

EXHIBIT 193

UNREDACTED VERSION OF DOCUMENT SOUGHT TO BE LODGED UNDER SEAL

From: Sam Lessin </O=THEFACEBOOK/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=SAM LESSIN>
Sent: Thursday, May 24, 2012 11:54 AM
To: Zach Rait; Aryeh Selekman; Justin Osofsky; Sam Lessin; Douglas Purdy; Rose Yao
Subject: Message summary [id.325046187570965]

Rose Yao:

>Hey,
>Just got off a call with foursquare about giving us all their data.
>
>They asked for 2 things in return:
>
>--Data reciprocity--
>1) The ability to query our api for a particular venue and get back all
>public posts related to that venue
>2) The ability to query for a particular user the list of location
>related posts they have shared. (already done today)
>
>--Understanding/Agreement around how we'll use the data-- Their biggest
>concern here is that we will use their data to bootstrap our local product especially local offers or ads. Clearly this is
part of their roadmap and they have doomsday scenarios around us using their data to put them out of business.
>
>This goes back to the idea around who owns the data, the user or the developer. What are we willing to agree to at
this point?
>Doug/Sam, do you guys have a strawman around this already?
>My instinct is to keep it general and basically say if at any point we start trying to monetize local, we'll come some type
of rev share agreement when we use foursquare data.
>
>Thoughts?

Zachary Rait:

>I think we should be as vague as we possibly can and not commit to anything. I'm pretty wary of guaranteeing (even
verbally) revshare if we monetize local as we're clearly going to do this...

Samuel Lessin:

>Doug and I do have a strawman for this -- I said i would write it up
>weeks ago and then didn't --- will focus o nit

Rose Yao:

>thx Sam, will be super helpful to at least have internal agreement around this while we're pushing developers on giving
us everything. Zach, I'm wary too, but I can't imagine a world longterm where we make money off the developer/app
content and don't rev share in some way. It wouldn't be a sustainable ecosystem.