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UNITED STATES DISTRICT COURT NORTHERN DISTRICT OF CALIFORNIA SAN FRANCISCO DIVISION

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IN RE GOOGLE PLAY STORE

THIS DOCUMENT RELATES TO:

ANTITRUST LITIGATION

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8 Match Group, LLC. et al. v. Google LLC et al., Case No. 3:22-cv-02746-JD

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Case No. 3:21-md-02981-JD

DEFENDANTS' ANSWER, DEFENSES, AND COUNTERCLAIMS TO MATCH'S COMPLAINT

DEMAND FOR JURY TRIAL

INTRODUCTION

Google Play allows a developer to distribute its apps for free to billions of Android users around the world without paying a single cent to Google unless and until it makes a sale. Yet, in filing their complaint, Match Group now attempts to fully disregard its agreement with Google and take advantage of Google Play's value by misusing antitrust laws to force Google to give away its valuable services for free.

While Match Group claims that Google Play only provides payment processing, that simply isn't true. Google Play provides tools and a global distribution platform that has allowed Match Group to thrive and build a successful network of users that is critical for its dating apps. Match Group now seeks to access Google Play's global distribution platform and users and leverage Google's substantial investments in the platform, all for free.

Match Group's Complaint is a cynical attempt to take advantage of Google Play's tools and global distribution platform and sidestep the reasonable service fees that come with these benefits. Even worse, Match Group aims to undermine user experience to improve its own bottom line. A senior vice-president at Match Group shockingly acknowledged that Match Group's true concern about Google Play's billing system is the ease with which users can cancel their subscriptions using Google's account management tools. He wrote:



ecentive approach to subscription cancellation has been called out by the Federal Trad

Match's deceptive approach to subscription cancellation has been called out by the Federal Trade Commission (FTC) and other consumer protection agencies. The FTC filed a complaint alleging that Match requires a cumbersome process to cancel certain subscriptions that leads consumers to think they have canceled when they have not. Match executives have acknowledged that the Match cancellation process is "hard to find, tedious and confusing." In 2017, Match's head of customer service admitted that it takes "up to 7 or 8 clicks to complete the flow to turn off [subscriptions] if you can even figure out how to do it." *See FTC v. Match Group, Inc.*, Case No. 3:19-cv-02281 (N.D. Tex.) at ¶¶ 55-61.

Match Group's troubling perspective on consumer billing demonstrates exactly why Google Play's billing system is an integral part of a consumer's overall experience on Google Play. Google Play's billing system gives consumers a consistent, safe, and secure way to pay for apps, subscriptions, and in-app purchases. This experience leads to more consumer transactions, which in turn generates demand for developers to *continually innovate* to create new and better apps and in-app products. Google Play's billing system thus benefits users and developers alike, and is a key part of the success of the Android ecosystem.

Match Group disguises its true motives by alleging copycat and fundamentally defective antitrust theories. In so doing, Match Group ignores that Android competes aggressively against Apple's iOS. And, by providing Android as an open source mobile operating system ("OS") to smartphone manufacturers ("OEMs") for free, Google has expanded access to smartphones and the marketplace for mobile apps, creating enormous incentives for developers to invest in apps that make virtually every sector of the American economy more efficient, affordable and accessible for users. Match Group also ignores that, unlike competitors with closed ecosystems (like Apple's iOS), Google does not require Android users or developers to use Google Play to download, install, or distribute apps on Android smartphones. Rather, those developers and users can freely choose the app stores and other platforms they wish to use to interact with app

consumers. Match Group itself has taken advantage of the choice afforded by Android and Google Play by distributing its apps on other app stores, like the Samsung Galaxy Store, which comes preloaded on a significant portion of devices in the United States. Match Group complains of foreclosure where there is none.

RESPONSE TO NUMBERED PARAGRAPHS

The section headings in the Complaint do not require a response. To the extent that the section headings contain allegations requiring a response, Google denies all such allegations.

- 1. Defendants Google LLC, Google Ireland Limited, Google Commerce Ltd., Google Asia Pacific Pte. Limited, and Google Payment Corp. (collectively "Google") deny the allegations in Paragraph 1, except admit that Google LLC acquired the Android mobile operating system and that Android is an open ecosystem that, at its core, has always been about openness. Google avers that Google users use Google Play's billing system ("Google Play Billing") for in-app purchases with respect to apps distributed through Google Play with some exceptions, including purchasing physical goods and purchasing digital content elsewhere that is consumed within the app.
- 2. Google denies the allegations in Paragraph 2, except avers that Google provides benefits to developers, including Match Group, including discoverability made possible by distribution, e-learning opportunities, free tools for developers to effectively build apps for Android devices, testing and monitoring tools, and a global digital payment infrastructure to enable developers to transact with users using the most effective payment methods regardless of where the developers or users are located. Google further avers that Google has enabled developers to create revenue streams for themselves.
- 3. Google denies the allegations in Paragraph 3, and avers that, during the time when Match Group distributed its apps through Google Play, Match Group app users had the choice whether to pay for services using Google Play Billing or another mechanism because it was possible to purchase subscriptions and upgrades outside of Google Play for use in the version of the Match Group app available on Google Play.

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- 4. Google denies the allegations in Paragraph 4, except admits one or more defendants receive a payment for in-app purchases with respect to apps distributed through Google Play and charge up to 30% as a service fee.
 - 5. Google denies the allegations in Paragraph 5.
- 6. Google denies the allegations in Paragraph 6, and avers that Google charges a service fee when a developer chooses to charge for app downloads, in-app purchases, or subscriptions for content distributed on Google Play, and Google is paid for the extensive services it provides developers and the sizable investment it makes in Google Play's tools, software, and technology, only if and when a user pays for an app, in-app product, or subscription.
 - 7. Google denies the allegations in Paragraph 7.
 - 8. Google denies the allegations in Paragraph 8.
- 9. Google denies the allegations in Paragraph 9. Google is without knowledge or information sufficient to form a belief as to the truth of the allegations in Paragraph 9 about Match Group and its users.
- 10. Google denies the allegations in Paragraph 10. Google is without knowledge or information sufficient to form a belief as to the truth of the allegations in Paragraph 10 about Match Group and its users.
- 11. Google denies the allegations in Paragraph 11, except avers that Android users and developers have access to its open ecosystem.
 - 12. Google denies the allegations in Paragraph 12.
 - 13. Google denies the allegations in Paragraph 13.
 - 14. Google denies the allegations in Paragraph 14.
 - 15. Google denies the allegations in Paragraph 15.
- 16. Google denies the allegations in Paragraph 16, and respectfully refers the Court to the developer agreements for a complete and accurate statement of their contents.
 - 17. Google denies the allegations in Paragraph 17.



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