



ULLMAN SAILS INTERNATIONAL  
**Protected Territories Matrix**

| <u>Loft Name &amp; Licensee</u>           | <u>Email</u>                  | <u>Protected Marketing Area Per License Agreement</u>                              | <u>Exclusive One Design Production Rights</u> | <u>One Design Class Managers</u> | <u>Exclusive North American Sales Territories for the J/105 class ONLY</u> |
|---|-------------------------------|--|---|----------------------------------|--|
| <b>AFRICA</b>                             |                               |  |   |                                  |  |
| Ullman Sails South Africa<br>Jan Reuvers  | c.millar@ullmansailsrsa.com   | The Republic of South Africa   |   |                                  | Not Applicable to lofts outside North America                              |
| <b>AUSTRALIA</b>                          |                               |  |   |                                  |  |
| Ullman Sails Brisbane<br>Andrew Turner    | andrew@ullmansails.com.au     | Within a 200 km radius of Wynnum, Queensland                                       |   |                                  | Not Applicable to lofts outside North America                              |
| Ullman Sails Sydney<br>Bruce Hollis       | bruce@ullmansails.com.au      | Sydney, Australia  |   | 18 Foot Skiff                    |  |
| Ullman Sails Whitsunday<br>Peter Mitchell | whitsunday@ullmansails.com.au | Within 500 km radius of Airie Beach, Queensland                                    |   |                                  |  |
| <b>CARIBBEAN</b>                          |                               |  |   |                                  |  |
| Ullman Sails St. Maarten<br>Rob Gilders   | rgilders@ullmansails.com      | St. Maarten/St. Martin, Anguilla, St. Barth and St. Kitts/Nevis                    |   |                                  | Not Applicable to lofts outside North America                              |
| Ullman Sails Trinidad<br>Mark Loe         | info@ullmansailstrinidad.com  | The islands of Trinidad and Tobago   |   |                                  |  |
| <b>EUROPE &amp; the UNITED KINGDOM</b>    |                               |  |   |                                  |  |
| Ullman Sails Croatia<br>Bojan Grego       | grego@ullmansails.hr          | Area within a radius of 200 km of Rijeka within the borders of Croatia             |   |                                  | Not Applicable to lofts outside North America                              |
| Ullman Sails Denmark<br>Lars Bo Poulsen   | larsbo@ullmansails.dk         | Denmark  |   | Dragon                           |  |
| Ullman Sails Italy<br>Diego Tisci         | info@ullmansailstraiano.com   | Italy and the island of Malta  |   |                                  |  |
| Ullman Sails Marseille<br>Patrick Boronat | pboronat@ullmansailsrsa.com   | Within 50km of the French Mediterranean coast from Le Lavandou to La Grande Motte. |   |                                  |  |



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| <b>EUROPE &amp; the UNITED KINGDOM (cont.)</b>                      |                              |   |   |                                  |  |
| Ullman Sails Montenegro<br>Bojan Grego                              | grego@ullmansails.hr         | Montenegro  |   |                                  | Not Applicable to lofts outside North America                              |
| Ullman Sails Northeast Germany<br>Gunther Froese/ Kati Jager-Froese | info@ullmansailsne.de        | The German province of Mecklenburg-Vorpommern and the area defined by the western border of Mecklenburg-Vorpommern to the east, the Elbe river from Boizenburg, Germany to Hamburg to the south; and a straight line that extends from Hamburg to Travemünde to the northwest to include the cities of Hamburg, and the city of Lübeck, and the harbour town of Travemünde. |   |                                  |  |
| Ullman Sails Norway<br>Peter Hoeg                                   | peter@ullmansails.no         | The country of Norway, excluding the southeast corner as defined by a line drawn immediately north of Fredrikstad that extends east from the Skagerrak to the Swedish border.   |   |                                  |  |
| Ullman Sails South Holland<br>Willem Garschagen/Liesbeth Kodde      | willem@ullmansailssouth.nl   | The south of the Netherlands defined as the area south of a line drawn from Hoek van Holland (Hook of Holland) that extends east to the German border.  |   |                                  |  |
| Ullman Sails Sweden<br>Niels Flohr                                  | info@ullmansails.se          | Area within a 150 kilometer radius of Skarhamn, Sweden, but only to include the southeast corner of Norway defined by a line drawn immediately north of Fredrikstad, Norway, that extends east from the Skagerrak to the Swedish border.  |   | Dragon                           |  |
| Ullman Sails Turkey<br>M.Ali Yelkenbicer                            | info@ullmansails-turkiye.com | Turkey  |   |                                  |  |
| Ullman Sails UK<br>Catrina Southworth                               | catrina@kan-do-it.com        | England, Scotland, and Wales  | B-14  | Finn Optimist                    |  |
| <b>JAPAN</b>  |                              |   |   |                                  |  |
| Ullman Sails Japan<br>Kenji Igarashi                                | info@ullmansails-japan.com   | Japan   |   |                                  | Not Applicable to lofts outside North America                              |
| <b>RUSSIA</b>   |                              |   |   |                                  |  |
| Ullman Sails Northwest Russia<br>Yuri Kostarev                      | ullmansails@mail.ru          | Area within an 1,000 kilometer radius of St. Petersburg within the Russian Federation   |   |                                  | Not Applicable to lofts outside North America                              |



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| <b>USA</b>  |                                      |   |   |                                  |  |
| Ullman Sails Annapolis, MD<br>Jan Reuvers           | lleonard@ullmansails.com             | The area in the state of Maryland defined by the Chesapeake Bay to the east, the Petuxant River to the south; the Petuxant River to the west until it crosses the MD-4, then northeast of MD-4 and east of US- 301 to MD-3 to Interstate 97; and south of MD-100 to MD-177 including the northern shore of the Magothy River and Gibson Island. |   |                                  | Refer to Exclusive North American Sales Territory Matrix for the J/105 Class |
| Ullman Sails Buffalo, NY<br>Greg Koski              | gregorykoski@ullmansailsleveland.com | 50 mile radius of Buffalo, New York   |   |                                  |  |
| Ullman Sails Cleveland, OH<br>Greg Koski            | gregorykoski@ullmansailsleveland.com | 75 mile radius of Cleveland, Ohio   |   |                                  |  |
| Ullman Sails Detroit, MI<br>Wally Cross             | wcross@ullmansails.com               | The state of Michigan; the following counties of the state of Illinois: Cook and Lake; and the following counties of the state of Indiana: Lake, Porter, and LaPorte.   |   |                                  |  |
| Ullman Sails Florida<br>Doug Fisher                 | ullmansails@ullfl.net                | State of Florida, and the Caribbean from the U.S. Virgin Islands north and west to Florida excluding Puerto Rico, but including Cuba, Jamaica and the Cayman Islands  | Johnson 18<br>Corsair 24 MII<br>Corsair 28R<br>Corsair 31R  |                                  |  |
| Ullman Sails Gulf Coast, LA<br>David Bolyard        | gulfcoast@ullmansails.com            | Louisiana and Mississippi   | Flying Scot   |                                  |  |
| Ullman Sails Hawaii<br>Larry Stenek                 | ullmanhi@artnelsonsailmaker.com      | State of Hawaii   |   |                                  |  |
| Ullman Sails Newport Beach, CA<br>Bruce Cooper      | bcooper@ullmansails.com              | Defined by a northern border that extends in a straight line from the northern edge of Marina del Rey along Washington Blvd to the I-10 at Beaumont; then a straight line that extends from Beaumont to the southernmost point of Orange County.  | J/105<br>Lido 14<br>Martin 242<br>Santana 20<br>Ultimate 20 | J/70<br>Melges 24                |  |
| Ullman Sails Pacific Northwest, WA<br>Kathy O'Brien | kathy@ullmansailssd.com              | Within 50 miles radius of Seattle, WA   |   |                                  |  |



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| <b>USA (cont'd)</b>   |                                      |  |   |                                  |  |
| Ullman Sails Rochester, NY<br>Greg Koski                      | gregorykoski@ullmansailsleveland.com | 50 mile radius of Rochester, New York  |   |                                  | Refer to Exclusive North American Sales Territory Matrix for the J/105 Class |
| Ullman Sails San Diego, CA<br>Kathy O'Brien                   | kathy@ullmansailssd.com              | San Diego County   | Capri 22                                      |                                  |  |
| Ullman Sails San Francisco & Monterey Bay, CA<br>David Hodges | dhodges@ullmansails.com              | The area inclusive of the following California counties in their entirety: Alameda, Contra Costa, San Francisco, San Mateo, Santa Clara, and Santa Cruz; and the coastal regions of Marin, Solano and Sonoma Counties that border on San Pablo Bay and San Francisco Bay up to a distance of 10 miles from the bay front; and the coastal regions of Monterey County that border on Monterey Bay up to a distance of 10 miles from the bay front. The northeast limit of the San Pablo Bay will be defined as the Benicia-Martinez Bridge, and the western limit of San Francisco Bay will be defined as the Golden Gate Bridge. |   |                                  |  |
| Ullman Sails Ventura, CA<br>Gary Swenson                      | ullmanventura1@att.net               | County of Ventura  |   |                                  |  |
| Ullman Sails Virginia<br>Jerry Latell                         | jerry@ullmansails.com                | Within the state of Virginia defined by Interstate 95 to the west, the Potomac River to the north and the North Carolina border to the south.  |   |                                  |  |