

To: Sunny Balwani[sbalwani@theranos.com]
From: Elizabeth Holmes
Sent: Mon 11/25/2013 12:37:16 AM
Subject: FW: Pfizer/Theranos Discussions

fyi

From: Elizabeth Holmes
Sent: Sunday, November 24, 2013 4:37 PM
To: 'Sogaard, Morten'; Christian Holmes
Cc: Sakul, Hakan
Subject: RE: Pfizer/Theranos Discussions

Morten:

Thanks for this. We would look forward to meeting with your President of R&D at JP Morgan.

We are very interested in putting a long term, strategic partnership in place with Pfizer and look forward to the opportunity to discuss this in detail.

With my best regards,
Elizabeth

From: Sogaard, Morten [mailto:Morten.Sogaard@pfizer.com]
Sent: Saturday, November 23, 2013 7:06 PM
To: Christian Holmes
Cc: Sakul, Hakan; Elizabeth Holmes; Sogaard, Morten
Subject: RE: Pfizer/Theranos Discussions

Christian,

My sincere apologies I should have checked on our side first. I will follow up to move things along on our side. Please, take my mail as an expression of interest and excitement with your technology and aspirations that we can move forward with discussions and hopefully a partnership.

Thank you also for checking regarding the proposed meeting. That could be an excellent opportunity to further engage Pfizer senior management.

All the best,
Morten

From: Christian Holmes [mailto:cholmes@theranos.com]
Sent: Saturday, November 23, 2013 5:49 PM
To: Sogaard, Morten
Cc: Sakul, Hakan; Elizabeth Holmes
Subject: RE: Pfizer/Theranos Discussions

Morten –

Thank you for this note. We certainly remain very interested in moving forward with our work together.

I sent some proposed edits on the Pfizer CDA back to Tina early in the week of Nov 11th, and I just resent that note (attached) to ensure it didn't get held up for some reason. I checked through my inbox again and have not seen a response. In parallel to executing this CDA, perhaps we can look to schedule a discussion regarding next steps and outlining a process to move forward.

I'll also connect with Elizabeth regarding the meeting you proposed, and respond shortly.

Best regards
Christian

From: Sogaard, Morten [<mailto:Morten.Sogaard@pfizer.com>]
Sent: Saturday, November 23, 2013 8:19 AM
To: Elizabeth Holmes; Christian Holmes
Cc: Sakul, Hakan; Sogaard, Morten
Subject: Pfizer/Theranos Discussions

Dear Elizabeth, dear Christian,

Just following up since we hadn't heard from you for a while. We are still very interested in following up.

Did something happen, that would suggest that we should rather connect later? A quick note would be helpful just so we know. We understand that it is a very busy time for your company where you need to prioritize activities.

On a related note, we would be very interested in having you meet with our President of R&D at JP Morgan if of interest to you.

Kind regards,
Morten

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