

Message

From: Jhaveri, Nimesh [nimesh.jhaveri@walgreens.com]
Sent: 7/30/2014 2:25:41 PM
To: Sunny Balwani [sbalwani@theranos.com]; Kozlowski, Casey [casey.kozlowski@walgreens.com]
CC: Wasson, Stewart [brad.wasson@walgreens.com]
Subject: Re: couple of quick update

Thank you Sunny. This is terrific! We are starting to move mountains!

Congratulations.

Nim

From: Sunny Balwani <sbalwani@theranos.com>
Date: Tuesday, July 29, 2014 at 11:22 PM
To: Casey Kozlowski <casey.kozlowski@walgreens.com>
Cc: Nimesh Jhaveri <nimesh.jhaveri@walgreens.com>
Subject: RE: couple of quick update

we broke thru 20 customers-per-day threshold in our palo alto store. 22 patients today. 2 coupons, 20 paid customers.

From: Kozlowski, Casey [mailto:casey.kozlowski@walgreens.com]
Sent: Monday, July 28, 2014 6:32 PM
To: Sunny Balwani
Cc: Jhaveri, Nimesh
Subject: Re: couple of quick update

Hi Sunny!

Thanks for the note - this is all great news! I actually had a call regarding HCC STD testing today - more to come on that, but things are moving forward. Pat Carroll was on the call and will be in AZ with us next week. We'd like to add this to the agenda for that meeting if you don't mind.

On an unrelated note, I had an interesting conversation with State Farm recently. They are interested in doing life insurance panels with Walgreens and Theranos. I'd like to set up some time with you later this week if possible to give you some background and details on their ask. I'm out Thursday, but any other day this week works for me. Let me know what works best for you.

Thanks,
Casey

Sent from my iPhone

On Jul 28, 2014, at 5:10 PM, "Sunny Balwani" <sbalwani@theranos.com> wrote:

Nim/Casey.

Hope all is well. just want to send you few quick update:

- <!--[if !supportLists]--><!--[endif]-->We should be able to have test for 'Valley Fever' live by end of august at the latest. We are almost done with fingerstick validation so this should go live on fingerstick in all likelihood. this test is very common in Arizona and requested by all pediatricians.
- <!--[if !supportLists]--><!--[endif]-->should be able to have test celiac disease panel also go live by end of august. also most likely from fingerstick.
- <!--[if !supportLists]--><!--[endif]-->HIV antibody screen from fingerstick is now live! one last assay remaining from STI panel on fingerstick is HSV 1 and 2 and they are bring validated for our September timeframe also as mentioned before
- <!--[if !supportLists]--><!--[endif]-->very confident that we will also be able to do HIV quant (viral load) from fingerstick by end of august. this will be a big deal as you know.

Separately, I haven't heard from HCC team on STI discussion since I sent the PowerPoint to the team. Would like to expedite that project. We are ready to work with Johns Hopkins as we discussed to validate all of our STI tests. We can start with venipuncture STI validation in august and then do fingerstick in September. there are other thought leaders we will reach out to also to bring additional credibility to this. Harry and Pat were going to follow up on this.

thanks.

Sunny