

To: Joichi Ito [REDACTED]
From: jeffrey E.
Sent: Wed 7/9/2014 9:46:35 PM
Subject: Re: Things

you know bezos. or i can show it to bill if you want but hes not back until aug unless super urgent

On Wed, Jul 9, 2014 at 5:41 PM, Joichi Ito <[REDACTED]> wrote:

I'll be meeting with David soon to follow up.

Begin forwarded message:

From: David Smith <[REDACTED]>
Subject: Re: Things
Date: July 8, 2014 at 05:39:56 +0900
To: Joichi Ito <[REDACTED]>

Hi Joi,

Lots happening. We should talk soon.

- I have the license from Lockheed (finally). 31 patents and patent pending. Pretty good deal but not cheap. \$0.5M in 30 days. \$1.5M in 200 days. Royalty rate is good - drops to 2% after 65k units.
- A NC investor group is interested in \$5M. We told them \$25M pre. They pushed back and had us meet with Blake Krikorian who knows you. He loved the product and positioning so I think we can hold our line on valuation. Blake also asked for a convertible note like yours. Should know about the NC group soon.
- Intel is looking at \$1.5M convertible note.
- Met with Google and they said they were interested in an acquisition. No idea what valuation they are going to consider. Any ideas?
- Working with Flextronics on manufacturing. Very interesting group. No problem in scaling.
- Apple is interested in selling the device in their stores with an exclusive for the new iPad mini. October is a very big date with them.
- Amazon is also interested and wants us to go to Seattle to meet their management.

That said, we need to raise money quickly so I need to expand my search. Help here would be very valuable.

Best regards,

David

--

please note

The information contained in this communication is confidential, may be attorney-client privileged, may constitute inside information, and is intended only for the use of the addressee. It is the property of JEE

Unauthorized use, disclosure or copying of this communication or any part thereof is strictly prohibited and may be unlawful. If you have received this communication in error, please notify us immediately by return e-mail or by e-mail to jeevacation@gmail.com, and destroy this communication and all copies thereof, including all attachments. copyright -all rights reserved