

## Exclusive Distribution Rights

### Exclusivity for individual 2DVD sales

In order to meet the requests of many customers, JOANNEUM RESEARCH (JR) is willing to enter into an Exclusivity Agreement with distributors for the sale of 2D video distrometers (2DVD) for individual named End-Users.

The terms of this are as follows:

1. A vendor expecting an Invitation to Tender (ITT) from a known end-user may ask JR for exclusivity status for that business case.
2. JR will issue a formal quotation for the requested number of 2DVD units and a letter of approval for sale to that named End-User, but without exclusivity. Along with the quotation, JR offers exclusivity, which is granted upon receipt of a signed Purchase Order and an Advance Payment or Letter of Credit. Both the offer and the exclusivity offered will have an expiry date, usually 4 months after the date of issue.
3. Once JR has received a signed Purchase Order (PO) and the Advance Payment or Letter of Credit, JR will not issue Authorisation Letters for that named End-User to any other interested party until the Expiry Date.
4. It should be noted, however, that JR may still immediately send quotations to any interested party without knowing who the end-user is. If such a party can offer to the named End-User from the Exclusivity Agreement without providing a proper Letter of Authorisation (approval for sale), this cannot be prevented by JR.