
From: Sunny Balwani <sbalwani@theranos.com>
Sent: Tuesday, January 14, 2014 9:14 PM
To: Brian Grossman
Subject: RE:

Brian.

Thanks for the email.

I am working to send out the documents you had asked for last week. You should receive both of them tomorrow. I got tied up over the weekend with meetings till late so couldn't get them out to you but will get them to you tomorrow for sure.

We should be able to find a way to take care of both of these points one way or another. Shouldn't be an issue. Also, we can schedule a call for Friday or next week. You can come in person or we can talk over the phone, I will make it work either way.

Kind regards,
Sunny.

From: Brian Grossman [mailto:Brian@pfmlp.com]
Sent: Monday, January 13, 2014 8:25 AM
To: Sunny Balwani
Subject: RE:

Sunny

We are very interested in moving forward. We did have a few items that we'd like to follow up on.

First, we take compliance extremely seriously. As such we'd like to understand what we actually signed when we registered for our onsite meeting. Is it possible for our General Council, Kimberly Summe, to review that document?

Beyond that the WAG endorsement obviously speaks to strength and robustness of the technology platform. As does the UNH agreement you have in place. Do you think we could have a quick conversation with somebody at WAG and UNH who can speak specifically to the technical due diligence they performed? This would go a long way towards completing our fundamental due diligence and could shorten and simplify the remaining work we would need to do.

Lastly there are few questions that we have that would be better suited for a follow up call later in week.

Again thanks for taking the time to meet with us on Friday and look forward to finishing up our work as quickly as possible.

Regards

Brian

From: Sunny Balwani [<mailto:sbalwani@theranos.com>]
Sent: Saturday, January 11, 2014 4:55 PM
To: Brian Grossman
Subject: RE:

Brian.

Thanks for the email. we are fortunate to have a lot of people in the company who are very passionate about the mission of the company and committed to it.

I will send you the model over the weekend.

Best regards,
Sunny.

From: Brian Grossman [<mailto:Brian@pfmlp.com>]
Sent: Friday, January 10, 2014 11:16 PM
To: Sunny Balwani
Subject:

Sunny

Thanks again for the time you spent with our team walking us through the Theranos story. It's amazing to see what you and Elizabeth and the rest of the Theranos team have accomplished over the last 10 years. We will likely need a few days to process everything we learned today. One thing that would be especially helpful to our due diligence process is having access to the financial model we reviewed with you today.

Regards,

Brian