

Message

From: Sunny Balwani [/O=THERANOS ORGANIZATION/OU=FIRST ADMINISTRATIVE GROUP/CN=RECIPIENTS/CN=SBALWANI]
Sent: 8/21/2014 7:32:35 PM
To: Jhaveri, Nimesh [nimesh.jhaveri@walgreens.com]
Subject: RE: Topics for Discussion

sure.

few to add:

- branding etc. Theranos space/shared space Theranos layout etc.
- Check in process going forward in PHX and beyond & patient experience when Theranos is not present in store
- HCC STI launch in AZ and beyond – we still haven't heard anything from anyone at HCC so at this point we are assuming we are not launching on 9/1 as discussed.
- Discuss further your comment about having to convince the new management for expansion beyond 40 stores. If there are issues here then we need to discuss this sooner than later as we can't slow down our growth for obvious reasons. would like to learn more here.

thanks.

From: Jhaveri, Nimesh [mailto:nimesh.jhaveri@walgreens.com]
Sent: Thursday, August 21, 2014 12:21 PM
To: Sunny Balwani
Subject: Topics for Discussion

Hi Sunny -

The following are the items we need to discuss:

- Data information – when will we have the laptop so we can socialize our wins / opportunities
- Reconciliation of the current expenses / billings – I'd like to get caught up before our Oct 3 steering committee mtg
- Patient ramp forecasts and market expansion -
- Venous Draw percentage progress
- Buildout on the 40% gold / silver / bronze

Thanks, Nim