

# Yirra Enterprise — Scale, exclusivity, and defence

For large manufacturers, defence programs, and exclusive deals

## Who this is for

You fit one of four situations: you're making more than 2,000 units a year, you want an exclusive territory or vertical, you're a defence or government program, or you need a custom arrangement.

## What you can do

- **Manufacture** Replicants at enterprise volume (2,000+ units/year).
- **Lock in** an exclusive territory, an exclusive vertical, or both.
- **Run** defence, government, or regulated programs with export support.
- **Negotiate** custom SKUs, priority engineering, and co-marketing.

## What it costs

**Setup from AUD \$45,000. Royalty is negotiated per deal. Exclusivity is extra.**

**Example:** A 5,000-unit program with territorial exclusivity in ASEAN: AUD \$45,000 setup + \$25,000 exclusivity fee + a per-unit royalty we agree in writing.

Exclusivity type	Fee floor (AUD/yr)	What it covers
Territory only	\$25,000	We won't licence anyone else in that country/region.
Vertical only	\$35,000	We won't licence anyone else in that industry (e.g. mining, agri).
Territory + vertical	\$60,000	Both, for the term of the agreement.

All figures AUD, ex-GST. Every MCLA is signed; nothing here is auto-applied.

## What you promise (five things)

- **Report and pay** on the agreed schedule — usually quarterly.
- **Follow export control** — DSGI and DTCA rules, and no onward supply to non-state armed groups.
- **Maintain quality** — genuine parts, serialisation, and post-sale support.
- **Don't attack** Yirra or other licensees with patents. If you do, the licence ends.
- **Keep exclusivity earned** — meet the agreed minimums or exclusivity converts to non-exclusive.

## What happens if you mess up

Most breaches get a 30-day cure period and a conversation. Export control breaches are different: those terminate the licence immediately, by law and by contract.

Talk to us → [partners@yirrasystems.com](mailto:partners@yirrasystems.com)