

### The problem

There is no effective, trusted way for people to connect and get health advice online

Anonymous websites fail
Forums and message boards fail
Non-healthcare networks fail



#### Solution

Voro is where people share health advice with their friends and communities



Your network

Connect with friends and communities you trust



Health advice

Share knowledge, make decisions with confidence



Easy, fast, reliable, there when you need it

Health advice you can trust, at your fingertips



#### Traction

We're in public beta











No paid acquisition



50k+users

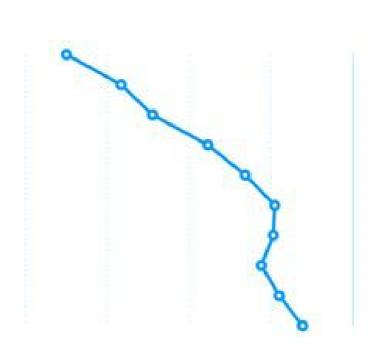




# TopPitchDeck

# The network is growing and users are engaged





#### %09

% users who have written a doctor review

#### 45%

% appointment bookers who come back and book again

# Users are moms...

%06

39

% of users who are women

median age



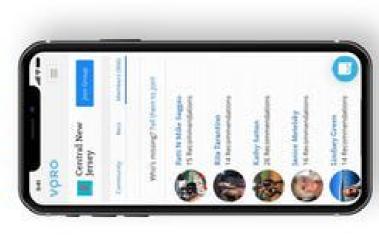
"Dr. B is extremely patient and kind. I have PCDS and endometriosis and had complications at the end of my pregnancy and he led me through all of those things as smoothly as possible. I highly recommend?"

- Kate

# ...who are building communities...

### Neighborhood Groups

e.g., Central New Jersey



#### Parent Groups

e.g., New York Parents

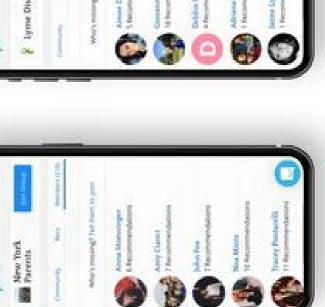
Mew York

VORO

## Medical Condition Groups

e.g., Lyme Disease





# TopPitchDeck

# ...in densely populated areas like New York City metro















Great Busy Little Bee Connecticut

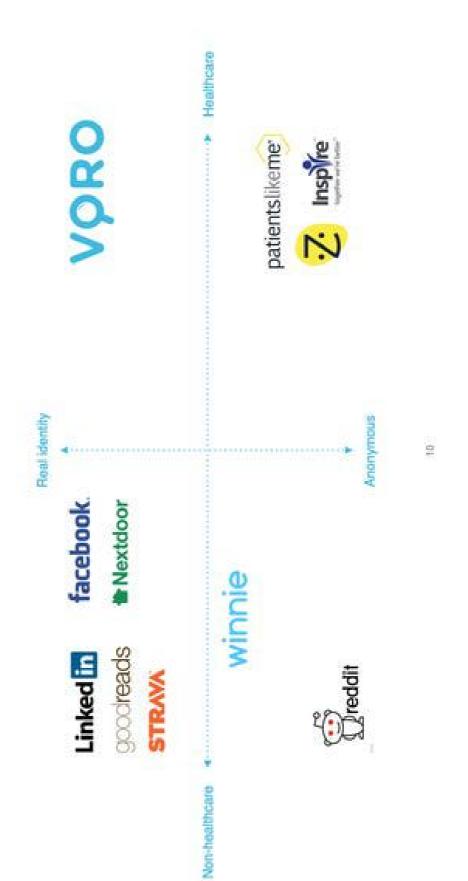






# Competitive landscape

Voro is the first healthcare social network where people use their real names





# Voro's market opportunity is large



#### Steerage

Description

Raute patients to High Value care, improving medical outcomes and reducing casts

Revenue Models

Transaction or per member per month (PMPM) fee, billed to insurance companies, providers, and self-insured employers

Total Addressable Market (TAM)

\$300 billion.

Total US healthcare spending on low value or unnecessary medical care

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#### Team



Tomas Hoyos Co-Founder - CEO

Private Equity Investor at American Securities

Focus on healthcare acquisitions Harvard



Drew Tunney Co-Founder - CTO

Technical team lead at Sighten, the solar marketplace

Grew team from 5 to 25 employees

Dartmouth