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Case 1:16-cv-00453-RGA Document 574-1 Filed 06/12/18 Page 6 of 47 PageID #: 46863 1 1 IN THE UNITED STATES DISTRICT COURT 2 IN AND FOR THE DISTRICT OF DELAWARE 3 - - -4 ACCELERATION BAY, LLC, : CIVIL ACTION 5 : Plaintiff, : 6 : vs. : 7 : ACTIVISION BLIZZARD, : 8 Defendant : NO. 16-0453-RGA 9 10 - - -11 Wilmington, Delaware Thursday, May 17, 2018 12 1:13 o'clock, p.m. 13 - -_ 14 BEFORE: HONORABLE RICHARD G. ANDREWS, U.S.D.C.J. 15 - -16 17 18 19 20 21 22 23 Valerie J. Gunning 24 Official Court Reporter 25

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| | 126 | | 128 |
|----------|---|----------|--|
| | | | |
| 1 | process, is that a computer process? | 1 | only had a few pages to bring it, because |
| 2 | MR. ENZMINGER: It still has to be executing on | 2 | THE COURT: Yes, but I'm sympathetic to them |
| 3 | the hardware. I'm sorry. It still has to be executing on | 3 | there because, I don't remember the exact count, but you |
| 4 | the computer. | 4 | crammed like 200 issues into 50 pages. |
| 5 | The issue there was the issue there was | 5 | MR. ENZMINGER: And the reason for that is |
| 6 | whether each participant had to be a separate computer, and | 6 | because they're suing us on five different networks, three |
| 7 | it doesn't. You can have two participants playing on one | 7 | different companies, one of which isn't even a defendant on |
| 8 | XBox. That's not uncommon actually. You get two | 8 | claims that have really no real basis for even being here in |
| 9 | controllers. You plug it into the XBox and each will be a | 9 | the first place. |
| 10 | player in the game. But the software still has to be | 10 | THE COURT: Yes. So I would have thought that |
| 11 | executing on the XBox in order to establish a network. | 11 | you could pick out a few good arguments and if you had them |
| 12 | Otherwise, it's just a set of magnetic ones and zeros. | 12 | and win. |
| 13 | Hat's not a system. That's a set of magnetic ones and | 13 | MR. ENZMINGER: Well, this is one of them. The |
| 14 | zeros. That's the Centillion case. There's no daylight | 14 | World of Warcraft, lack of M-regularity is another, which we |
| 15 16 | between this case and Centillion on that issue. | 15 16 | have not gotten into in this hearing. |
| 17 | The ownership argument that Mr. Andre makes, | 17 | THE COURT: No, no. |
| 18 | that is not in 271. There's nothing about in 271, direct | 18 | MR. ENZMINGER: Which is good reason |
| 19 | infringement, that has anything to do with infringement. When he talks about mastermind, that language | 19 | THE COURT: Let's not go that way. Let's stick to the point here. You said there are two reasons. |
| 20 | comes from method claim cases, not direct infringement | 20 | MR. ENZMINGER: One is, if it's just software, |
| 21 | system claims, and they're different as this Court observed | 21 | then we need to revisit the 101 argument that they made |
| 22 | in CenTrak. It's different. | 22 | where they relied on tangible structure in order to get past |
| 23 | The idea that you can have pure software has two | 23 | that. |
| 24 | other problems, and this is where I was going to earlier. | 24 | THE COURT: I got that point. |
| 25 | We moved under 101 because we thought they might | 25 | MR. ENZMINGER: The second is, if it's pure |
| | | | |
| | 127 | | 129 |
| | | | |
| 1 | be going this direction and their response to our 101 | 1 | software, there's a different argument, which it's not |
| 2 | motion, because software by itself is just a set of ideas, | 2 | patentable subject matter because software is not patentable |
| 3 | it can't separately be patented at all. That's DigiTech. | 3 | subject matter except as part of a method claim, and these |
| 4 | You can, you can patent software via a method claim. You | 4 | are not method claims. |
| 5 | know, there's some argument about whether you can patent a | 5 | THE COURT: So you mentioned DigiTech, which is |
| 6 | piece of software via a computer readable media claim, but | 6 | a case perhaps I've heard of, but I don't think I've ever |
| 7 | software as just a set of instructions, it's not by itself | 7 | had occasion to read. |
| 8 | patentable. I'm not saying patent software isn't | 8 | What exactly did DigiTech say? |
| 9 | patentable. I'm saying software by itself is not. That's | 9 | MR. ENZMINGER: I may have to defer, because |
| 10 | the DigiTech case. | 10 | that's not one that is in any of our briefing because this |
| 11 | And we moved on that question, and their | 11 | is not supposed to be an issue, that pure software can |
| 12 | response was, oh, no. There's all kinds of hardware and | 12 | infringe. But I would be happy to brief it. But basically, |
| 13 | structure here. And the structure and hardware they pointed | 13 | the idea is that software untethered to tangible structure |
| 14 | to was the physical XBoxes and computers, and it has to be | 14 | is not patentable. You can patent a process, which is a |
| 15 | executing on the computers. That's the structure of the | 15 | method claim. |
| 16 47 | network. That's why it's not invalid under 101, because we | 16 | THE COURT: Okay. All right. Well, that makes |
| 17 10 | have this tangible structure of the computers that execute | 17 | sense to me. |
| 18 | the programs. You can't have it both ways. You cannot say, | 18 | MR. ENZMINGER: Yes. |

THE COURT: I mean, that would be part of the

- 21 existence.
- 22 MR. ENZMINGER: Right.
 - THE COURT: All right.
 - MR. ENZMINGER: But to say you can stand up here
- 25 and infringe an apparatus claim with no physical or tangible

20

23

24

25

19 we avoid 101 a year ago because we're pointing to all this

structure and then to stand up here and say, oh, no. 21 Structure doesn't matter. There's no structure. This is

22 pure software. You can't do it that way. It can't be both

ways. This is what their expert said. You know, they make

the point, you know, they only had a few, a few pages to

respond. It's their burden of proof on this issue and we

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UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-K

(Mark one)

ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the Fiscal Year Ended December 31, 2016

OR

□ TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from

to

Commission File Number 1-15839



ACTIVISION BLIZZARD, INC.

(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of incorporation or organization) 95-4803544 (I.R.S. Employer Identification No.)

3100 Ocean Park Boulevard, Santa Monica, CA (Address of principal executive offices)

90405 (Zip Code)

Registrant's telephone number, including area code: (310) 255-2000

https://www.sec.gov/Archives/edgar/data/718877/000104746917001072/a2230993z10-k.htm 6/6/2017

ATVI0030550

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- The Activision Blizzard Studios ("Studios") business, which is devoted to creating original film and television content based on our library of globally recognized intellectual properties, and, in October 2016, released the first season of the animated TV series *Skylanders*TM *Academy* on Netflix.
- The Activision Blizzard Distribution ("Distribution") business, which consists of operations in Europe that provide warehousing, logistics, and sales distribution services to third-party publishers of interactive entertainment software, our own publishing operations, and manufacturers of interactive entertainment hardware.

Products

We develop content and services principally for console, PC, and mobile devices, and we market and sell our games through retail and digital distribution channels. We develop products spanning various genres, including first-person shooter, action/adventure, role-playing, strategy, and "match three," among others. We primarily offer the following products and services:

- Full-games, which typically provide access to main game content, primarily for console or PC.
- Downloadable content, which provides players with additional in-game content to purchase following the purchase of a full game.
- Microtransactions, which typically provide relatively small pieces of additional in-game content or enhancements to gameplay, generally at relatively low price points.
- Subscriptions for players in our World of Warcraft franchise that provide for continual access to the game content.

Providing additional opportunities for player investment outside of full-game purchases has allowed us to shift from our historical seasonality to a more recurring and year-round revenue model. In addition, if executed properly, it allows us to increase player engagement as it provides more frequent and incremental content for our players.

Product Development and Support

We focus on developing enduring franchises backed by well-designed, high-quality games with regular content updates. We build content with the potential for broad reach, sustainable engagement and year-round player investment. It is our experience that enduring franchises then serve as the basis for sequels, prequels and related new products and content that can be released over an extended period of time. We believe that the development and distribution of products and content based on proven franchises enhances predictability of revenues and the probability of high unit volume sales and operating profits. We intend to continue development of owned franchises in the future.

We develop and produce our titles using a model in which a group of creative, production, and technical professionals, including designers, producers, programmers, artists, and sound engineers, in coordination with our marketing, finance, analytics, sales, and other professionals, has responsibility for the entire development and production process, including the supervision and coordination of internal and, where appropriate, external resources. We believe this model allows us to deploy the best resources for a given task, by supplementing our internal expertise with top-quality external resources on an as-needed basis.

While most of the content for our franchises is developed by internal studios, we periodically engage independent third-party developers to create content on our behalf. From time to time, Activision also acquires the license rights to publish and/or distribute software products that are, or will be, independently created by third-party developers. Since 2010, Activision has been in a long-term exclusive relationship with Bungie, the developer of game franchises including Halo, Myth and

https://www.sec.gov/Archives/edgar/data/718877/000104746917001072/a2230993z10-k.htm 6/6/2017

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Marathon, to publish games in the Destiny franchise. During the term of the agreement, Activision has exclusive, worldwide rights to publish and distribute on multiple platforms all future Bungie games based on Destiny.

We provide various forms of product support. Central technology and development teams review, assess, and provide support to products throughout the development process. Quality assurance personnel are also involved throughout the development and production of published content. We subject all such content to extensive testing before public release to ensure compatibility with appropriate hardware systems and configurations and to minimize the number of bugs and other defects found in the products. To support our content, we generally provide 24-hour game support to players through various means, primarily online and by telephone.

Marketing, Sales, and Distribution

Many of our products contain software that enables us to connect with our gamers directly. This provides a significant marketing tool that allows us to communicate and market directly to our customers, including through customized advertising and in-game messaging based on customer preferences and trends. Our marketing efforts also include activities on Facebook, Twitter, YouTube and other online social networks, other online advertising, other public relations activity, print and broadcast advertising, coordinated in-store and industry promotions (including merchandising and point of purchase displays), participation in cooperative advertising programs, direct response vehicles, and product sampling through demonstration software distributed through the Internet or the digital online services provided by our partners. From time to time, we also receive marketing support from hardware manufacturers, producers of consumer products related to a game, and retailers in connection with their own promotional efforts.

Our physical products are available for sale in outlets around the world. These products are sold primarily on a direct basis to mass-market retailers (e.g., Target, Wal-Mart), consumer electronics stores (e.g., Best Buy), discount warehouses, game specialty stores (e.g., GameStop), and other stores (e.g., Amazon, Toys "R" Us) or through third-party distribution and licensing arrangements.

Most of our products and content are also available in a digital format, which allows consumers to purchase and download the content at their convenience directly to their console, PC, or mobile device through our platform partners, including Microsoft Corporation ("Microsoft"), Sony Interactive Entertainment Inc. ("Sony"), Nintendo Co., Ltd. ("Nintendo"), Apple Inc. ("Apple"), Google Inc. ("Google"), and Facebook, Inc. ("Facebook"). Blizzard utilizes its proprietary online gaming service, Battle.net®, to distribute most of Blizzard's content directly to PC consumers.

In addition to serving as a distribution platform, Blizzard's Battle.net offers players communications features, social networking, player matching and digital content delivery and is designed to allow people to connect regardless of what Blizzard game they are playing. It attracts millions of active players, making it one of the largest online game-related services in the world.

Manufacturing

We prepare master program copies for our products on each release platform. With respect to products for Microsoft, Sony and Nintendo consoles, our disk duplication, packaging, printing, manufacturing, warehousing, assembly and shipping are performed by third-party subcontractors or distribution facilities owned by us.

Microsoft, Sony, and Nintendo generally specify or control the manufacturing and assembly of finished products and license their hardware technologies to us for which we pay an applicable royalty per unit once the manufacturer fills the product order, even if the units do not ultimately sell. We

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QQ

Blizzard outlines massive effort behind World of Warcraft

-movie-solo/)

Austin GDC 2009: Frank Pearce explains what it takes to craft 7,650 quests, 70,000 spells, 40,000 NPCs, 1.5 million assets, and 5.5 million lines of code; some 4,000 employees, 13,250 server blades, and 75,000 CPU cores keep MMORPG running.

Last updated by Brendan Sinclair (/profile/Polybren/) on September 17, 2009 at 10:54AM





f (https://www.facebook.com/sharer/sharer.php? u=https://www.gamespot.com/articles/blizzard-outlines-massive-effortbehind-world-of-warcraft/1100-6228615/) Case 1:16-cv-00453-RGA Document 574-1 Filed 06/12/18 Page 16 of 47 PageID #: 46873

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Frank Pearce at BlizzCon 2008.

Who Was There: Blizzard Entertainment cofounder and executive vice president of product development Frank Pearce (https://gamespot.com/6199603/) and production director J. Allen Brack opened Thursday's schedule of panels with a keynote address titled "The Universe of World of Warcraft."

What They Talked About: In the GDC Austin schedule, Pearce and Brack's keynote address is described as offering "an in-depth at the operational complexities of running a large-scale MMO." While there has been no shortage of people to talk about the difficulties of developing and running MMORPGs, few have experience with anything as "large-scale" as World of Warcraft and its 11-million-strong subscriber base.



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Just a few of WOW's 11-million-subscriber army.

The biggest recurring theme of the at-times-technical presentation was "large-scale." Brack began by explaining the studio's layout, emphasizing that Blizzard tries to form its structure around the people, and not the other way around.

The programming team is responsible for updating and maintaining 5.5 million lines of code. The team of 51 artists has created 1.5 million unique assets for the game, with a handful of sub-teams dedicated to weapons and armor; environments; animation; props like torches or fence posts; dungeons and large objects like houses; and technical art to polish what everyone else creates. There are 37 designers responsible for creating classes, professions, events, a library of more than 70,000 spells, and a population of nearly 40,000 non-player characters.

Then there's an entire cinematics department of 123 people that does more than just cutscenes. Pearce said the team acts as reference when merchandising partners want to make replicas, or, say, gaudy 12-foot-tall statues like the one sitting outside Blizzard's headquarters.



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70,000 spells? That's a whole lot of magic goin' on...

There's also a QA testing team, which employs 218 people. That group's job gets tougher as time goes on, Brack said, because the amount of content in the game expands, but the size of the team does not. The original World of Warcraft contained 2,600 quests, with the Burning Crusade expansion adding another 2,700, and Wrath of the Lich King contributing another 2,350 to the game--a total of 7,650 in all. Also adding to the QA team's woes, Brack said, is that Blizzard promotes from within, taking some of the most talented QA testers out of the pool to work on other parts of the game.

As if there weren't enough to deal with, Pearce said Blizzard handles the localization of the game in-house. It's crucial for the game, since World of Warcraft is played in English by fewer than half the game's players. He added that the team doesn't do any partial localizations, and adding another language to the game is a commitment to provide ongoing support to that for as long as the game is running.

()

Combined, WOW and its two expansions have 7,650 quests.

Patching is another problem, with many different versions of the game and previous patches out there for which compatibility must be assured. Brack said every time the company releases a patch, it needs to prepare more than 120 versions of it to make sure every player will get one compatible with his or her game.

Pearce talked about Blizzard Online Network Services, a group of 68 people who run data centers where servers are hosted in Washington, California, Texas, Massachusetts, France, Germany, Sweden, South Korea, China, and Taiwan. Between them, there are 13,250 server blades and 75,000 CPU cores keeping the World of Warcraft up and running.

Then there are international offices, which employ about 1,700 people across France, South Korea, Taiwan, China, and Ireland dealing with local concerns and customer service. Customer service is one of the biggest chunks of Blizzard, Brack said, with more than 2,500 people worldwide dedicated to the team.

()

The numbers don't stop: nearly 150 people on the team are responsible for Battle.net (http://battle.net/), from maintaining billing and the account system to creating the infrastructure that will let the 12 million active Battle.net players keep persistent friends lists across games when Starcraft II launches. There are also dedicated groups for public relations; a Web team for the game's slate of official Web sites; the community team serving as forum mods and liaison between developers and players; and a corporate applications team responsible for fraud detection and data mining on the World of Warcraft achievement system. Pearce dropped a little bit of info on that, noting that to date, World of Warcraft players have earned collectively about 4.5 billion achievements.

It's not over yet. Pearce talked about the eSports team, which has been involved in more than 1,600 tournaments around the world. They also act as a direct line of communication for feedback between the developers and the highest end of high-end players. Blizzard also needs an events team to put together BlizzCon, which Brack said is operated at a substantial loss for the company. While the company doesn't turn a profit on the annual shindig, Brack said the cost is worth it for marketing purposes.

Speaking of marketing, there's a World of Warcraft-specific team for that as well. They're responsible for TV commercials, promotions, and tie-ins like this summer's World of Warcraft-themed flavors of Mountain Dew. A separate licensing department handles board games, plushies, statues, novels, and anything else with the World of Warcraft logo on it.

()

The Murloc plush toy is one of the items under the WOW licensing team's supervision.

World of Warcraft didn't start off this large, which means Blizzard has needed to establish a recruiting team as well. Blizzard is essentially always hiring, Brack and Pearce said, with 221 job openings worldwide at the moment.

There's a creative development team responsible for chronicling the lore of the series, working with licensing and novelists to ensure the World of Warcraft story is consistent across products. They don't create the lore, Brack said, but they do maintain it.

Wrapping up the presentation, the pair also gave quick shouts to their human resources, finance, facilities, legal, and information technology teams. In all, Blizzard has more than 4,000 employees and 600 licensed partners helping to keep the World of Warcraft turning.

Quote: "The moral of the story is that operating an online game is about more than just game development."--Frank Pearce

Takeaway: Clearly, running a massively multiplayer online game is a massive task indeed. As Pearce noted partway through the hour-long presentation, despite all the numbers thrown at the audience, the most mind-boggling may have been "one," the number of MMO games Blizzard is making in addition to World of Warcraft.

World of Warcraft BlizzCon '08 Interview: Frank Pearce



Filed under: World of Warcraft (/world-of-warcraft/)

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Top%2Fprod205730350%2Fp.prod%3Fecid%3DNMDR_CRT%26utm_medium%3Ddisplay%2520remarketing%26utm_source%3DNMDR_CRT)

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EXHIBIT 121

List of Destiny Updates

The following is a list of updates to *Destiny* sorted in chronological order.

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2014 Edit

- Update 1.0.1 (September 7)
- Hot Fix 4 (September 14)
- Update 1.0.1.4 (September 23)
- Hot Fix 5 (September 25)
- Update 1.0.2 (October 1)
- Hot Fix 6 (October 7)
- Hotfix 1.0.2.2 (October 14)
- Update 1.0.2.3 (October 28)
- Update 1.0.3 (November 17)
- Update 1.1 (December 1)
- Hotfix 1.1.0.1 (December 8)
- Hotfix 1.1.0.2 (December 16)

2015 Edit

- Update 1.1.0.3 (January 13)
- Update 1.1.0.4 (January 20)
- Update 1.1.1 (February 25)
- Update 1.1.1.1 (March 18)
- Update 1.1.2 (April 14)
- Update 1.2.0 (May 15)
- Update 1.2.0.1 (May 19)
- Update 1.2.0.2 (June 2)
- Update 1.2.0.3 (June 15)
- Update 1.2.0.4 (June 24)
- Update 1.2.0.5 (August 11)
- Update 2.0.0 (September 8)
- Update 2.0.0.2 (September 14)
- Update 2.0.0.3 (September 15)

- Update 2.0.0.4 (September 24)
- Update 2.0.0.5 (September 30)
- Update 2.0.1 (October 13)
- Update 2.0.1.2 (October 20)
- Update 2.0.2 (November 17)
- Update 2.0.2.1 (November 19)
- Update 2.1.0 (December 8)
- Update 2.1.0.2 (December 9)

2016 Edit

- Update 2.1.1 (February 9)
- Update 2.1.1.2 (February 18)
- Update 2.1.1.3 (March 8)
- Update 2.2.0 (April 12)
- Update 2.2.0.2 (May 3)
- Update 2.2.0.3 (May 25)
- Update 2.3.0 (June 14)
- Update 2.3.0.0 (June 23)
- Update 2.3.0.1 (July 26)
- Update 2.3.1.1 (July 28)
- Update 2.3.1.2 (August 16)
- Update 2.4.0 (September 8)
- Update 2.4.0.1 (September 19)
- Update 2.4.0.2 (September 19)
- Update 2.4.0.3 (September 29)
- Update 2.4.0.4 (October 11)
- Update 2.4.1 (October 18)
- Update 2.4.1.1 (November 8)
- Update 2.5.0 (December 13)

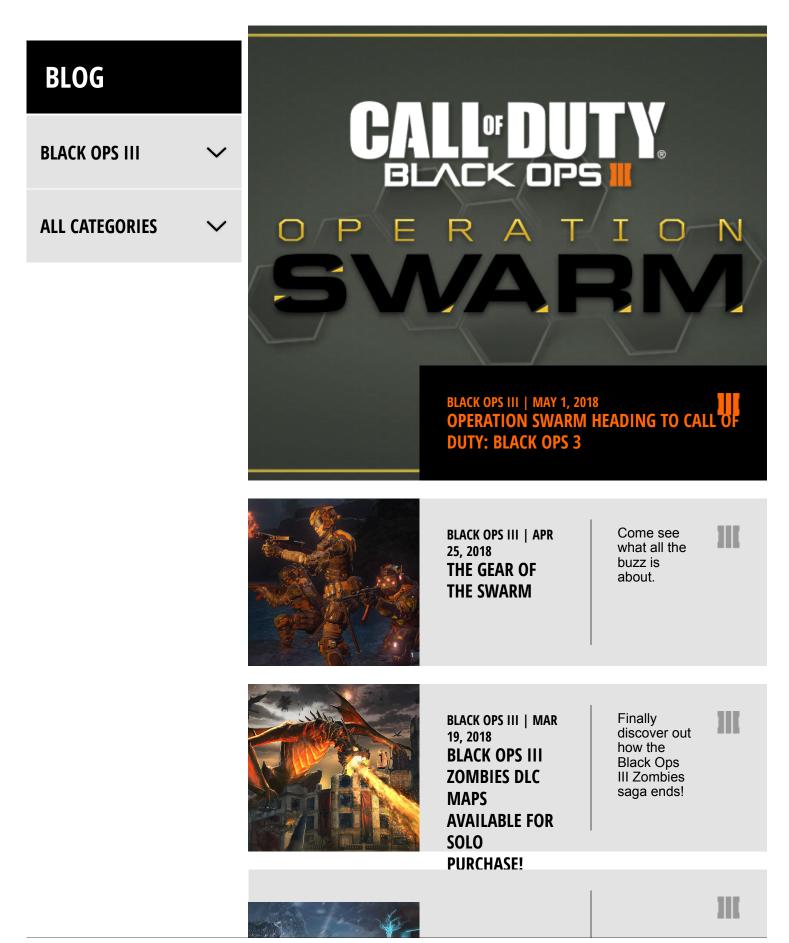
2017 Edit

- Update 2.5.0.1 (January 17)
- Update 2.5.0.2 (February 14)
- Update 2.6.0 (March 28)
- Update 2.6.0.1 (March 30)
- Update 2.6.0.2 (April 20)

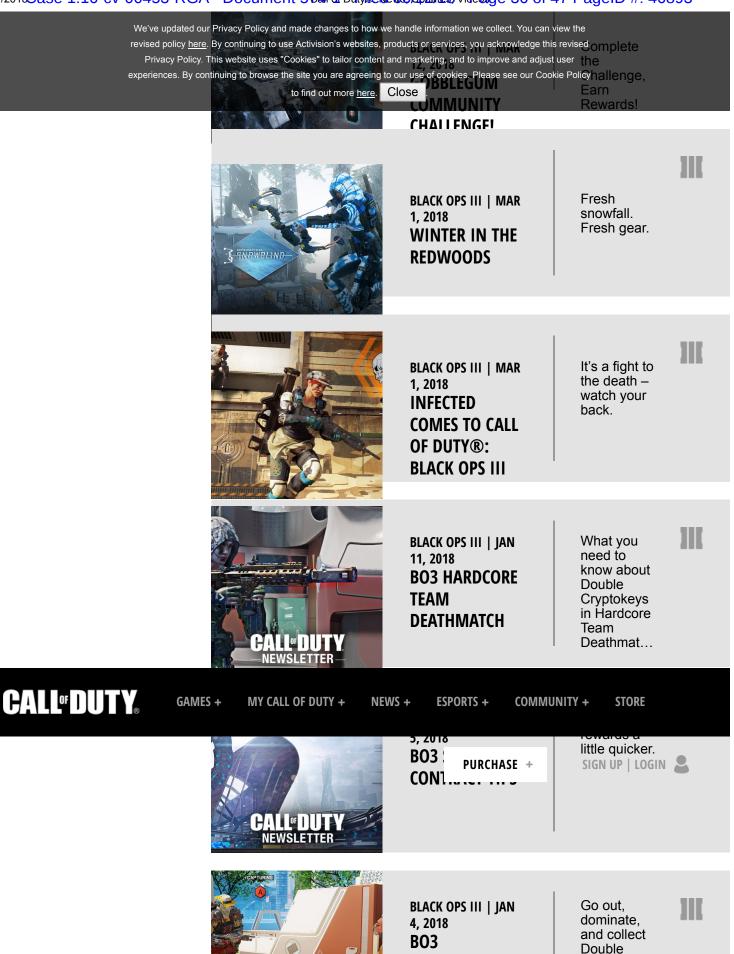
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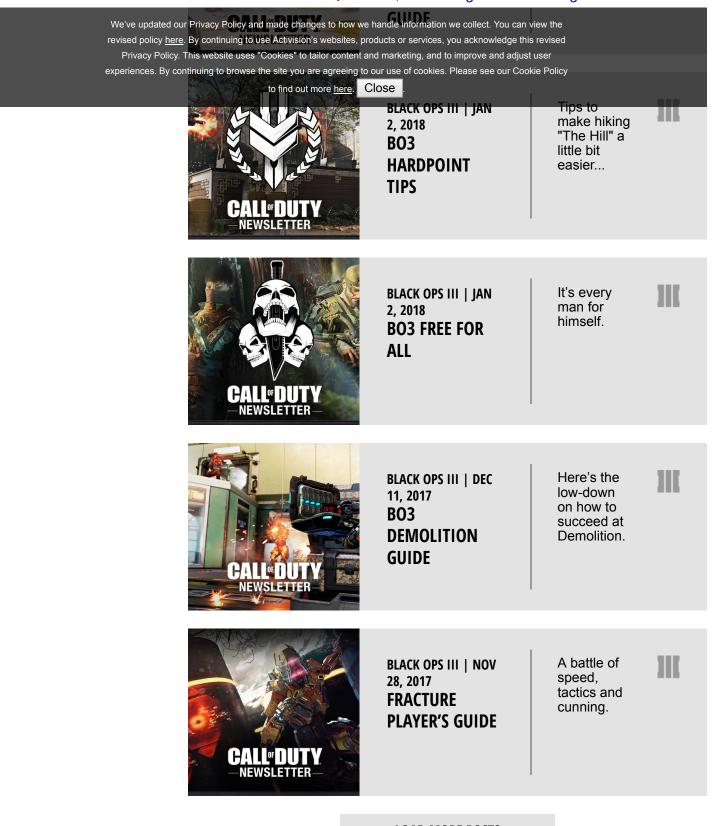
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EXHIBIT 123

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THIS EXHIBIT HAS BEEN REDACTED IN ITS ENTIRETY

EXHIBIT 124

Case 1:16-cv-00453-RGA Document 574-1 Filed 06/12/18 Page 42 of 47 PageID #: 46899

THIS EXHIBIT HAS BEEN REDACTED IN ITS ENTIRETY

EXHIBIT 125

Case 1:16-cv-00453-RGA Document 574-1 Filed 06/12/18 Page 44 of 47 PageID #: 46901

THIS EXHIBIT HAS BEEN REDACTED IN ITS ENTIRETY

EXHIBIT 126

QA Tester - Temporary - Activision CareersPage 1 of 2Case 1:16-cv-00453-RGADocument 574-1Filed 06/12/18Page 46 of 47PageID #: 46903

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