

VQRO

A group of people is sitting on a grassy area, possibly a park or waterfront, with a city skyline in the background. The scene is dimly lit, suggesting dusk or dawn. The text is overlaid on the image.

# The Healthcare Social Network

health advice and doctor reviews from people you trust

# 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



## Online

Easy, fast, reliable, there when you need it

Health advice you can trust, at your fingertips

# Traction

We're in public beta



50k+ doctor reviews



50k+ users



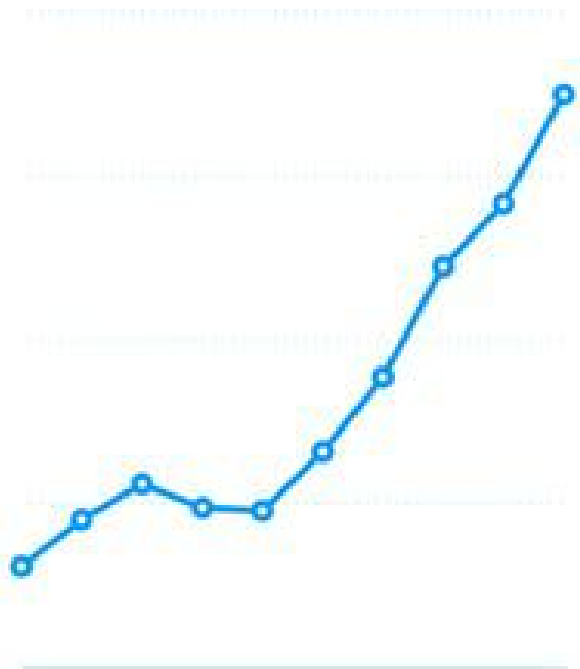
30%+ MoM growth



No paid acquisition

# The network is growing and users are engaged

Monthly Active Users



**50%**

% users who have written a doctor review

**45%**

% appointment bookers who come back and book again

## Users are moms...

90%

% of users who are women

39

median age



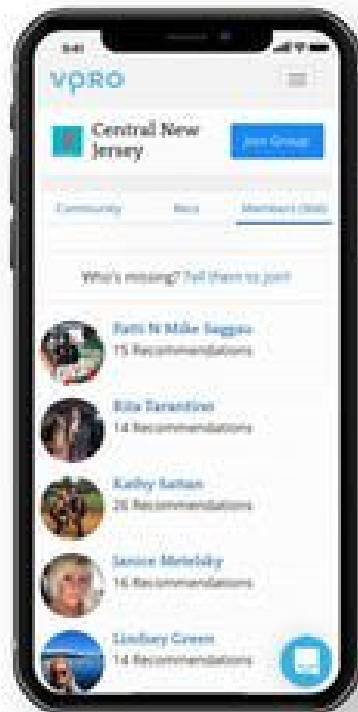
"Dr. B is extremely patient and kind. I have PCOS and endometriosis and had complications at the end of my pregnancy and he led me through all of those things as smoothly as possible. I highly recommend!"

- Kate

# ...who are building communities...

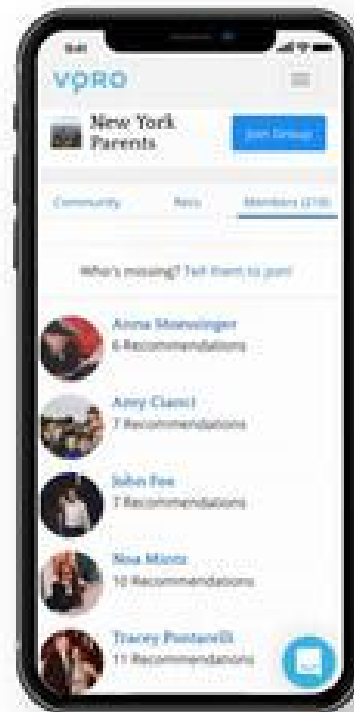
## Neighborhood Groups

e.g., Central New Jersey



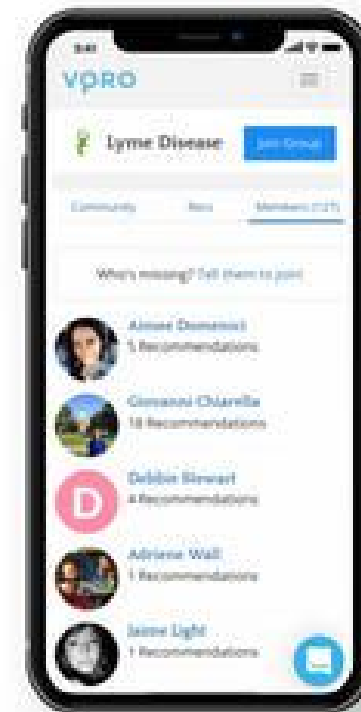
## Parent Groups

e.g., New York Parents



## Medical Condition Groups

e.g., Lyme Disease

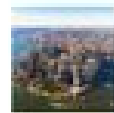




...in densely populated areas like New York City metro



### New York



New York Parents



Brooklyn

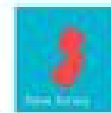


Nassau County



Westchester County

### New Jersey



Central New Jersey



Union County



Morris County



Essex County

### Connecticut



Fairfield County



New Canaan & Darien Moms



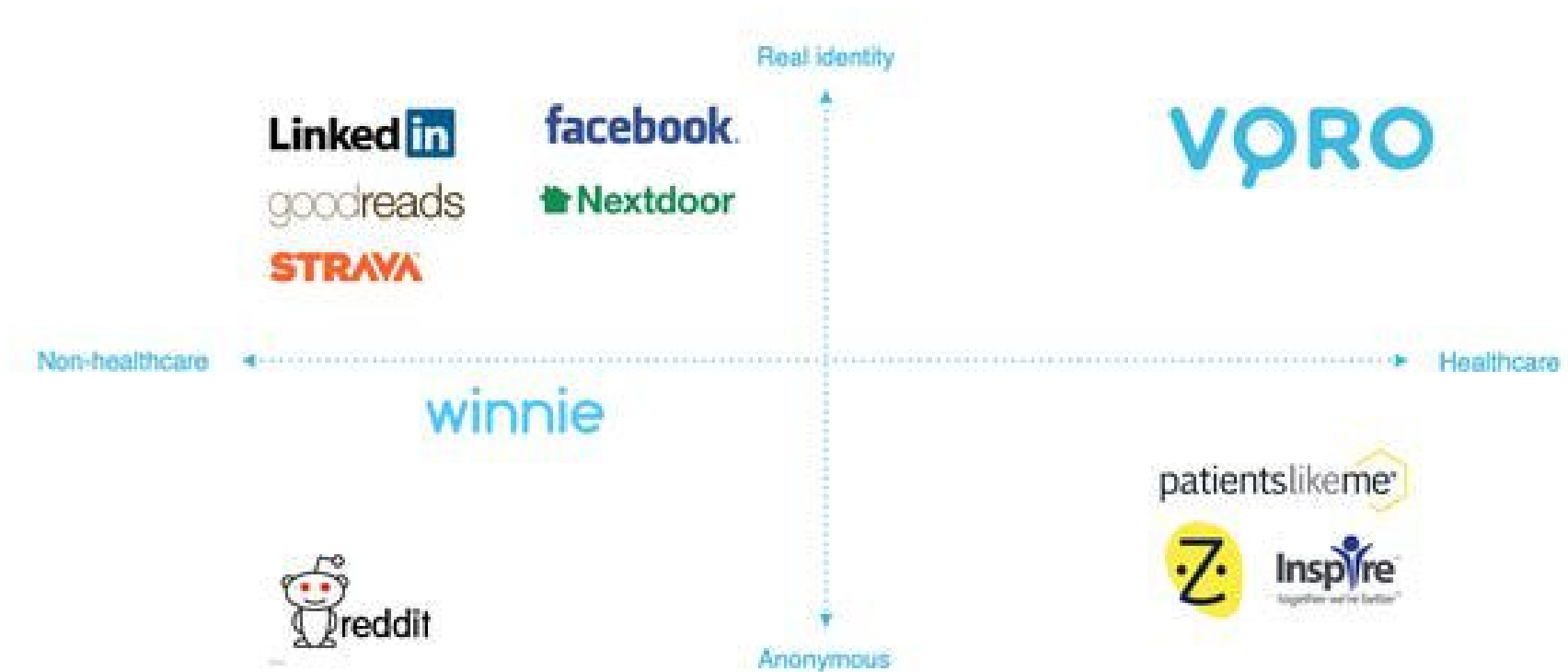
Busy Little Bee Connecticut



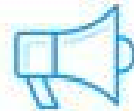
More

# Competitive landscape

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



# Voro's market opportunity is large



## Steering

### Description

Route patients to High Value care, improving medical outcomes and reducing costs

### 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

# 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 Sighen,  
the solar marketplace

Grew team from 5 to 25  
employees

Dartmouth