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**From:** Bruce Sewell [Redacted@apple.com]  
**Sent:** 11/16/2012 12:53:19 AM  
**To:** David Drummond [Redacted@google.com]; [Redacted@google.com]; Joan Braddi [Redacted@google.com]  
**Subject:** Draft Term Sheet  
**Attachments:** Google Term sheet.docx

All,

Here's a very early effort. There are many open issues to be sure, but hopefully this helps us identify places where we need more discussion. Thanks for the meeting today -- very useful. Send me whatever questions you have whenever they come up and we will try to get you answers as soon as possible. Just bear with us as we are officially closed next week.

Regards,

Bruce

Ex. No.  
UPX0570  
1:20-cv-03010-APM

Redacted

**DRAFT HEADS OF AGREEMENT**  
**GOOGLE & APPLE**

*This Term Sheet is for discussion purposes only and is not enforceable against either party. This Term Sheet does not necessarily reflect the final positions of the parties and does not necessarily contain all matters upon which agreement must be reached with respect to the transactions outlined below.*

Redacted

# Redacted

## 3. SEARCH

### *License*

- License to integrate Google search services in all Apple products, services and websites.

### *Default*

- No obligation to use Google search services or to make Google the default.

### *Revenue Share*

- Apple's revenue share would be <sup>Redacted</sup> of Google's net revenue from Referral Traffic. The revenue share would apply to all traffic directed to Google from any Apple integration of a Google search service.

### *Attribution*

- Apple integrations of Google's search service would indicate that the search results are provided by Google.

## 4. TERM

- <sup>Redacted</sup> Strategic Agreement
- Google would be obligated to continue to provide service to end users of versions of Apple products and platforms that started shipping during the term.