

Message

From: Theranos [/O=THERANOS ORGANIZATION/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=SHARE HOLDERINFO666]
Sent: 6/12/2014 11:03:46 PM
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[alastair.borthwick@]; 'allieert@ ; 'ana@
; 'arbrudos@ ; 'avie@
'bjcassin@ ; 'blyman@
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'Mark@
Subject: Theranos

To our shareholders:

Last September, we introduced our products to the consumer and clinical markets after ten years of incredible work and the dedication of so many people. It opened a new chapter as we took the next step in realizing our goals. We have seen our work bring hope to those whose lives we can touch, and begin to touch the lives of the people we serve. We've enclosed below a few recent anecdotes on this.

With this email, we're very pleased to share with you this month's Fortune magazine cover story. Fortune did in-depth research to understand the impact our work will have on the world, and we selectively shared more of our work for this piece. We've enclosed the web link here, and posted the piece on our website, as always:

<http://fortune.com/2014/06/12/theranos-blood-holmes/> . We'll be in newsstands/airports etc. this weekend.

With our best regards,

Shareholder Information

Theranos, Inc.

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Here's our latest cover. Read all about blood diagnostics company Theranos here: for.tn/SQizNV pic.twitter.com/Ebwkt9w1X



An anecdote from our team re: a recent customer experience in Scottsdale

Today a quadruple amputee visited Theranos at the Walgreens located in Scottsdale. Due to his condition, he regularly receives arterial draws from his neck for basic blood work. Our ability to run his tests from a few drops of blood enabled our team to collect his sample in a nanotainer from an appendage for the first time. At the end of the collection, the man was overwhelmed with emotion. He exclaimed to his girlfriend that he would never again have to get a needle stuck into his neck. With tears in his eyes he thanked our team for our dedication to making people's life better. He declared himself a customer for life.

From: Fran
Sent: Thursday, May 22, 2014 12:58 PM
To: Theranos
Subject: Extremely Important if You are a "HARD" stick when going for lab work- <http://www.theranos.com>

This is an email I sent to all email address I have. Use it if you can to help others.

"Hi Everyone,

Yes me agaaaiiin. I know, I know, you never hear from me and now two emails. C'est la vie

As most, if not all of you know I've been Type I Diabetic since the age of 2. Ok, so I should say age 3 because I did get out of the hospital on the 3rd birthday, but dammit I am taking credit for every second of this disease. :-)

I've been getting blood drawn every 2-3 months for 51 years and 27 days. At times even more often thanks to stupid me choosing to get on a motorcycle and drive it on the freeway, if driving is what you want to call it! :-)

I think you all have a clear picture that I've been stuck by phlebotomists aka vampires many times over. I can count on two hands the number of vampires I would have hired to be my own personal phlebotomists, if I had the money. Going for lab work has not been an easy part of diabetes.

However, that has changed!! I went to Theranos Wednesday morning for my labs. Theranos has it's own locations and the one I went to was in a Walgreens. I had the same old blood test that I've been having done every 2-3 months where they normally take four vials of blood. Wednesday morning I had three finger pokes and three adorable itty bitty nanotainers of blood taken. It was awesome, amazing, interesting, pain free, stress free, and down right fun experience. I never imagined in my lifetime I would ever say those words about having labs done.

Everyone, which is about six people, from Theranos I've spoken with have been friendly, professional, respectful, and a pleasure to work with. The facility was clean, tidy, comfortable, and all around peaceful.

Hmmm, could this get any better?!! YES!! My insurance is not contracted with Theranos only LabCorp. One of the pleasant individuals I spoke with at Theranos offered to calculate the cost for all these tees I was having done. I figured what do I have to lose. She came back with \$34.80. I was absolutely floored and said "is that all?". I chose to treat my self and say to hell with my insurance. Now mind you those identical labs cost my insurance \$876.92 the last time I went in February 2014.

Please pass this on to as many people as you know. And I can't make any promises that anything wonderful will happen if you do pass it on or don't. :-) I just want as many people to know that there are other options rather than being poked and prodded by a phlebotomists.

Have an awesome day and cheers to enjoying your next lab work,
Frannie aka Fran"

"Out beyond ideas of wrongdoing and rightdoing,
there is a field. I will meet you there." Jalal al-Din Muhammad Rumi

From:

Sent: Thursday, April 24, 2014 7:51 PM

To: Theranos

Subject: thank you

Dear Theranos Team,

I just read about you in Wired, and I am so happy! I have thought for years that there must be a more efficient way of testing blood... and here you are with it! And not only are you accomplishing that, but you have a strategic plan to help transform our ability to treat people - I wish you all the best in this.

And yes, I am one of those people that has declined recommended lab work because I don't like those blood suckers. :-)

Anytime you have a difficult day at work, please take solace... you are improving the practice of healthcare, which is improving the practice of people-care, which is a noble thing... for which many, many people, though their voices may not reach you directly, are most grateful.

Thank you so very much.

Cheers,