

## KEY PERFORMANCE INDICATORS/CORE STRATEGIC OBJECTIVES OF STZA

### Economic Impact Analysis and Operational Plan:

A Zone Developer is required to create a zone plan that attracts industry, academia and government, in the triple helix model, to create a technology eco-system within the zone. Accordingly, through the Applicant's plans for the zone, the Applicant is requested to provide the following information in the form provided below to demonstrate how the Applicant aims to fulfil the core strategic objectives of STZA:

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In case the tenants (prospective Zone Enterprises) are already known, please note that this information will also be obtained from them and aggregated by STZA to form an overall economic impact assessment of the Zone Developer and the overall STZ.

<b>STRATEGIC OBJECTIVES</b>		
<b>S. No</b>	<b>Type</b>	<b>Applicant is requested to specify details</b>
1	Investment – FDI	[insert] In <u>USD</u> ; For Year-1,2,3,4,5 (separate figures)
2	Investment – Local	[insert] In <u>PKR</u> ; For Year-1,2,3,4,5 (separate figures)
3	Job Creation	[insert] In <u>Number</u> of Total Jobs Created; For Year-1,2,3,4,5 Please bifurcate by category as applicable, i.e., Management, Engineers, Technicians, Support Staff, Labor, etc.
The remaining requirements in this table from serial numbers 4 till 9 are only applicable on those Applicants that will also use space in the building for their own technology business as a Zone Enterprise and are submitting a Joint Application.		
4	Exports	[insert] In <u>USD</u> ; For Year-1,2,3,4,5 of Commercial Operations
5	Import Substitution	[insert] In <u>USD</u> ; For Year-1,2,3,4,5 of Commercial Operations

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<b>S. No</b>	<b>Type</b>	<b>Applicant is requested to specify details</b>
6	Human Capital Development	[insert] In <u>Number</u> of Total Certifications; For Year-1,2,3,4,5 Please indicate estimated total <u>value</u> of certifications
7	Technology Transfer	[insert] In <u>Number</u> of Technologies Transferred; For Year-1,2,3,4,5 Please indicate list of technologies intended to be transferred immediately and new technologies introduced
8	R&D – Budget	[insert] In <u>USD</u> ; For Year-1,2,3,4,5 The R&D Budget should be a fraction of total investment (FDI + Local) intended to be invested in development of new products, software, services, etc.
9	R&D – Existing IP Portfolio	[insert] In <u>Number</u> of Total Intellectual Property Rights (IPRs) The applicant is requested to specify categories (utility patent, industrial design, copyright, trademark, etc.) as well as status (whether filed or awarded) and jurisdiction (country or PCT)

For all claims, please provide supporting documentation in this section. For example, if investments (FDI or local) are claimed, please show capability to invest. This may be shown via equity of own company, via equity of partners along with letters of support, via IPO evaluation, and alike. For future years, projections may be shown in case of investments, exports, etc.

Sensitivity analysis of changes in key variables and drivers on project viability should be added here.

An operational plan should also be included relating to the proposed business, academic and commercial activities mix for the Applicant's proposed project, to ensure that an ideal mix is created for commercial activity as well as research, technological consultations, training for start-ups, small and medium-sized enterprises, and opportunities on technology transfer and international cooperation. The operational plan should also outline the facilities to be provided by the Applicant including amenities and general services.