1		
2		FILED ALAMEDA COUNTY
3		OCT 1 6 2024
4		CLERK OF THE SUPERIOR COURT
5		By Deputy
6		
7	SUPERIOR COURT OF TH	E STATE OF CALIFORNIA
8		F ALAMEDA
9	PROPEL FUELS, INC.,	Case No. 22CV007197
10	Plaintiff,	VERDICT FORM
11	V.	
12	PHILLIPS 66 COMPANY,	
13	Defendant.	
14		
15	4	
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<sup>1</sup> ATS stands for "Alleged Trade Secret."

#### **FINANCIALS**

#### Sales Data

ATS <sup>1</sup> 16	⊵Yes	□No
ATS 17	Yes	□No

#### **Historical Financials**

ATS 13	⊠Yes	□No
ATS 14	⊠Yes	□No
ATS 15	⊠Yes	□No

#### Cost

COSIS		
ATS 23	≥Yes	□No
ATS 24	⊠Yes	□No

#### **PRICING & MARGIN**

### **Pricing Methods and Strategies**

ATS 95	⊠Yes	□No
ATS 96	⊠Yes	□No
ATS 97	⊠Yes	□No
ATS 98	⊠Yes	□No
ATS 99	≥Yes	□No
ATS 100	⊠Yes	□No

## Margin Data

		Management of the second of th
ATS 18	⊠Yes	□No
ATS 19	ĭ Yes	□No
ATS 20	⊠Yes	□No
ATS 114	⊠Yes	□No

22

23

24

25

26

27

28

**ATS 65** 

 Yes □No **VERDICT FORM** 

 $\square$ No

 $\square$ No

□No

□No

□No

□No

□No

 $\square$ No

 $\square$ No

 $\square$ No

□No

 $\square$ No

 $\square$ No

 $\square$ No

□No

□No

□No

□No

□No

□No

□No

[Please Continue to Next Page]

25

26

27

(Question No. 1, Continued)

-

### **SITING**

ATS 88	<b>⊻</b> Yes	□No
ATS 89	⊠Yes	□No
ATS 90	⊠Yes	□No
ATS 91	⊠Yes	□No
ATS 92	✓Yes	□No
ATS 93	⊠Yes	□No
ATS 94	⊠Yes	□No

# Customer Data & Analyses

	4	1	ļ	

ATS 1	ĭ≅Yes	□No
ATS 2	≥Yes	□No
ATS 7	⊠Yes	□No
ATS 9	⊠Yes	□No
ATS 66	⊠Yes	□No
ATS 67	≥Yes	□No
ATS 10	ĭYes	□No
ATS 11	≥Yes	□No
ATS 12	⊠Yes	□No
ATS 25	≥Yes	□No
ATS 56	⊠Yes	□No
ATS 57	≥Yes	□No
ATS 58	Yes	□No
ATS 59	⊠Yes	□No
ATS 60	⊠Yes	□No
ATS 81	⊠Yes	□No
ATS 84	⊠Yes	□No

**MARKETING** 

### Methods & Strategies

ATS 70	⊠Yes	□No
ATS 71	⊠Yes	□No
ATS 72	⊠Yes	□No
ATS 73	ĭYes	□No
ATS 78	≅Yes	□No
ATS 79	⊠Yes	□No
ATS 80	≥Yes	□No

1	(Question No. 1, Con	tinued)		
2	If you answered "Yes" for any item in Question No. 1, please answer Question No. 2. If you			
3	answered "No" for e	very item in Question No.	1, please proceed to Q	uestion No. 6(a).
4	II. PROPEL'S	CLAIM OF MISAPPRO	<u>PRIATION</u>	
5	Question No. 2:			
6	Answe	ring "Yes" to Question N	o. 2 is a finding in favo	or of Propel.
7	Answeri	ng "No" to Question No.	2 is a finding in favor	of Phillips 66.
8	Has Propel pr	oven by a preponderance	of the evidence that P	hillips 66 misappropriated
9	any of the alleged trac	le secrets?		
10		YES	<u>NO</u>	
11		×		
12				
13	If you answered "No" to this question, then stop here, and have the presiding juror sign and date			
14	this form.			
15	If you answered "Yes" to this question, then please answer "Yes" or "No" for each item found			
16	to be a trade secret in	Question No. 1:		
17		FINA	NCIALS	
18	Sales Data			7
19	ATS 16	ĭ¥Yes	□No	
20	ATS 17	∑Yes	□No	
21	Historical Financials			
22	ATS 13	□Yes	⊠No	
23	ATS 14	□Yes	⊠No	
24	ATS 15	□Yes	⊠No	
25	Costs			_
26	ATS 23	□Yes	⊠No	
27	ATS 24	□Yes	⊠No	
28	[Please Continue to Next Page]			

7 VERDICT FORM

28 [Please Continue to Next Page]

### **PRICING & MARGIN**

**Pricing Methods and Strategies** 

ATS 95	⊠Yes	□No
ATS 96	⊠Yes	□No
ATS 97	⊠Yes	□No
ATS 98	⊠Yes	□No
ATS 99	⊠Yes	□No
ATS 100	⊠Yes	□No

Margin Data

ATS 18	⊠Yes	□No
ATS 19	⊠Yes	□No
ATS 20	¥Yes	□No
ATS 114	⊠Yes	□No

**Margin Volatility** 

ATS 110	ĭ≥Yes	□No
ATS 113	⊠Yes	□No
ATS 116	ĭ¥Yes	□No

### **OPERATING MODEL & PROJECTIONS**

Operating Model

ATS 54	≥Yes	□No
ATS 55	⊠Yes	□No

**Volume Growth Projections** 

ATS 32	⊠Yes	□No
ATS 62	⊠Yes	□No
ATS 63	⊠Yes	□No

**Revenue and Sales Projections** 

⊠Yes	□No
⊠Yes	□No
⊠Yes	□No
≥Yes	□No
≥Yes	□No
⊠Yes	□No
⊠Yes	□No
⊠Yes	□No
≥Yes	□No
⊠Yes	□No
⊠Yes	□No
∑Yes	□No
□Yes	⊠No
≥Yes	□No

**Scalability** 

Yes	□No
	≥Yes

**Cost Projections** 

ATS 22	ĭ¥Yes	□No
ATS 39	⊠Yes	□No
ATS 40	⊠Yes	□No
ATS 41	<b>∑</b> Yes	□No

Compliance Correlated Cashflows

ATS 48	⊠Yes	□No
ATS 49	¥Yes	□No
ATS 50	⊠Yes	□No
ATS 51	⊠Yes	□No
ATS 52	⊠Yes	□No
ATS 53	⊠Yes	□No

**Profit and Margin Projections** 

ATS 87	⊠Yes	□No
ATS 42	⊠Yes	□No
ATS 43	⊠Yes	□No
ATS 44	≥Yes	□No
ATS 45	<b>≥</b> Yes	□No
ATS 46	ĭ⊠Yes	□No
ATS 47	ĭ¥Yes	□No

### **SITING**

ATS 88	⊠Yes	□No
ATS 89	ĭ¥Yes	□No
ATS 90	⊠Yes	□No
ATS 91	<b>Y</b> es <b>Y</b> es	□No
ATS 92	ĭĭYes	□No
ATS 93	⊠Yes	□No
ATS 94	ĭ¥Yes	□No

**MARKETING** 

**Customer Data & Analyses** 

ATS 1	⊠Yes	□No
ATS 2	⊠Yes	□No
ATS 7	⊠Yes	□No
ATS 9	⊠Yes	□No
ATS 66	⊠Yes	□No
ATS 67	⊠Yes	□No
ATS 10	⊠Yes	□No
ATS 11	⊠Yes	□No
ATS 12	ĭ¥Yes	□No
ATS 25	ĭ¥Yes	□No
ATS 56	⊠Yes	□No
ATS 57	⊠Yes	□No
ATS 58	⊠Yes	□No
ATS 59	⊠Yes	□No
ATS 60	⊠Yes	□No
ATS 81	⊠Yes	□No
ATS 84	⊠Yes	□No

Methods & Strategies

ATS 70	∑Yes	□No
ATS 71	ĭ¥Yes	□No
ATS 72	□Yes	⊠No
ATS 73	□Yes	⊠No
ATS 78	□Yes	⊠No
ATS 79	□Yes	⊠No
ATS 80	□Yes	⊠No

1	(Question No. 2, Continu	ued)		
2	If you answered "Yes"	for any item in Quest	tion No. 2, please answ	er Question No. 3. If you
3	answered "No" for every			
4	III. <u>PHILLIPS 66'S</u>	DEFENSE OF REA	DY ASCERTAINABII	LITY
5	Question No. 3:			
6	Answering '	'Yes" to Question No.	3 is a finding in favor o	f Phillips 66.
7	Answering	g "No" to Question N	o. 3 is a finding in favor	of Propel.
8	Has Phillips 66 pr	oven by a prepondera	ance of the evidence that	any of Propel's trade
9	secrets were readily ascer	tainable?		
10		YES	<u>NO</u>	
11			**	
12				
13	If you answered "No" to			
14	If you answered "Yes"			
15	misappropriated in Quest	ion No. 2 that Phillip	s 66 has proven were red	adily ascertainable.
16		FINA	NCIALS	
17	Sales Data		1	
18	ATS 16	□Yes	□No	
19	ATS 17	□Yes	□No	
20	Historical Financials	T		
21	ATS 13	□Yes	□No	
22	ATS 14	□Yes	□No	
23	ATS 15	□Yes	□No	
24	Costs			
25	ATS 23	□Yes	□No	
26	ATS 24	□Yes	□No	
27				
28	[Please Continue to Next ]	Page]		
- 11				

[Please Continue to Next Page]

#### **PRICING & MARGIN**

### **Pricing Methods and Strategies**

ATS 95	□Yes	□No
ATS 96	□Yes	□No
ATS 97	□Yes	□No
ATS 98	□Yes	□No
ATS 99	□Yes	□No
ATS 100	□Yes	□No

### Margin Data

ATS 18	□Yes	□No
ATS 19	□Yes	□No
ATS 20	□Yes	□No
ATS 114	□Yes	□No

### **Margin Volatility**

ATS 110	□Yes	□No
ATS 113	□Yes	□No
ATS 116	□Yes	□No

### **OPERATING MODEL & PROJECTIONS**

### **Operating Model**

ATS 54	□Yes	□No	
ATS 55	□Yes	□No	

### **Volume Growth Projections**

ATS 32	□Yes	□No
ATS 62	□Yes	□No
ATS 63	□Yes	□No

Revenue and Sales Projections

Revenue and Sales P	<u>rojections</u>	
ATS 26	□Yes	□No
ATS 27	□Yes	□No
ATS 28	□Yes	□No
ATS 29	□Yes	□No
ATS 30	□Yes	□No
ATS 31	□Yes	□No
ATS 33	□Yes	□No
ATS 34	□Yes	□No
ATS 35	□Yes	□No
ATS 36	□Yes	□No
ATS 37	□Yes	□No
ATS 38	□Yes	□No
ATS 64	□Yes	□No
ATS 65	□Yes	□No
Scalability		
ATS 61	□Yes	□No
Cost Projections		
ATS 22	□Yes	□No
ATS 39	□Yes	□No
Section of the sectio		

 $\square$ Yes

 $\square$ Yes

[Please Continue to Next Page]

**ATS 40** 

**ATS 41** 

 $\square$ No

 $\square$ No

### **Compliance Correlated Cashflows**

ATS 48	□Yes	□No
ATS 49	□Yes	□No
ATS 50	□Yes	□No
ATS 51	□Yes	□No
ATS 52	□Yes	□No
ATS 53	□Yes	□No

### **Profit and Margin Projections**

ATS 87	□Yes	□No
ATS 42	□Yes	□No
ATS 43	□Yes	□No
ATS 44	□Yes	□No
ATS 45	□Yes	□No
ATS 46	□Yes	□No
ATS 47	□Yes	□No

### **SITING**

ATS 88	□Yes	□No
ATS 89	□Yes	□No
ATS 90	□Yes	□No
ATS 91	□Yes	□No
ATS 92	□Yes	□No
ATS 93	□Yes	□No
ATS 94	□Yes	□No

[Please Continue to Next Page]

### **MARKETING**

Customer Data & Analyses			
ATS 1	□Yes	□No	
ATS 2	□Yes	□No	
ATS 7	□Yes	□No	
ATS 9	□Yes	□No	
ATS 66	□Yes	□No	
ATS 67	□Yes	□No	
ATS 10	□Yes	□No	
ATS 11	□Yes	□No	
ATS 12	□Yes	□No	
ATS 25	□Yes	□No	
ATS 56	□Yes	□No	
ATS 57	□Yes	□No	
ATS 58	□Yes	□No	
ATS 59	□Yes	□No	
ATS 60	□Yes	□No	
ATS 81	□Yes	□No	
ATS 84	□Yes	□No	
Methods & Strategies			
ATS 70	□Yes	□No	
ATS 71	□Yes	□No	
ATS 72	□Yes	□No	
ATS 73	□Yes	□No	
ATS 78	□Yes	□No	
ATS 79	□Yes	□No	
ATS 80	□Yes	□No	
	CONTRACTOR OF THE PROPERTY OF	_	

VERDICT FORM

1	(Question No. 3, Continued)				
2	If you answered "No" for any item in Question No. 3, please answer Question No. 4(a). If you				
3	answered "Yes"	" for every item in Question No	o. 3, please proceed to Questio	on No. 6(a).	
4	IV. DAMAC	GES			
5	Question No. 40	(a):			
6	An	nswering "Yes" to Question No	o. 4(a) is a finding in favor of I	Propel.	
7	Ansv	wering "No" to Question No. 4	(a) is a finding in favor of Ph	illips 66.	
8	Has Prop	pel proven by a preponderance	of the evidence that Phillips 6	66 was unjustly	
9	enriched?				
10		YES	<u>NO</u>	]	
11		×			
12			_		
13	If you answered	"No" to this question, please p	proceed to Question No. 5.		
14	If you answered	"Yes" to this question, then ar	nswer Question No. 4(b).		
15	Question No. 4(	b):			
16	What is the	he amount of Phillips 66's unj	ust enrichment?		
17	4				
18	₩60	14,900,000			
19					
20	[Please Continue	to Next Page]			
21					
22					
23					
24					
25					
26					
27	V				
28					

# V. Question No. 5:

#### **WILLFULNESS**

Answering "Yes" to Question No. 5 is a finding in favor of Propel.

Answering "No" to Question No. 5 is a finding in favor of Phillips 66.

Has Propel proven by clear and convincing evidence that Phillips 66's misappropriation was willful and malicious?

<u>NO</u>

1	VI. PHILLIPS 66'S DEFENSE OF STATUTE OF LIMITATIONS
2.	Question No. 6(a):
3	Answering "Yes" to Question No. 6(a) is a finding in favor of Phillips 66.
4	Answering "No" to Question No. 6(a) is a finding in favor of Propel.
5	Has Phillips 66 proven by a preponderance of the evidence that the alleged
6	misappropriation of Propel's trade secrets occurred before August 23, 2018?
7	YES NO
8	
9	
10	If you answered "Yes," please answer Question No. 6(b).
11	If you answered "No" to this question, then stop here, and have the presiding juror sign and
12	date this form.
13	Question No. 6(b):
14	Answering "Yes" to Question No. 6(b) is a finding in favor of Propel.
15	Answering "No" to Question No. 6(b) is a finding in favor of Phillips 66.
16	Has Propel proven by a preponderance of the evidence that before August 23, 2018, Prope
17	did not discover, nor with reasonable diligence should have discovered, facts that would have
18	caused a reasonable person to suspect that Phillips 66 had misappropriated Propel's trade secrets?
19	YES NO
20	
21	
22	Please have the presiding juror sign and date this form.
23	Signed: WMhller
24	Presiding Juror
25	Dated: 10/16/24
26	After the verdict form has been signed, please notify the courtroom deputy that you are ready to
27	present your verdict in the courtroom.
28	
	19
	VERDICT FORM