



August 31st, 2018

The Honorable Marco Rubio
United States Senate
284 Russell Senate Office Building
Washington, DC 20510

The Honorable Mark Warner
United States Senate
703 Hart Senate Office Building
Washington, DC 20510

Dear Senator Rubio, Senator Warner, Senator Cotton, Senator Wyden, Senator Gardner, and Senator Menendez,

Since its founding in 1998, Google has been committed to making the world's information available to everyone. We believe that knowledge is empowering, and that a society with more information is better off than one with less. Providing access to information to people around the world is central to our mission.

Motivated by that goal, several years ago we launched our Next Billion Users initiative, dedicated to providing people in developing countries with customized products and solutions so they can use the power of the internet and smartphones to better their lives. (Many of these innovations have also helped users in Europe and America.) We have likewise continued to look at ways to serve the 1.4 billion people – including 700 million internet users – who live in China. We suspended the google.cn search service in 2010, but did not exit the country. We have hundreds of Google employees in Beijing, Shanghai, and Shenzhen. There are thousands of Chinese developers on Android and hundreds of millions of Android users in China. We recently released a few mobile apps in China, such as Google Translate for Chinese users. But Search and our other core services, such as Google Play, Google Cloud, and many more high-quality offerings remain generally unavailable.

Since 2010, China's technology ecosystem has not stood still. Other US tech companies have established significant operations in China. And China's largest internet companies have become increasingly dynamic and innovative, spending billions of dollars on R&D, developing a wide array of novel products and businesses, and extending their reach into many other countries. In some cases, China's internet users routinely use products and services that are not widely available to their counterparts in the United States: for example, many people now make daily purchases exclusively through mobile payments. We hope to stay at the forefront of technology developments and believe that Google's tools could help to facilitate an exchange of information and learning that would have broad benefits inside and outside of China. For

example, the lack of Google Play has meant that many Chinese users are using Android phones that are more prone to malware, fraud, and other issues.

Google has been open about our desire to increase our ability to serve users in China and other countries. We are thoughtfully considering a variety of options for how to offer services in China in a way that is consistent with our mission. We are committed to promoting access to information, freedom of expression, and user privacy, as well as to respecting the laws of jurisdictions in which we operate. We seek to strike the right balance in each context.

We are approaching these issues deliberately, and whether we would or could release a search service in China remains unclear. Accordingly, we are not in a position to be able to answer detailed questions. But we can confirm that our work will continue to reflect our best assessment of how best to serve people around the world, as set forth in our mission and our code of conduct. Of course, should we have something to announce in the future, we would be more than happy to brief you and your staff on those plans.

Sincerely,

A handwritten signature in black ink, appearing to be 'S. Pichai', with a horizontal line underneath it.

Sundar Pichai
Chief Executive Officer
Google LLC

cc: Senator Tom Cotton, Senator Ron Wyden, Senator Cory Gardner, Senator Robert Menendez