

CONFIDENTIAL**MSCH OEM FY92 Q1 / Q2 GOKR'S****Q1 Group Objectives**

The overall OEM goals of CH for Q1 are

1. Meet and exceed FY92 Q1 royalty revenue budget.
2. Successful launch of Hangeul DOS6 with OEMs' shipment.
3. Close new amendment with Samsung for 3 years contract
4. Execution of Goldstar amendment including Hangeul Win3
5. Execution of new amendment with DWE for another year.
6. Execution of new amendment with Tongyang Nylon for another year.
7. Support Hangeul Win3 and DOS5 RUP marketing and announcement
8. Make OEMs to adopt ACE announcement.
9. Execution of CD-ROM Extension and TrueImage amendment with Onix
10. Support and let OEMs ship DOS5.
11. Support Hyundai and Trigem to initiate Pen Windows project.
12. Support Samsung, Goldstar and Daewoo for Multimedia adoption.
13. Close IBM Korea deal and provide adaptation engineering for their new PS/55 launch.
14. DR1 & RISC watch including K-DOS adoption by education market.
15. Let major OEMs attend MS OEM briefing '91.

Q1 Objectives by Account**Samsung Electronics**

Close new 3 years amendment with UPB reduction plan
 Support US and Hangeul DOS5 shipment on September
 Get the commitment for Multi Media adoption.
 Support beta test of ROM DOS and Win 3.1.

Goldstar

Close amendment #11 including Hangeul Win3 and DOS5
 Support Hangeul Win3 shipment for domestic 286/386 machines.
 Let Goldstar ship Hangeul DOS5 in early September.
 Strengthen business talking to let them adopt Windows with Multimedia and Pen.

Hyundai Electronics

Support shipment of Hangeul DOS5/Win3 with technical support.
 Support shipment of US Win3 technical issue with their systems.
 Let them reconsider their RISC plan.
 Get the commitment for their adoption of Multimedia and Pen Windows.

Daewoo Telecom./Daewoo Electronics

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Plaintiff's Exhibit

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Comes V. Microsoft

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- Close new amendment with DWE before their merge to DWT.
- Get the commitment for Win Works from DWT
- Support shipment of DOS5
- Close Hangeul Win3 deal with DWE
- Support DWT to adopt Windows extensions

Trigem

- Support to ship DOS5/Win3.
- Support to start Multimedia project and Pen Windows adoption
- Watchout their Sun compatible project

MS CH

Q2 Group Objectives

The overall OEM goals of CH for Q2 are.

#4

1. Meet and exceed FY92 Q2 cumulative royalty revenue budget
2. Keep all DOS agreement as per processor base.
3. Support and let Goldstar Hyundai and Daewoo ship Hangeul Win3
4. Close new 3 years agreement with Goldstar with UPB plan.
5. Let Daewoo ship WinWorks replacing PC Works
6. Extend Hyundai agreement by 3 years.
7. Amend all OS/2 licenses to include v2.0
8. Get the commitment for Windows with Pen from Samsung, Trigem and Hyundai.
9. Initiating Hangeul consortium for handwritten recognition as Pen extension project.
10. Let OEMs ship DOS5 only replacing old versions.
11. Get the commitment EBU apps from Samsung and Goldstar.
12. DRI & RISC watch including K-DOS adoption by education market.
13. Let major OEMs attend MS Windows with Pen Seminar in Tokyo
14. Hold Seminars for Windows with Pen- and Multimedia.
15. Hold MS system strategy seminars for all OEMs
16. Recruiting one OEM account manager.

Q2 Objectives by Account

Samsung Electronics

- Let ship DOS5 with their all systems.
- Addition of Windows with Pen to the agreement.
- Get the commitment for MS EBU products
- Execution new PDL agreement
- Amend OS/2 license to v2.0

Goldstar

- Close new 3 years agreement with Goldstar with UPB plan.
- Let 288/386 PCs to be shipped with Hangeul Win3 from October
- Get the commitment for EBU apps and Windows Pen extension
- Let ship DOS5 with their all systems.
- Amend OS/2 license to v2.0

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Hyundai Electronics

- Close new amendment for extended term.
- Support their R&D for Windows with Pen and MM and get the commitment
- Support and let Hyundai ship Hangeul Win3
- Hold a special seminar for MS Windows marketing.

Daewoo Telecom / Daewoo Electronics

- Be ready to merge their agreements with UPB issue.
- Let LE ship WinWorks replacing PC Works
- Support shipment of Hangeul Works by DWT
- Let DWE ship Hangeul Win3

Trigem

- Support to design Pen computer with Windows Pen extension.
- Let display Windows with Pen at Comdex Fall
- Watchout their Sun compatible project

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