

# RESEARCH COLLABORATION AGREEMENT

## 1 PARTIES

1.1 **Internationella Handelshögskolan i Jönköping AB**, org.nr. 556487-2728, Box 1026, 551 11 Jönköping ("JIBS"), and

1.2 **Xarxa per a la Conservació de la Natura**, C/ Sagrada Família, 7, 08500, Vic (Barcelona, Spain), with tax identification number G-63122402 ("XCN").

JIBS and XCN are hereafter described individually as "Party" or jointly as "the Parties".

## 2 INTRODUCTION AND RESEARCH TOPIC

2.1 The Parties wish to collaborate to enable research on the topic: "*Money or social norms, what motivates biodiversity conservation? Experimental evidence and expert forecasts.*"

2.2 The research is funded by the Swedish Research Council, project start: 2022-01-01 and project end: 2025-12-31. The Parties agree that this collaboration shall be governed by the terms set out in this Agreement.

## 3 PURPOSE

3.1 The purpose of the research project ("the Project") is to evaluate the relative effectiveness of different monetary and non-monetary incentives to induce costly biodiversity conservation. The project will experimentally compare the effect of different incentives in two large-scale experiments, one online and one in the field, with several treatments including monetary and non-monetary incentives. In addition, we elicit forecasts by academics and policy practitioners regarding the effectiveness of the treatments through a survey, allowing us to compare empirical results to expectations. This research project will provide evidence to the burning question: *what motivates biodiversity conservation – money or social norms?*

3.2 The Parties have entered into the Agreement to regulate their cooperation within the Project. XCN' participation in the Project is represented by the work efforts to be performed by Miquel-Lluís Correa

Secall (“Miquel Correa”), with Spanish ID: 46719683-J. The Parties undertake to continuously cooperate with each other in good faith on all issues arising in connection with performance of the Project. The Parties have therefore each appointed a contact person as specified in clause “Project organization and governance” to be responsible for cooperation under the Agreement.

#### **4 SCOPE**

4.1 Miquel Correa's responsibilities within the Project encompass the following key areas:

- a) Conception and development of experiments and surveys intended for data acquisition.
- b) Thorough analysis of collected data.
- c) Comprehensive literature reviews.
- d) Authoring scholarly research papers.

4.2 Miquel Correa's involvement in the Project is expected to account for 40% of a full-time commitment to XCN from November 15, 2023, to December 31, 2025. Miquel Correa shall perform the engagement in a professional manner in accordance with the terms of the Agreement.

4.3 It is important to note that Miquel Correa’s engagement in the Project does not constitute an employment arrangement with JIBS. XCN shall bear the full responsibility as Miquel Correa’s employer and are fully responsible for payment of taxes, social fees, insurances and all other employer responsibilities according to local law and regulations. XCN shall comply with all applicable legislation, ordinances and regulations issued by public authorities in connection with the performance of the Project and otherwise adhere to general guidelines and rules of conduct that JIBS apply, if such guidelines or rules of conduct have been submitted to XCN by JIBS.

#### **5 FINANCING – ALLOCATION OF RESEARCH FUNDS**

5.1 The total compensation to XCN for work done by Miquel Correa amounts to a maximum of 832,500 SEK. This sum includes compensation for actual hours worked, as well as payroll tax (LKP) and overhead costs (OH). The maximum amount has been calculated based on a monthly salary of 44,000 SEK (2023-year level of salary counting on an increase of approximately 3% per year), 38.5% payroll tax, 21% overhead costs, and 40% of full-time service over a period of 26

months, with an additional buffer for exchange rate fluctuations.

Calculation per year is as follows:

Year	Salary	Payroll tax	Overhead costs	Scope of a full-time	Yearly cost to invoice SEK	Yearly cost to invoice EUR
2023	44,000 SEK	38.5%	21%	40%	58,990 SEK	5,054 €
2024	45,000 SEK	38.5%	21%	40%	361,984 SEK	31,016 €
2025	46,500 SEK	38.5%	21%	40%	374,050 SEK	32,050 €

5.2 JIBS shall disburse compensation for work in the following manner (Invoicing details is described in part 6):

- a) Upon signing the agreement, XCN shall invoice for work from November 2023 until June 2024 (up to € 20,562) to JIBS at latest November 30<sup>th</sup>.
- b) At latest May 31<sup>st</sup> 2024, XCN should invoice for work from July 2024 until December 2024 (up to € 15,508) to JIBS. Funds are transferred provided that the tasks outlined in this agreement are carried out and the work in the Project is completed in accordance with the Agreement.
- c) At latest November 30<sup>th</sup> 2024, XCN should invoice for work from January 2025 until June 2025 (up to € 16,025) to JIBS. Funds are transferred provided that the tasks outlined in this agreement are carried out and the work in the Project is completed in accordance with the Agreement.
- d) At latest May 31<sup>st</sup> 2025, XCN shall invoice for work from July 2025 until December 2025 (up to € 16,025) to JIBS. Funds are transferred provided that the tasks outlined in this agreement are carried out and the work in the Project is completed in accordance with the Agreement and the total amount does not exceed 832,500 SEK. In the event that the total amount is reached, the monthly worked hours for Miquel Correas will have to be reduced. JIBS must inform XCN of this adjustment before March 31<sup>st</sup>, 2025.

5.3 JIBS is entitled to withhold payment, in p. b)-d) above, if XCN or Miquel Correa fails to duly perform the undertaking set out for the Project or if XCN does not fulfil its obligations under this Agreement.

5.4 In the event that the maximum compensation amount stated in the agreement (SEK 832,500) is not reached in the last invoice (due May 31<sup>st</sup>, 2025), XCN will invoice JIBS for remaining balance. This will cover additional compensation for salary, payroll tax and overhead costs, provided that the tasks outlined in this agreement are carried out and the work in the Project is completed in accordance with the Agreement. This final invoice should be issued no later than June 30<sup>th</sup>, 2025.

## 6 INVOICE INFORMATION

6.1 The following information should be used for invoicing and payments within the project:

Adress:

Jönköping International Business School  
FE 323  
Box 1026  
SE-551 11 Jönköping  
Sweden

6.2 Invoices must contain following information:

- a) VAT JIBS: SE556487272801
- b) VAT XCN: ESG63122402
- c) Reference for invoices: NORDAN
- d) Contact: Anna Nordén
- e) Project number: 340-23157
- f) Payment terms: 30 days net
- g) Project name: *“Money or social norms, what motivates biodiversity conservation? Experimental evidence and expert forecasts.”*
- h) Name of project member: Miquel Correa
- i) Which period the work invoiced refers to
- j) Invoice amount according to contract
- k) No VAT should be charged for this activity in Spanish territory due to location rules. The activity is located at the recipient’s headquarters under article 69/70 of Law 37/1992 on VAT. .

Invoices should be sent by e-mail as pdf to: [IHH.Ekonomiavd@ju.se](mailto:IHH.Ekonomiavd@ju.se)

See “Financing – allocation of research funds” when invoice should be sent.

## **7 AGREEMENT TERM AND TERMINATION**

7.1 The Agreement pertains to the activity period from November 1, 2023, to December 31, 2025 (the "Activity Period"). The Agreement remains valid until March 31, 2026.

7.2 This agreement will terminate automatically in the event that Miquel Correa resigns or takes leave from his employment at XCN during the Activity Period. XCN shall promptly inform JIBS if such a situation arises. If the Agreement terminates due to such an occurrence, XCN is entitled to retain compensation for work performed up to the termination date. Compensation already disbursed for time beyond the termination date shall be refunded to JIBS by XCN. XCN must also present and deliver the results of the work performed in the Project to JIBS within 30 days of the termination.

7.3 Either Party has the right to terminate the Agreement with immediate effect if the other Party commits a material breach of the Agreement and does not remedy the breach within thirty (30) days after written notice from the other party.

7.4 Either party has the right to terminate the Agreement if the other party is declared bankrupt, undergoes liquidation, initiates a composition proceeding, suspends payments, or is subject to a business prohibition.

## **8 REPORTING**

8.1 XCN commits, in relation to its participation in the Project, to carry out the financial reporting. XCN shall provide JIBS with:

- a) A financial report no later than February 28, 2024, concerning the funds transferred by JIBS to XCN related to Project expenses for the period from November 1, 2023, to December 31, 2023,
- b) A financial report no later than February 28, 2025, concerning the funds transferred by JIBS to XCN related to Project expenses for the period from January 1, 2024, to December 31, 2024.
- c) A financial report no later than February 28, 2026, concerning the funds transferred by JIBS to XCN related to Project expenses for the period from January 1, 2025, to December 31, 2025.

- 8.2 XCN shall provide JIBS with any documentation that the Swedish Research Council may require.
- 8.3 If funds have been disbursed to XCN but are subsequently not utilized for financing the work by Miquel Correa, XCN shall reimburse the excess amount to JIBS. The same applies if XCN fails to provide satisfactory accounting for what has been financed or if the cost reporting is not eligible according to the Agreement or the Swedish Research Council. If financial reporting for a previously invoiced period is lacking in a way which give JIBS right to reimbursement, but not cancellation, JIBS shall have the right to set-off its claim against the next upcoming compensation period.

## **9 PROJECT ORGANIZATION AND GOVERNANCE**

- 9.1 The Project is lead by Anna Nordén at JIBS, as a Principal Investigator (PI) in the Project.
- 9.2 All data collected within the framework of the project will be stored on secure servers at Jönköping University, in accordance with Jönköping University's existing "Data Management Plan".
- 9.3 XCN shall provide access to facilities, equipment and material that are necessary for the performance of Miquel Correa's work in the Project.
- 9.4 The Parties have appointed the following representatives as contacts concerning the Agreement:

Contact person for JIBS:

Name: Anna Nordén

Email address: [anna.norden@ju.se](mailto:anna.norden@ju.se)

Telephone number: +46731428299

Contact person for XCN:

Name: Sandra Carrera

Email address: [scarrera@xcn.cat](mailto:scarrera@xcn.cat)

Telephone number: +34605561137

## **10 PUBLISHING**

- 10.1 Due to academic freedom and the importance of scholarly achievement, the Parties have the right to publish or otherwise disclose Project results in accordance with good international standards for the publication of research findings.
- 10.2 The Project is financed by the Swedish Research Council and the Parties hereby undertake to comply with the Swedish Research Council's guidelines for publication with open access. Such publications should i.e., include appropriate references to the Project and acknowledge research project funding from the Swedish Research Council.

## **11 LIABILITY AND LIMITATIONS OF LIABILITY**

- 11.1 Other than as is stated in this Agreement, neither Party is entitled to sanctions for the other Party's breach of contract.
- 11.2 The Parties are not responsible for the commercial usability of provided information, materials, or achieved results. The Parties shall, except in the event of its gross negligence or willful misconduct, in no event be liable for any property damage, loss of production, profit, intellectual property, data, infringement of third-party rights, other financial losses, or non-material harm resulting from the Parties' use of information, provided materials, or achieved results.
- 11.3 If a Party is prevented from fulfilling its obligation under the Agreement due to circumstances beyond the Party's control, such as changes in legal requirements, government actions, acts of war, strikes, blockades, boycotts, lockouts, natural disasters, or similar circumstances, then this shall constitute grounds for release resulting in an extension of the deadline for performance. If the performance of the duties under this Agreement is prevented for more than a period of two (2) months due to circumstances stated herein, either party shall have the right to terminate the Agreement in writing, without incurring any liability for compensation.

## **12 CONFIDENTIALITY**

- 12.1 Subject to section 10 ("Publishing"), the Parties hereby undertake, during the term of this Agreement and thereafter, not to disclose to any third party, information regarding this Agreement, nor any other information which the Parties have received, whether written or oral

and irrespective of form (“Confidential Information”). The Parties agree and acknowledge that the Confidential Information may be used solely for the fulfilment of the obligations under this Agreement and not for any other purpose. Confidential Information does not include:

- a) information that is public knowledge or becomes public knowledge other than by a Party’s breach of this Agreement;
- b) information that a Party can show it already possessed before it was received from the other Party; or
- c) information that a Party can show it received from a third party without being bound by a confidentiality undertaking in relation to such third party.

12.2 The obligations concerning Confidential Information does not apply to the extent that a Party is required to make a disclosure of information by law or pursuant to an order of a court or other competent authority or tribunal.

### **13 PERSONAL DATA**

13.1 When performing the Project, personal data may come to be processed. The Parties have deemed to be responsible (data controllers) for its own processing of personal data but in the event that data may come to be processed on behalf of the other Party, the Parties shall enter into a separate personal data processor agreement before any processing of data begins.

### **14 AMENDMENTS AND ADDITIONS**

14.1 Any amendments or additions to the agreement should be established in writing and signed by appropriate representatives of each party to be valid.

### **15 GOVERNING LAW AND DISPUTE RESOLUTION**

15.1 Swedish law shall govern this Agreement. In the event of a dispute regarding the interpretation or application of this Agreement, the Parties shall first attempt to resolve the dispute amicably. Disputes that cannot be resolved by the Parties shall be settled by Swedish court, with Jönköping district court as first instance.

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This Agreement has been executed in one (1) or multiple copies and signed digitally. Each such signed copy shall be deemed an original and all of which together shall constitute one and the same Agreement, of which each Party shall receive a PDF copy.

Jönköping, 2023-11-14

JIBS

XCN

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Johan Klaesson  
Managing Director and Dean

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Sandra Carrera Bonet  
Director