

**To:** David Doyle[ddoyle@theranos.com]; Scott Marmer[smarmer@theranos.com]  
**Cc:** Elizabeth Holmes[eholmes@theranos.com]; Daniel Young[dyoung@theranos.com]; Sunny Balwani[sbalwani@theranos.com]  
**From:** Daniel Edlin[/O=THERANOS ORGANIZATION/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=DANIEL EDLIN]  
**Sent:** Mon 3/12/2012 7:07:32 PM (UTC)  
**Subject:** FW: MLSA proposal  
[Theranos MLSAdraft1-2012-03-12 YYV.docx](#)

Hi all,

I have attached the proposed agreement for our upcoming clinical trial with GSK, starting July 1<sup>st</sup>. Please review and indicate if you have any questions or comments for further contract discussion. Note that our next call with GSK is tomorrow at 9AM.

Thanks,  
Dan

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**From:** Yannick Vernaeve-Schoen (Biologicals, BE) [mailto:YANNICK.Y.VERNAEVE-SCHOEN@GSKBIO.COM]  
**Sent:** Monday, March 12, 2012 6:49 AM  
**To:** Daniel Edlin  
**Cc:** Christophe De Jaegher (Biologicals, BE); Nicolas Markine-Goriaynoff (Biologicals, BE)  
**Subject:** MLSA proposal

Dear Mr Edlin,

Let me introduce myself as the contract manager, in charge of setting up all contract agreement for GSK – GVCL partnership activities.

I have been requested to issue a Master Laboratory Service Agreement (MLSA) covering future activities between GSK and your lab.

Can I please ask you to review attached documents and to revert to me with any comments you may have so that we can move further into contract discussion?

Should you have any type of question / remarks, feels free to revert to me at any time.

Wishing you a very nice day

Best regards,  
Yannick Vernaeve-Schoen