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**From:** Danise Yam [/O=THERANOS ORGANIZATION/OU=FIRST ADMINISTRATIVE GROUP/CN=RECIPIENTS/CN=DYAM]  
**Sent:** 1/22/2010 9:51:23 PM  
**To:** Elizabeth Holmes [/O=THERANOS ORGANIZATION/OU=FIRST ADMINISTRATIVE GROUP/CN=RECIPIENTS/CN=Eholmes]  
**Subject:** For Tina  
**Attachments:** Monthly Financial statement Dec 2009\_USCIS.xls

This is the adjusted version.

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**From:** Elizabeth Holmes  
**Sent:** Friday, January 22, 2010 1:31 PM  
**To:** Danise Yam  
**Subject:** RE: ATA Ventures Annual Limited Partner Meeting (Theranos)

Namely 09

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**From:** Danise Yam  
**Sent:** Friday, January 22, 2010 1:00 PM  
**To:** Elizabeth Holmes  
**Subject:** RE: ATA Ventures Annual Limited Partner Meeting (Theranos)

This revenue includes the potential adjustments (need to agree with KPMG) for Celgene (\$3,250K), Centocor (assuming completion in June 2010), Schering Plough (assume completion in 12/09) and Novartis (\$65K, assume we could recognize in 2009).

The version for Tina came right off the QAD.

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**From:** Elizabeth Holmes  
**Sent:** Friday, January 22, 2010 12:53 PM  
**To:** Danise Yam  
**Subject:** RE: ATA Ventures Annual Limited Partner Meeting (Theranos)

Thanks for this – the revenue numbers here are different from the previous FS you sent for Tina’s visa – are these our latest read on the recognizable revenue from 09?

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**From:** Danise Yam  
**Sent:** Friday, January 22, 2010 12:27 PM  
**To:** Elizabeth Holmes  
**Subject:** FW: ATA Ventures Annual Limited Partner Meeting (Theranos)  
**Importance:** High

Please see attached...I am not sure what should be included as Cash Burn...so I changed to Cash COGS+OPEX.

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**From:** Carolyn Balkenhol  
**Sent:** Thursday, January 21, 2010 10:30 AM  
**To:** Danise Yam  
**Cc:** Paula Chaltas  
**Subject:** FW: ATA Ventures Annual Limited Partner Meeting (Theranos)  
**Importance:** High

Danise,

Can you please complete this and forward to Elizabeth -- then she can figure out what she wants to give them?

Thanks,  
Carolyn

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**From:** Teresa Landry [mailto:tlandry@ataventures.com]  
**Sent:** Wednesday, January 20, 2010 4:09 PM  
**To:** Carolyn Balkenhol  
**Cc:** Teresa Landry  
**Subject:** FW: ATA Ventures Annual Limited Partner Meeting (Theranos)  
**Importance:** High

Hi Carolyn,

I know Elizabeth is still traveling.

Can you let me know when she returns?  
Also, what date do you think she might be able to respond to Sheila's email?

She was hoping to get the customer presentation yesterday and the rest of it by 2/22.

Thanks for your help.  
Teresa

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**From:** Sheila Davis  
**Sent:** Friday, January 15, 2010 11:01 AM  
**To:** eholmes@theranos.com  
**Cc:** Teresa Landry; Carolyn Balkenhol; Pete Thomas  
**Subject:** ATA Ventures Annual Limited Partner Meeting (Theranos)  
**Importance:** High

Hello Elizabeth:

It's that time of the year again when we ask you for information to help us plan for our Annual LP Meeting in February; "Thank You" for agreeing to present at our meeting this year.

We appreciate how busy you are and we are hopeful that this request does not require a lot of your time. Would you be able to provide us with the following items?

2009 Financials -- revenue, cash burn, income (all on a quarterly basis): *December or January Board package should be fine*

**NOTE: You can provide us with a board package or you can fill out the attached template; whichever is easier for you.**

- 2009 Financials extra -- backlog carried into 2010 (i.e. purchase orders booked in 2009, but not shipped)
- 2009 Sales or Client status -- 3 or 4 quick bullets
- 2009 Product status -- 3 or 4 quick bullets
- 2009 Market status -- 3 or 4 quick bullets
- Photos, Charts or Graphics to help get the point across (we love pictures!)
- \*Current corporate presentation made to clients or potential clients

If you could send us your \*current corporate presentation made to clients or potentials clients by Tuesday, January 19th, that would be most appreciated. Please let us know if you have any sensitivity about a customer name being under NDA or any other concerns you may have about the information you send us.

Ideally, all other items are needed by Friday, January 22 to give us enough time to prepare for the meeting. You can send them to me and I will forward them on to Hatch or you can send them to him directly at [hatch\\_graham@yahoo.com](mailto:hatch_graham@yahoo.com).

After Hatch receives your information and has a chance to review it, he will contact you to discuss your presentation.

#### **Meeting Day Details**

Thursday, February 25<sup>th</sup> is the day of the meeting and it will be held at the Sofitel in Redwood City. The CEO presentations are scheduled from "about" 3:30 and 5:00pm; we will ask you to arrive about 30 minutes early. We will have a reception at the Sofitel Lounge immediately following the meeting; it would be great if you could join us for this, as well. Our LPs always enjoy speaking with the CEOs of our companies.

Let me know if you have any questions: I'll be sure to get you the answers ASAP.

Many thanks,  
Sheila

Sheila Davis  
Assistant to Hatch Graham  
Managing Director of ATA Ventures  
203 Redwood Shores Parkway, Suite 550  
Redwood City, CA 94065  
Main #: 650-594-0189  
Direct: 650-622-3536  
Fax: 650-594-0257

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**From:** Carolyn Balkenhol [mailto:cbalkenhol@theranos.com]  
**Sent:** Thursday, January 07, 2010 1:30 PM  
**To:** Hatch Graham

**Cc:** Sheila Davis; Teresa Landry

**Subject:** FW: ATA Ventures Annual Limited Partner meeting

Thanks so much for your invitation, Hatch. Elizabeth is on the road right now, but I'm sure she'd be delighted to present at the meeting if she's not off chasing customers on that date. ☺

Please let me know the details as you finalize the schedule.

Thanks,  
Carolyn

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**From:** Elizabeth Holmes  
**Sent:** Thursday, January 07, 2010 4:52 AM  
**To:** Carolyn Balkenhol  
**Subject:** Fwd: ATA Ventures Annual Limited Partner meeting

Begin forwarded message:

**From:** Hatch Graham <[hgraham@ataventures.com](mailto:hgraham@ataventures.com)>

**Date:** January 7, 2010 2:58:19 AM EST

**To:** Elizabeth Holmes <[eholmes@theranos.com](mailto:eholmes@theranos.com)>

**Cc:** Sheila Davis <[sdavis@ataventures.com](mailto:sdavis@ataventures.com)>, Pete Thomas <[pthomas@ataventures.com](mailto:pthomas@ataventures.com)>

**Subject:** ATA Ventures Annual Limited Partner meeting

Hi Elizabeth.

Happy New Year!

Similar to last year, our ATA Ventures Annual Limited Partner meeting will be coming up in February. The specific day is Thursday the 25th.

We'd very much appreciate your attendance, including a presentation about Theranos' progress, as we did last year. Please confirm that you can make the date. The format will be essentially the same as before -- I will provide a high level one-chart overview of each portfolio's 2009 efforts, and then in a later session, a select group of CEOs present a 10-15 minute (5 to 7 chart) "more detailed" review of the 2009 progress and 2010 objectives.

We're really looking forward to seeing you again.

Best regards,  
Hatch

File Produced in Native Format