

**To:** Elizabeth Holmes[eholmes@theranos.com]  
**Cc:** Sunny Balwani[sbalwani@theranos.com]  
**From:** Christian Holmes/[O=THERANOS ORGANIZATION/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=CHRISTIAN HOLMES]  
**Sent:** Tue 6/23/2015 2:07:40 AM (UTC)  
**Subject:** RE: touching base; opportunities

Will do. I actually responded to an email he wrote me about the same topic close to a month ago, but he never responded to that note. I can call him per your comments below and also re-engage on his communication to me

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**From:** Elizabeth Holmes  
**Sent:** Monday, June 22, 2015 7:00 PM  
**To:** Christian Holmes  
**Cc:** Sunny Balwani  
**Subject:** RE: touching base; opportunities

Please connect in with him on this – call him - and tell him I had appreciated his note

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**From:** Lipset, Craig [REDACTED]  
**Sent:** Friday, February 20, 2015 6:24 PM  
**To:** Elizabeth Holmes  
**Subject:** touching base; opportunities

Hi, Elizabeth. It has been YEARS since we last touched base, but you have clearly been busy.

I sit just down the hall from Morten Sogaard, and we exchange notes on a regular basis. Recently two opportunities have surfaced with interest in exploring working with Theranos.

I have been working with some of our R&D teams on studies to leverage Walgreens in-store infrastructure as a clinical trial site. For one upcoming project we were targeting stores in the Phoenix area hoping to incorporate the current Theranos installations. That project team is currently working up the study protocol, and I am very optimistic it can be a long overdue opportunity to include Theranos in their testing for study participants.

Elsewhere, some of our teams in Pfizer Consumer Health have been investing in work to ensure that patients “known their number” with regard to lipids and cholesterol. That team also had interest in learning more about Theranos.

I wanted to make sure these opportunities were known and connected back to you and your team. Please let me know if you have someone else in Theranos who I should make aware.

All the best!  
 Craig

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**Craig H Lipset**  
 Head of Clinical Innovation  
 Pfizer

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 [REDACTED]

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