

**To:** Elizabeth Holmes[eholmes@theranos.com]  
**From:** Daniel Mosley  
**Sent:** Wed 10/15/2014 1:47:38 AM  
**Importance:** Normal  
**Subject:** Meeting with the DeVos Family/Meeting on Friday  
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[Theranos Questions.docx](#)

Elizabeth,

I got a great report from Jerry Tubergen after your meeting, which obviously went very well. I hope you enjoyed the meeting as much as they did. At some point, I hope to arrange a meeting with Rich DeVos, who is Doug's and Cheri's father. He is terrific person.

We are set to meet on Friday with the group from the Niarchos Foundation. Unfortunately, as I suspected, Andreas can't make it. Although it is not critical to completing an investment, I do want to find a time for you to meet him. If you have any opportunity to be in New York, please let me know and I will see that it happens.

The individuals coming with me from the Niarchos Foundation include Vasili Tsamis (Chief Operating Officer), Rick Petty (Chief Investment Officer) and John Czvekus (member of the investment group). I have attached the list they prepared of information and topics they would like to cover. I hope none of this information causes any concern, but let me know if it does.

We are all flying in on Thursday night and can start anytime in the morning on Friday. We are all on a 3pm flight from San Francisco back to New York so we will probably need to leave about 1pm.

I look forward to seeing you on Friday.

Best, Dan

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## **Financials**

- Would like to receive copies of audited financial statements since inception.
- We would like to receive a detail breakdown of the pro forma 2015 revenue projections, (how these numbers were attained), and projections beyond 2015, hopefully available.

## **References**

- We would like to speak with the Hospital for Special Surgery and the Johns Hopkins Hospital regarding their collaborations as referenced.
- We would like to speak with Walgreens regarding their relationship, (how they anticipate rolling out the services), and receive a copy of their Agreement.

## **Business Plan**

- We would like to speak with other members of Management.
- Detailed description of the end-to-end services delivery process (from blood drawing to result sharing), with emphasis on the technologies deployed, customer service and logistics.

## **Governance**

- The shareholders provide a Power of Attorney to the Founder to appoint all board members.
- Shareholders are not permitted to review the "books and records" of the company.
- No shareholder meetings.
- Succession plan for Elizabeth Holmes.
- Current investors protected by confidentiality agreement.
- Reasons for consolidating the current investor base.
- Incorporation of provisions for Mandatory redemption of shares by the board within the Certificate of Incorporation.