

**CHALLENGER OF RECORD & DEFENDER**  
**AMERICA'S CUP 36**

**Notice to Competitors**  
**N°22**

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**To:** All Competitors in the 36<sup>th</sup> America's Cup  
**From:** Matteo Plazzi on behalf of COR/D  
**Subject:** Assignment Criteria for the Second Set of One Design Foil Arms  
**Date:** 5<sup>th</sup> November 2019

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Dear Competitors,

Persico informed COR 36 that seven (7) new Foil Arms have been ordered as per the Competitors' respective Second Order letters all received by Persico in June 2019 ("Group of 7 Arms") and a further Eighth Foil Arm has been ordered on October 24<sup>th</sup> 2019 [the "Eighth Foil Arm"].

Please find below the criteria for the assignment of the second set of Foil Arms.

- a. The Foil Arms will be assigned by draw procedure. It is understood that only the Competitors that have timely paid to Persico all the Instalments as set out in the Second Order will be entitled to participate in the relevant ballot for the assignment of the Foil Arms manufactured.
- b. The first ballot will happen as soon as an adequate number of Foil Arms (one Foil Arm per team ordered with the Second Order by the Competitors entitled to enter the ballot) has been built and passed all the quality control and load tests.
- c. If a Competitor suffers a major structural issue, which is certified by the Measurement Committee, in one Foil Arm prior to the first ballot, it will receive the first available Foil Arm, provided it is in compliance with the timely payments. If this occurs, the concerned Competitor will no longer be involved in the first ballot and only the remaining 3 Competitors will be involved, provided always they are compliant with the payments.

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- d. Once a further adequate number of Foil Arms (to satisfy the second Foil Arm ordered with the Second Order as part of the Group of 7 Arms) has been built and passed the quality control and load tests, a second ballot will be held to allocate such second Foil Arm to the Teams which ordered them, in accordance with the same procedure a) and b) above.
- e. Once a further Foil Arm (to satisfy the Eighth Foil Arm ordered) has been built and passed the quality control and load tests, it will be allocated to the Competitor which ordered the Eighth Foil Arm.
- f. It is understood that the assignment of the Foil Arm/s of the Second Order for the Competitor/s non-compliant with payments will only be determined once:
  - (i) such Competitor(s) become(s) compliant with payments,
  - (ii) the ballot and assignment procedure among the compliant Competitors currently in progress (if any) have been completed, and
  - (iii) such Foil Arm/s has/have been built and passed all the quality control and load tests.

Best regards,



Matteo Plazzi  
COR Technical Director