

Bryan Tolbert

From: Ana L. Quintana
Sent: Monday, August 5, 2013 3:14 PM
To: Tolbert, Bryan
Subject: FW: Black Diamond Ventures XII, LLC | Theranos Shareholder Letter

Importance: High
Sensitivity: Confidential

Categories: Theranos

Brian – I hope you're doing well.

Please find the Shareholder letter below (below) – let me know if you have any questions.

Best always,

Ana

Ana L. Quintana
Principal
400 N. Brand Blvd., Suite 950
Glendale, California 91203
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E |
<http://www.linkedin.com/in/anaquintana>

From: Ana L. Quintana
Sent: Friday, August 02, 2013 3:02 PM
To: Ana L. Quintana
Cc: 'Christopher B. Lucas'
Subject: Black Diamond Ventures XII, LLC | Theranos Shareholder Letter
Importance: High
Sensitivity: Confidential

Dear Black Diamond Investors,

Below please find a Shareholder update letter from Theranos' CEO, Elizabeth Holmes.


We will continue to share any new information and our thoughts as it becomes available to us in the near future.

As always, please feel free to contact me should you have any questions or concerns.

Best always,
Ana

Ana L. Quintana
Principal
400 N. Brand Blvd., Suite 950
Glendale, California 91203
T |
E |
<http://www.linkedin.com/in/anaquintana>

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From: Theranos [<mailto:shareholderinfo@theranos.com>]
Sent: Monday, July 29, 2013 5:22 PM
To: Theranos
Subject: Theranos

Dear Shareholder,

It is with great pleasure that I write to inform you of our upcoming consumer launch.

As you all know, we have been working in stealth mode for several years to prepare for this.

With this launch, we will begin sending information to our shareholders through email briefs. If you would like these briefs sent to a different point of contact please let us know by replying to xxxxxxxxxxxxxxxxxxxx.

We have been preparing a new website in anticipation launch, and will be releasing incremental content on it over the coming weeks and months. Our first new website content is up today. Our board is publicly listed on the site for the first time, so we did our company's first press release to announce two new directorships today. I've attached the release to this email for your reference.

In the event you are contacted regarding Theranos, we have a dedicated PR team set up to handle all inquiries. Please relay all calls or requests for information directly to them. The PR contact point at Theranos is Jeff Blickman. His contact information is on the new Theranos website under Press Info at 650.xxx.xxxx or xxxxxxxx@theranos.com.

For your reference, we will not be granting interviews until we make commercial announcements and have the information in those announcements additionally posted to our website.

We will be sending additional communications to shareholders before this happens.

With my best regards,

Elizabeth

Elizabeth Holmes
CEO
Theranos, Inc.

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Theranos, Inc., 1601 S. California Avenue, Palo Alto, CA, 94304
650-838-9292 www.theranos.com

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Theranos announced today that Richard M. Kovacevich and General James Mattis were appointed to its Board of Directors.

Mr. Richard Kovacevich served as Chief Executive Officer of Wells Fargo & Company from 1988-2007 and as Chairman of the Board from 2001-2009. Prior to Wells Fargo, he held executive positions with General Mills and CitiCorp and was President and CEO of Norwest Corporation until its merger with Wells Fargo in 1988. Mr. Kovacevich serves on a number of corporate boards, including Cargill, Inc. and Cisco Systems, Inc.

General James Mattis is a retired United States Marine Corp general who last served as the 11th commander of the United States Central Command. He previously commanded United States Joint Forces Command and served concurrently as NATO's Supreme Allied Commander Transformation. General Mattis retired after more than 41 years of service to the nation.

These individuals join existing Theranos Board members Elizabeth Holmes, Theranos Chairman and Chief Executive Officer; Henry A. Kissinger; Samuel Nunn; William J. Perry; Gary Roughead; George P. Shultz; and Sunny Balwani, Theranos President and Chief Operating Officer.

For more information about Theranos, visit <http://www.theranos.com>

For additional press links:

<http://www.marketwatch.com/story/theranos-announces-new-members-of-its-board-of-directors-2013-07-29>

<http://www.cnbc.com/id/100920722>

With this recent press announcement and launch of their revamped website, we anticipate sharing additional information in the next few months.

Kind regards,

Ana

Ana L. Quintana

Principal

400 N. Brand Blvd., Suite 950

Glendale, California 91203

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E |

<http://www.linkedin.com/in/anaquintana>

Black Diamond Ventures | <http://www.bdventures.com/>

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