify) | —        | —        |

4. CURRENT RESEARCH AND DEVELOPMENT ACTIVITIES:

- 4.1. Total Annual expenditures on R&D (last fiscal year): SCAN \_\_\_\_\_
- 4.2. A. Total Number of Employees (full time) A. \_\_\_\_\_  
 B. Number of employees actively engaged in R&D activities B. \_\_\_\_\_

5. RESEARCH PROJECTS:

Using the format presented below please provide a description of any ongoing R&D project(s) being conducted by your company. (use boxes below as required)

|   |   |
|---|---|
| <b>Project Description #1</b>   |   |
| 5.1. Title: _____   | 5.2. Cost/Budget \$SCAN _____             |
| 5.3. Nature of The Project: (Describe, including expected outcome)  |   |
|   |   |
|   |   |
| 5.4. Joint Venture Partner (if any):  |   |
|   |   |
| 5.5. Type of R&D:   | 5.6. Duration of Project _____<br>(years) |
| <input type="checkbox"/> pre-competitive<br><input type="checkbox"/> Product related<br><input type="checkbox"/> Contract                                       |   |
| 5.7. What, if any, <u>specific items</u> is your company hoping to access through its joint and collaborative ventures with foreign partners. (Please specify). |   |
|   |   |
|   |   |