FFS and Appareo Sept 3, 2020

Hal, Lee, Kris, Tim, Dave, Behlul, Mike

Dave – Expectation is to be in listening mode. Thanks to Tim for walking through needs. Eager to be a supplier/partner. Mostly in standby

Tim – Have had internal conversation and outlines of the arrangement. Interested and engaged. Working on business and five year planning with ACR.

Qty: 5 years need 7,000 parts. Beta1, Beta3 and Superplus (75 or 175)

1100, 1700 …

6500 class 1 application

650 class 3 application

One card can be used for all application (goal)

Propose to consume. Pay royalty based on application: class 1 lower than class 3

NRE: Not impossible – trade against royalty

NRE 500K (cash upfront class 3) royalty Class 1 - $366, Class 3 $596

3.3M over 5 years

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **NRE** | **Class 1** | **Class 3** |  | **Totals** |
|  1  |  6,500  |  650  |  |  7,150  |
|  $ 500,000  |  $ 366  |  $ 596  |  |  |
|  $ 500,000  |  $ 2,379,000  |  $ 387,400  |  |  $ 3,266,400  |

Next week to come pretty darn close.