

Message

**From:** Christopher Li [Redacted@google.com]  
**Sent:** 6/10/2020 3:56:13 AM  
**To:** 김정현 [Jay Kim@samsung.com]; 송승호 [Seung Song@samsung.com]; Jim Kolotouros [Redacted@google.com]; Samsung Android Business (Internal Google team only) [Redacted@google.com]  
**Subject:** RSA term sheets  
**Attachments:** Samsung RSA 2020 Term Sheet - D1 - Search & Assistant.docx; Samsung RSA 2020 Term Sheet - D3 - GTM investment fund.docx; Samsung RSA 2020 Term Sheet - D2 - Services.docx

Hi Samsung Team -

Please find attached our draft term sheets for the three deals that we discussed last week. Look forward to further conversations when you are ready to have them.



Christopher Li  
Android - Platform  
Redacted@google.com  
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June 2020

This Term Sheet summarizes the business terms of a proposed agreement between Samsung (“Company”) and Google LLC (“Google”) (collectively the “Parties”). This Term Sheet is not binding on either party. Neither party has any legal obligations to the other unless set out in a definitive agreement that is signed by both Parties. The information contained in this Term Sheet is confidential and subject to the Non Disclosure Agreement entered into by Google and Company

<b>Overview</b>	Company and Google propose to enter into a new commercial agreement (“Contemplated Search/Assistant Agreement”) as follows.
<b>Term</b>	<b>Confidential</b>
<b>COMMON DEFINITIONS AND STRUCTURAL TERMS</b>	
<b>Access Points</b>	<b>Confidential</b>
<b>Territories</b>	
<b>Install Base</b>	
<b>CORE QUALIFYING DEVICE</b>	
<b>Device enrollment requirements</b>	<b>Confidential</b>
<b>Product Requirements to be a Core Qualifying Device</b>	

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# Confidential

Promotion of Google  
Services in setup flow

Payment  
considerations for

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Core Qualifying Device

# Confidential

## ENHANCED QUALIFYING DEVICE

Device enrollment

Geo considerations

Product Requirements to be an Enhanced Qualifying Device

Payment considerations for Enhanced Qualifying Device

Payment Frequency

# Confidential

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