

## MEMORANDUM OF UNDERSTANDING

*between*

**OPPORTUNITY AUSTIN**

*and*

**ZRIA, a.s.**

**MEMORANDUM OF UNDERSTANDING** made by and between Opportunity Austin and ZRIA, a.s. to establish a focused partnership aimed at facilitating and supporting export and soft-landing assistance for businesses looking to expand internationally.

### **Scope of Collaboration**

- **Startup Exchange Programs to Enhance Innovation:** ZRIA, a.s. and Opportunity Austin will work together to create startup exchange programs that help entrepreneurs explore access to mentorship, funding opportunities, and collaborative workspaces. Startups from Zlín may have the opportunity to engage with Austin's dynamic incubators and accelerators, while Austin-based entrepreneurs can explore opportunities in the Czech Republic and gain access to EU markets. Both organizations will also work together on events designed to foster connections between startups in Austin and Zlín, promoting economic growth in both regions.
- **Educational, Internship and Talent Exchange:** ZRIA, a.s. and Opportunity Austin will partner to create a dynamic ecosystem of innovation and workforce development in key sectors like automotive, semiconductor, aerospace, clean technology, creative industries, digital media, and data management. By connecting universities and educational institutions in Austin and Zlín, the initiative aims to strengthen academic partnerships, drive innovation, and offer joint workshops, seminars, and training sessions focused on technology and entrepreneurship. These initiatives will provide hands-on experience, temporary placements, and mentorship, all geared towards supporting workforce development and addressing the evolving needs of both regions.
- **Joint Research, Innovation, and Cultural Exchange Initiatives:** ZRIA, a.s. and Opportunity Austin will collaborate on joint research and innovation projects, focusing on fields such as smart cities, artificial intelligence, cybersecurity, advanced materials, and environmental sciences. By fostering partnerships between academic and research institutions in Austin and Zlín, both organizations aim to create innovation hubs that support cross-border research and development efforts. Alongside research collaboration, the partnership will promote cultural exchange and creative industry partnerships through joint cultural events, programs, and creative arts projects. Both parties will also assist delegations attending culturally significant events in Austin and Zlín.

### Commitments of the Parties

It is understood and agreed by both parties that this Memorandum is non-binding, and the signing of this Memorandum does not, in any manner, commit or obligate Opportunity Austin or ZRIA, a.s. to make such an investment in the future. Nothing in this Memorandum shall be construed as giving rise to a legally-binding joint venture, agency, or any other formal business arrangement.

In witness whereof, this Memorandum has been signed on the date stated hereinbelow in two (2) original copies, one for each party, consisting of two pages only, which shall be signed by both parties hereunder:

#### OPPORTUNITY AUSTIN

Roland Peña

Senior Vice President, Global Investment &  
Innovation

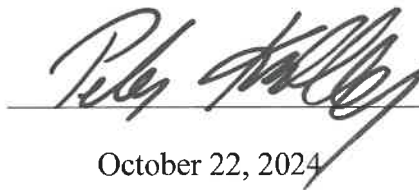


October 22, 2024

#### ZRIA, a.s.

Petr Kubiček

Director of Strategic Development



October 22, 2024