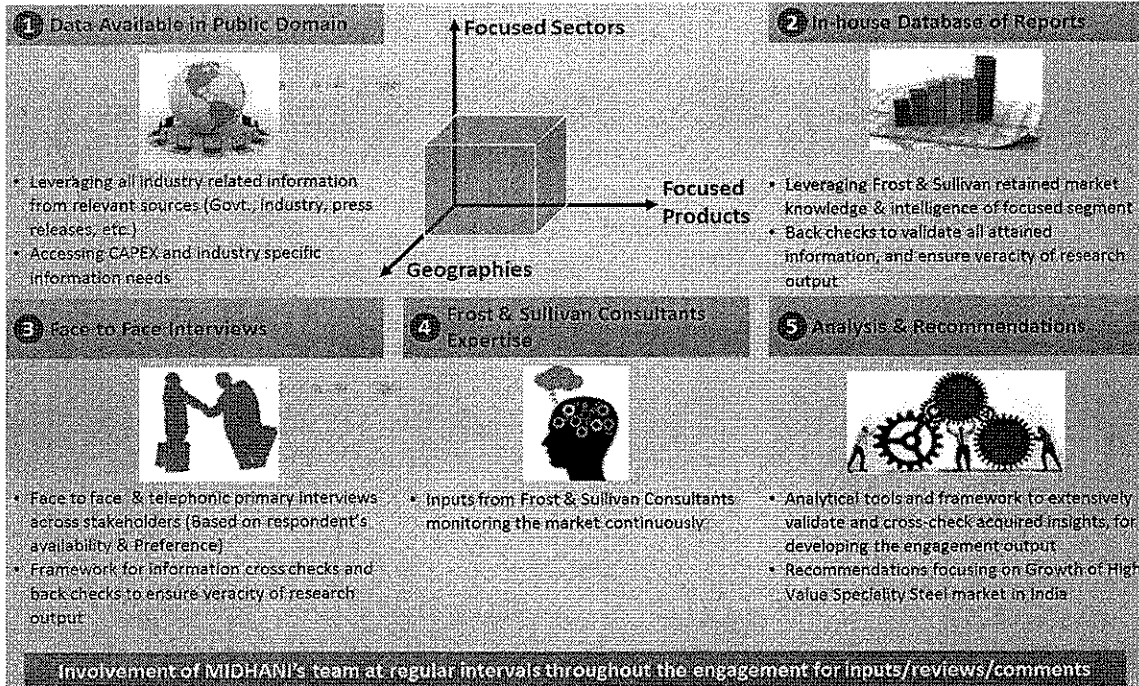


## Methodology Overview



## Investments and Timelines

**Investments: INR 20,00,000 (Indian Rupees Twenty Lakhs Only) + Applicable Taxes**

**Payment Terms: 60% on signing of the LOA and 40% on submission of the Final Report**

- The above fee **includes** all direct expenses for conducting the research, including analyst costs, telephone & facsimile costs, and cost of travel (if any required) for the purposes of face-to-face interviews
- The fee **excludes** travel cost for any face-to-face meeting with the client. Meetings will be billed at actuals
- This is **exclusive** of any taxes applicable in India, which will be borne by the client
- This fee is **exclusive** of any reports which may have to be purchased from third parties for the successful completion of the project. The client would be intimated about the cost of these reports in advance and post approval from the client, these reports would be purchased. The client would reimburse the cost of these reports on actual basis
- The client would give ready access to all information and sources which the client has in its possession and would also get an NOC for the usage of the same. Chief sources of this data may be IMS, Bloomberg, Factiva, Independent Consultants and Employees who are on payroll of company to name a few

**Engagement Timeline: 6 weeks** from the date of Signing the Letter of Agreement

## Terms and Conditions

**Data Patterns** is hereafter referred to as the “the Client.”

1. Any change in the scope or content of work from that stated in the project scope will be reflected in a change of work order, agreed upon by both the Client and Frost & Sullivan. The revised scope may reflect additional billing as required and may result in a revised invoice or be reflected in a time and expenses billing. This additional work will begin only when the change order signed by the Client is received by Frost & Sullivan.
2. The stated project fee includes the delivery to the Client at the project’s completion of electronic copies of the research deliverables for this project will be in PowerPoint formats.
3. The Client will have ownership of the strategic recommendations developed for this project. Written deliverables may be reproduced in printed and electronic format for distribution within the Client organization. These will not be shared with other organizations. Frost & Sullivan retains the right to use market related knowledge from this project as part of its ongoing research, with the exception of confidential materials that provide or relate to Client information, competitive analysis and strategic recommendations developed specifically for the Client in the context of this project.
4. The **consent letter** for the usage of this document as section or entire report, along with usage of F&S name, will be provided post clearance of the final payment by the client and any materials, either in part or in whole, from our work that is used in public domain communications (e.g. press releases) be reviewed and approved by Frost & Sullivan prior to their publication. This is to assure that any data or conclusions are presented in the proper context, to avoid any misunderstanding by the reader or audience, and to ensure the accuracy of the data.
5. Neither the Client nor its parent or any subsidiary organization will actively solicit to employ any Frost & Sullivan employee connected to this project for a period of 12 months following project completion.
6. Frost & Sullivan will always strive to provide first-rate work. However, there is no representation of certainty, express or implied, by Frost & Sullivan, except in the case of demonstrable negligence on the part of Frost & Sullivan. This is because the markets we study have varying degrees of fragmentation. The Client acknowledges this and accepts this point. The Client waives any claim to actual, consequential, or punitive damages against Frost & Sullivan based on their reliance on Frost & Sullivan’s work, except in the case of demonstrable negligence on the part of Frost & Sullivan.
7. Some data may be considered proprietary or sensitive by companies and/or individuals to be interviewed or surveyed, and they may be unwilling to divulge any given piece of information or data to Frost & Sullivan. All research and analysis will therefore be executed on a “best efforts” basis.

8. The Client shall have 10 business days following the final presentation of the project results to request clarifications or submit questions that are reasonable and within the original scope of the project. Additional work beyond the scope of the project or the 10 business days will be billed on a time and expenses basis.
9. The Client may terminate this agreement provided there is a reasonable basis and that an agreement is signed in writing by both parties. Work on the engagement will cease on the day that the request to terminate is received by Frost & Sullivan. The Client agrees to pay Frost & Sullivan
  - a pro rata fee for tasks accomplished, plus related direct expenses incurred prior to termination
  - a cancellation penalty of 10% of the full contract value,
  - Any costs Frost & Sullivan has incurred and/or any non-refundable portion of committed costs incurred prior to Frost & Sullivan receiving the engagement termination request.
  - Termination charges will be invoiced to the Client and must be paid in full immediately.
10. Frost & Sullivan shall not be liable for delays or failures in performing its obligations resulting from any cause beyond Frost & Sullivan's reasonable control. In the event of any material delay, Frost & Sullivan will notify the Client and specify the revised schedules as soon as practicable.
11. Both parties must agree upon any change, extension or reduction in the scope of the project in writing. The revised scope will be reflected via either a revised letter of engagement or a time and expenses billing, which will reflect additional billing as required to complete additional work.
12. The Client may request Frost & Sullivan to make additional presentations of results of this project beyond what has been specified in the project scope. Frost & Sullivan will bill the Client on a time and expenses basis, including preparation, presentation and travel costs and time.
13. All of our material is by default written in English, unless it has been specifically agreed in the context of the project definition that our material would be written in another common language. In case the Client wishes to have our material translated in an additional language all translation costs will be charged to the Client.

**Letter of Agreement**

Completion of the Project Acceptance Certificate below confirms that we have acquainted ourselves with, fully agree to, and accept the contents of Frost & Sullivan’s “Independent Market Report for Data Pattens”

**Investments: INR 20,00,000 (Indian Rupees Twenty Lakhs Only) + Applicable Taxes**

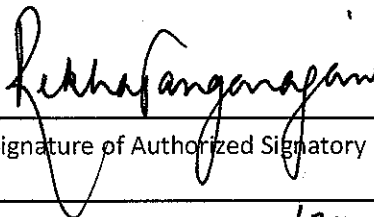
**Payment Terms: 60% on signing of this LOA and 40% on submission of the Final Report**

**Engagement Timeline: 6 weeks** from the date of Signing the Letter of Agreement

By signing this Acceptance Certificate, we enter into a contract with Frost & Sullivan, comprising of this document, the mentioned proposal and the mentioned Terms & Conditions.

**Project Acceptance Certificate**

By signing this Acceptance Certificate, we enter into a contract with Frost & Sullivan, comprising of this document, the mentioned proposal and the mentioned Terms & Conditions.



Shylesh Narayanan1

Digitally signed by Shylesh Narayanan1  
Date: 2021.07.09 15:05:18 +05'30'

Signature of Authorized Signatory (Client)

Signature of Frost & Sullivan Representative

Print Name: S. Rangarajan / **REKHA MURTHY RANGARAJAN**

Print Name: Shylesh Narayanan

Title: **CEO / DIRECTOR**

Title **Vice President & Client Engagement Head – South Asia**

Date: **12/07/2021**

Date: 9<sup>th</sup> July 2021