1 2 3 4 5 6	email: rkatz@manatt.com	KIRBY NOONAN LANCE & HOGE LLP SEP CHARLES 5. HOGE (Bar No. CA 110696) email: choge@knlh.com out of the choler with the come of the come o
7 8	Attorneys for Plaintiffs FUHU, INC. & FUHU HOLDINGS, INC.	
9	UNITED STAT	ES DISTRICT COURT
10	SOUTHERN DIS	TRICT OF CALIFORNIA
11		1 2 CV 2 3 0 8 WQH WVG
12	FUHU, INC. & FUHU HOLDINGS, INC.	CIVIL COMPLAINT FOR BREACH OF CONTRACT; BREACH OF IMPLIED
13	Plaintiffs,	COVENANT OF GOOD FAITH AND FAIR DEALING; FRAUD; TRADE SECRET
14	VS.	MISAPPROPRIATION; CONVERSION; FALSE DESIGNATION OF ORIGIN AND
15	TOYS "R" US, INC. & TOYS "R" US – DELAWARE, INC.,	UNFAIR COMPETITION UNDER 15 U.S.C. § 1125(A); TRADE DRESS INFRINGEMENT
16	Defendants.	UNDER 15 U.S.C. § 1125(A); STATE TRADEMARK INFRINGEMENT UNDER CAL. BUS. & PROF. CODE § 14335;
17		COMMON LAW TRADEMARK INFRINGEMENT; COMMON LAW TRADE
18		DRESS INFRINGEMENT; TRADEMARK INFRINGEMENT; FALSE ADVERTISING
19	·	UNDER THE LANHAM ACT; COMMON LAW UNFAIR COMPETITION; UNFAIR
20		COMPETITION UNDER CAL. BUS & PROF. CODE § 17200; UNJUST ENRICHMENT;
21		REPLEVIN
22		DEMAND FOR INJUNCTIVE RELIEF AND JURY TRIAL
23	,	[APPLICATION FOR INJUNCTIVE RELIEF TO BE FILED FORTHWITH]
24		TO BE FILED FORTHWITH
2526	Plaintiffs Fuhu, Inc. and Fuhu Holdir	ngs, Inc. (collectively, "Fuhu") allege as follows for
27	their complaint against Defendants Toys "R" Us, Inc. and Toys "R" Us - Delaware, Inc.	
28	(collectively, "TRU").	
LPS &		FUHU'S ORIGINAL COMPLAINT

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PARTIES

- 1. Plaintiff Fuhu, Inc., is a California corporation with a place of business at 909 N. Sepulveda Boulevard, Suite 540, El Segundo, California 90245.
- 2. As alleged further below, Fuhu, Inc., is the creator of NABI, the world's first full-featured Android tablet made especially for kids. Fuhu's investors include, among others, Acer, the global PC and notebook giant, and Foxconn, one of the largest and fastest growing manufacturing services providers in the world.
- Plaintiff Fuhu Holdings, Inc., is a California corporation with a place of business at 909 N. Sepulveda Boulevard, Suite 540, El Segundo, California 90245.
- 4. Fuhu Holdings, Inc., is a wholly-owned subsidiary of Fuhu, Inc., that owns intellectual property rights at issue in this action.
- 5. Defendant Toys "R" Us, Inc., is a Delaware corporation with a principal place of business at One Geoffrey Way, Wayne, New Jersey 07470.
- 6. On information and belief, Toys "R" Us, Inc. owns and licenses Toys "R" Us and Babies "R" Us stores in the United States and foreign countries and jurisdictions.
- 7. Defendant Toys "R" Us – Delaware, Inc., is a Delaware corporation with a principal place of business at One Geoffrey Way, Wayne, New Jersey 07470.
- On information and belief, Defendant Toys "R" Us Delaware, Inc., is a 8. wholly-owned subsidiary of Defendant Toys "R" Us, Inc., and operates Toys "R" Us stores in the United States, Canada and Puerto Rico; Babies "R" Us stores in the United States; and Internet businesses in the United States and Canada.

THE NATURE OF THE ACTION

- 9. To reverse its downward business trajectory, on September 10, 2012, TRU announced with great fanfare its "proprietary" tablet for children, TABEO. Attached as Exhibit A is a typical news report on that announcement from the Wall Street Journal. A TRU vice-president was quoted in the article as follows: "It is our strategic position to offer products that you can't find anywhere [else]"
 - Exhibit A notes that this was TRU's "...first move into house brand electronics...". 10.

- 11. This lawsuit is about how TRU was able to make this complex and difficult move: by breaching a strict non-disclosure agreement ("NDA") (a true and correct copy of which is attached as Exhibit B)¹, by misappropriating the trade secrets of Fuhu, and by infringing the intellectual property rights of Fuhu, the first-mover in this area and TRU's previous partner. TRU entered into direct competition with Fuhu, shamelessly using Fuhu's confidential information obtained after fraudulently becoming Fuhu's exclusive distributor in an agreement signed in October, 2011 ("Exclusivity Agreement") (a true and correct copy of which is attached as Exhibit C)², promising millions of dollars worth of marketing, merchandising, and sales.
- 12. Fuhu's product, NABI, showed every indication of becoming a blockbuster for TRU. For example, after NABI was introduced, TRU's website sold out within a few weeks of starting to accept pre-orders. One press report stated,

It's not too soon to predict what the top-selling tech toy is likely to be this holiday season, and that would seem to be the Nabi Kids Tablet, on Android.

It won't even arrive in the stores at Toys "R" Us until next week, but the Nabi is already reportedly the chain's top-selling product in the electronics, gaming and learning categories, based on pre-orders.³

TRU reported that pre-orders were coming in at the rate of 1,000 every three hours at the time it stopped accepting pre-orders and that the demand would support sales of 20,000 NABI units per day on the TRU website.

- 13. Instead of promoting NABI per its agreement with Fuhu, TRU did virtually no promotion. TRU ordered the NABI in quantities that were commercially unreasonable given the reported demand. In the end, TRU's total orders for the 2011 holiday season were hardly more than what TRU said it could sell on its website in a single day.
- 14. TRU's failure to perform its obligations led Fuhu to terminate the exclusivity of TRU's distribution rights in January, 2012. But the reason for TRU's unreasonable behavior only became clear with the September 10, 2012 announcement of the TABEO.

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A motion seeking leave to file Exhibit B under seal is filed concurrently herewith.

² A motion seeking leave to file Exhibit C under seal is filed concurrently herewith.

³ "Kids Get Their Own Tablet on Android," 7x7.com, December 2, 2011, available at: http://www.7x7.com/tech-gadgets/kids-get-their-own-tablet-android (accessed on September 22, 2012).

- 15. TRU has used and continues to use Fuhu's confidential information, trade secrets, and other intellectual property to prepare, market, and sell TABEO. TRU leveraged its exclusivity on NABI to simultaneously frustrate Fuhu's business by failing to market, merchandise, promote, and order in a commercially reasonable manner while preparing TABEO.
- 16. While developing TABEO, and after Fuhu terminated the Exclusivity Agreement, TRU began to sell third party NABI competitors such as the KURIO tablet. Such sales gave TRU a stop gap between NABI and TABEO, but the poor quality of these competitors generated, on information and belief, return rates of at least 15%-25%. Such return rates hurt the entire market category, including NABI. Further, on information and belief, TRU communicated Fuhu's trade secrets to one or more of these competitors.
- 17. NABI's return rate is a comparatively miniscule 3%-5%. Lower return rates are better for the retailer and are generally indicative of a product that better meets customers needs.
- 18. The TABEO product and related marketing bear a striking and not coincidental similarity to Fuhu's NABI product and the collateral proprietary information that Fuhu disclosed to TRU under strict confidentiality. TRU used Fuhu's trade secrets and confidential information to start selling TABEO, which systematically attempts to replicate the NABI experience, far earlier than TRU could have done otherwise, if at all.
- 19. TRU frustrated the success of NABI in the 2011 holiday season by failing to order sufficient quantities to meet demand and failing to perform agreed-upon marketing and merchandising. Now, TRU is poised to launch TABEO for the all-important 2012 holiday shopping season, with the product featured on the TRU websites, with pre-sales already under way, and with the product announced to be available on October 21, 2012. TABEO not only is confusingly similar to NABI's iconic butterfly shape reflected in the Nabi trademarks and trade dress, but also TRU's advertising and promotional materials are derived from the business plan Fuhu shared with TRU on a basis of strict confidentiality. Furthermore, TRU infringes Fuhu's trademarks and engages in false advertising in its marketing and merchandising of TABEO.

11 JURISDICTION AND VENUE 12 23: This is an action with federal claims for trademark infringement, trade dress 13 infringement, false advertising, and unfair competition under the Lanham Act, and with state law 14 claims for, inter alia, state and common law unfair competition, misappropriation of trade secrets, 15 breach of contract, breach of the covenant of good faith and fair dealing, fraud, conversion, and 16 replevin. 17 24. This Court has jurisdiction over the federal claims pursuant to 28 U.S.C. § 1331 18 and 15 U.S.C. § 1121. 19 25. This Court has jurisdiction over the state law claims pursuant to 28 U.S.C. § 1367 20 and 28 U.S.C. § 1332. There is diversity of citizenship between Fuhu and TRU, as the citizenship 21 of Fuhu is California, and the citizenship of TRU is Delaware and New Jersey. The value of the 22 matter in controversy is in excess of \$75,000. 23 26. Venue is proper in this Court pursuant to 28 U.S.C. § 1391(a) because a substantial 24 part of the events or omissions giving rise to the claims occurred in this District and because of 25 the exclusive jurisdiction provision of the parties' Exclusivity Agreement (attached as Exhibit C). 26 27 28

FUHU'S ORIGINAL COMPLAINT

SUBSTANTIVE ALLEGATIONS

Fuhu's Mission and Vision

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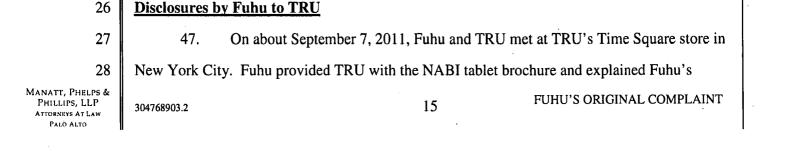
- 27. Fuhu is the creator of products sold under the trademarks NABI, FOOZ KIDS, URDRIVE, URSPIN, URFOOZ, SPINLETS, SPINLETS+, and FUGOO. Fuhu is a leading provider of cloud-served software, applications, and services that are dedicated to creating deep and engaging user experiences on a range of consumer devices. Fuhu was the first-mover in the market for full-featured Android tablets made especially for kids.
- 28. Fuhu's mission is to be the world's leading designer, seller and innovator of "thoughtful" consumer products and services for children, sold through the world's biggest and best retailers. Fuhu's vision for accomplishing this mission is to bring innovation and inspiration to children around the world through "thoughtful" experiences in education and entertainment. Fuhu defines "thoughtful" as: 1) socially responsible, 2) doing good things, 3) making things right, and 4) making a difference in people's lives.

Fuhu's Development of NABI

- 29. In about May, 2010, Fuhu began development of its FOOZ KIDS software. Fuhu's FOOZ KIDS team comprises approximately 35 individuals, who have worked continuously on the product from inception through the present. FOOZ KIDS is among the core experiences included in the NABI product and ecosystem. Fuhu's FOOZ KIDS team consists of internal and external resources in areas including, without limitation, business development, marketing & public relations, engineering, content management, creative, and product.
- 30. Fuhu's work on FOOZ KIDS progressed into development of the NABI tablet device and ecosystem. Fuhu's NABI team comprised 62 individuals at inception and has grown to 114 individuals as of the date hereof. While NABI leverages the investment in FOOZ KIDS, it builds upon it significantly. Fuhu's NABI team consists of internal and external resources in areas including, without limitation, business development, marketing & public relations, engineering, content management, creative, and product.
- 31. By early 2011, Fuhu was refining a strategy for NABI that would create and give Fuhu a first-mover advantage in a new market segment for kid-oriented full-featured Android

tablet computers. The original NABI was introduced in the fall of 2011, and the next generation NABI 2 was introduced in the summer of 2012.

- 32. Fuhu's NABI tablet strategy combines a first-mover advantage resulting from a unique branded ecosystem encompassing hardware, software, bundled content and services, and other confidential and proprietary differentiators and advances.
- 33. NABI's web-accessible parental dashboard is an easy-to-use way for parents to ensure their children's safety and security. With a password protected log-in, parents are able to view a pre-screened and kid-safe collection of over 100,000 websites, videos, games and crafts for various age range and gender combinations.
- 34. The NABI products include a line of quality, kid-focused accessories that can be personalized and fully integrated with the NABI tablet.



never disclosed this fact to Fuhu.

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iconic butterfly design, including as reflected in its butterfly trademarks and trade dress, as well as the importance of preloaded content and an instant on experience for reducing return rates. Fuhu also provided details on the accessories Fuhu was planning to roll out with NABI. TRU expressed an interest in having exclusive rights to retail NABI. 48. On information and belief, prior to the September 7, 2011 meeting, TRU had begun exploring the possibility of developing its own kid-oriented tablet computer, but TRU

business case and rollout plans. Fuhu also shared its NABI strategy with TRU, including why

and how Fuhu sourced a general product and made it a unique, branded experience with the

- 49. On about September 19, 2011, Fuhu and TRU met again, this time at Fuhu's offices in El Segundo, California. At this meeting, Fuhu shared with TRU trade secrets regarding NABI and demonstrated an actual NABI tablet in detail. Fuhu reviewed again its business strategy and all the features, functions, and benefits associated with this business model and its execution in connection with NABI. Fuhu again provided TRU with Fuhu's NABI brochure and showed examples of accessories Fuhu planned to take to market. Fuhu shared the NABI product and ecosystem and the unique focus targeted at a core audience, making the case that Fuhu's strategy was superior to that of any other tablet company in the market at the time. TRU again expressed an interest in being the exclusive retailer for NABI and asked if Fuhu could bring the NABI tablet to TRU's headquarters offices in Wayne, New Jersey, to show their electronics department leads.
- 50. On about September 30, 2011, Fuhu and TRU met again at TRU's headquarters in Wayne, New Jersey. Fuhu brought a NABI tablet to the meeting and demonstrated the tablet and the Fuhu business model to TRU representatives. Fuhu provided a list of NABI features and functions along with a list of accessories to be rolled out in conjunction with NABI, and again reviewed the business model and importance of accessories in driving profits for the NABI ecosystem.

Exclusive Distribution Agreement Between Fuhu and TRU

- 51. On about October 5, 2011 Fuhu and TRU met again in Fuhu's offices in El Segundo, California. At the meeting, TRU offered to provide marketing and merchandising support and a volume commitment to gain exclusive distribution rights. Fuhu displayed to TRU a model End-Cap display for NABI and all the associated accessories for TRU stores and disclosed confidential and proprietary information regarding Fuhu's strategy relating to the display. TRU agreed to the requested commitments and to draft a contract for an exclusive retail relationship. TRU told Fuhu it believed this would be one of TRU's top products of the year, and, as press reports noted elsewhere herein (see Paragraph 12), TRU's prediction came true.
- 52. During the meeting on October 5, 2011, Fuhu and TRU agreed orally that in exchange for exclusive distribution rights for NABI, TRU would provide substantial merchandising, marketing, and volume commitments.
- 53. On about October 7, 2011 TRU provided Fuhu with a presentation regarding what TRU would do to gain exclusivity and highlighting the benefits to which TRU would commit.
- 54. On about October 10, 2011, Fuhu provided TRU with a pre-release sample NABI with iconic butterfly shaped bumper and packaging for brief review on the understanding that TRU would return it promptly. TRU kept the sample longer than agreed purportedly to show NABI at a TRU Board Meeting and only returned it after Fuhu repeatedly demanded its return.
- 55. On about October 24, 2011 Fuhu provided TRU with a detailed list of products and accessories that are part of NABI's business plan, the reasons for each accessory, and how to instill them with the iconic NABI butterfly brand.
- 56. Thereafter, the parties worked on reducing their oral agreement to writing, resulting in the document of which a true and correct copy is attached as Exhibit C ("Exclusivity Agreement").

Retail Launch and Subsequent Events

57. On or about November 17, 2011, the NABI tablet was available for pre-ordering online on the TRU website, and the majority of those tablets were sold out online within a few weeks.

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- 59. Because of such high demand for the NABI tablet, on about December 1, 2011, TRU made multiple requests to order more product with an estimated volume of 100,000 units. TRU followed up later in the week with a much smaller volume commitment, closer to 10,000 units on December 12, 2011.
- 60. On about December 14, 2011, Fuhu met with TRU at TRU headquarters in Wayne, New Jersey. Fuhu met with the sales team as well as the Accessory team for TRU. Fuhu provided all the detailed information about the accessories Fuhu was building and launching along with trade secrets as to why they had picked these specific accessories.
- 61. On about December 18, 2011 TRU started selling the NABI tablet in stores, and the majority of those tablets were sold out within a few days.

Termination of Exclusivity

- 62. In January of 2012, Fuhu and TRU executives met at the Computer Electronics Show (CES) in Las Vegas. Fuhu had set up an entire suite dedicated to the NABI tablet and its ecosystem. Fuhu walked the TRU executives through the entire suite, showed them all the products, and educated them on whey they fit into the overall business plan. Fuhu showed TRU new features and functions that were not publicly available, including their music solution and related sourcing information. At the meeting in Fuhu's demonstration suite, Fuhu requested that TRU start to fulfill their responsibilities under the exclusivity contract and explained that very little of TRU's responsibilities were met in the areas of marketing and merchandising.
- 63. Fuhu and TRU continued to correspond through email regarding TRU's responsibilities in the area of marketing and merchandising for the year 2012 as well as volume commitments. TRU confirmed by email dated January 30, 2012, from Troy Peterson of TRU to Robb Fujioka of Fuhu, that TRU agreed "it's best to move forward with our partnership as nonexclusive" but also that TRU did "not expect to achieve the purchase amounts and marketing support under the agreement going forward".

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1	85. Fuhu performed its obligations under the Exclusivity Agreement or was legally	
2	excused from doing so.	
3	86. All conditions required for TRU's performance of its obligations under the	
4	Exclusivity Agreement occurred.	
5	87. TRU unfairly interfered with Fuhu's right to receive the benefits of the Exclusivity	
6	Agreement, including without limitation by TRU failing to provide any of the marketing and	
7	merchandising support specified in Exhibits A, B, and C to the Exclusivity Agreement.	
8	88. TRU acted with bad motives or intentions and/or engaged in deception or evasion	
9	in the non-performance of its obligations under the Exclusivity Agreement.	
10	89. TRU's conduct denied Fuhu the bargain initially intended by the parties in the	
11	Exclusivity Agreement. Fuhu would not have entered into the Exclusivity Agreement but for the	
12	marketing and merchandising support specified in Exhibits A, B, and C to the Exclusivity	
13	Agreement.	
14	90. Fuhu was harmed in an amount to be proven at trial by TRU's failure to provide	
15	any of the marketing and merchandising support specified in Exhibits A, B, and C to the	
16	Exclusivity Agreement.	

22	100. Fuhu repeats and realleges each and every allegation of the foregoing paragraphs 1
23	through 99 as though fully set forth herein.
24	101. Fuhu owns trade secret information relating to NABI that has actual or potential
25	independent economic value because it was secret and is the subject of reasonable efforts by Fuhu
26	to maintain its secrecy, including without limitation through the NDA. Fuhu took appropriate
27	precautions to maintain the secrecy of its trade secrets and confidential information by ensuring
28	physical security of its records, marking confidential materials with confidentiality legends,
MANATT, PHELPS & PHILLIPS, LLP ATTORNEYS AT LAW PALO ALTO	304768903.2 FUHU'S ORIGINAL COMPLAINT

FOURTH CLAIM FOR RELIEF - TRADE SECRET MISAPPROPRIATION

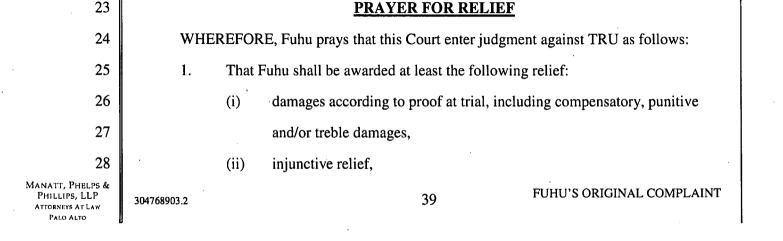
including confidentiality legends in employees' email signatures, requiring employees to sign an
Employee Handbook containing a Confidentiality Clause and, in certain cases, a restrictive
covenant, and by entering into the NDA with TRU.

- 102. Fuhu's trade secrets and/or confidential information were communicated in confidence by Fuhu to TRU subject to and in reliance on the NDA.
- 103. On information and belief, TRU improperly acquired and/or used and/or disclosed Fuhu's trade secrets relating to NABI and solicited at least one customer and/or manufacturer based on the misappropriated trade secrets.
- 104. Fuhu has been harmed in an amount to be proven at trial by, and/or TRU has been unjustly enriched in an amount to be proven at trial by, TRU's improper acquisition and/or use and/or disclosure of Fuhu's trade secrets.
- 105. Because TRU's misappropriation was willful and malicious, Fuhu is entitled to punitive damages of twice the amount awarded for actual damages and unjust enrichment.
- 106. Because TRU's misappropriation was willful and malicious, Fuhu is entitled to its attorney's fees and the costs of this action.
- 107. TRU's improper acquisition and/or use and/or disclosure of Fuhu's trade secrets was a substantial factor in causing and continuing to cause harm to Fuhu and/or unjust enrichment to TRU.
- 108. TRU's improper acquisition and/or use and/or disclosure of Fuhu's trade secrets has caused irreparable and incalculable harm to Fuhu and Fuhu is thus entitled to injunctive relief prohibiting ongoing and future use by TRU of Fuhu trade secrets.
- 109. Fuhu is entitled to injunctive relief that eliminate any commercial advantage that TRU otherwise would derive from the ongoing and future use of misappropriated trade secrets that have since been publicly disclosed.
- 110. Fuhu is entitled to any and all additional remedies that may be available at common law for the above-described misappropriation.

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