
From: Adam Saxon <AdamS@videolabsinc.com>
Sent: Wednesday, June 7, 2023 2:08 PM
To: 范楷
Cc: 赵杰; Adam Saxon; Bill Goldman; Joe Chernesky
Subject: RE: Hisense-VideoLabs next steps
Attachments: VideoLabs-Hisense -- Claim Charts for US-8291236 and US-8667304 -- Subject to FRE 408.pdf

FRE 408 Communication

Dear Kai,

Following my email below from yesterday, please find attached VideoLabs' Claim Charts for US-8291236 and US-8667304 (the VL/Digital Keystone DRM bridging patents) vs Hisense Smart TVs with HDCP.

I mentioned these patents to you in my email below sent on April 19th (the patents were acquired by VideoLabs as of April 7) – having now charted them vs TV's (including those made and sold in the U.S. by Hisense) that use HDCP security over HDMI, I want to *reiterate* the view I shared on April 19th in that: "the addition of the DK portfolio to VideoLabs overall portfolio only serves to increase the overall value of a VideoLabs portfolio license to Hisense."

With these 2 additional charts VideoLabs has now shared with Hisense a total of 7 claim charts (all of the other VideoLabs/Hisense charts were provided to Hisense on April 18/19).

As I requested yesterday, let's please work on an agenda for our next meeting; including: we would like to walk you through the newly provided DK '236 and '204 charts, and explain the importance of these patents towards media devices (including TVs) providing DRM-protected 4K content.

Best regards,
Adam Saxon

Adam Saxon | Senior Director, Licensing & Business Development
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+1 214 282 7830
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From: Adam Saxon <AdamS@videolabsinc.com>
Sent: Tuesday, June 6, 2023 1:07 PM
To: 范楷 <fankai1@hisense.com>
Cc: 赵杰 <zhaojie8@hisense.com>; Adam Saxon <AdamS@videolabsinc.com>; Bill Goldman <BillG@videolabsinc.com>; Joe Chernesky <JoeC@videolabsinc.com>
Subject: RE: Hisense-VideoLabs next steps

FRE 408 Communication

Dear Kai,

I am following up again on the VideoLabs/Hisense patent licensing opportunity to ask that you reply with a proposed timeline for Hisense's next steps, including Hisense offering dates in the near future for our next meeting to discuss licensing and/or the claim charts (let's work on this agenda together). It has been 6 weeks since we presented an overview of the claim charts and we now respectfully request a good faith response from Hisense to constructively move things forward.

Also, I have attached an additional claim chart for US-9066124 vs Hisense Roku TVs (the VideoLabs/Hisense claim charts deck that I sent you on April 18/19 included '124 vs only Hisense Android/Google TVs).

I look forward to hearing back and working with you to set an agenda for our next meeting, which VideoLabs would like to hold soon.

Best regards,
Adam Saxon

Adam Saxon | Senior Director, Licensing & Business Development
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From: Adam Saxon <AdamS@videolabsinc.com>
Sent: Thursday, May 18, 2023 8:42 PM
To: 范楷 <fankai1@hisense.com>
Cc: 赵杰 <zhaojie8@hisense.com>; Adam Saxon <AdamS@videolabsinc.com>; Bill Goldman <BillG@videolabsinc.com>; Joe Chernesky <JoeC@videolabsinc.com>
Subject: Hisense-VideoLabs next steps

FRE 408 Communication

Hi Kai,

I hope all is well on your end. When we discussed next steps during VideoLabs' claim chart presentation to Hisense *one month ago*, you told us that you would analyze the charts and then follow-up with questions. Since we have not heard back from you since then, and in order for VideoLabs to understand that Hisense is still interested in having efficient licensing discussions with VideoLabs outside of litigation, please let me know when you expect to follow up with VideoLabs on this matter.

I think you will find that VideoLabs will be very reasonable in these discussions, and will show good faith flexibility on pricing to the extent possible, but that can only be the case if Hisense is a willing partner in the discussions and VideoLabs has a clear understanding that progress is being made in a timely manner. With this in mind we look forward

to hearing back from you and to additionally scheduling our next meeting to continue the discussions (specific next-meeting agenda TBD upon your reply).

Best regards,
Adam Saxon

Adam Saxon | Senior Director, Licensing & Business Development
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From: Adam Saxon <AdamS@videolabsinc.com>
Sent: Wednesday, May 3, 2023 3:58 AM
To: 范楷 <fankai1@hisense.com>
Cc: 赵杰 <zhaojie8@hisense.com>; Adam Saxon <AdamS@videolabsinc.com>; Bill Goldman <BillG@videolabsinc.com>; Joe Chernesky <JoeC@videolabsinc.com>; Ira Blumberg <IraB@videolabsinc.com>
Subject: RE: RE: RE: RE: RE: Re1: FW: Hisense-VideoLabs

FRE 408 Communication

Hi Kai,

It has been 2 weeks since VideoLabs presented to Hisense (on April 19) the 5 claim charts that we've prepared to-date (these claim charts covering VideoLabs' '238, '059, '124, '794, and '559 patents). Towards the end of our meeting you indicated that Hisense would analyze the charts and then send VideoLabs any questions that Hisense may have and wish to cover with VideoLabs.

Can you please let us know where things stand on your end (what the status of Hisense's chart analysis is, and when you anticipate sending us any questions that Hisense may have). Recall that per the schedule VideoLabs proposed after our Introductory Meeting on Feb 23, VideoLabs and Hisense were to begin any technical discussions this month (in May), so we look forward to receiving Hisense's questions as soon as possible to keep our licensing discussions on track for an efficient resolution.

Best regards,
Adam

Adam Saxon | Senior Director, Licensing & Business Development
VideoLabs, Inc.
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From: Adam Saxon <AdamS@videolabsinc.com>

Sent: Thursday, April 20, 2023 5:41 PM

To: 范楷 <fankai1@hisense.com>

Cc: 赵杰 <zhaojie8@hisense.com>; Adam Saxon <AdamS@videolabsinc.com>; Bill Goldman <BillG@videolabsinc.com>;

Joe Chernesky <JoeC@videolabsinc.com>; Ira Blumberg <IraB@videolabsinc.com>

Subject: RE: RE: RE: RE: RE: Re1: FW: Hisense-VideoLabs

FRE 408 Communication

Kai,

Thanks for your time yesterday with Bill and me. We were glad to provide you an overview and highlight the key value drivers of the five VideoLabs patents that we've charted against the Hisense TV products. We also covered the importance of the various *Markman* Opinions towards supporting VideoLabs' theories of infringement and how we have mapped the presented patent claims.

Given the strength of our video coding and streaming patents, the success we've had in licensing these patents to top consumer electronics companies, the favorable litigation results we've achieved to date, and the significance of the covered technologies (ultimately, allowing smart TVs to provide video stream decoding and streaming app/OS functionality, as well as other functionality (e.g. the '124 power management features))—we hope that Hisense can feel quite comfortable working with VideoLabs in earnest towards a portfolio license to be concluded by a few months from now (per the schedule that VideoLabs offered in February).

As we discussed, we will await your relating any questions regarding the presented claim charts. Once that occurs, VideoLabs will review and I will likely ask that we schedule our next meeting. We would like to work through any technical discussions without delay so that we can turn to business and license discussions. If you need anything else from us for your internal review then please do not hesitate to reach out and we will do our best to accommodate any reasonable requests.

Best regards,
Adam Saxon

Adam Saxon | Senior Director, Licensing & Business Development
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From: Adam Saxon <AdamS@videolabsinc.com>

Sent: Wednesday, April 19, 2023 8:39 AM

To: 范楷 <fankai1@hisense.com>

Cc: 赵杰 <zhaojie8@hisense.com>; Bill Goldman <BillG@videolabsinc.com>; Joe Chernesky <JoeC@videolabsinc.com>;

Ira Blumberg <IraB@videolabsinc.com>; Adam Saxon <AdamS@videolabsinc.com>

Subject: RE: RE: RE: RE: RE: Re1: FW: Hisense-VideoLabs

Kai, no problem. I'm going to revise the invite to start 30 minutes earlier.

Although I had originally scheduled us for 90 min, and it appears that you can only go for 60 min, let's see how far we can get and leave some time at the end to discuss next steps.

-Adam

Adam Saxon | Senior Director, Licensing & Business Development
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From: 范楷 <fankai1@hisense.com>
Sent: Wednesday, April 19, 2023 3:39 AM
To: Adam Saxon <AdamS@videolabsinc.com>
Cc: 赵杰 <zhaojie8@hisense.com>; Bill Goldman <BillG@videolabsinc.com>; Joe Chernesky <JoeC@videolabsinc.com>; Ira Blumberg <IraB@videolabsinc.com>
Subject: Re: RE: RE: RE: RE: Re1: FW: Hisense-VideoLabs

Hi Adam,

I am sorry that I have an temporary emergency conference on 10:00 a.m. tomorrow morning.

Could we start at 9:00 am Beijing time tomorrow? It means we start half an hour earlier than the time we fixed.

Or we can have our tel-conference the day after tomorrow, it means your Thursday evening. Any time works for me in your Thursday evening.

Thanks.

Kai

发件人: "Adam Saxon" <AdamS@videolabsinc.com>

发送时间: 2023-04-19 00:24:48 (星期三)

收件人: "范楷" <fankail@hisense.com>

抄送: “赵杰” <zhaojie8@hisense.com>, “Adam Saxon” <AdamS@videolabsinc.com>, “Bill Goldman” <BillG@videolabsinc.com>, “Joe Chernesky” <JoeC@videolabsinc.com>, “Ira Blumberg” <IraB@videolabsinc.com>

主题: RE: RE: RE: RE: Rel: FW: Hisense-VideoLabs

FRE 408 Communication

Hi Kai,

Ahead of our upcoming meeting on Thursday morning Beijing time, I have attached an updated VideoLabs/Hisense Intro deck as well as the VideoLabs/Hisense Claim Chart Presentation deck that my colleague Bill Goldman (copied) and I will cover during our Thursday meeting.

By way of updates, please note in the attached materials:

- Earlier this month VideoLabs acquired a valuable portfolio from a company called Digital Keystone (DK) that relates to the secured transmission of digital content between different Digital Rights Management (DRM) domains. Key innovative ideas of the portfolio include DRM Bridging (secured premium content transmission from e.g. a media player to a TV display, where both have different DRM security policies). We are presently working on charting key patents in this portfolio (*see e.g. US-8,291,236*) against client-side video devices, including Smart TVs, and will endeavor to share relevant DK claim charts with Hisense going forward (depending on how our discussions are moving forward, overall timing, and other factors that we may deem relevant). The newly acquired DK patents have been added to the VideoLabs Portfolio slide in the updated Intro deck (*see slide 8*).
 - *Please note that the portfolio license pricing that I signaled to you during our Intro meeting is, in our view, fully supported by the VideoLabs portfolio as it then existed, as well as the four claim charts for Hisense that we had then prepared; however, the addition of the DK portfolio to VideoLabs overall portfolio only serves to increase the overall value of a VideoLabs portfolio license to Hisense. We can discuss this further going forward and answer any questions you may have regarding the DK patents.*
- Additionally, in the email that I sent you on Feb. 24th after our Intro meeting I identified the four VideoLabs patents for which we would be presenting claim charts (‘238, ‘059, ‘794, and ‘559). In the time since our Intro meeting we have charted an additional patent, US-9,066,124, vs Hisense Android/Google TVs (and, additionally, we are close to completing a ‘124 chart vs Roku OS TVs). (The ‘124

patent was acquired by VideoLabs from Acer in Sept 2022; we highlighted this Acer patent acquisition during our Intro meeting with you.) In the attached Claim Chart Presentation we are presenting this ‘124 chart vs Hisense Android/Google TVs, in addition to the original four claim charts we indicated in Feb.

- *Notably, this ‘124 patent does not expire until 2032, and like the addition of the DK patents, our charting of the ‘124 patent vs Hisense Android/Google TVs further underpins the VideoLabs/Hisense licensing value (including how the addition of the ‘124 patent increases an overall go-forward damages model).*

Overall, while our Claim Chart Presentation meeting is occurring a bit later than called for in the proposed license discussion schedule that I sent you on Feb. 24, I still feel that we can remain on track to conclude a license agreement towards the end of August/beginning of Sept (around 6 months from our Feb. 23 Intro meeting). By my sharing on Feb. 24 that would we be presenting claim charts for the ‘238, ‘059, ‘794, and ‘559 patents, we hope that Hisense has taken the opportunity to review those patents in the interim and we are ready to answer any questions on Thursday that you may have on those patents (as well as share some recent updates, e.g. we’ve had some recent favorable Markman decisions involving the charted patents).

If you have any questions before our Thursday meeting then please let me know. Otherwise Bill and I look forward to meeting with you then.

Best regards,

Adam Saxon

Adam Saxon | Senior Director, Licensing & Business Development

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From: Adam Saxon <AdamS@videolabsinc.com>
Sent: Thursday, March 23, 2023 10:05 AM
To: 范楷 <fankail@hisense.com>
Cc: 赵杰 <zhaojie8@hisense.com>; Adam Saxon <AdamS@videolabsinc.com>; Joe Chernesky <JoeC@videolabsinc.com>; Ira Blumberg <IraB@videolabsinc.com>; Bill Goldman <BillG@videolabsinc.com>
Subject: RE: RE: RE: RE: Rel: FW: Hisense-VideoLabs

Kai, thanks.

I'll be sending you a Teams meeting invite for Thurs April 20 at 9:30am Beijing time. My colleague Bill Goldman (copied) and I will be attending for VideoLabs.

-Adam

Adam Saxon | Senior Director, Licensing & Business Development

VideoLabs, Inc.

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From: 范楷 <fankail@hisense.com>
Sent: Wednesday, March 22, 2023 8:08 PM
To: Adam Saxon <AdamS@videolabsinc.com>
Cc: 赵杰 <zhaojie8@hisense.com>; Joe Chernesky <JoeC@videolabsinc.com>; Ira Blumberg <IraB@videolabsinc.com>
Subject: Re: RE: RE: RE: Rel: FW: Hisense-VideoLabs

Hi Adam ,

WE prefer starting at 9:30,or later, inWednesday or Thursday' morning in China time.

Thanks.

发件人: "Adam Saxon" <AdamS@videolabsinc.com>
发送时间: 2023-03-22 23:17:36 (星期三)
收件人: "范楷" <fankail@hisense.com>
抄送: "赵杰" <zhaojie8@hisense.com>, "Adam Saxon" <AdamS@videolabsinc.com>, "Joe Chernesky" <JoeC@videolabsinc.com>, "Ira Blumberg" <IraB@videolabsinc.com>
主题: RE: RE: RE: Rel: FW: Hisense-VideoLabs

Hi Kai,

Following up on my email below, please let me know whether a next meeting date (for VideoLabs to present its claim charts to Hisense) between April 18-21 Beijing time works for Hisense—if so, please indicate the day/time that you prefer and I' ll send a Teams invite like we used for our first meeting.

Best regards,

Adam Saxon

Adam Saxon | Senior Director, Licensing & Business Development

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From: Adam Saxon <AdamS@videolabsinc.com>

Sent: Wednesday, March 15, 2023 11:11 AM

To: 范楷 <fankail@hisense.com>

Cc: 赵杰 <zhaojie8@hisense.com>; Adam Saxon <AdamS@videolabsinc.com>; Ira Blumberg <IraB@videolabsinc.com>; Joe Chernesky <JoeC@videolabsinc.com>

Subject: RE: RE: RE: Rel: FW: Hisense-VideoLabs

FRE 408 Communication

Kai,

Thank you for offering dates in April for our next meeting. Unfortunately April 10-15 does not work for my side as my colleague who will attend this meeting will be out that week - the following week (April 18 - 21) is open for us; if it is also open for Hisense then I can send a meeting invite for a 10am Beijing time slot like we used for our first meeting.

Regarding the NDA, as I mentioned in my last email, at this time VideoLabs is comfortable proceeding without a NDA in place. That being said, we are still willing to work with Hisense on the NDA under the following conditions - (i) that the execution timeline for the NDA not hold up having our next meeting in April (per us already discussing April dates for this meeting, I believe that this should not be an issue), and (ii) more importantly, because VideoLabs cannot agree (under any circumstance) to Hong Kong governing law, to use a NDA going forward we need to use U.S. governing law. We can likely work with Hisense regarding its other NDA edits, but since Hong Kong governing law is a nonstarter for VideoLabs, is Hisense agreeable to using U.S. governing law? If Hisense cannot agree to California (California being VideoLabs' preference), then VideoLabs proposes using Delaware.

Per the above, please let me know about:

- A next meeting date between April 18-21 Beijing time that works for Hisense
- Whether Hisense is agreeable to using a U.S. governing law (e.g. California or Delaware) at NDA section 2.2

Based on your replies to the above bullets I' ll circle back to move things forward.

Best regards,

Adam

Adam Saxon | Senior Director, Licensing & Business Development

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From: 范楷 <fankail@hisense.com>

Sent: Wednesday, March 15, 2023 1:51 AM

To: Adam Saxon <AdamS@videolabsinc.com>

Cc: 赵杰 <zhaojie8@hisense.com>; Ira Blumberg <IraB@videolabsinc.com>; Joe Chernesky <JoeC@videolabsinc.com>

Subject: Re: RE: RE: Re1: FW: Hisense-VideoLabs

Hi Adam,

Thank you for your understanding and suggestions.

Unfortunately, I currently have an urgent project to deal with, and the whole March has been very busy.

At the same time, considering that the first week of April is a holiday in China, I have a vacation plan, so I very much hope that we can arrange the discussion in the second week of April (April 10th -April 15th).

For the NDA, thanks for your understanding. However, Hisense is still suggesting we can finish the signature as soon as possible to make our discussion more open.

Any concerns or suggestions, let me know freely.

范楷 Kai Fan

法务与知识产权部/知识产权诉讼许可室/专利许可工程师

Patent licensing Engineer/Legal and IP Dept

海信集团控股公司

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电话/Phone:+86(0)532-55758201

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intended recipient, he or she is hereby notified that any dissemination, distribution, or copying of the communication is strictly prohibited. If you have received the communication in error, please immediately notify us by telephone and return the original to us at the above address and then delete the communication. Thank you.

发件人: "Adam Saxon" <AdamS@videolabsinc.com>

发送时间: 2023-03-15 01:51:36 (星期三)

收件人: "范楷" <fankail@hisense.com>

抄送: "赵杰" <zhaojie8@hisense.com>, "Adam Saxon" <AdamS@videolabsinc.com>, "Ira Blumberg" <IraB@videolabsinc.com>, "Joe Chernesky" <JoeC@videolabsinc.com>

主题: RE: RE: Rel: FW: Hisense-VideoLabs

FRE 408 Communication

Hi Kai,

Thank you for sending Hisense's markup to the NDA. Hisense proposed a few changes that VideoLabs cannot accept, and rather than arguing about this, at this time VideoLabs is comfortable proceeding without a NDA and thus we would like to schedule our next meeting with you (to present our claim charts to Hisense).

If the above is agreeable to Hisense then please propose a few upcoming days/times over the next two weeks (before the end of March) that work for you and I'll sync with my side to schedule.

Best regards,

Adam

Adam Saxon | Senior Director, Licensing & Business Development

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From: 范楷 <fankail@hisense.com>
Sent: Thursday, March 9, 2023 7:49 PM
To: Adam Saxon <AdamS@videolabsinc.com>
Cc: 赵杰 <zhaojie8@hisense.com>; Joe Chernesky <JoeC@videolabsinc.com>
Subject: Re: RE: Rel: FW: Hisense-VideoLabs

Hi Adam,

Attached please see our consult's opinion with some amendments.

Please review and let me know your comments.

Thanks.

范楷 Kai Fan

法务与知识产权部/知识产权诉讼许可室/专利许可工程师

Patent licensing Engineer/Legal and IP Dept

海信集团控股公司

Hisense Group Holdings Co., Ltd.

电话/Phone:+86(0)532-55758201

手机/Mobile:18553226950

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No.399 Songling Road,Qingdao,China

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发件人: "Adam Saxon" <AdamS@videolabsinc.com>

发送时间: 2023-03-10 06:47:35 (星期五)

收件人: "范楷" <fankail@hisense.com>

抄送: "赵杰" <zhaojie8@hisense.com>, "Adam Saxon" <AdamS@videolabsinc.com>, "Joe Chernesky" <JoeC@videolabsinc.com>

主题: RE: Re1: FW: Hisense-VideoLabs

Kai,

It has been two weeks since we had the VideoLabs/Hisense introductory meeting, and per the engagement schedule outlined in my post-meeting email to you (see below), we were hopeful that the NDA would be executed by the end of this week (March 10th). Since our meeting, however, we have not heard back from you, in regards to the NDA or otherwise.

In order to proceed efficiently, so that we can share relevant materials with you to facilitate our licensing discussions, we need to put the NDA in place. Therefore please let me know when you plan to respond regarding the NDA (with a Hisense-signed copy, or to otherwise discuss it). I' m here to work with you on the NDA if necessary.

Best regards,

Adam Saxon

Adam Saxon | Senior Director, Licensing & Business Development

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From: Adam Saxon <AdamS@videolabsinc.com>
Sent: Friday, March 3, 2023 10:28 AM
To: 范楷 <fankail@hisense.com>
Cc: 赵杰 <zhaojie8@hisense.com>; Adam Saxon <AdamS@videolabsinc.com>; Joe Chernesky <JoeC@videolabsinc.com>
Subject: RE: Rel: FW: Hisense-VideoLabs

Hi Kai,

I' m following up on the VideoLabs/Hisense introductory meeting last week and our next steps focus to put the MNDA in place to facilitate further information exchange and discussions between us. Can you please let me know when you will be sending back the Hisense-executed MNDA or a response thereto?

Thanks,

Adam

Adam Saxon | Senior Director, Licensing & Business Development

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From: Adam Saxon <AdamS@videolabsinc.com>
Sent: Friday, February 24, 2023 1:53 PM
To: 范楷 <fankail@hisense.com>
Cc: 赵杰 <zhaojie8@hisense.com>; Adam Saxon <AdamS@videolabsinc.com>; Joe Chernesky <JoeC@videolabsinc.com>
Subject: RE: Rel: FW: Hisense-VideoLabs

FRE 408 Communication

Dear Kai,

It was a pleasure to speak with you yesterday - thanks again for your (and Anne' s) time.

To follow-up on a few points from our meeting:

- I have attached VideoLabs' form MNDA (this is the same file I sent on Feb 6). As we discussed, once this MNDA is executed, I will send you the Introductory presentation that we covered yesterday as well the VideoLabs/Hisense claim charts. At this time we plan to share claim charts for the following patents: US-7,769,238; US-7,970,059; US-8,605,794; and US-7,440,559.
- During our meeting yesterday each side agreed to work with the other in good faith to analyze and discuss the relevant VideoLabs patents and claim charts and conduct efficient business/licensing discussions stemming from the technical/chart discussions. I also noted that VideoLabs welcomes Hisense

sharing relevant financial and product sales information as we move forward for VideoLabs to consider with respect to its licensing proposal.

- You mentioned it might be helpful for the parties to set a schedule for our discussions - we agree this is a good idea; with this in mind I offer a proposed schedule below in line with the 6 month timeframe that VideoLabs spoke to yesterday. This schedule is high-level and allows for some flexibility as we move forward, and we welcome any input you may have (we understand that, as you mentioned, Hisense cannot guarantee an agreement within 6 months, but for now we would still like to work around this timeframe):
 - **MNDA** executed by March 10 (within the next 2 weeks)
 - VL send **Intro presentation & claim charts** the week of March 13
 - VL/Hisense **schedule claim chart walkthrough** meeting for the week of March 20
 - VL/Hisense hold any necessary **technical discussions through** the week of May 29 (allows for up to a 10 week period during which to conduct technical discussions)
 - VL will send its formal **Licensing Proposal** prior to the completion of the technical discussions (we can discuss this timing going forward)
 - VL/Hisense begin **business/licensing discussions** towards an agreement starting in June, to preferably be concluded by the end of August (allows June - August (3 months) for this)
 - *Note that there can be some shifting depending on how things play out (e.g., technical discussions may go into June, in which case business/licensing discussions would start in July, which will still allow a full 2 months of business/licensing discussions through the end of August)*

Please let me know if the above generally sounds good to Hisense. We look forward to working with you going forward - thanks again.

Adam Saxon

Adam Saxon | Senior Director, Licensing & Business Development

VideoLabs, Inc.

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From: Adam Saxon <AdamS@videolabsinc.com>
Sent: Monday, February 6, 2023 10:46 AM
To: 范楷 <fankail@hisense.com>
Cc: Adam Saxon <AdamS@videolabsinc.com>; Joe Chernesky <JoeC@videolabsinc.com>; 赵杰 <zhaojie8@hisense.com>
Subject: RE: Rel: FW: Hisense-VideoLabs

Dear Kai,

Thank you for your email below. VideoLabs appreciates Hisense' s willingness to engage in good faith licensing discussions and we look forward to moving forward with you towards that end.

I have read and understand your email below, including the importance of Hisense being able to review relevant claim charts. In order to facilitate this, VideoLabs proposes the following:

- We schedule an introductory meeting so that I can provide information to Hisense regarding the VideoLabs platform, our patent portfolio, and the relevance of our portfolio to Hisense' s business.

- In parallel to scheduling the intro meeting, Hisense reviews the attached mutual nondisclosure agreement and both parties execute the MNDA - doing so will allow VideoLabs to present and share its claim charts with Hisense.
- After the intro meeting, and with the MNDA in place, we can schedule our next meeting during which VideoLabs will present its claim charts to Hisense and we can begin that portion of the licensing engagement.

If the above sounds good to you, (and since I am traveling this week) I would propose scheduling an introductory meeting for Thursday Feb 16th or Friday Feb 17th. If those dates do not work for Hisense then please offer some alternative days/times. If you are able to use Microsoft Teams then I'd propose that is what we use for the intro meeting. If you are not able to use Teams then please let me know other meeting options that work for Hisense (I will also check on the availability of a conference bridge.)

Best regards,

Adam

Adam Saxon | Senior Director, Licensing & Business Development

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From: 范楷 <fankail@hisense.com>
Sent: Monday, February 6, 2023 1:59 AM
To: Adam Saxon <AdamS@videolabsinc.com>
Cc: Joe Chernesky <JoeC@videolabsinc.com>; 赵杰 <zhaojie8@hisense.com>
Subject: Re1: FW: Hisense-VideoLabs
Importance: High

Hi Adam,

This letter is a reply to your email we received on Jan. 27th, 2023.

We also contacted with Hisense USA, David Gold" <davidgold@hisense.com>, and got the notice Letter your colleague sent to them in Dec. 2022. This letter is also a reply to your notices to Hisense USA in Dec. 2022.

I will contact with you as a window of Hisense in the following for this issue.

As you may be aware, as one of the state-level innovative enterprises in China, Hisense always respects the intellectual property rights of others and there is no intent from Hisense to infringe the patent rights of any other party including Videolabs. If there exist some disputes, Hisense will definitely be willing to resolve them amicably.

Please kindly be informed that Hisense pays great attentions to the issues referenced in you letter. As it would take some time or effort of the parties to make it clear whether the technology integrated in Hisense's devices is covered by Videolabs' patent portfolio, Hisense has initiated technical analysis about these patented technology and we believe the process will be expedited if Videolabs would like to furnish detailed Claim Charts and the standard that Videolabs' patents are in conformity with (if there are SEP patents), which would be of significant importance to Hisense.

In case the technical analysis results evidence that related products manufactured by Hisense do infringe Videolabs' patents, we hereby promised that we are willing to conclude a license agreement with Videolabs under reasonable conditions.

If you would like a call with me, it works for Hisense. Please let me know the time slots convenience for you. Just as we discussed before, we believe that if you can send Hisense the materials you want to discuss in the call, it will make the call more efficient and smooth.

范楷 Kai Fan

法务与知识产权部/知识产权诉讼许可室/专利许可工程师

Patent licensing Engineer/Legal and IP Dept

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No.399 Songling Road,Qingdao,China

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发件人: "Adam Saxon" <AdamS@videolabsinc.com>

发送时间: 2023-01-28 07:05:08 (星期六)

收件人: "范楷" <fankail@hisense.com>

抄送: "David Gold" <davidgold@hisense.com>, "lishuang@hisense.com" <lishuang@hisense.com>, "Adam Saxon" <AdamS@videolabsinc.com>, "Joe Chernesky" <JoeC@videolabsinc.com>

主题: EXT: FW: Hisense-Videolabs

Dear Kai,

I hope this email finds you well. We last engaged with each other during mid 2021 when I led negotiations for Sovereign Peak Ventures, LLC in its successful conclusion of a patent license agreement with Hisense. I recently moved to VideoLabs, Inc. as Senior Director of Licensing and Business Development, and am contacting you now to request your direct assistance in facilitating good faith licensing negotiations between VideoLabs and Hisense.

As my colleague's email below shows, VideoLabs sent a Notice Letter (*see* attached) to Hisense at the end of December. To date this outreach by my side has gone unanswered—meanwhile the serious issues outlined in the Notice Letter remain. As we indicated in December, while VideoLabs appreciates that Hisense likely receives many licensing requests, given the significance of VideoLabs video-related patent portfolio and its relevance to Hisense's products, we believe that Hisense faces significant exposure and will benefit from engaging in efficient licensing negotiations with VideoLabs towards the goal of concluding a licensing agreement that works for both sides.

I will provide more information regarding the VideoLabs patent collective platform, our portfolio, and Hisense's use of VideoLabs patents when we meet, but please know that we have licensed VideoLabs patents to numerous prominent technology and consumer

products companies including Amazon, Google, Microsoft, and Lenovo among others, and we are presently protecting our IP in a number of active litigations.

Given the time that has passed since we first reached out, it is important that we meet at your earliest convenience, so please let me know by February 7th dates and times that are convenient for you for a 1-hour introductory call. If you will not be handling this matter for Hisense, then please have the proper person on your side follow-up with me. We look forward to Hisense's reply and appreciate its attention to this matter.

Best regards,

Adam Saxon

Adam Saxon | Senior Director, Licensing & Business Development

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From: Bill Goldman
Sent: Tuesday, December 27, 2022 2:47 PM
To: davidgold@hisense.com
Subject: Hisense-VideoLabs
Importance: High

Dear Mr. Gold,

Please see the attached letter. We write to engage Hisense in good faith discussions toward a mutually agreeable license to the VideoLabs' patent portfolio. We appreciate that you likely have many licensing requests. However, we believe a license agreement is appropriate and we are obligated to protect our intellectual property. We are open to good faith negotiations so please do not hesitate to contact me directly at any time.

-Bill

Bill Goldman | SVP & Chief IP Officer

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