

LIDAR FOR AUTOMOTIVE AND INDUSTRIAL APPLICATIONS 2021

Market & Technology Report - September 2021

ADAS and robotic vehicles will drive the LiDAR market to \$5.7B in 2026, with technology choices and supply chain management being the key enablers for LiDAR implementation.

WHAT'S NEW

- Focus on automotive supply chain
- More industrial applications: logistics and smart infrastructure
- Focus on software and computing for ADAS
- Seven companies going public
- More reverse costing analysis

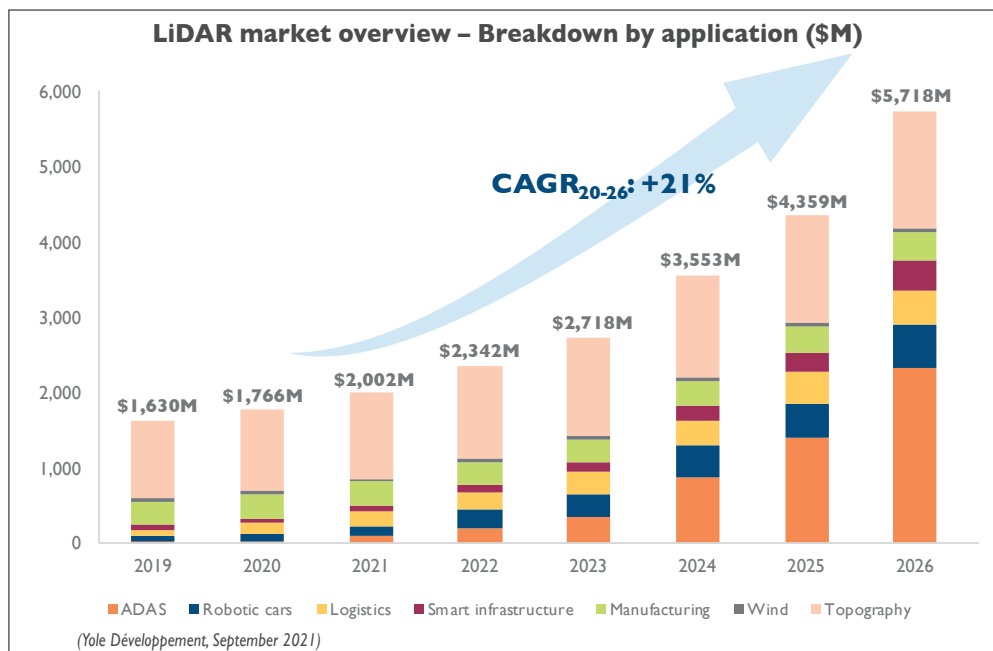
KEY FEATURES

- LiDAR market volume and revenue 2019–2026
- Analysis of LiDAR technologies for automotive
- Overview of LiDAR applications for automotive and industrial applications
- Software and computing for ADAS analysis
- LiDAR technology analysis
- New LiDAR opportunities for smart infrastructure

AUTOMOTIVE APPLICATIONS ARE DRIVING LIDAR GROWTH

The market for LiDAR in automotive and industrial applications is expected to reach \$5.7B in 2026 from \$1.8M in 2020, representing a 21% compound annual growth rate (CAGR). In 2020, the LiDAR in Advanced Driver Assistance Systems (ADAS) represented 1.5% of the automotive and industrial LiDAR market. The ADAS proportion is expected to reach 41% in 2026 with an impressive 111% CAGR in this period, reaching a market size of \$2.3B. The growth in robotic cars, including robotaxis and autonomous shuttles, is expected to be less impressive but still important. This segment is expected to reach \$575M in 2026 with a 33% CAGR.

In the industrial market, smart infrastructure and logistics are expected to see higher growth. The smart infrastructure LiDAR market will reach \$395M in 2026 with a 35% CAGR. The logistics LiDAR market will reach \$466M in 2026 with a 23% CAGR. In smart infrastructure, smart city applications are expected to be most important. Security, highway monitoring and autonomous checkout are other important applications. In logistics, autonomous trucks and delivery robots are expected to have the most significant growth. *This comprehensive report covers market volume and value for applications in the automotive and industrial markets, including several splits by technology.*



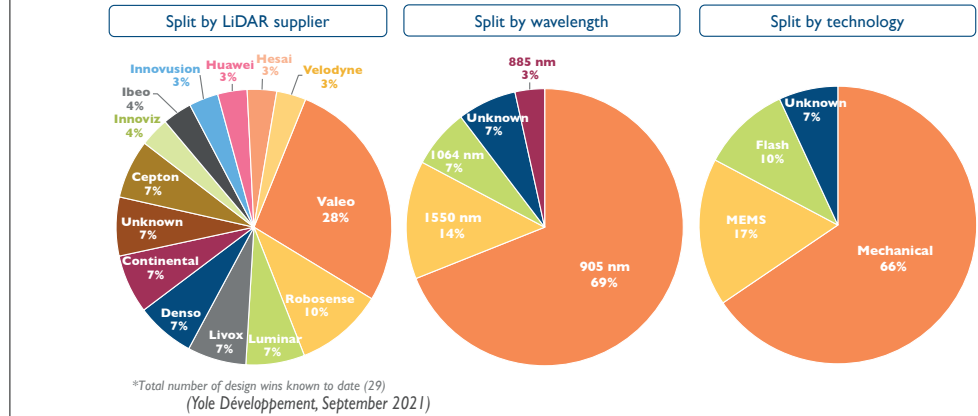
LEGACY TECHNOLOGIES REMAIN STRONG

Since the invention of 3D real-time LiDAR by David Hall from Velodyne in 2005, more than 80 LiDAR companies have been established. Many of them have bet on new technologies. This has resulted in high technological diversity in the LiDAR landscape. Despite this great diversity, the oldest technologies are still representing most design wins for the automotive industry. Considering the LiDAR wavelength, 1550 nm is less dangerous to the human eye than 905 nm, and promises integration through the silicon platform. However, 905 nm represents 65% of design wins for the automotive industry. For the imaging method, traditional mechanical

scanning represents 69% of design wins. MEMS micromirror and Flash LiDAR are also making their way into automotive, but their proportion is smaller. Concerning the ranging method, direct Time-of-Flight (dToF) represent 100% of design wins. Frequency Modulated Continuous Wave (FMCW), which allows better integration, sensitivity, and instant radial velocity, is not expected before 2025.

The report presents a complete analysis of LiDAR technologies used for ranging and imaging, automotive integration, software challenges, and components used for light emission and photodetection.

LiDAR design wins* – Breakdown by supplier, wavelength and technology



THE DEVELOPMENT OF SELF-DRIVING TECHNOLOGIES WILL RESHAPE THE AUTOMOTIVE INDUSTRY

As of Q3-2021, there are more than 60 LiDAR players targeting the automotive industry. Different technologies are used and among the players, some are still in R&D while others are already in mass production. Among them, already 14 LiDAR players have design wins with car maker OEMs. As the market is young, it is quite normal to see such a diversity of players but with a higher level of maturity, the number of players involved in the automotive industry is expected to decrease. Some players may disappear because they will be unable to raise enough money to survive. Some will succeed, and some others will be acquired. In a recent interview, Ouster’s CEO, Angus Pacala, said that only three to five LiDAR companies would remain in the next five years.

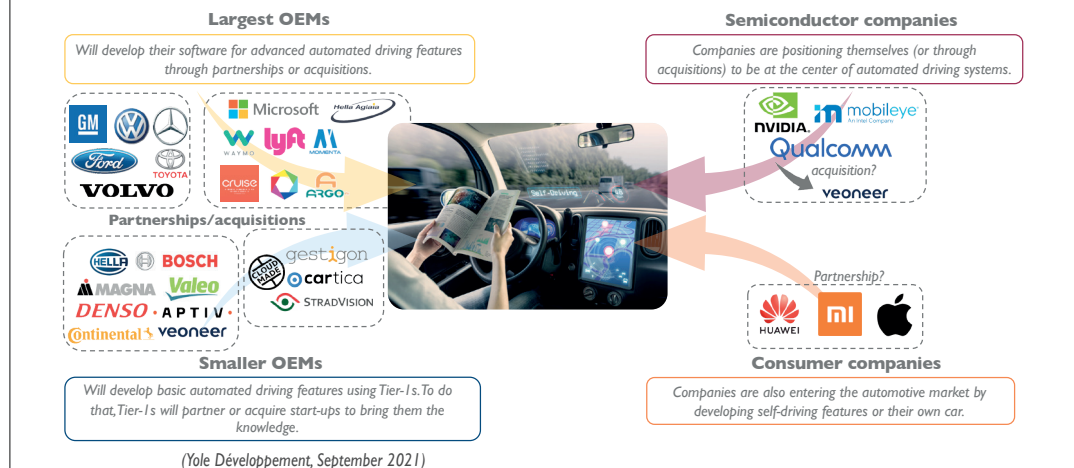
Acquisitions could occur between players, like Continental did with ASC in the past, or Aurora acquiring Blackmore and, more recently, OURS Technology Inc. More acquisitions will follow between LiDAR players.

The development of self-driving naturally attracts OEMs and Tier-1 part suppliers. Other players coming from the semiconductor or the consumer industries will enter the race as well. In this race to full autonomy, large OEMs with many resources like Volkswagen will develop the necessary

software by themselves, partner or acquire robotic vehicle companies. Generalist OEMs with few resources are expected to rely on Tier-1s to develop basic automated driving features. These Tier-1s will have to master camera, radar, LiDAR sensors and the computing. Companies from the semiconductor side like Qualcomm, Nvidia, or Intel-Mobileye are positioning themselves, sometimes through acquisitions, at the center of automated driving systems. Qualcomm could acquire Veoneer soon to reinforce its position in the automotive industry. Companies coming from the consumer industry like Apple, Huawei, or Xiaomi are also entering the market. Depending on their strategy, they could develop only the self-driving part or their own car, like Huawei is doing. The COVID-19 crisis has emphasized the increasing importance of semiconductors in cars. Companies coming from the semiconductor and software sides have a strong financial power and could acquire some Tier-1 or Tier-2 companies. This could reshape the automotive landscape in coming years.

This report presents the growing importance of software and computing in the ADAS market, the needs of data fusion, and the emergence of new players in the automotive industry.

Software and computing strategies of OEMs to reach full autonomous driving



REPORT OBJECTIVES

- Provide market data on different LiDAR
- Key market metrics and dynamics
- Offer an application-related focus on key existing markets and the most promising emerging ones
- Analyze the major technology trends
- Deliver a deep understanding of the LiDAR business value chain, infrastructure, and players
- Analyze the LiDAR supply chain with partnerships between OEMs, tier-1s and LiDAR manufacturers

COMPANIES CITED IN THE REPORT (non exhaustive list)

ABAX, Aeva, AEye, AGC, Airbus, ams AG, AOET, Argo AI, ASC, ASE Technology, Audi, Aurora Innovation, Ball Aerospace, Baraja, BEA, BEAMAGINE, Beijing Surestar Technology, Benewake, Blickfeld, BMW, Bosch, Bridger Photonics, Broadcom, Cepton Technologies, Continental, CoreDAR, Cosworth, Delphi, Denso, Draper, EOLOS, Epistar, Epsiline, Excelitas Technologies, Faro, Finisar, First Sensor AG, Fujitsu, GeoSLAM, Guangshao Technology, Hamamatsu Photonics, Hesai Photonics Technologies, Hitronics Technologies, Hokuyo Automatic, Huawei, Hyundai, Hybo, Hybrid LiDAR Systems, Hypersen Technologies, Hyundai Mobis, Ibeo Automotive Systems, II-VI, Imuzak, Infineon Technologies AG, INFOWORKS, Innoviz Technologies, Innovusion, Insight LiDAR, Jabil, Jaguar, Koito, Konica Minolta, Kyocera, Laser Components, LeddarTech, LeiShen Intelligent System, Leonardo, Leosphere, Lexus, LG, Livox, Lumentum, Lumibird, Luminar Technologies, Lumotive, Magna, Marelli, Meller Optics, Mercedes-Benz, METEK Meteorologische Messtechnik GmbH, Micralyne, Micro Photon Devices, Microvision, Mirrorcle, Mitsubishi Electric Corporation, Neophotonics, Neptec Design Group Ltd., Neptec Technologies, Neuvition, Newsight Imaging, Nextcore, Ocular Robotics, OLEI LiDAR, Omron, onsemi, Oplatek, Oqmented, Osram, Ouster, Panasonic, Phantom Intelligence, Phoenix LiDAR Systems, PSSI, pmdtechnologies AG, Princeton Optronics, Quanergy Systems, Quantel laser, Quantum Semiconductor International (QSI), Redtail Lidar, Renault, Renesas, Riegl, RoboSense, Rockley photonics, Sense Photonics, SiLC Technologies, STMicroelectronics, Teledyne Optech, TeraXion, TetraVue, Topcon, Trimble, Valeo, Velodyne LiDAR, Veoneer, Volkswagen, Volvo, Waymo, Webasto, XenomatiX, Z+F Laser, and more.



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As part of the Photonics, Sensing & Display division at Yole Développement (Yole), **Pierrick Boulay** works as Senior Technology & Market in the fields of Solid State Lighting and Lighting Systems to carry out technical, economic and marketing analysis. Pierrick has authored several reports and custom analysis dedicated to topics such as general lighting, automotive lighting, LiDAR, IR LEDs, UV LEDs and VCSELs. Prior to Yole, Pierrick has worked in several companies where he developed his knowledge on general lighting and on automotive lighting. In the past, he has mostly worked in R&D department for LED lighting applications. Pierrick holds a master degree in Electronics (ESEO – Angers, France).

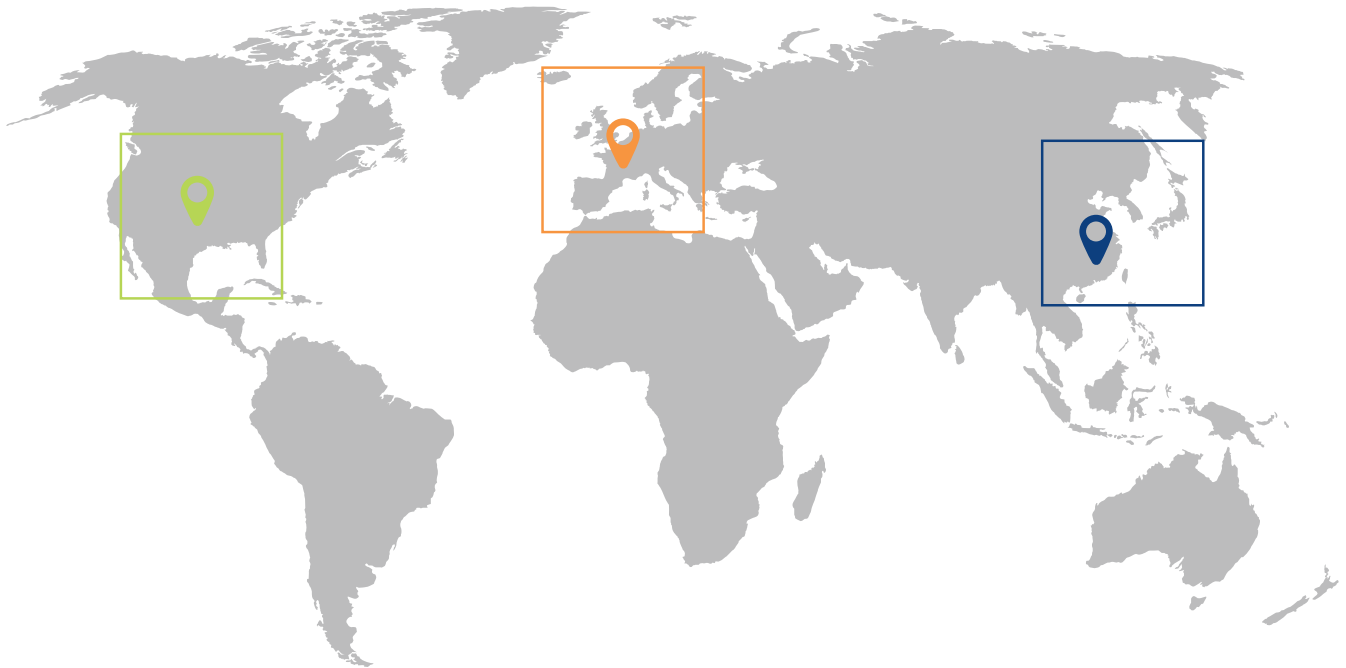
RELATED REPORTS, MONITORS & TRACKS



- Sensing and Computing for ADAS Vehicle 2020
- Sensors for Robotic Goods Transportation 2021
- Valeo SCALA Laser Scanner
- Hamamatsu Photodiode and Laser in Livox's Horizon LiDAR
- Automotive Teardown Tracks

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ABOUT YOLE DEVELOPPEMENT

Founded in 1998, Yole Développement (Yole) has grown to become a group of companies providing marketing, technology and strategy consulting, media and corporate finance services, reverse engineering and reverse costing services. With a strong focus on emerging applications using silicon and/or micro manufacturing, the Yole group of companies has expanded to include more than 120 collaborators worldwide covering MEMS and Image Sensors, Compound Semiconductors, RF Electronics, Solid-state Lighting, Displays, Software, Optoelectronics, Microfluidics & Medical, Advanced Packaging, Manufacturing, Power Electronics, Batteries & Energy Management and Memory.

The “More than Moore” market research, technology and strategy consulting company Yole Développement, along with its partners System Plus Consulting, PISEO and Blumorpho, supports industrial companies, investors and R&D organizations worldwide to help them understand markets and follow technology trends to grow their business.

CONSULTING AND ANALYSIS

- Market data & research, marketing analysis
- Technology analysis
- Strategy consulting
- Reverse engineering & costing
- Design and characterization of innovative optical systems
- Financial services (due diligence, M&A)

More information on www.yole.fr

MEDIA & EVENTS

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- Communication & webcast services
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- Market & technology reports
- Market and reverse technology quarterly monitors
- Structure, process and cost analysis and teardowns
- Cost simulation tool

More information on www.i-micronews.com/reports

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Definitions: **“Acceptance”**: Action by which the Buyer accepts these General Terms and Conditions of Sale in their entirety. It is done by signing the purchase order which states “I hereby accept Yole Développement’s General Terms and Conditions of Sale”.

“Buyer”: Any business user (i.e. any person acting in the course of its business activities for its business needs) placing an order pursuant to these General Terms and Conditions of Sale, with the exclusion of any individual consumer acting for his/her sole personal interest.

“Seller”: Headquartered in Villeurbanne (France), Yole Développement provides marketing, technology and strategy consulting, media and corporate finance services, reverse engineering/costing services as well as IP and patent analysis. With dedicated teams of technology & market analysts, Yole Développement operates worldwide with the key industrial companies, R&D institutes and investors to help them understand the market and technology trends.

“Contracting Parties” or **“Parties”**: The Seller on the one hand and the Buyer on the other hand.

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Reports are established in PowerPoint and delivered in a PDF format with an additional Excel file. 30 min of Q&A session with an analyst/author can be included for all purchased reports (except the ones bought as a one user license). More time can be allocated on a fee basis.

“Monitor”
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1. SCOPE

1.1 Both Contracting Parties undertake to comply with these General Terms and Conditions of Sale.
ANY ADDITIONAL, DIFFERENT, OR CONFLICTING TERMS AND CONDITIONS IN ANY OTHER DOCUMENTS ISSUED BY THE BUYER AT ANY TIME ARE HEREBY OBJECTED TO BY THE SELLER, ARE DEEMED WHOLLY INAPPLICABLE TO ANY SALE MADE HEREUNDER, AND SHALL NOT BE BINDING IN ANY WAY ON THE SELLER.

1.2 These General Terms and Conditions of Sale shall be deemed valid and enforceable between the Contracting Parties after acceptance of an order from the Buyer by the Seller pursuant to Article 1.3 below. For such purpose, the Buyer, when signing the purchase order which mentions “I hereby accept Yole Développement’s Terms and Conditions of Sale” is deemed to have fully and unequivocally accepted these Terms and Conditions of Sale.

1.3 Orders are deemed to be accepted only upon written acceptance and confirmation by the Seller, within [7 days] from the date of order, to be sent either by email. In the absence of any confirmation in writing, no order shall be deemed to have been accepted.

2. MAILING OF THE PRODUCTS

- 2.1 Products are sent by email to the Buyer after Seller’s confirmation:
 - Within a few days from the Seller’s confirmation of the order for Products already released and paid; or
 - Within a reasonable time for Products ordered prior to their effective release. In this case, the Seller shall use its best endeavours to inform the Buyer of an indicative release date and the evolution of the work in progress.
- 2.2 The Seller shall by no means be responsible for any delay pursuant to Article 2.1 above, in particular in cases where a new event or access to new contradictory information would require the Seller analyst to dedicate extra time to compute or compare the data in order to enable the Seller to deliver a high quality Product.
- 2.3 The mailing of the Product will occur only upon payment by the Buyer, in accordance with the conditions contained in Article 3 above.

2.4. The mailing is operated through electronic means either by email via the sales department or automatically online via an email/password. The Buyer is responsible for ensuring that the Buyers platform has the required capacities and authorisations to receive the Product(s) emailed by the Seller. If the Product’s electronic delivery format is defective, the Seller undertakes to replace it at no charge to the Buyer provided that the Seller is informed of the defective formatting within 90 days from the date of the original download or receipt of the Product.

2.5 The person receiving the Products on behalf of the Buyer shall immediately verify the quality of the Products and their conformity with the order. Any claim for apparent defects or for non-conformity shall be sent in writing to the Seller within 8 days of receipt of the Products. For this purpose, the Buyer agrees to produce sufficient evidence of such defects.

2.6 No return of Products shall be accepted without prior written notification from the Buyer to the Seller, even in case of delayed delivery. Any Product returned to the Seller without the Buyer providing prior notification to the Seller as required under Article 2.5 above shall remain at the Buyer’s risk. In no event shall the Seller incur any liability for Products erroneously ordered by the Buyer, or for any request from the Buyer to replace a Product previously ordered by a different Product.

3. PRICE, INVOICING AND PAYMENT

3.1 Prices are given in the orders corresponding to each Product sold on a unit basis or corresponding to annual subscriptions. They are deemed to be inclusive of all taxes applicable in the country where the Seller is based (except for France where VAT will be added). The prices are re-evaluated from time to time by the Seller. The effective price is deemed to be the one applicable at the time of the order.

3.2 Payments due by the Buyer shall be sent by cheque payable to Yole Développement, or made by credit card or by electronic transfer to the following account:
HSBC, 1 place de la Bourse 69002 Lyon France
Bank code: 30056
Branch code: 00170
Account n°: 0170 200 1565 87
BIC or SWIFT code: CCFRFRPP
IBAN: FR76 3005 6001 7001 7020 0156 587

To secure the payments due to the Seller, the Seller reserves the right to request down payments from the Buyer. In such case, the need for a down payment will be mentioned on the corresponding order.

3.3 Payment is due by the Buyer to the Seller within 30 days from invoice date, except as otherwise specifically agreed in writing by the Buyer and the Seller. If the Buyer fails to pay at the due date and fails to request and obtain from the Seller a payment extension, the latter shall be entitled to invoice interest in arrears based on the annual rate Refi of the “BCE” + 7 points, in accordance with article L.441-6 of the French Commercial Code.

3.4 The Seller publications (reports, monitors, tracks...) are due for delivery only after receipt by the Seller of any payment due by the Buyer prior to delivery.

3.5 In the event of termination of the contract by the Seller attributable to Buyer misconduct during the contract, the Seller will have the right to invoice all work performed at the time of termination, and to take legal action for damages.

4. LIABILITIES

4.1 The Buyer or any other individual or legal person acting on its behalf, being a business user buying the Products for its business activities, shall be solely responsible for the choice of the Products purchased as well as for the use and interpretations the Buyer makes of the documents it purchases, of the results the Buyer obtains, and of the advice and acts the Buyer bases thereon .

4.2 In no event shall the Seller be liable for:
a) Damages of any kind, including without limitation, incidental or consequential damages (including, but not limited to, damages for loss of profits, business interruption and loss of programs or information) arising out of the use of a Product or the use of or the inability by the Buyer to use the Seller’s website, or any information provided on the website, or contained in a Product;
b) Any claim attributable to errors, omissions or other inaccuracies in a Product or interpretations thereof.

4.3 All the information contained in the Products has been obtained from sources believed to be reliable. The Seller does not warrant the accuracy, completeness adequacy or reliability of such information, which cannot be guaranteed to be free from errors.

4.4 Any Product that the Seller sells may, upon prior notice to the Buyer from time to time be modified by Seller or substituted with a similar Product meeting the needs of the Buyer. Such modification shall not lead to any liability of the Seller, provided that the Seller ensures the substituted Product is similar to the Product initially ordered.

4.5 In the case where, after inspection, it is acknowledged that a Product contain defects, the Seller undertakes to replace the defective product to the extent reasonably feasible and without indemnification or compensation of any kind for labour costs, delays, loss caused or any other reason being due by the Buyer . This undertaking from the Seller shall be effective for a maximum of two months starting from the delivery date but shall not be applicable in the event of force majeure as described in Article 5 below.

4.6 The deadlines that the Seller is asked to provide for the mailing of a Product are given for information purposes only and are not guaranteed. If such deadlines are not met, this shall not, without the agreement of the Seller lead to any claim for damages or right of cancellation of one or more orders by the Buyer, except for non-acceptable delays exceeding [3] months from the stated deadline. In such case only i.e. only in the event of a delay exceeding (3) months from the stated deadline the Buyer shall be entitled to ask for a reimbursement of any down payment previously made to the Seller, to the exclusion of any other damages.

4.7 The Seller does not make any warranties, express or implied, including, without limitation, those of sale ability and fitness for a particular purpose, with respect to any Products. Although the Seller shall take reasonable steps to screen Products for infection of viruses, worms, Trojan horses or other codes containing contaminating or destructive properties before making Products available, the Seller cannot guarantee that any Product will be free from infection.

5. FORCE MAJEURE

The Seller shall not be liable for any delay in performance directly or indirectly caused by or resulting from acts of nature, fire, flood, accident, riot, war, government intervention, embargoes, strikes, labour difficulties, epidemics, major health event (e.g. Corona virus), equipment failure, late deliveries by suppliers or other difficulties which are beyond the control, and not attributable to the fault of the Seller.

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6.1 All the IPR attached to the Products are and remain the property of the Seller and are protected under French and international copyright law and conventions.

6.2 The Buyer agreed not to disclose, copy, reproduce, redistribute, resell or publish a Product, or any part of it to any other party other than employees of the Buyer Company (and only in the country of the Primary User for Multi-User Licenses). The Buyer shall have the right to use Products solely for its own internal information purposes. In particular, the Buyer shall therefore not use any Product for purposes such as:

- Information storage and retrieval systems;
- Recordings and re-transmittals over any network (including any local area network);
- Use in any timesharing, service bureau, bulletin board or similar arrangement or public display;
- Posting any Product to any other online service (including bulletin boards or the Internet);
- Licensing, leasing, selling, offering for sale or assigning a Product or any derivative thereof.

6.3 If the Buyer would like to use data coming from a Product for presentations, press announcements and any other projects, the Buyer needs to contact Yole Développement’s Public Relations Director (info@yole.fr) to get an official authorization and confirm that the data are up to date. In return the Seller will make sure to provide up-to-date data under a suitable public format.

6.4 The Buyer shall be solely responsible towards the Seller for any infringement of the obligation described in Article 6.3 above, whether such infringement originates from the Buyer’s employees or any person to whom the Buyer has sent the Products. Furthermore, the Buyer shall initiate and personally take care of any related proceedings in coordination with the Seller, and the Buyer shall bear the related financial consequences in their entirety.

6.5 The Buyer shall define within its Company an identified user who shall serve as a contact person for the License purchased by the Buyer. This person will be the recipient of each new report. This person shall also be responsible on behalf of the Buyer, for compliance with all copyrights and other obligations relating to the protection of the Seller’s IP rights and general compliance with the terms of the License purchased by the Company. In the context of Bundle and Annual Subscriptions, the contact person shall decide within the Buyer which person(s) shall be entitled to receive the protected link that will allow the Buyer to access the Products.

6.6 It is acknowledged and accepted by the Buyer that whether purchased in the form of Bundles or Annual Subscription, all unselected reports will be deemed cancelled and lost after a period of 12 month following acceptance of the corresponding order by the Seller in accordance with provisions of Article 1.3 above .

6.7 It is further acknowledged and agreed by the Buyer that any investor in the Buyer Company, any external consultant of the Buyer Company or any joint venture done with a third party in which the Buyer Company is involved , is not entitled to use a Product, without paying to the Seller the full price for a license to the required Product..

7. TERMINATION

If the Buyer cancels the order in whole or in part or postpones the date of mailing, the Buyer shall indemnify the Seller for the entire costs that have been incurred as at the date of notification by the Buyer of such delay or cancellation. This may also apply for any other direct or indirect consequential loss that may be incurred by the Seller, pursuant to such cancellation or postponement.

8. MISCELLANEOUS

8.1 All the provisions of these General Terms and Conditions of Sale are for the benefit of the Seller, but also for that of its licensors, resellers and agents. Each of them is entitled to assert and enforce these provisions against the Buyer.

Any notices under these Terms and Conditions shall be given in writing and shall be effective upon receipt by the other Party.

8.2 The Seller may, from time to time, update these General Terms and Conditions of Sale, and the Buyer, shall be deemed to have accepted the latest version of such General Terms and Conditions of Sale, once they have been duly communicated to the Buyer by the Seller.

9. GOVERNING LAW AND JURISDICTION

- 9.1 Any dispute arising out or linked to these General Terms and Conditions of Sale or to any Licenses or Products purchased in application thereof shall be submitted to the French Commercial Court of Lyon, which shall have exclusive jurisdiction upon such issues.
- 9.2 French law (without reference to any applicable conflict of law provisions) shall apply to these General Terms and Conditions of sale and any agreement between the Buyer and the Seller made pursuant thereto.