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Message

**From:** Tubergen, Jerry [/O=RDV CORPORATION/OU=FIRST ADMINISTRATIVE GROUP/CN=RECIPIENTS/CN=JERRYT]  
**Sent:** 10/21/2014 1:28:24 AM  
**To:** Doug DeVos [REDACTED]  
**Subject:** Re: Thank You

Thanks, Doug. Yup, we're there. And thanks for making the trip. I think we were already in, but that definitely sealed the deal.  
This is, without a doubt, the most special opportunity we've seen, as it has so much potential to do so much, for so many!! Very cool.

JT a

> On Oct 20, 2014, at 6:24 PM, Doug DeVos <[REDACTED]> wrote:

>  
> Jerry,  
>  
> Well done!! Looks like we're there!  
>  
> Exciting to be part of this tremendous effort to change the world for the better!  
>  
> Thanks,  
>  
> Doug

>> On Oct 20, 2014, at 13:23, Jerry Tubergen <jerryt@rdvcorp.com> wrote:

>>  
>> Thanks very much Elizabeth.  
>>  
>> JT

>>> On Oct 19, 2014, at 9:33 PM, Elizabeth Holmes <eholmes@theranos.com> wrote:

>>>  
>>> Dear Jerry:  
>>>  
>>> Thank you for this note.  
>>>  
>>> We too very much enjoyed our meeting, and very much identified with your values and commitments.  
>>>  
>>> We cannot think of a better foundation for long term impact and long term value creation than building our company with a group of anchor shareholders who share these values.  
>>>  
>>> We have reserved the \$100M allocation for you and the family. Sunny will follow with a note tomorrow with the details from here.  
>>>  
>>> We look forward to building this long term partnership on all fronts.  
>>>  
>>> With my very best regards,  
>>> Elizabeth

>>> -----Original Message-----

>>> From: Jerry Tubergen [mailto:jerryt@rdvcorp.com]  
>>> Sent: Sunday, October 19, 2014 7:47 AM  
>>> To: Elizabeth Holmes; Sunny Balwani  
>>> Cc: Doug DeVos  
>>> Subject: Re: Thank You

>>> Elizabeth and Sunny

>>>  
>>> Thank you so very much for our meeting Tuesday, with Doug, Cheri, Rick and me. It was wonderfully informative, and in fact, extremely encouraging and exciting to learn more about Theranos, and the truly amazing opportunities and potential that lay ahead. We all enjoyed spending the time with you, getting to know you both and hearing more about your values and vision. To say we were impressed, is clearly an understatement. As we agreed concluding our meeting, it is clear we have much in common, which is the stuff of good partnership.

>>> We would love to move forward and be a part of the new shareholder base you are assembling. As we discussed, an investment of \$100M seems to fit, if that works for you and the company.

>>>  
>>> We are truly honored to have this opportunity, and look forward to a long, successful partnership. We stand ready to be more than a financial partner, and are committed to helping you and your team build out the Theranos platform to positively impact lives throughout the world for many years to come. As we said, we view this as a multigenerational commitment.  
>>>  
>>> Please have whomever is appropriate follow up with me regarding next steps at their earliest convenience.  
>>>  
>>> And thank you again for using your talent and efforts to create something that will be of benefit to so many. We are grateful to have this opportunity to be a part of this and are extremely encouraged about the future.  
>>>  
>>> All the very best  
>>>  
>>> Jerry  
>>>  
>>>  
>>>  
>>>  
>>>  
>>> On Sep 23, 2014, at 3:04 PM, "Elizabeth Holmes" <eholmes@theranos.com> wrote:  
>>>  
>>> Jerry:  
>>>  
>>> Thanks for this note and your comments below.  
>>>  
>>> It was wonderful to meet you.  
>>>  
>>> We too are deeply interested in the potential long term relationship here; our conversation and discussion on values and long term value creation greatly resonated with us.  
>>>  
>>> We very much look forward to welcoming you to California. The 14th of October works for our team here - we are definitely progressing toward closing some of these transactions but can plan to get materials to you exactly upon receipt of your confidentiality agreement and move expeditiously with you after the meeting so you don't have to fly out twice.  
>>>  
>>> I am looking forward to this,  
>>>  
>>> Elizabeth  
>>>  
>>> -----Original Message-----  
>>> From: Jerry Tubergen [mailto:jerryt@rdvcorp.com]  
>>> Sent: Thursday, September 18, 2014 11:54 AM  
>>> To: Elizabeth Holmes  
>>> Cc: 'dmosley@██████████'; Christian Holmes  
>>> Subject: Thank You  
>>>  
>>> Dear Elizabeth,  
>>>  
>>> What a great pleasure it was to meet you and Christian yesterday and get a sense of your values and vision for Theranos. You have created something truly amazing. It does seem we have much in common. I came away inspired and enthused.  
>>>  
>>> I was able to speak to several DeVos family members today about you, Theranos, and the potential for us to become a partner with you in this exciting undertaking. As I expected, there was an overwhelmingly enthusiastic response (from both 2nd and 3rd generation family members), and a strong desire to explore how that might happen.  
>>>  
>>> Dan Mosley and I spoke earlier today as well, and he indicated he would send me a confidentiality agreement to execute and return to you, which I am happy to do. Once you receive that, would you please send me a copy of the offering memorandum for our review?  
>>>  
>>> As to an on-sight visit, I would love to find a time that works for me, along with one or two family members. I otherwise need to be in California in mid-October, and it would work well to come out a day or so early to visit you, say October 14 or 15. If you'd prefer, I can certainly find a time to come out sooner. Happy to do whatever works best for you. We are very much looking forward to exploring a mutually beneficial partnership.  
>>>  
>>> Thanks very much for your time yesterday and the opportunity to meet you.  
>>>  
>>> All the best,

>>>>  
>>>> Jerry  
>>>>