



ALPINE BT Stack(HONDA) Q&A (11/18)

Questions about BT Stack(HONDA) for ALPINE

Q1: Do A&W's royalties occur once per product, or cumulatively?

A1: Royalties for A&W products are paid only once per product.

This means that the total royalty amount is calculated by multiplying the royalty by the number of products produced.

Q2: Do A&W's royalties continue even after production of the product ends? Or will support continue?

A2: Royalties will end with the end of product production.

Support will continue to be provided free of charge thereafter.

Q3: What happens if there are changes or additions to the specifications after mass production of the product has ended?

A3: Negotiations will be necessary depending on the situation, but the costs are included in the settled royalties.

Q4: Has A&W supported or certified Qualcomm's BT stack?

A4: A&W has a history of supporting and certifying Qualcomm's BT Stack.



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Q5: If A&W supports Qualcomm's BT Stack, what kind of contract is required?

A5: After Qualcomm and ALPINE conclude the contract, ALPINE will apply for a sublicense from A&W to Qualcomm, and if Qualcomm approves, the technical documents will be provided to A&W via ALPINE.

Q6: Will A&W's support of the Qualcomm Stack result in lower royalties than using A&W's own stack?

A6: Qualcomm Stack support has lower royalties.

Q7: What support and warranty coverage did A&W provide when it sublicensed the Qualcomm stack (BT portion) in the past?

A7: Based on customer specifications and the Qualcomm Native code architecture, we provide modifications, maintenance, extend the functionality and improvements to the phone's IOP.

However, the Stack provided by Qualcomm is not covered by A&W's warranty.

Q8: What are the benefits of adopting A&W's full stack?

A8: The following are the benefits of adopting the A&W Full Stack.

- (1) When adopting Qualcomm Stack, there are limitations on performance improvement due to the configuration.
- (2) Due to the IOP issue, it is unclear to what extent Qualcomm Stack has been evaluated.
- (3) A&W Stack has passed thousands of security evaluations, so it has strong security.
- (4) Even if new features are added to the A&W BT Stack API, it can be controlled from the upper application using the same API without any changes.
- (5) A&W BT Stack can be supported with the same quality and engine even if the OS version is updated.