

FRANCO VENTURES

CompanyGenomics:

Our proprietary system is unique — a patented corporate and business intelligence platform.

Commercial and Intellectual Property Due Diligence

FRANCO VENTURES

CompanyGenomics is a corporate intelligence platform that transforms how organizations understand companies in manufacturing, science, and technology. By analyzing the technologies in which each entity innovates as "genetic profiles," we reveal the technological DNA of companies—their innovation strengths, strategic focus areas, and competitive positioning. Our advanced analytics engine processes millions of intellectual property assets to deliver actionable insights for M&A due diligence, competitive intelligence, scouting, and strategic planning.

Whether you are evaluating acquisition targets, assessing competitive threats, or identifying partnership opportunities, CompanyGenomics provides the clarity you need to make informed decisions – using intellectual property data to generate our insights, observations, and recommendations (volumes of data never before used for this purpose).

BUY-SIDE COMMERCIAL AND IP DUE DILIGENCE

Our Buy-Side Reports generate key business and competitive intelligence information and typically include:

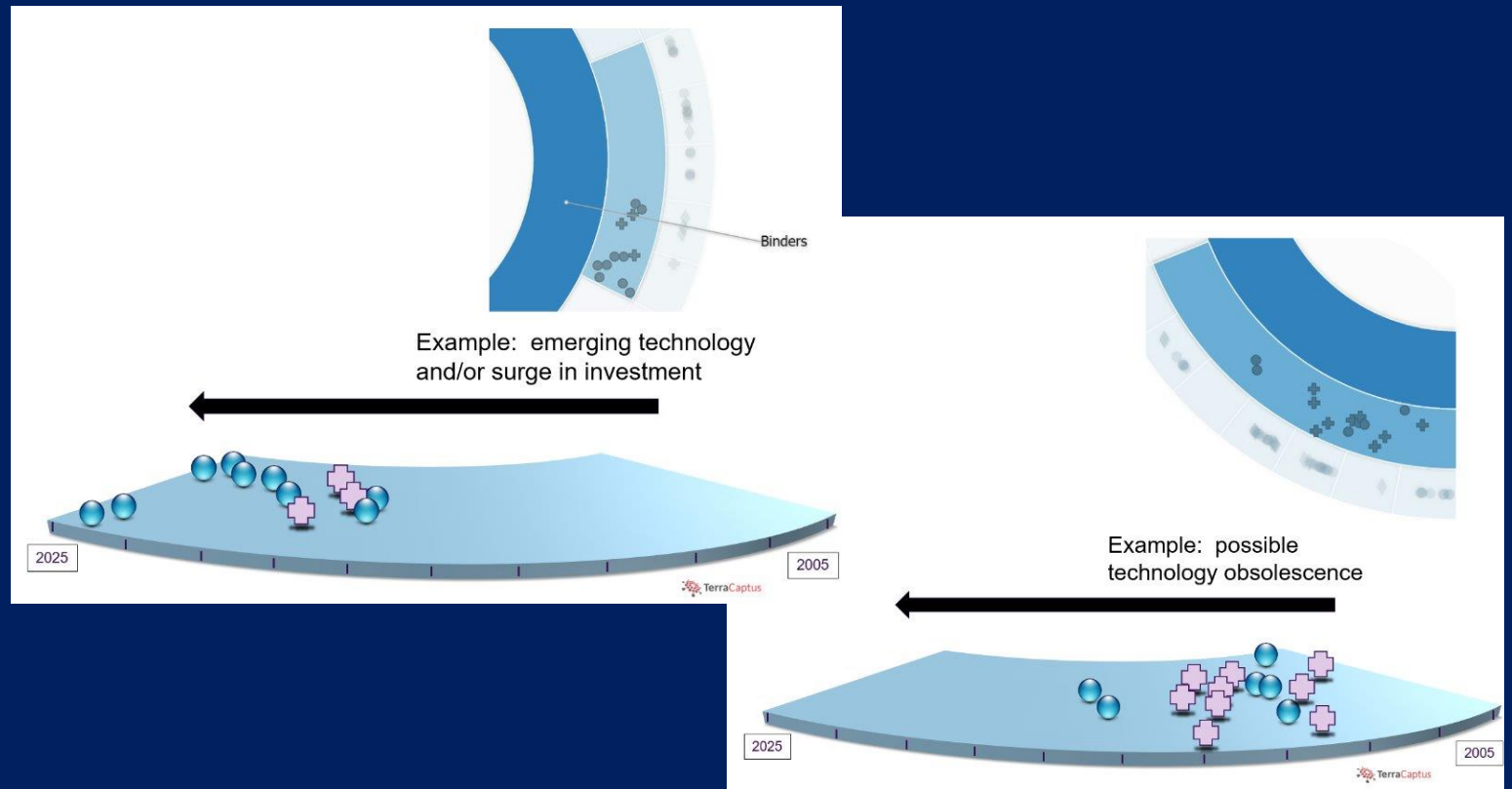
1. Highly accurate description of the company's technologies, and importance placed on each by the company



BUY-SIDE COMMERCIAL AND IP DUE DILIGENCE

Our Buy-Side Reports generate key business and competitive intelligence information, and typically include (cont.):

2. trends of the company's various technologies, including technologies of increasing and decreasing importance and emphasis



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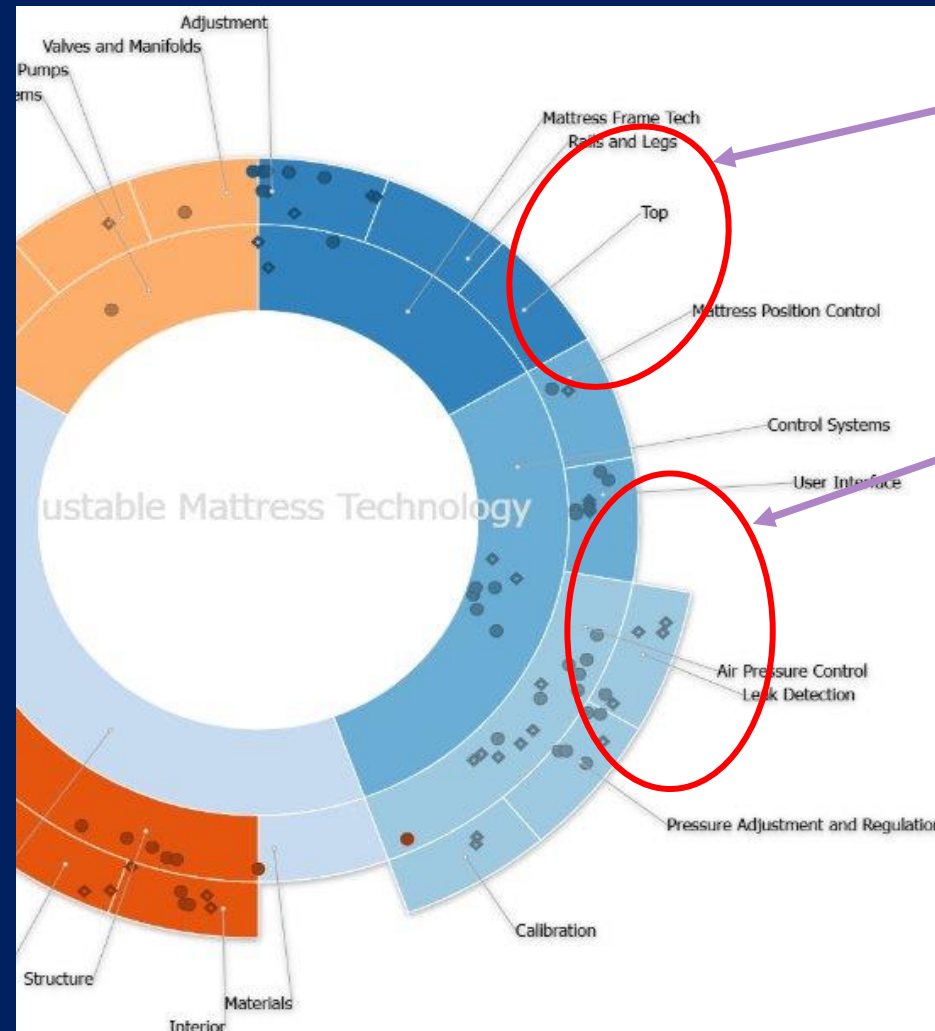
3. rank of technologies and products of notable investment or divestment by the company

Chargepoint, Inc.	Charging Control and Control Logic (18) Conductive Plug-In Charging Systems (13) Energy Storage Integrated Charging (9) Inductive Vehicular Battery Charging (4) Charging Network Communication (2) Other Vehicular Charging Technologies (2) Billing, Metering, and Usage Accounting (1) Fleet and Commercial Vehicle Charging (1) Thermal Management of Chargers (1)
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BUY-SIDE COMMERCIAL AND IP DUE DILIGENCE

Our Buy-Side Reports generate key business and competitive intelligence information, and typically include (cont.):

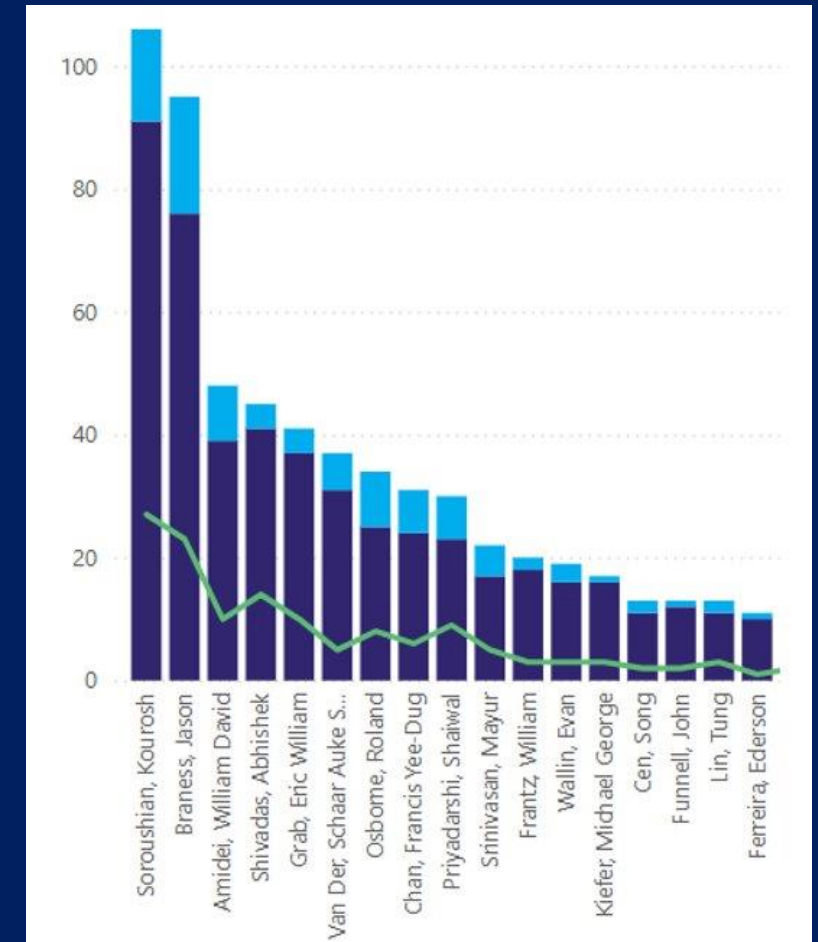
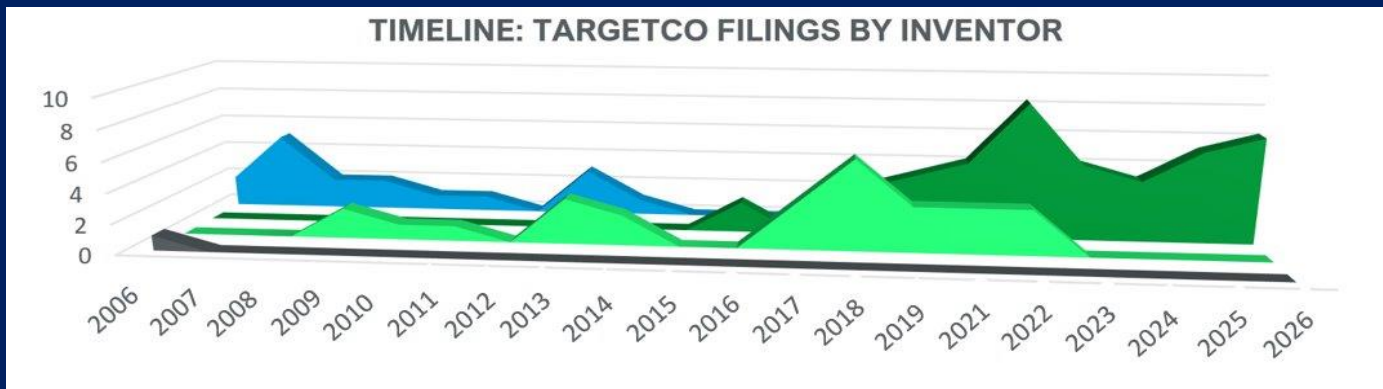
4. what products/services of the company are protected and what aren't, including the quality of protection



BUY-SIDE COMMERCIAL AND IP DUE DILIGENCE

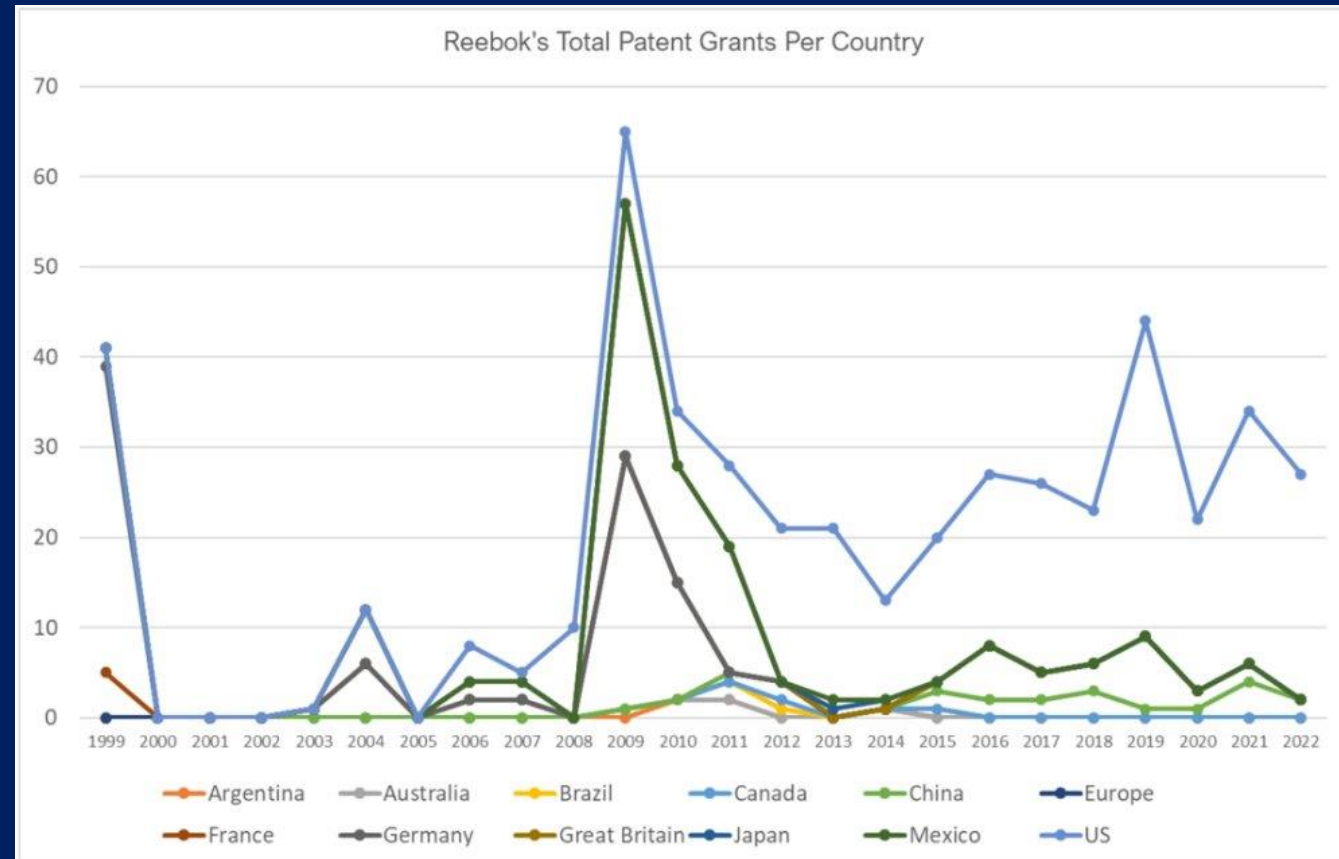
Our Buy-Side Reports generate key business and competitive intelligence information, and typically include (cont.):

5. key individuals who are contributing to the company's technologies
6. former key executives and employees, and continued relevant work in the company's technologies/products



BUY-SIDE COMMERCIAL AND IP DUE DILIGENCE

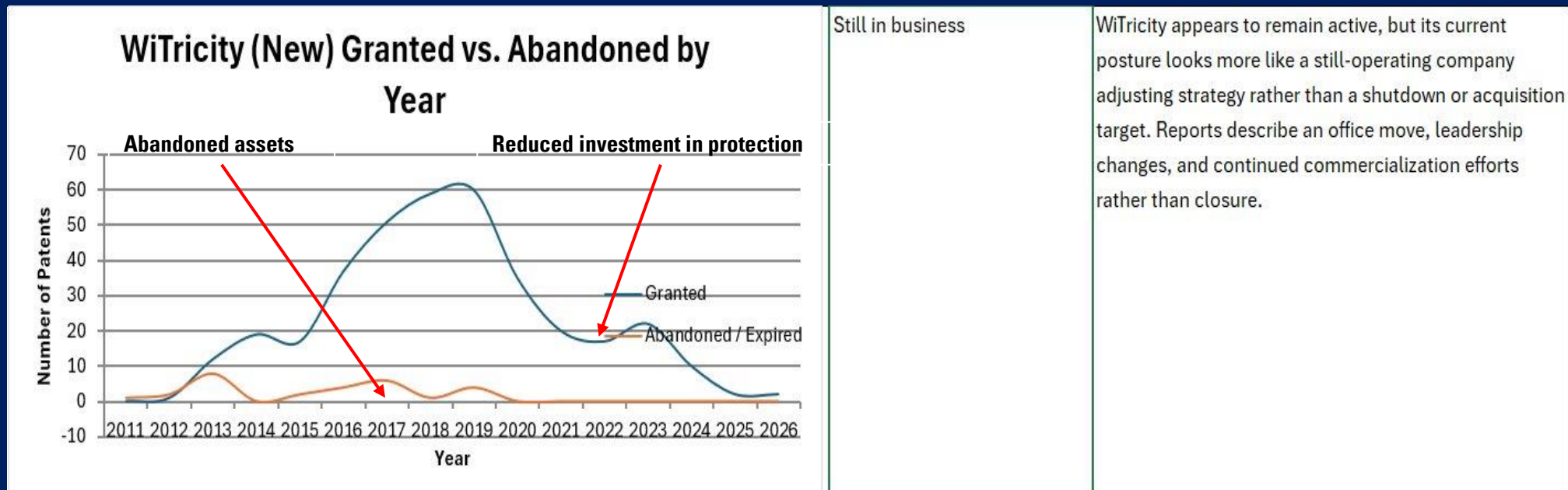
7. Geographic expansion and contraction of the company's business, both as a whole and in different technology areas



BUY-SIDE COMMERCIAL AND IP DUE DILIGENCE

Our Buy-Side Reports generate key business and competitive intelligence information, and typically include (cont.):

8. Indicators of financial or competitive stress on the company



BUY-SIDE COMMERCIAL AND IP DUE DILIGENCE

Our Buy-Side Reports generate key business and competitive intelligence information, and typically include (cont.):

9. ranked listing of company competitors

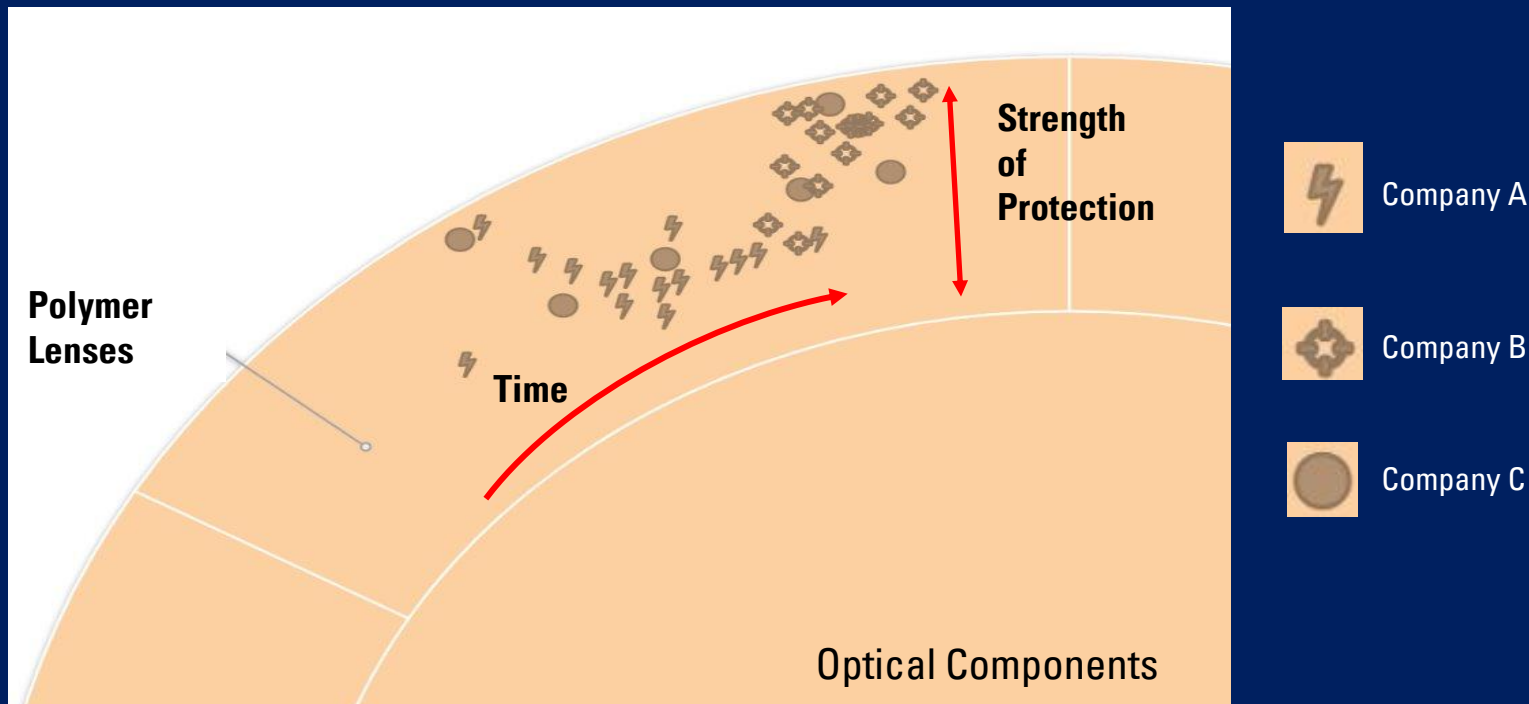


Similar Parties					Search current page...
Rank	Company Name	Patents	Distance		
#0	Arkray, Inc.	253	0.0000		
#1	Abbott Point of Care Inc.	160	99.5940		
#2	Meso Scale Technologies, LLC.	170	101.2520		
#3	Beckman Coulter, Inc.	271	109.0280		
#4	Panasonic Healthcare Holdings Co., Ltd	161	114.5860		
#5	Biomerieux	151	117.1960		
#6	Quantum-Si Incorporated	124	133.1010		
#7	Ascensia Diabetes Care Holdings AG	221	135.1330		
#8	Labrador Diagnostics LLC	90	140.9790		
#9	bioMerieux, Inc.	101	141.4320		
#10	Tecan Trading AG	139	142.0180		
#11	Rigaku Corporation	180	144.0830		
#12	Quest Diagnostics Investments Incorporated	223	145.0590		
#13	Elemental Scientific Inc.	166	145.2170		
#14	GE Healthcare Bio-Sciences AB	177	146.3930		
#15	PHC Holdings Corporation	190	147.7160		
#16	ESSENIX CORPORATION	92	150.0870		
#17	Endress + Hauser Conducta GmbH + Co. KG	263	153.0910		
#18	Applied Biosystems, LLC.	174	154.5960		
#19	Sekisui Medical Co., Ltd.	101	154.6160		
#20	Hach Company	124	155.8460		
#21	Oxford Nanopore Technologies PLC	96	156.4030		

BUY-SIDE COMMERCIAL AND IP DUE DILIGENCE

Our Buy-Side Reports generate key business and competitive intelligence information, and typically include (cont.):

10. Trajectory of competitors relative to the company (e.g., encroaching or distancing, crowding, and pace of same) as a whole or in different sectors and/or geographies



BUY-SIDE COMMERCIAL AND IP DUE DILIGENCE

Our Buy-Side Reports generate key business and competitive intelligence information, and typically include (cont.):

11. threats to company (e.g., ongoing litigation, litigiousness of competitors, technology obsolescence, competitor encroachment, waning exclusivity or market share)

12. material issues relevant to a transaction in which the company is involved

LITIGATION AND OTHER DISPUTES IN SKYBELL'S INDUSTRY

In preparation of this Report, we searched for litigation and other disputes in which the following parties have been involved regarding technology and patents relevant to SkyBell.

- Skybell Technologies
- Arlo / Arlo Technologies, Inc.
- Ring Inc. / Amazon Technologies Inc.
- Google
- xFinity
- Aiphone Co., Ltd.
- Honeywell Home / Resideo Technologies Inc.
- 1Ahead Technologies
- ADT / ADT US Holdings

For several of these parties, we found no patent litigation or disputes relevant to SkyBell's technology and business. However, as shown below, the industry in which Skybell operates has seen many patent suits involving technology relevant to SkyBell – concentrated on SkyBell, Arlo, Google, Honeywell/Resideo, and ADT. SkyBell itself has been a party to 5 patent suits in the past 4 years. Note that due to the volume of patent suits involving Google, such suits below have been curated to include only those relevant/related to Google's smart doorbell (Nest®) products.

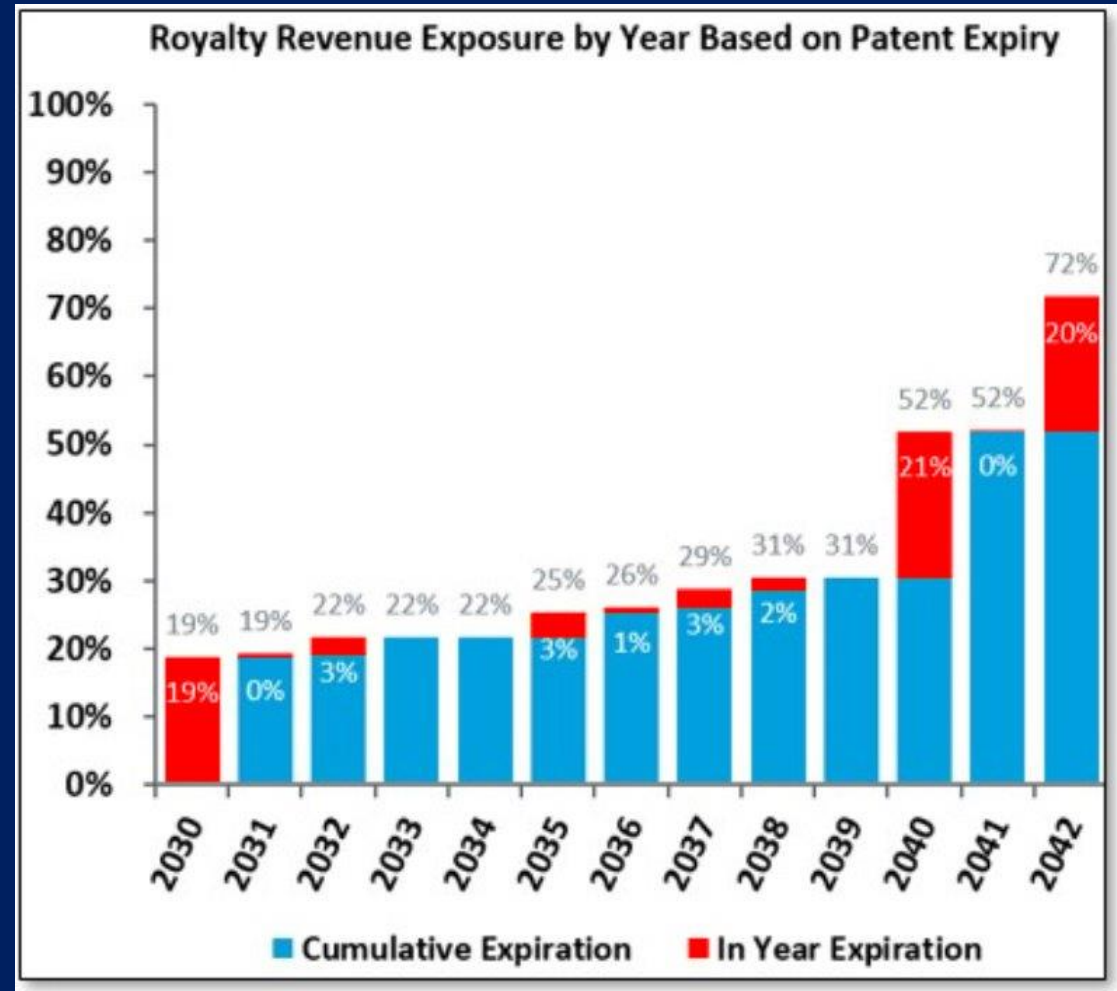
SkyBell

Case	Court	Docket Number	Filed	Status
Vivint, Inc v SkyBell Technologies	CACD	21-9472	21-12-07	Pending
SkyBell Technologies v Aperture IP	TXED	21-229	21-06-09	Settled 21-08-09
Arlo Technologies, Inc v Skybell Technologies, Inc	CASD	21-218	21-02-04	Settled 22-09-23
SimpliSafe, Inc v Skybell Technologies, Inc	MAD	20-12288	20-12-28	Settled 22-12-14
<u>SB IP Holdings v Vivint, Inc</u>	TXED	20-886	20-11-17	Claimant Win 23-10-16

BUY-SIDE COMMERCIAL AND IP DUE DILIGENCE

Our Buy-Side Reports generate key business and competitive intelligence information, and typically include (cont.):

13. Impact of the company's IP upon revenue to the company (e.g., royalties, costs, market exclusivity)



BUY-SIDE COMMERCIAL AND IP DUE DILIGENCE

Our Buy-Side Reports generate key business and competitive intelligence information, and typically include (cont.):

14. Full IP due diligence report on target company, including nontraditional intelligence data such as:

- “plain English” summary of the patent portfolio
- strength of the patent portfolio
- alignment of the portfolio with the company’s products/business
- value of the patent portfolio

Patent or Publication Number	Patent Family Number (INPAFAMDB)	Country or Region	Status	Assignee	Title	Application Number	Application Filing Date	Patent Grant Date	Attorney	Inventors	Score	Genus	Species Level 1	Species Level 2	Species Level 3	Representative Image
US9254965B2	44255340	U.S.	Granted	TargetCo, Inc.	Center-folded film splicer	US13292728A	2011-11-09	2015-04-14	Levenfeld Pearlstein, LLC	Jeff Striem	7	Packaging	Film Wrapping	Splicers		
EP1737586	44255340	Europe	Pending	TargetCo, Inc.	Center-folded film splicer	EP05735416.9	2018-07-17	2019-03-28	Levenfeld Pearlstein, LLC	Jeff Striem	7	Packaging	Film Wrapping	Splicers		
CA2562384	44255340	Canada	Pending	TargetCo, Inc.	Center-folded film splicer	CA2562384	2014-10-31	2016-05-05	Levenfeld Pearlstein, LLC	Jeff Striem	5	Packaging	Film Wrapping	Splicers		
AU2005231177	44255340	Australia	Granted	TargetCo, Inc.	Center-folded film splicer	AU2005231177	2013-03-14	2015-08-11	Levenfeld Pearlstein, LLC	Jeff Striem	6	Packaging	Film Wrapping	Splicers		
US6851510	14984591	U.S.	Lapsed	TargetCo, Inc.	Conveyor Wheel Axle and Yoke Support	10/426,552	2003-04-30	2004-02-12	Kilpatrick Townsend & Stockton LLP	Michael Cain; Jeff Striem	9	Material Handling	Conveyors	Roller Frame	Supports	
US6588569	77704982	U.S.	Lapsed	TargetCo, Inc.	Multiple-Wheel Axle Support	10/096,131	2002-03-06	2003-07-08	Kilpatrick Townsend & Stockton LLP	Terry Bacon; Michael Cain; Jeff Striem	3	Material Handling	Conveyors	Roller Frame	Supports	
USD833202S2	90112112	U.S.	Granted	TargetCo, Inc.	Roller chain outer plate link	US2017590256F	2017-01-09	2018-11-13	Michael Best & Friedrich LLP	Donna Frett	7	Material Handling	Conveyors	Chain		
US10313647B1	89801231	U.S.	Granted	TargetCo, Inc.	Roller Chain Outer Plate Links: Arrangements, Systems of Use, and Methods	US13401614A	2017-02-09	2018-07-12	Michael Best & Friedrich LLP	Michael Cain	8	Material Handling	Conveyors	Chain		
US7117997B1	80726947	U.S.	Lapsed	TargetCo, Inc.	Adjustable object size grader	US2003425593A	2003-04-29	2006-10-10	Northwest Patent Law	Jeff Striem; Donna Frett	4	Food Processing	Segregating /Sorting	Conveyors		
US7788644B1	20191744	U.S.	Granted	TargetCo, Inc.	Apparatus and method for classifying and sorting articles	US2006392548A	2006-03-30	2010-08-03	Herness, Dickey & Pierce, P.L.C.	Donna Frett; Michael Cain; Jeff Striem	7	Food Processing	Classifying	Detection Systems		

BUY-SIDE COMMERCIAL AND IP DUE DILIGENCE

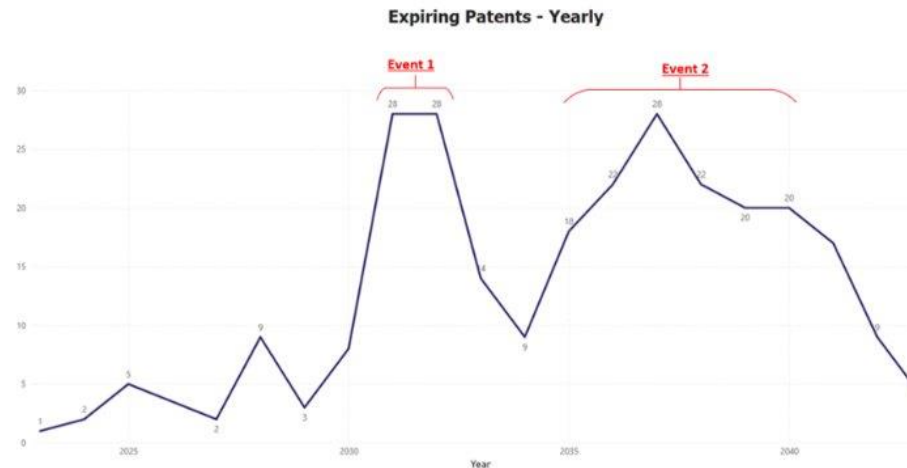
Our Buy-Side Reports generate key business and competitive intelligence information, and typically include (cont.):

14. Full IP due diligence report on target company, including nontraditional intelligence data such as:

- Opportunities to increase the strength, value, and relevance of the patent portfolio
- cost-savings measures for the IP portfolio
- Opportunities to increase the efficiency of the company's IP process

DivX (Continued)

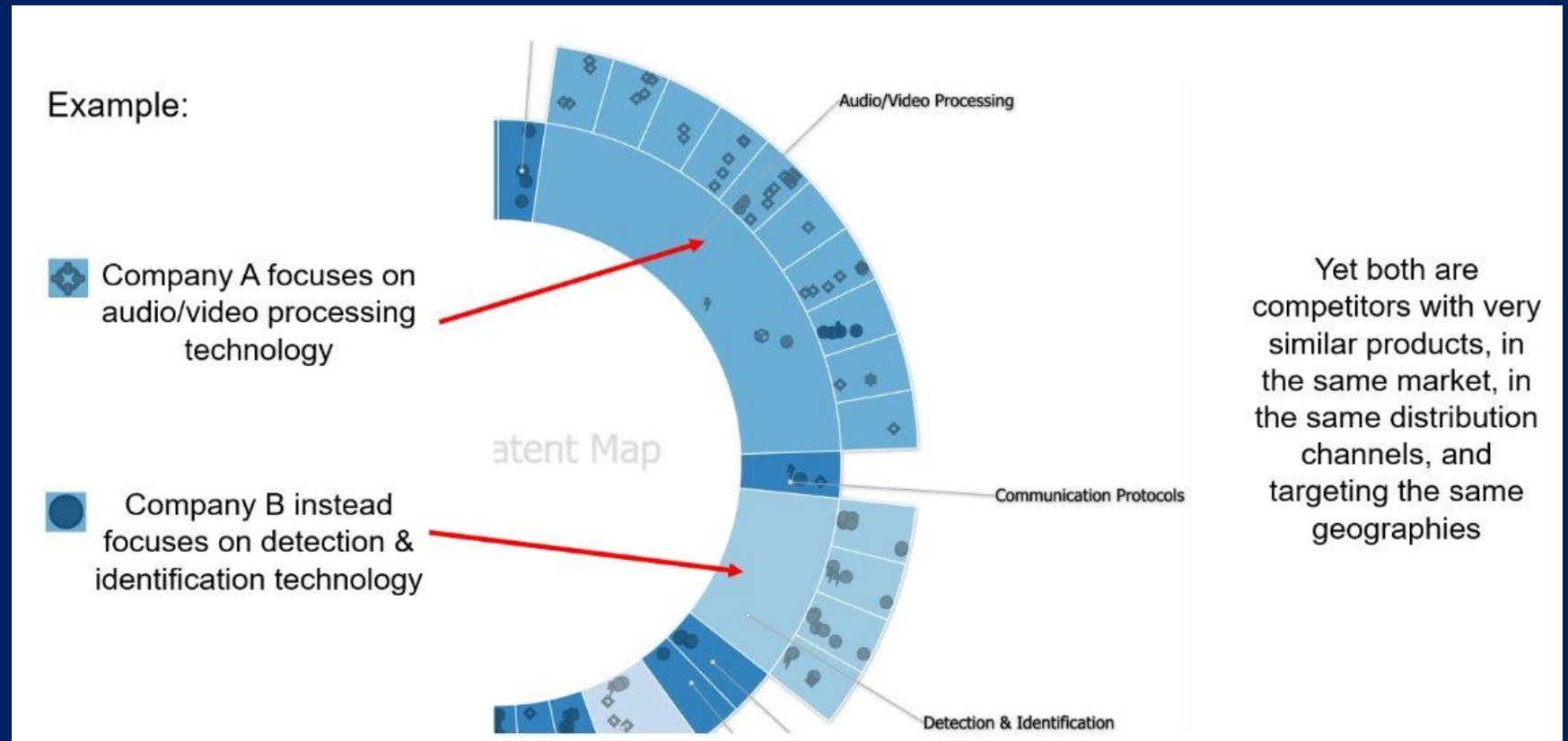
- Looking to the future, DivX's patent portfolio is scheduled for a pair of significant patent expiration events occurring between 2031 to 2032, and again from 2035 through 2040. These events represent a loss of 20% and 50% of the current patent portfolio, respectively.
- To the extent DivX is reliant upon IP licensing fees for revenue, DivX may want to investigate what planned patent application filings and/or technology developments are available to drive future IP protection and licenses in anticipation of these events. New patent filings over the next few years would help extend the portfolio beyond 2040.



SELL-SIDE COMMERCIAL AND IP DUE DILIGENCE

Our Sell-Side Reports provide also generate key business and competitive intelligence information to support sell-side clients.

In addition to the information presented above for buy-side clients, our Sell-Side Reports provide deep insights regarding potential buyers in the same and adjacent markets.



SELL-SIDE COMMERCIAL AND IP DUE DILIGENCE

We leverage our purpose-built proprietary software tools and algorithms to rank potential buyers based upon likelihood of buyer interest.



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#20	Hach Company	124	155.8460		
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Questions? Or, to Request a meeting



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