



MUAST

MARONDERA UNIVERSITY
OF AGRICULTURAL SCIENCES AND TECHNOLOGY

REVENUE SHARING POLICY

POLICY NO. RSP/20/25

1. Policy Statement

- 1.1 This Policy sets out the arrangements that apply to a unique benefit provided to selected incubator programs and income generating projects a revenue sharing agreement between the Marondera University of Agricultural Sciences and Technology (MUASt) and its departments or individuals (staff member(s) or student(s)) with the intention to:
- 1.1.1 Provide financial incentives to departments, staff members, and students to encourage the growth of revenue-generating programs or businesses.
 - 1.1.2 Allow departments, staff members and students to fund department initiatives aligned with the university's strategic plan and with department and university budgets.
 - 1.1.3 The policy shall ensure that MUASt adheres to anti-corruption circulars, policies and measures as directed to the attention of the University by other agencies of the State. The policy shall also serve as a deterrent to corruption since it hinders the growth, prosperity, and inclusive development of the country. The policy therefore prompts good governance buttressed by transparency, accountability, integrity, and the rule of law. This policy also acknowledges the responsibility to lead by example in the fight against corruption and to render services ethically.
- 1.2 This policy concerns the distribution of revenue derived from the commercialisation of an Intellectual Property (IP), other innovations or business units or projects, where the right to a revenue share arises.
- 1.3 The Revenue Sharing Policy applies to:
- 1.3.1 Departments entitled to a share of the revenue generated by business units that they have created and 100% supported by the University.
 - 1.3.2 Staff members are entitled to a share of the revenue generated by the commercialisation of Intellectual Property and other innovations they have created within their role at MUASt.
 - 1.3.3 The policy also applies to students who, for whatever reason, have assigned their intellectual property rights to MUASt for commercialisation.
- 1.4 This policy sets out the arrangements for distributing such revenue.

2. Definitions

- 2.1 "**Net Revenue**" means the total Revenue received by MUASt less all Costs, inclusive of taxes.

- 2.2 **“Originator”** means the inventor, author, creator or other generator of Intellectual Property (as determined by relevant statute) who is an employee and/or student of MUASt at the time of invention, authorship, creation or other generation.
- 2.3 **“Policy”** means this revenue sharing policy statement.
- 2.4 **“Revenue”** means the total income received by MUASt through an agreement with a third party regarding the commercialization of Applicable IP, or income generated from MUASt's business units or projects. This includes all forms of tangible revenue, such as (but not limited to) income from license agreements, royalties, and cash received from the sale of equity as part of a licensing transaction.

3. Revenue Distribution

3.1 The aggregate total Net Revenue received by MUASt from the commercialisation of applicable IP, innovation, or business unit/project, except for the Agro-Industrial Park, will be disbursed according to the tables below:

3.2 Revenue from a commercialised IP

	Net Revenue (USD)	University	Centre for Innovation and industrialisation	Faculty	Department	Individual
Intellectual Property / Innovation	≤ \$5 000	15%	5%	5%	5%	70%
	>\$5000 - \$10 000	20%	5%	5%	5%	65%
	> \$10 000	25%	5%	5%	5%	60%

- 3.2.1 For the avoidance of doubt, the percentage share applies to each band of Net Revenue generated, regarding IP or other innovations (the ratios are in the following order – University: CII: Faculty: Department: Individual:
- 3.2.2 For Net Revenue up to US\$5,000, the share is 15:5:5:5:70; For the part of the Net Revenue that exceeds US\$5000 up to \$10,000 the share is 20:5:5:5:65 and
- 3.2.3 For the part of the Net Revenue that exceeds US\$10,000, the share is 25:5:5:5:60

3.3 Sharing of Profit from Income-Generating Projects

University	CII	Faculty	Department	Coordinating team
5%	5%	10%	20%	60%

- 3.3.1 The revenue sharing frequency will depend on the project cycle and is only performed when the project has made a profit.
- 3.3.2 When a project involves at least two departments, the proportions will be mutually agreed upon by those departments, considering the established proportions for the university, the CII, and the faculty.
- 3.3.3 Profit sharing of the preceding year shall be done no later than the end of the first quarter of the following year.
- 3.3.4 If the university funds a project's running costs, these costs must be repaid to the university once the project starts generating revenue.
- 3.3.5 If a project receives capital funding from the university, it must repay the university according to the agreed terms established at the start of the project or at the time the funds were borrowed.
- 3.3.6 The use of funds allocated to the departments shall be as agreed by the departmental board.

4. Payment of the Revenue Share(s)

- 4.1 Revenue sharing will be processed into the Department's or Faculty's Vote or to the innovator's or project coordinating team member's account.
- 4.1.1 In the case of revenue sharing from a business unit or project, the relevant Department(s) for the Policy is/are the principal Department(s) where the business unit or project is being implemented.
- 4.1.2 In the case of revenue sharing from an IP or innovation, the relevant Department is the Department where the innovator(s) hold(s) their primary appointment(s) with MUASt (and/or,

in the case of students, their primary focus of study). Where there are multiple innovators, the payment split follows the Revenue Sharing Agreement made between the parties involved.

4.1.3 The relevant Faculty(ies) for this Policy will be the MUAST Faculty(ies) with which the relevant Department(s) or Individual (staff member of student) is/are affiliated by MUAST.

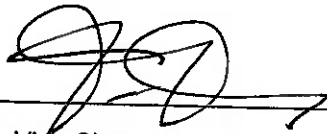
4.1.4 If there's any doubt about the appropriate Department or Faculty for this Policy, the Pro-Vice Chancellor will make the final decision.

4.1.5 Revenue should be paid in the currency the revenue was earned.

5. Policy Review

The Revenue Sharing Policy will be reassessed, and potentially adjusted, every two years, or when prompted by significant shifts in circumstances such as University budgeting.

Approved _____



Vice Chancellor

Date _____

10/10/25