
From: Sunny Balwani <sbalwani@theranos.com>
Sent: Wednesday, January 22, 2014 5:04 PM
To: Brian Grossman
Subject: RE: RE: RE:

Brian.

Glad that we were able to cover good ground.

As discussed yesterday, we are open to you engaging consultants as long as the discussion does not include our trade secrets which includes, amongst others, our Phase II strategy of deploying our devices in retail clinics which are not designated as CLIA labs and of course the business details of our partnership with Walgreens and not mentioning Safeway. Since these consultants are Lab consultants, we assume business discussions would not be part of any agenda. If you can provide us the names and backgrounds and the scope of Theranos Confidential information you want to disclose, assuming there is no conflict (they don't work for Quest or LabCorp for instance), our legal team will create the NDAs for them to execute and get this done.

Speaking with UHG won't be possible unfortunately because of the obvious sensitivities around this contract. I can provide more details about this to you over the phone; we may be able to find another mechanism to satisfy what you are going for here.

If walking through our lab becomes the last remaining item on the list then we can walk 1 person, perhaps yourself, through our BSL-2 lab where we are running banks of our devices.

I will send out the investment documents to your general counsel today in the meantime.

Best regards,
Sunny.

-----Original Message-----

From: Brian Grossman [mailto:Brian@pfmlp.com]
Sent: Wednesday, January 22, 2014 5:31 AM
To: Sunny Balwani
Subject: RE: RE: RE:

Sunny

Thanks again for the time yesterday. I think we've answered the majority of our open questions and have just a few remaining issues to address. We would like to add a few consultants to the NDA as we discussed yesterday. We'd also like to speak with somebody, if they are open to it, from United Healthcare. Lastly, we would still like to see the lab and the analyzer in action if that's possible.

Regards

Brian

-----Original Message-----

From: Brian Grossman

Sent: Monday, January 20, 2014 10:51 AM
To: Sunny Balwani
Subject: Re: RE: RE:

thanks sunny. lets do tomorrow. we'll see you at 11. i'll send you a list of items we want to cover later this afternoon.

brian

> On Jan 20, 2014, at 11:21 AM, "Sunny Balwani" <sbalwani@theranos.com> wrote:

>

> Brian.

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> Sure thing. I am free tomorrow from 11-3 and most of Wednesday afternoon. Let me know if either of these days work.

>

> Thanks.

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

> From: Brian Grossman [mailto:Brian@pfmlp.com]

> Sent: Friday, January 17, 2014 4:44 PM

> To: Sunny Balwani

> Subject: Re: RE:

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> Sunny

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> Thanks for the materials and congrats on the Intermountain deal. That's a great validation for the technology and the company. I was wondering if you have any time next week for a follow up meeting. We have a few areas we'd like to follow up on.

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> Regards,

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> Brian

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>> On Jan 16, 2014, at 9:21 PM, "Sunny Balwani" <sbalwani@theranos.com> wrote:

>>

>> ***** Confidential *****

>>

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>> Brian.

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>> Attached please find a pdf which is a very confidential slide deck of discussions we had. It also includes a very detailed section on Data which Alex had requested, including the Nucleic Acid Amplification assays. This slide deck does not include any reference to Safeway.

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>> Please note you will need the following credentials to open this file:

>> Userid: pfmlp

>> Password: TheranosConfidential2014!

>>

>> I am also attaching scanned copies of the NDAs you had requested.

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>> We will mail you the projections/financial model shortly.

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>> Let me know if you have any questions on any of this.

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>> P.S.

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>> * At the conference, the Intermountain Health Systems announced the strategic partnership with Theranos. As you may already know, IMH is one of the largest hospital networks in the US and, more importantly, one of the most respected organizations and key thought leaders. Intermountain additionally participated as an equity investor in Theranos in the recent 2013 close.

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>> * I don't know if any of your team members got to attend the conference but if not, the following is a recap of Walgreens announcement/comments on Theranos by their CEO and CFO.

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>> Greg (CEO) ~ In our history book this will be a crawl, walk, run. We have launched in one store in Palo Alto where Theranos is located and are beginning a roll out in Phoenix. Once we've done that successfully you will see a more rapid national roll out. They have incredible, incredible technology. We are not going to comment on guidance in terms of revenue. Once we have rolled out in other states we will be able to talk more about it.

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>> Wade (CFO) ~ Responding to a question around how the economics work with Theranos. It's sort of a fee for service where we provide some of the process around getting that finger stick but they are the lab and Theranos closes the loop, they handle getting that information back to medical professional and payers.

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>> They discussed their 2016 financial targets, for which their calculated CAGRs show them lagging to reach, but highlighted alliance boots and Theranos as things that may help them catch up so they are not changing guidance on that 2016 target.

>> During the main presentation Greg Wasson commented on the influence of lab testing on overall healthcare spend while he was on the Theranos slide.

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>> From: Brian Grossman [mailto:Brian@pfmlp.com]

>> Sent: Friday, January 10, 2014 11:16 PM

>> To: Sunny Balwani

>> Subject:

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>> Sunny

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>> 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.

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>> Regards,

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>> Brian

>> <Theranos_Overview_and_data.pdf>

>> <Alex Rabodzey.pdf>

>> <Brian Grossman.pdf>

>> <Chris James.pdf>

>> <Sriram Balasuryan.pdf>

>> <Vivek Khanna.pdf>