

Message

**From:** John Yoo [PII]@google.com]  
**Sent:** 4/16/2018 9:58:56 PM  
**To:** Rosie Lipscomb [PII]@google.com]; Jim Kolotouros [PII]@google.com]  
**CC:** Yuki Richardson [PII]@google.com]  
**Subject:** Chrome Waiver Economics

**PRIVILEGED AND CONFIDENTIAL**

Hi Jim,

Please find below the economics for a Chrome waiver on **Confidential** Note 10 / GS10 devices, with the model available [here](#) for your reference:

Device Lifetime TAC Eligible via Chrome Waiver (\$ mn)

Note 10 Galaxy S10

**Confidential**

While performing this analysis, I also wanted to point out some interesting trends as FYI:  
- In the US, **GSA has grown to dominate as a dist. search access point**, representing nearly **Confidential** of search revenue through the larger form factor devices (S+ and Note series)  
- The remaining **Confidential**

**Confidential**

**Confidential**

Happy to discuss any questions / comments you may have.

@ Rosie, Kindly advise on any legal considerations I may have missed above.

Thanks,  
John Yoo

**KEY ASSUMPTIONS**

- Low end of range assumes:
  - Note 10: Sales in-line with Note5 series
  - GS 10: Sales in-line with to-date GS9 performance **Confidential** to GS8)
- High end of range assumes:
  - Note 10: Sales in-line with Note8 performance
  - GS 10: Sales in-line with S8 performance

Ex. No.  
UPX1107  
1:20-cv-03010-APM

Redacted

GOOG-DOJ-24734732

**REDACTED FOR PUBLIC FILING**

