

From: Vikram Grover <vik@nianticlabs.com>
Sent: Thursday, January 10, 2019, 4:13 PM
To: Shaun MacDonald <shaun@extremevp.com>
Cc: Ron Laurie <ronlaurie@ip-strategy.com>
Subject: Re: AR Gaming Patent discussion : Niantic and XMG

Hi Shaun,

I met with our CTO today. He has started reviewing the patents but has a number of things on his plate at the moment. In terms of process, he is the key guy to help us evaluate and will then share his perspective with the rest of our exec team. At that point, we're in a position to discuss in more detail with you.

I will keep the gears turning on our end. If there's a specific deadline that I need to communicate internally, please let me know.

Thank you,

Vikram

On Tue, Jan 8, 2019 at 7:53 AM Shaun MacDonald <shaun@extremevp.com> wrote:

Welcome back Vikram,

We look forward to hearing back from you. As we look to support any questions on your side, and in parallel manage a professional process, I would appreciate it, if when we next connect, you can share a view to both the level of interest, as well as your internal process and stakeholders for any patent acquisition decisions, so we can both manage expectations effectively.

Let us know when you and the team want to reconnect

Shaun

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On Jan 7, 2019, at 14:36, Vikram Grover <vik@nianticlabs.com> wrote:

Hi Shaun,

Happy New Year to you as well. I've just returned from the holidays today. Let me follow up with our CTO this week (likely Wednesday when I see him) and circle back with you.

Thanks,
Vikram

On Wed, Jan 2, 2019 at 8:38 AM Shaun MacDonald <shaun@extremevp.com> wrote:

Hi Vikram and Happy New Year !

Checking in to see if you have had feedback from your team, and what would work best for you in terms of next steps?
January is a big month, and it might be helpful to line up discussions, given the rare patents align with your core business .

Regards

Shaun

On Tue, Dec 18, 2018 at 1:45 PM Vikram Grover <vik@nianticlabs.com> wrote:

Hi Shaun,

Apologies for the late response. Still waiting on some feedback. End of year rush here is making it a bit more challenging than usual. I'll follow up again today with folks.

Thanks,
Vikram

On Fri, Dec 14, 2018, 07:40 Shaun MacDonald <shaun@extremevp.com> wrote:

Hi Vik,

Per our discussion last week, you mentioned that you wanted to circle back with your CTO, Phil Keslin, and CEO, John Hanke, and would plan to get

back to us this week with follow-ups. Should we schedule a call to discuss any next steps?

Best Regards,

Shaun

On Thu, Dec 6, 2018 at 2:54 PM Shaun MacDonald

<shaun@extremevp.com> wrote:

Hi Vikram,

Per our chat, here is the exec summary of the XMG patents

On Tue, Dec 4, 2018 at 2:20 PM Shaun MacDonald

<shaun@extremevp.com> wrote:

Hi Vic,

I have availability this Thursday anytime between 10 am and 2:30 pm PT. If you let me know the best number to reach me at, I'll call you and patch in Ron Laurie, an IP patent expert who works nearby in the valley, and is representing us on this file.

<http://www.ip-strategy.com/Leadership.html>

As an aside, if you have an interest, he would be pleased to invite you to an event attached, taking place this Thursday, where he is speaking ... annual meeting of the Silicon Valley Advanced Patent Law Institute. A face to face chat maybe more productive.

Please confirm your preference, and I'll send a calendar invite to get it posted.

Thanks

Shaun

On Mon, Dec 3, 2018 at 11:33 PM Vikram Grover

<vik@nianticlabs.com> wrote:

Hi Shaun,

How does Thursday look for you? Can you send me a few times that work?

On Mon, Dec 3, 2018, 11:16 Shaun MacDonald

<shaun@extremevp.com> wrote:

Thanks Omar for making the connection.

Vic, can you suggest a few times that work for you for an intro call?

On Mon, Dec 3, 2018 at 2:57 PM Omar Tellez

<omar@nianticlabs.com> wrote:

Shaun - thanks for reaching out.

I'd like to introduce you to Vik (heads our IP Biz Dev) and has been tasked to better understand this opportunity.

cheers

oht

On Mon, Dec 3, 2018 at 7:50 AM Shaun MacDonald

<shaun@extremevp.com> wrote:

Hi Omar;

Just checking in to confirm that you have the exec summary info that you need with respect to the AR gaming patents, and to see if you had connected with your CEO/CxO team for any next steps. Let me know if I can help in any way?

Shaun

On Wed, Nov 21, 2018 at 8:05 PM Shaun MacDonald

<shaun@extremevp.com> wrote:

Hey Omar,

I wanted to circle back and mention that I enjoyed our chat last week. While it centered on the AR gaming patents, we also share a common interest in 5G.

On my VC side of life, I've built this 5G deck with my partner Ray, which leans into vertical apps. It may have some nuggets for you given your platform strategies. I expect there are many new "shared environment, multiplayer applications" to be invented in a 5G world.

Its orthogonal, but I see AI as highly complementary to mobile tech and gaming, and we have an exceptional core talent situation in Toronto & Montreal. Firms like Google

and MSFT are scooping them up. I put together some personal notes on what's happening, and would love any insights that you might have on the 5G, AI and AR/VR worlds.

All the best and please do circle back on the patent side when appropriate.

Shaun

On Sun, Nov 11, 2018 at 12:35 PM Shaun MacDonald
<shaun@extremevp.com> wrote:

Done;

Here is the ExecSum and I look forward to connecting. If you want to chat before Friday I can probably find a slot.
Thx

On Fri, Nov 9, 2018 at 6:35 PM, Omar Tellez
<omar@nianticlabs.com> wrote:

Shaun - Friday 11 am ET is best for me. Could u pls send me the 1 pager and send me an invite?
Thx

On Fri, Nov 9, 2018 at 9:49 AM Shaun MacDonald
<shaun@extremevp.com> wrote:
Hi

I could but I d prefer to just chat quickly if that is ok and point verbally to some material, and then send a summary right away if you like.

How is your schedule for a 15 minute chat later today or Monday?

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On Nov 9, 2018, at 12:06, Omar Tellez
<omar@nianticlabs.com> wrote:

Hi SHAUN, sure I'd be happy to chat.
Is there a one pager on the patents that
u could send in advance?

On Fri, Nov 9, 2018 at 7:28 AM
Shaun MacDonald
<shaun@extremevp.com> wrote:

Hi Omar,

It's been awhile since we worked
together at OPWV in the mobile
internet early days. Do you keep
in touch with any of the old
crew? I still get together on
occasion with Steve Peters,
Danny Winokur, Jon Shantz and
Obie Oberoi, and the legal team
[Marina. Doug and Michelle].

I am reaching out as I believe
that you have perspectives on
long term equity building, and
there is a scarce asset in your
wheelhouse. One of my VC
partners invested early in mobile
games, and one output was
early patents for AR gaming
where geolocation is part of the
gameplay. Can we schedule a
10-minute chat, and I'll share
some colour? My email is
shaun@evp.vc

Regards,

Shaun

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Thanks,

Vikram

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