

Figueira Decl. Tab

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Protective Order at
Request of Defendants

To: "Sean Dempsey" <sdempsey@google.com>
From: "Steve Chen" <steve@youtube.com>
Cc: "Hunter Walk" <hunter@google.com>, "Chris Maxcy" <chris@youtube.com>
Bcc:
Received Date: 2007-02-27 02:56:01 GMT
Subject: Re: M&A Opportunity

I'd be curious what this "Johnny" technology thing covers, but I'm pretty certain the internal Google stuff is better. I'm wondering what they mean when they claim it's approved by MPAA.

-s

On Feb 26, 2007, at Feb 26,5:54 PM, Sean Dempsey wrote:

- > Ok, thanks. I'll catch up with chris on the copyright detection
- > angle--didn't know our stuff was ready for prime time already. I
- > don't yet have any insight into valuation but fair to assume they
- > are looking for more than a talent firesale price. if rajas has
- > some insight and thinks the engineers could be valuable, I'll dig
- > on value expectations.
- >
- > On 2/26/07, Hunter Walk <hunter@google.com> wrote:
- > Hi Sean -
- >
- > The PM/Eng team at YT currently working on copyright detection
- > stuff has been advised by legal to stay out of these conversations
- > in order to prevent IP contamination (since we're going to launch
- > some of our own stuff).
- >
- > We're unlikely to be to interested in "Johnny" given our own work,
- > but i do see they've got 10 engineers. My guess is they're looking
- > at a multiple which values them as a consumer destination site, not
- > an engineering fire sale, making us less interested. Do you have
- > any sense of their expectations?
- >
- > Rajas Moonka has been working with them on in-stream ads test -
- > i'll ping him for info on what he thinks of their engineers.
- >
- > hw
- >
- >
- > On 2/26/07, Sean Dempsey <sdempsey@google.com> wrote:
- > Folks, Guba is for sale. I don't assume their core biz is of any
- > interest for acquisition, but as you know they have some copyright
- > detection technology they've developed called "Johnny" and it may
- > be interesting to learn more. they claim this is the only
- > filtering technology approved by the MPAA for video-sharing sites.
- >
- > let me know if there is interest in following up.
- >
- >
- > I hope you are well. I am writing per your conversation with Blake
- > Warner regarding an M&A opportunity in which we have been hired in
- > a sellside capacity for a private company by the name of Guba. See
- > attached the company overview for Guba.
- >

Highly Confidential

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> Please let me know if you have any questions.

>
>
> Best,

>
>
> Blair

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