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**From:** Vivek Khanna  
**To:** Brian Grossman  
**Sent:** 1/6/2014 7:52:49 AM  
**Subject:** RE: theranos-modest refinement

130 mm in 2013 is best estimate at 7.9% share=1.3bn ascensions  
Total dollar market size is \$60bn according to LH and \$70 bn according to DGX  
These are updated for 2013

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**From:** Brian Grossman  
**Sent:** Monday, January 06, 2014 7:36 AM  
**To:** Vivek Khanna  
**Subject:** RE: theranos

And where do these numbers come from?

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**From:** Vivek Khanna  
**Sent:** Monday, January 06, 2014 7:36 AM  
**To:** Brian Grossman  
**Subject:** FW: theranos

LH does 120 mm ascensions a year so total market is 1.7bn ascensions roughly

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**From:** Vivek Khanna  
**Sent:** Monday, January 06, 2014 7:33 AM  
**To:** Brian Grossman  
**Subject:** RE: theranos

Total US lab Market (\$72B)  
-DGX is 9%  
-LH is ~7%

Outside the Hospital Segment (\$44B)  
- DGX is 13%  
- LH is ~11%

Independent Lab Segment (\$24B)  
-DGX is 24%  
-LH is 19%

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**From:** Brian Grossman  
**Sent:** Monday, January 06, 2014 7:32 AM  
**To:** Vivek Khanna  
**Subject:** RE: theranos

That's it? Thought much higher

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**From:** Vivek Khanna  
**Sent:** Monday, January 06, 2014 7:32 AM  
**To:** Brian Grossman  
**Subject:** RE: theranos

16% share together and i will get ascensions

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**From:** Brian Grossman

**Sent:** Monday, January 06, 2014 7:31 AM

**To:** Vivek Khanna

**Subject:** theranos

Can u pull that market data together. Want to include a few questions on that in the due diligence memo to them