

**From:** Christopher Li <Redacted@google.com>  
**To:** Jim Kolotouros <Redacted@google.com>  
**Subject:** Re: Call between Patrick & Hiroshi  
noname

I started a list of items / angles that I think Patrick may bring up. Please feel free to use as much or as little of this as you'd like. I focused more on trying to put in the facts of the situation (and what has been discussed) since I think Hiroshi will be an expert in how to frame / land the message, and what angles to press in on.

Happy to spend as much time as needed to help with this, just let me know whether that is tonight or tomorrow morning.

On Thu, Jun 25, 2020 at 9:36 PM Jim Kolotouros <Redacted@google.com> wrote:

how long should these notes be?  
do we mention things like:

- we suspect that they drove some of the complaints against us in both Europe and Korea (from Rosie). i.e. you are the reason why we cannot pay you anymore in Europe. you mis-calculated.
- S20 as a concession for installed base.
- let's focus on deal 1.. long form contract is almost done and I'm confident we can get that done between now and end of July since it borrows so heavily from the current deal.
- we can consider deal 2 and deal 3 as you are ready
- if Samsung threatens Wear, that's fine... (call their bluff)... "it is disappointing"
- "Maybe we need to reconsider our model for MADA"
- "sounds like you can treat us transactionally on display, memory, SLSI, TV but you want us to do unnatural things for Mobile and give us zero credit for what we have contributed (and I mean zero)."
- "sounds like you want this to be easy.... and not make any hard decisions. we made hard decisions... Jay himself last week said 'give me <sup>Redacted</sup> a year for -1....' It's a ridiculous number that is the measure of your commitment to making the kind of hard decisions we are."
- "do you want a Play revenue share? fine, we have conditions for that. ditto for Chrome as an access point. you don't want to do Discover? fine. installed base is <sup>Redacted</sup> and that's it. Messages? I've lost interest since it's taken so long for you people to do anything.

----- Forwarded message -----

**From:** **Jamie Rosenberg** <Redacted@google.com>  
**Date:** Thu, Jun 25, 2020 at 9:27 PM  
**Subject:** Re: Call between Patrick & Hiroshi  
**To:** Hiroshi Lockheimer <Redacted@google.com>  
**Cc:** Jim Kolotouros <Redacted@google.com>

Sorry you're getting pulled into this. Jim will send you some notes in advance of your call, with back channel info on what Patrick is likely to raise (and suggested response/ talking points).

On Thu, Jun 25, 2020, 8:42 PM Hiroshi Lockheimer <Redacted@google.com> wrote:

Heads up, having a 1:1 w/ Patrick tomorrow (at his request). I tried to have it be a group thing (we discussed over chat) but he insisted on 1:1, sorry.

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Ex. No.

UPX0643

1:20-cv-03010-APM

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# Redacted

TM and leadership are questioning whether Google sees Samsung as a “strategic partner”

- This could not be further from the truth, Samsung has always been my team’s number one priority, which is why we have made sure to connect weekly for the last few months
- We view the partnership much more expansively and strategically. Beyond search distribution, we are offering 1) To share revenue with you on a broader set of services, and 2) To contribute directly to your go-to-market efforts. These are unprecedented things and should be viewed as a strong signal of our strategic interest. This allows us

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more and more to start acting as one unit to the market. If this is a matter of the number not being high enough, tell us what that number should be.

- We thought we were successful in creating a structure that would protect Google core interests, create a better overall product, and also improve margins for Samsung.

# Redacted

Patrick  
Chomet  
(EVP)

Custodian of the product / user experience, positions himself as overall Google "lead" internally and owner of relationship

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TM and leadership are questioning whether

- As I've mentioned before, Samsung has always been my team's number one priority, which is why we have made sure to connect weekly for the last few months. For the

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Google sees Samsung as a “strategic partner”

RSA specifically, we worked tremendously hard to find ways to adjust to the new market realities and also give Samsung opportunities to be more successful financially, which we agree will equip you to be in a better position for our shared goals of growing premium share.

- We thought we were successful in creating a structure that would protect Google core interests, create a better overall product, and also improve margins for Samsung.
- We are also getting questions on how Samsung views Google.

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