Hyperscaler Design and Supply Agreement Win Q&A

1. **What is the name of the customer?**
   - We don't disclose customer identities nor can we comment on the speculation about any specific customer. What's more relevant is the substance of the contract, and that now two of the largest infrastructure environments in the world will be utilizing Everpure technology.

2. **Is the customer a top 5 Hyperscaler?**
   - Yes.

3. **What is the approximate value of the supply agreement?**
   - Expectations are for the design win and supply agreement to be a significant contributor to future revenue starting in FY28.

4. **When will we start to see revenue contribution from this customer and how does that impact your FY27 guidance?**
   - There will be a de minimis contribution to revenue in FY27.
   - We expect to see a significant contribution in FY28, ramping thereafter.
   - We will discuss FY27 guidance on the Q2 earnings call that is scheduled for August 26th.

5. **How much revenue do you expect this customer to contribute, and over what time frame?**
   - We expect to see a significant revenue contribution in FY28, ramping thereafter.

6. **How will this agreement impact gross margins?**
   - Consistent with our prior commentary, we expect gross margins for the Hyperscale product line to remain within the previously provided range of 75% - 85%.

7. **When should we expect to see you break out revenue for the Hyperscaler business?**
   - We have not made a decision to separately disclose revenue from our Hyperscale product line.

8. **Is the product structure similar to your first Hyperscaler deal?**
   - Yes, the product structure is what we have outlined in our previous two earnings calls
   - This agreement is structured as a Master Supply Agreement consistent with prior commentary. As a reminder the product structure involves:

        - Software + non-NAND components that will be accounted for as product revenue. The customer will procure hardware modules including the NAND through its own supply chain
        - Support services accountable as ratable subscription but this is relatively small compared to the Product Revenue component
        - Some spares revenue accounted for as product revenue
    - Overall, we expect gross margins for the Hyperscale product line to be consistent with the previously provided range of 75% - 85%.

9. **Does this win add momentum to your Hyperscale business?**
    - Each additional win builds momentum behind our growth strategy and provides further validation of the value and differentiation of our technology and software.