

To: Eisenman, Alan[aeisenman@sofersteiner.com]
Cc: Elizabeth Holmes[eholmes@theranos.com]; Heather King[hking@BSFLLP.com]
From: Sunny Balwani
Sent: Mon 4/13/2015 3:18:37 AM
Subject: RE: PLEASE RESPOND!!!

Alan.

Your emails are insulting, full of inaccurate statements and wasteful of our time.

Our next response to this email and all your future emails will come from our counsel.

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

From: Eisenman, Alan [mailto:aeisenman@sofersteiner.com]
Sent: Sunday, April 12, 2015 7:43 PM
To: Sunny Balwani
Cc: Elizabeth Holmes
Subject: RE: PLEASE RESPOND!!!

The response I am looking for from you or Elizabeth is a business update like you provided last year when we discussed the company's timetable for a private or public liquidity event, the Walgreens partnership (which has been stalled for almost 6 months), and most importantly, the potential for growth in the value of Theranos. You told me a few years ago that the company was a high risk proposition. I would like to know if your initiatives with Walgreens, Cleveland Clinic, approval of self testing in Arizona, military applications, ongoing relationships with drug companies from the early days, etc., has taken the risk out of the company. It is really unfair for you to play this cat and mouse game with me. I have been a shareholder for over 9 years and I, as well as my daughter, also a shareholder, are in a different stage of life. I can't make a rational decision to sell or hold my stock with the lack of information you have provided.

Again, you have ignored my request for a company visit.

I am really hoping for a meaningful dialogue addressing the issues above.

Thank you,
Alan

From: Sunny Balwani [sbalwani@theranos.com]
Sent: Sunday, April 12, 2015 9:05 PM
To: Eisenman, Alan
Subject: RE: PLEASE RESPOND!!!

Alan. I already respond to your question about you wanting to sell your shares to someone who wants to buy your shares.

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

From: Eisenman, Alan [mailto:aeisenman@sofersteiner.com]
Sent: Saturday, April 11, 2015 1:41 PM
To: Sunny Balwani
Subject: PLEASE RESPOND!!!

I would appreciate a response or call this weekend.

Thank you,
Alan

From: Eisenman, Alan
Sent: Thursday, April 09, 2015 6:08 PM
To: Sunny Balwani
Subject: RE: Theranos

Sunny,

In addition to the fact that I am retiring, my daughter Kelly , and needs liquidity to buy a house. We are both considering the private deal referenced below to gain some liquidity from our Theranos stock. I am asking for a few minutes of your time to provide me with a little information so we can make an intelligent decision on whether to sell now at this valuation. A few facts:

1. When I first spoke to Elizabeth over 9 years ago and made my investment, she thought the company would IPO in 3-5 years.
2. When I spoke to you in the last quarter of 2014, you did say that you understood that some investors would like an exit after 10 years, and that there may be a private transaction to facilitate this.
3. When we spoke, you seemed to be amenable to a short quarterly call, since Elizabeth did this for the first 4 or 5 years of our investment, and she is too busy currently.

I also didn't get a response to my request for a company visit. David Harris and I would like to make a trip this spring.

I thank you in advance for your timely response.

Best,
Alan Eisenman

From: Sunny Balwani [sbalwani@theranos.com]
Sent: Monday, March 30, 2015 9:09 PM
To: Eisenman, Alan
Subject: RE: Theranos

Alan.

The last transaction was at \$17 per share as you already know.

I did not say we will have, or consider a liquidity event in 2015.

We don't know anything of this transaction below.

with our best regards,
Sunny.

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

From: Eisenman, Alan [mailto:aeisenman@sofersteiner.com]
Sent: Monday, March 30, 2015 8:26 AM
To: Sunny Balwani
Subject: FW: Theranos

Sunny,

We have been informed of an opportunity to sell Theranos stock. Before we do, we wanted to get some narrative from you, to get a sense whether our value has grown in the year and 3 months since the round valuing the company at 9 billion was priced. When we spoke several months ago, you said the company was sensitive to the original investors from 9 years ago, and would consider a private liquidity event sometime in 2015. I know circumstances change, and I wanted to see if this was still a possibility. Also, if we want to participate in this private transaction, will the company allow this?

Regardless of whether we participate in this deal, would it be possible to schedule a short catch up call? Also, would it be possible to visit Theranos sometime in the next 3 months?

Thank you,

Alan Eisenman

Broadmark has been engaged by a special purpose vehicle (SPV) to raise capital to purchase shares in Theranos through one or several secondary offerings. The shares are being sold by existing Theranos shareholders seeking liquidity. The shares are subject to a right of first refusal. If that right is waived, we anticipate the price of these shares to reflect a ~\$8B valuation for the company. The last primary round was closed in May 2014 at approximately a \$9B valuation. Given the nature of the SPV, this opportunity is only available to qualified persons or entities, i.e. you must have a net worth of at least \$5M, excluding your primary residence.

Upon request, there is limited documentation available to review for this transaction. We will provide summary due-diligence information, summary IP information, and other relevant documents Broadmark and the SPV have found in its due diligence. However our documentation excludes Theranos financials and excludes any official documentation from the company itself. As a result, you must conduct your own due diligence or be comfortable with the due diligence we are providing in order to invest.

Below are links to two recent articles and a TED talk on Theranos:

<http://fortune.com/2014/06/12/theranos-blood-holmes/>

<http://www.newyorker.com/magazine/2014/12/15/blood-simpler>

<http://www.tedmed.com/talks/show?id=309114>

Let me know if you may have interest or if you have any questions. In order to receive access to our due diligence, please execute the attached NDA and return to me promptly. Best, joe.

Joseph L. Schocken, President
Broadmark Capital,
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NDA.pdf>