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SUPERIOR COURT OF TH	E STATE OF CALIFORNIA
COLINTY OF S	AN FRANCISCO
COUNTIONS	AN FRANCISCO
THE PEOPLE OF THE STATE OF	CASE NO. CGC-22-601826
CALIFORNIA,	JOINT CASE MANAGEMENT
TM 1 200	STATEMENT
Plaintiff,	,
V.	Date: January 4, 2023 Time: 10:00 AM
	Dep't: 304
AMAZON.COM, INC.,	Indea, Han Ethan D Calculation
Defendant.	Case Filed: September 15, 2022
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JOINT CASE MANAGEMENT STATEMENT

Pursuant to Rules 3.724 and 3.750 of the California Rules of Court, counsel for Plaintiff, The People of the State of California ("Plaintiff" or "The People"), and Defendant, Amazon.com, Inc. ("Defendant" or "Amazon"), have met and conferred and submit this initial Joint Case Management Statement in the above-captioned action (the "Action").

I. BACKGROUND

A. The People's Statement.

Based on the Court's admonition that "CMC statements are not advocacy statements," The People proposed to Amazon that no background section was necessary, or, in the alternative, the parties should agree to a simple, joint statement regarding the claims made and legal issues presented. Amazon rejected The People's suggestion, insisting on a separate statement. The People provide the following summary of the claims made and issues presented.

The Complaint alleges that Amazon requires all third-party sellers who sell products on the Amazon platform, and most large wholesale suppliers who supply Amazon with the products it sells directly, to enter into express and de facto price parity agreements under which the sellers and suppliers agree not to charge or allow lower prices to be offered for their products on any other online retail platform. The Complaint alleges that these agreements affirmatively restrain horizontal price competition between Amazon and competing online retail platforms, including websites through which the third-party sellers and suppliers sell products directly to consumers (which compete directly with Amazon for sales) and other large and small online retailers. The Complaint further alleges that by interfering in free market price competition, these anticompetitive agreements cause harm to competitors, third-party sellers, wholesale suppliers, and consumers. Based on the facts alleged in the Complaint, The People have pleaded claims for violation of the California Cartwright Act and the unlawful and unfair prongs of the Unfair Competition Law ("UCL").

Amazon has filed a demurrer seeking dismissal of the Complaint with prejudice. In its demurrer, Amazon generally argues that The People's Cartwright Act and UCL claims fail as a matter of law because the Complaint focusses largely on unilateral conduct, and that to the extent

that the Complaint does identify agreements, the conduct described does not have a material anticompetitive effect. The People contend that these arguments fall far short and are presently preparing an opposition to Amazon's demurrer. The most substantive issues presented to the Court are (1) whether the Complaint pleads sufficient facts to state a claim for violation of the Cartwright Act, and (2) whether the Complaint separately states a claim for violation of the UCL under either the unlawful or unfair prong.

B. Amazon's Statement.

Amazon provides the following background on this Action to orient the Court as to the issues in dispute, which impact the Parties' positions on the subsequent portions of this Joint Case Management Statement.

Amazon works hard to provide the best possible shopping experience for customers, including a focus on low, competitive prices, broad selection, and fast, reliable shipping. Like any store, Amazon reserves the right not to highlight bad deals, f and it negotiates with wholesalers to enable lower prices for consumers. The Attorney General challenges these practices, which are common in retail, patently pro-competitive, and beneficial to consumers. The outcome that the Attorney General seeks would hurt both consumers and sellers in Amazon's store.

Amazon operates a retail store in which customers can shop for products sold by independent third-party sellers side-by-side with products sold by Amazon that Amazon sources from wholesalers. In Amazon's store, there can be multiple offers—often from different sellers—on a single product, and all of those offers are consolidated in one place on the product "detail page." Amazon therefore evaluates a variety of characteristics—such as price, shipping speed, and seller quality—to try to "feature" or "highlight" the offer that it thinks a customer would pick if she were to evaluate all offers herself. Offers that are not featured are still available for purchase in Amazon's store through the "All offers display" on the product detail page. Sellers compete to increase their chances of being featured by Amazon by improving their offers (i.e., by providing lower prices, faster shipping speeds, and better customer service).

As relevant to the allegations here, Amazon will not feature offers that it knows can be found for a better price at certain competitors' stores—much like a brick-and-mortar retailer might

choose not to feature in an end cap display a product that it knows its competitor is selling for less. This decision is consistent with Amazon's commitment to low prices, and its goal of maintaining customer trust. Indeed, Amazon would rather feature no offer, than feature a bad offer. The Complaint contends that this facially pro-competitive policy is somehow an antitrust violation. And Plaintiff asks this Court for injunctive relief that, among other things, would *require* Amazon to feature bad deals to its customers.

Amazon also seeks to promote low prices by entering into agreements with some suppliers to lower Amazon's wholesale costs. Those agreements help Amazon set competitive retail prices for, and ensure wide selection of, the products it sells to consumers. Indeed, such agreements are ubiquitous in the retail industry because they promote competition and competitive pricing for consumers.

Amazon's store faces intense competition from a wide array of retailers, a plethora of which are absent from the Complaint's narrow definition of an online-only claimed relevant market. Contrary to the Complaint's allegations, consumers regularly swap between online and brick-and-mortar sales channels for different purchases—and even within the journey of a single purchase (i.e., searching for a product in store, paying for it online, and then utilizing curbside pickup). Amazon competes against not only all other online retailers, but against all retailers in every sales channel who offer products similar to those available in Amazon's store—whether that be clothes, gardening tools, electronics, or groceries.

In addition to the legal and factual defects that plague the Complaint, Amazon's pending demurrer (filed December 5, 2022) explains that the Complaint alleges claims solely under California antitrust laws—which was done to stay out of federal court—but then fails to plead the concerted activity or substantial effect on competition that California law requires.

II. PLEADINGS [CRC 3.750(b)(1)-(b)(3)]

The People filed this Action on September 15, 2022, naming Amazon as the only Defendant. The People effected service on Amazon on September 20, 2022. The People do not anticipate adding additional parties or further pleadings. The People have no present intention to

amend the Complaint, but reserve all rights to amend as a matter of right or to seek leave to amend from this Court.

When The People initiated this Action, they filed a redacted Complaint in light of numerous references to Amazon's confidential and proprietary business information. Amazon moved to seal portions of the Complaint on October 11, 2022, and The People did not oppose the motion to seal. That motion was denied without prejudice on November 18, 2022. Amazon's renewed motion to seal was filed in this Department on December 9, 2022.

Pursuant to a joint stipulation, on October 6, 2022, Department 610 extended the time for Amazon to respond to the Complaint to December 5, 2022. Amazon demurred to each cause of action in the Complaint on December 5, 2022. Amazon will file additional pleadings to the extent required after the Court's resolution of the demurrer. If the case proceeds beyond a demurrer, Amazon reserves its rights to file a cross-complaint, and to bring in additional parties.

The Action was designated as complex on November 23, 2022, and the initial Case Management Conference, initially set for February 15, 2023, was rescheduled to January 4, 2023.

III. COORDINATION [CRC 3.750(b)(4), (b)(7)]

A. The People's Statement.

There are no "related cases" to the present Action as defined in Rule 3.300 of the California Rules of Court, and Amazon does not actually argue otherwise. The cases Amazon does identify in its statement raise distinct legal issues and are not aligned procedurally; three are class actions presenting substantial procedural issues not present in this case, and the other is currently on appeal. Further, Amazon has not to date made, and does not in this statement make, any actual proposal regarding efficient coordination. Rather, it appears Amazon seeks to prohibit The People from proceeding promptly with discovery, including deposition discovery. There is no legal basis to prevent The People for moving this matter forward promptly, and any amorphous requirement certainly would not be efficient nor advance the interests of justice. Accordingly, severance, consolidation, or coordination with other actions is neither desirable nor appropriate. Likewise, it is not necessary to appoint liaison or lead counsel in this Action.

B. Amazon's Statement.

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The issue is not whether the related out-of-state cases need to be consolidated for trial or formally related under Rule 3.300. Instead, the question for the Parties in this Statement is "[w]hether . . . coordination with other actions is desirable." See Rules of Court, rule 3.750(b)(4) (initial case management conference). The answer is quite clearly yes, as Plaintiff's allegations are very similar to allegations that were raised by the DC Attorney General and subsequently dismissed, as well as allegations currently being litigated by a number of class-action plaintiffs. There is thus an opportunity to preserve judicial, party, and non-party resources through coordination, including with respect to anticipated document discovery and depositions, across the following pending actions which are in similar procedural postures to this Action, involve similar claims, and arise from the same or substantially identical transactions, incidents, or events:

- Frame-Wilson et al. v. Amazon.com, Inc., No. 2:20-cv-00424-RAJ (W.D. Wa.)
- De Coster et al. v. Amazon.com, Inc., No. 2:21-cv-00693-RSP (W.D. Wa.)
- Brown et al. v. Amazon.com, Inc., No. 22-cv-00965-JHC (W.D. Wa.)
- Mbadiwe et al. v. Amazon.com, Inc., No. 1:22-cv-09542 (S.D.N.Y.)
- District of Columbia v. Amazon.com, Inc., No. 2021 CA 00175B (D.C. Superior Ct.)¹

Indeed, Amazon already has had discussions with the plaintiffs in certain of these cases regarding coordination as the cases proceed to discovery. Such coordination will also expedite, not impede, discovery in this last-to-be-filed case.

Amazon intends to provide specific proposals to Plaintiff and the Court as to opportunities for coordination as the litigation progresses and in light of any case schedule agreed to by the Parties or ordered by the Court. Most obviously, and as is common in matters with multiple parallel proceedings, individuals who are relevant to multiple actions should only be deposed once, and third-parties who will be subject to subpoenas for documents or deposition testimony should need to respond only once.

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¹ In this action filed by the Attorney General for the District of Columbia involving similar claims under D.C. law, the Court granted Amazon's motion to dismiss on March 18, 2022, and then denied the District's request for reconsideration on August 1, 2022. The District's appeal is currently pending in the D.C. Court of Appeals.

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Amazon agrees with Plaintiff that there is no need for severance or consolidation with any other action, and that it is not necessary for the Court to appoint liaison or lead counsel in this action.

IV. DISCOVERY AND DISCOVERY SCHEDULE [CRC 3.750(b)(5), (b)(9)-(b)(11), CRC 3.724(1), (8)]

A. Joint Statement

The Parties are currently negotiating proposed orders governing the handling of confidential materials, expert discovery and disclosure, and the handling of electronically-stored information, each of which would govern discovery in the Action.

The Parties agree that it is not necessary to identify deponents at this time (CRC 3.750(b)(9)); that an electronic document depository is not necessary (CRC 3.750(b)(10)); and that it is not necessary to appoint a special master at this time (CRC 3.750 (b)(11)).

B. The People's Statement.

Discovery by Amazon – Amazon commenced discovery in this action by serving written document requests on The People on October 4, 2022. The People served their written responses and objections on November 7, 2022. That same date, The People served over 17,000 pages of responsive documents and committed to producing additional responsive documents once a protective order is entered.² Amazon initiated a meet and confer process regarding certain of the As of this writing, the parties have met and conferred twice responses and objections. telephonically, and exchanged correspondence, in an effort to narrow or resolve any differences. During the most recent meet and confer, on December 22, 2022, The People agreed to produce certain additional responsive documents following entry of a protective order, and the Parties agreed to consider various additional issues raised. As such, the meet and confer process is ongoing, and there is presently no dispute ripe for intervention by the Court.

² Because The People's initial document production included Amazon confidential material, including documents and testimony, The People made this production without awaiting entry of a protective order. The additional materials The People have agreed to produce include confidential third-party information, and, as such, The People have agreed to produce such documents following entry of an appropriate protective order.

Discovery by The People – The People served an initial set of document requests on October 28, 2022. Amazon served its written responses and objections on November 29, 2022, but Amazon has not yet produced any documents. Notably, Amazon refused to deem the documents Amazon produced to The People during the investigation as produced in the litigation, instead objecting that the request was, among other things, overly burdensome, agreeing only to meet and confer on the issue. Further, unlike The People, who promptly produced responsive documents that did not contain third-party confidential information, Amazon has refused to produce any documents at all until a protective order is entered. The People initiated a meet and confer process to address these and various other deficiencies in Amazon's responses and objections. On December 21, 2022, the Parties met and conferred regarding the deficiencies in Amazon's production, including the refusal to designate any documents produced during the pre-suit investigation as produced in this litigation. Amazon indicated it would further consider its positions in light of the issues discussed and respond when it was able. Accordingly, the meet and confer process regarding The People's initial document requests is ongoing, and there is presently no dispute ripe for intervention by the Court.

Discovery Schedule – The People have put forward their proposal on fact and expert discovery in Exhibit A. This schedule is more than reasonable, allowing ample time for fact and expert discovery, in advance of any further dispositive motions and trial. Amazon's proposal to delay entry of any actual schedule for another six months would not facilitate efficient resolution of this case. Amazon itself commenced discovery almost three months ago, within weeks after the Complaint was filed, and there is no reason to delay entry of reasonable pretrial dates at this time. To the contrary, The People assert that the most efficient way to move this case forward is to enter a firm schedule, including dates for fact and expert discovery cut offs, the filing of any dispositive motions, and trial. This schedule will propel the case forward, and the parties can meet and confer regarding any modifications that may become necessary (to lengthen or shorten any of the relevant timeframes) as the case progresses.

C. Amazon's Statement.

Plaintiff's Pre-Complaint Investigation of Amazon. Prior to filing this Action, the Attorney General conducted an investigation into Amazon's retail business, including regarding

areas that are not the subject of the Complaint. Amazon was cooperative and responsive during that investigation, despite the significant expense and disruption imposed on the company's personnel and business activities. In particular, Amazon produced more than 1.7 million documents and 100 *terabytes* of data in response to civil investigative demands. Amazon also provided extensive interrogatory responses, and made available dozens of current and former employees, many of whom are or were senior executives at the company, to testify at investigative depositions.

Discovery by Amazon. On October 4, 2022, just weeks after the Complaint was filed and in an effort to quickly understand the potential scope of third-party discovery, Amazon served its initial set of document requests on Plaintiff. Plaintiff served its written objections and responses on November 7, 2022. For the six weeks thereafter, Plaintiff obstructed Amazon's efforts to obtain this routine discovery, seeking to shield virtually all of its relevant documents from discovery, and agreeing to produce only (i) transcripts of investigative depositions that counsel for Amazon attended, which Plaintiff had previously prohibited Amazon from reviewing³; (ii) documents quoted or cited in the Complaint; and (iii) documents quoted or cited by documents in the prior category. Plaintiff refused to produce, for example, any document adverse to its case.

Because Plaintiff maintained its initial position over the course of an extensive meet-and-confer process, Amazon requested on December 16, 2022 that the Court set a discovery conference. It was only then that Plaintiff retreated from its position. During a December 22 teleconference, Plaintiff indicated that it would consider producing additional responsive documents from its investigative file. But even now, Plaintiff is not actually producing anything, because it has refused to agree to a reasonable protective order, and will not commit to any timeline for making a production. Although Amazon remains concerned about the limited scope of documents that Plaintiff appears willing to produce, and the timing for doing so, Amazon agrees that the Parties should continue to meet and confer in light of Plaintiff's newly revised discovery position.

Discovery by Plaintiff. Plaintiff served its initial set of document requests on Amazon on October 28, 2022. Amazon timely served its written responses and objections on November 29,

³ The claimed "17,000 pages of responsive documents" that Plaintiff has produced to date contain only these transcripts, and the exhibits thereto. Plaintiff has yet to produce any other responsive documents.

2022. With respect to each of Plaintiff's document requests, Amazon agreed to produce documents or data, or to meet and confer about the reasonable scope of production of relevant documents. Because each of Plaintiff's requests seeks documents or data that contain Amazon's confidential information, Amazon's production is conditioned on the entry of a protective order. And because the scope of Plaintiff's pre-Complaint investigation was broader than the allegations in this Action, Amazon is working with Plaintiff to determine a subset of documents produced by Amazon during the investigation that are relevant to the claims and defenses in this Action.

Discovery Schedule. It is premature to specify discovery deadlines at this early stage in this complex case. Specifically, although the Parties appear to agree that this Action will involve extensive discovery from non-parties, and despite Amazon's prompt discovery requests to Plaintiff for the relevant information, the scope of such discovery remains unclear. In the three months since Amazon served its discovery requests, Plaintiff has yet to produce non-party documents gathered in the course of its multi-year investigation. Indeed, Plaintiff has not yet even identified which third parties it was in contact with during the investigation. Without this information, Amazon cannot determine whether Plaintiff's proposed discovery schedule is unnecessarily long, thus delaying resolution of this case, or unreasonably compressed, which would necessitate later motions to extend the schedule. In addition, the sweep of the Complaint suggests that a significant third-party discovery effort will be required, which may well include third-parties located both in the U.S. and elsewhere, requiring Hague Convention procedures. Amazon thus proposes that the Court allow the Parties to continue with discovery for approximately six months, at which point the Parties can make a more informed joint proposal to the Court with respect to a reasonable schedule for discovery and other deadlines in this Action. This proposal will not delay resolution of the Action, as the Parties will continue to aggressively pursue discovery during that time. And it will reduce the burden on the Court of hearing subsequent, iterative modifications to an arbitrarily set schedule. If the Court is agreeable to that approach, Amazon proposes the schedule attached hereto as Exhibit B, which proposes a timeline for expert discovery tied to the close of fact discovery.

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reflect the Parties' discussions to date with respect to the process for expert discovery in this action. Amazon and Plaintiff have discussed whether, given the complexity of the case, there should be modifications to the process typically followed by California courts. Plaintiff has suggested, for example, that the Parties agree to limit the scope of discoverable information with respect to all experts. Amazon has proposed (especially in light of those proposed limitations) that the Parties seek to mirror the expert discovery processes utilized in federal courts by agreeing to serve written expert reports that disclose the expert's opinions and their bases. Plaintiff represented that it does not have a position on the appropriate process for expert disclosure in this case.

Amazon's proposal also attempts to address two flaws with Plaintiff's proposed schedule

regarding discovery. First, and as discussed, Plaintiff's proposed schedule does not provide

sufficient flexibility for the as-yet-unknown scope of non-party fact discovery. Second, it does not

V. DISPOSITIVE MOTIONS [CRC 3.750(b)(8), CRC 3.724(2), (5)]

On December 5, 2022, Amazon filed a demurrer to both causes of action in the Complaint. The People will file their opposition by January 20, 2023, under the schedule ordered by the Court. Amazon has until February 6, 2023, to file its reply. A hearing on the demurrer is scheduled for 9:00 a.m. on March 7, 2023.

The Parties agree that the pretrial schedule should account for the filing of additional dispositive motions, but disagree as to the best approach for setting a pretrial schedule for such motions:

• The People's Statement: The People propose the pretrial schedule attached hereto as Exhibit A, including the deadlines for filing dispositive motions set forth within the proposed schedule. Amazon's proposal, delaying entry of a pretrial schedule for another six months until June 2023, would cause unnecessary delay and would not facilitate efficient progress of this action toward resolution. Indeed, it was Amazon itself that first commenced discovery now some three months ago. There is no reason that discovery deadlines, and other relevant pretrial dates, should not be set now. If there are material changes as discovery unfolds, the parties can meet and confer and

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propose modifications as necessary. But, waiting six months to set any deadlines will only lead to needless delay.

Amazon's Statement: In light of the pending demurrer—which may resolve the entirety of the Action—and, as discussed above, Plaintiff's refusal to engage in the discovery necessary to understand the scope of non-party discovery, Amazon requests that the Court allow the Parties to continue with discovery for approximately six months, at which point the Parties can make a more informed joint proposal to the Court with respect to a reasonable schedule for further dispositive motions and other deadlines in this Action. There is no reason that this approach will delay resolution of the Action; to the contrary, it will help ensure clear and accurate expectations as to the appropriate timeline for litigating this case at the outset and it may result in speeding up (not slowing down) Plaintiff's proposed timelines. If the Court is agreeable to that approach, Amazon proposes the schedule attached hereto as Exhibit B, which proposes a timeline for dispositive motions tied to the close of expert discovery. Amazon's proposal with respect to future dispositive motions differs from that offered by Plaintiff because Plaintiff's proposal would crash summary judgment practice into trial, with little opportunity to conform the structure of the trial to summary judgment rulings or to allow the parties a chance to discuss resolution with the benefit of the Court's guidance.

VI. SETTLEMENT [CRC 3.750(b)(6), CRC 3.724(6)]

The Parties will remain in contact regarding any prospect for settlement, but are not requesting Court assistance at this time.

VII. OTHER MATTERS [CRC 3.750(b)(12)-(13), CRC 3.724(3), (4), (7)]

The Parties agree that a case-based website and master list of counsel are not necessary in this Action.

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EXHIBIT A – THE PEOPLE'S PROPOSED PRETRIAL SCHEDULE 2 Date: **Event:** 3 Deadline for The People to oppose a demurrer or other January 20, 2023 4 pleading motion. 5 Amazon's deadline to reply to The People's oppositions to February 6, 2023 a demurrer or other pleading motion. 6 March 7, 2023 Hearing on demurrer 7 8 Deadline to serve written discovery requests or subpoenas April 5, 2024 for deposition testimony of fact witnesses. 9 Deadline to file discovery motions. May 10, 2024 10 Close of fact discovery. June 7, 2024 11 Expert discovery begins. June 10, 2024 12 13 Deadline for Parties to issue a demand for expert witness June 14, 2024 information pursuant to CRC 2034.10. 14 Deadline for Parties to exchange expert witness July 12, 2024 15 information in response to a demand made pursuant to CRC 2034.260 and 2034.270. 16 Deadlines for Parties to exchange supplemental expert August 16, 2024 witness information pursuant to CRC 2034.280. 17 Close of expert discovery. December 13, 2024 18 Deadline to move for summary judgement or summary January 10, 2025 19 adjudication. 20 Deadline for Parties to meet and confer regarding January 31, 2025 settlement. 21 March 17, 2025 Final pretrial conference. 22 23 Trial begins. April 14, 2025 24 25 26 27 28

EXHIBIT B – AMAZON'S PROPOSED PRETRIAL SCHEDULE

Event:	Date:
Deadline for Plaintiff to oppose a demurrer or other pleading motion.	January 20, 2023
Amazon's deadline to reply to Plaintiff's oppositions to a demurrer or other pleading motion.	February 6, 2023
Hearing on demurrer or other pleading motion.	March 7, 2023
Deadline for Parties to file a joint status report and stipulation regarding a proposed pretrial schedule.	June 23, 2023
Further case management conference regarding proposed pretrial schedule, if needed.	July 2023
Close of fact discovery.	[TBD]
Deadline for Parties to issue a demand for expert witness information pursuant to CRC 2034.10.	7 days after close of fact discovery
Deadline for Parties to exchange expert witness information in response to a demand made pursuant to CRC 2034.260 and 2034.270.	30 days after 2034.10 demand
Plaintiff's deadline to serve Plaintiff's Opening Expert Reports.	14 days after statutory exchange of information
Amazon's deadline to serve Defendant's Opening Expert Reports.	60 days after Plaintiff serves opening expert reports
Plaintiff's deadline to serve Rebuttal Expert Reports pursuant.	60 days after Amazon serves opening expert reports
Close of expert discovery.	30 days after Plaintiff serves reply expert reports
Deadline to move for summary judgement or summary adjudication.	75 days after close of expert discovery
Final pretrial conference.	150 days after deadline to move for summary judgment
Trial begins.	30 days after final pretrial conference