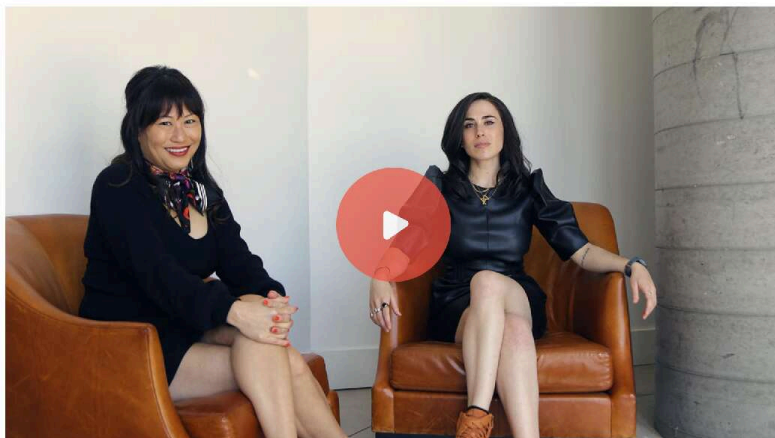


Equitable tech-enabled healthcare for Moms nationwide



ruthhealth.com Los Angeles California   

LEAD INVESTOR



Jon Dishotsky | Giant Ventures

From the moment we met the incredible founding team at Ruth, we could tell their passion and purpose. Allison and Audrey are second time founders who exited their last businesses and know the road to success. This is not their first rodeo and they're still hungry to make a big impact. There is a massive gap in post-partum care, particularly in the US, which we believe Ruth can fill. The recent launch of Ruth's "Ask a Doula" is another example of their speed of execution and the adoption is staggering. The feedback from patients has been incredible so far and they're only just getting started. Giant Ventures backs purpose-driven founders solving the world's biggest challenges. We champion technology founders creating a more sustainable, equitable and resilient planet and Ruth certainly fits the bill. We're excited to have people participate on the journey alongside us!

Invested \$1,275,000 this round

Highlights

- 1 \$3.1M in funding from top investors Giant Ventures, YC, Techstars, UnitedHealthcare, Crista Galli
- 2 9 out of 10 patients would recommend—94 NPS score (Apple's: 51, Airbnb's: 74)
- 3 Fast-growing traction: revenue up 60% in Sept 2022, nearly 200 patients to date
- 4 Major B2B contract secured with a subsidiary of the largest insurance company in U.S.—go live: 2023
- 5 70% patient retention rate (industry standard=52%)
- 6 Ask A Doula membership expands access to doulas via text, promoting health equity
- 7 Repeat founders with one exit in 2019 to Reliance Jio (India's largest telecom)
- 8 TikTok community with 1M+ views, 10% engagement + converting

Our Team



Alison Greenberg Co-Founder + CEO

3x Founder | YCombinator alumna | Yale B.A. | Worked for Genentech, Pfizer, CVS Health

Maternal health in America is our life's work. From unmet needs due to shrinking standards of OB care to minimal prevention, women are underserved. Ours is the highest maternal mortality / morbidity rate of any nation in the developed world. Even well-off, insured women don't get the care they deserve. Our mission is to improve care for every body.



Audrey Wu Co-Founder + COO

3x Founder | YC alumna | UCLA B.A. | 2019 exit to Reliance Jio | Former Co-Founder + CEO at Convrq (acquired 2019)



Dr. Vivian Greenberg Chief Medical Officer

40-year OB/GYN | Built + Sold private practice in Philly area | MD MPH | Alison's mother!



Amit Gupta CTO

2x Founder + 2x exits | 2019 exit to Reliance Jio | Forbes Technology Council Member



Stacie Velehradsky VP of Product

Techstars alumna | Strategic product leader with 12+ years of experience | Previously led product at Aavia and DaVita Kidney Care



Kimberly McFerron Head of Birthwork

Certified Doula | Certified Corrective Exercise Specialist + Perinatal Fitness Expert |

Why Ruth Health?



We're on a mission:

To make quality, joyful maternal healthcare accessible for every body. ❤️

Expecting parents today need our help 📞

The current journey from pregnancy to postpartum is a complex patchwork



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...with multiple disparate providers,
long waitlists and little support

"I gave birth and then only got to see my doctor once after 6 weeks. Before and after, I was alone—no resources, no support."

Krystal, Ruth Health patient

What mothers are dealing with:

- 10-15 prenatal doctor visits, but JUST ONE postpartum
- Multiple disparate providers beyond OB/GYN (pelvic floor PT, doula, lactation consultant, etc.)
- Up to 6-month waitlists, unmet needs

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The traditional pregnancy-to-postpartum care model alone isn't enough to support a healthy pregnancy and postpartum recovery. Navigating supplemental services is a nightmare — logistically, financially.

Prior to finding us, patients have reported waitlists at 2 weeks to see a Lactation Consultant, 6 months to see a Pelvic Floor Therapist, and 4 months to talk to a doula. Patients in rural America may have to travel up to 2 hours to see a provider. 🙄

We knew there had to be a better way. So we built it with telehealth.

Our **centralized perinatal care hub**: one-stop-shop for maternal care needs

"I got quick, expert help with my incontinence. It took away the pain and fear."

Haylie, Ruth Health patient

How we can help:

- Collaborative 1:1 care + subscription services
- Evidence-based resources
- Multiple, vetted providers on one proprietary patient portal + platform
- Half the cost of in-person care
- Flexible mix-and-match packages

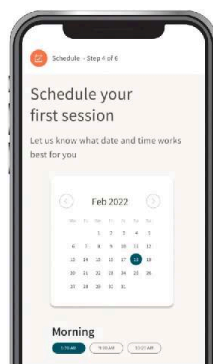
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Care Hub platform How it works

1. Select a service:
Pelvic Training + Recovery
C-Section Recovery
Lactation Support
2. Self-schedule
3. Pay
4. Simple onboarding

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📱 We even put a doula in your pocket, so anyone anywhere in America—from 9-months pregnant moms in rural Georgia to brand new dads in San Francisco—can get answers from a Certified Doula who cares.

We've even supported LIVE BIRTHS! See a few of those sweet babies below:



I wanna understand more bout Ruth project so I can refer other ladies to u. U were a lifesaver



Oo okay thanks! U ok with my sharing that website link for Ruth org for other moms? I would love to highlight your services. U have been a blessing

Aug 26, 2022 3:02 PM • (213)

Thank you so much for checking in on me during this time, I truly appreciate it so much 🥰

1:42 PM



This product took off in just two months! 🚀

Our Newest Product Ask A Doula

Live since 8/22 - already 54% of patients

- \$3.88/month subscription to text Doulas on demand
- Supported 60+ patients and during 8 LIVE births
- MRR + lead gen - discounts to existing 1:1 sessions
- Builds on demand via 1 million+ views + almost 10k followers from Doula series on TikTok

Patient feedback: NPS score of 94!

Love the texting experience, she responds fast and is extremely helpful!
-Makya

I'd recommend this to all moms.
-Alicia



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Patient Feedback: "everything every woman deserves"

I found Ruth Health on TikTok, and I'm glad I did. My doula helped me create a birth plan and has been very comforting!

- Julia P.

At Ruth Health, I felt heard, seen, and validated.

- Susana C.

Ruth Health is easy, at home, helpful - everything every woman deserves after literally growing a dang miracle.

- Kelsey L.

After just two sessions with my pelvic floor therapist, I'm well on my way to feeling better.

- Marissa V.

But we don't just sell to satisfied patients... we're also going after B2B clients from small businesses to huge national employers. Every employee deserves better maternal care coverage from their job. 🙌

Go-to-Market Strategy

3 core channels for customer acquisition



1. Direct to consumer, paid media

- Adwords
- TikTok
- Meta



2. Via OB/GYNs: 300+ physician referral partners

- Pharma sales rep model
- ACOG (American College of Obstetricians & Gynecologists - largest women's health conference in the US)



3. B2B

- Employee benefits
- Payers + partners (UHG subsidiary: 20k users/month)

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📌 With over 3 million births per year, our opportunity is huge. Even just taking care of those with private insurance or Medicaid, there are 2.1 MILLION moms and parents who need our help. 📌

TAM

The market opportunity



*Source: Morin et al. Health Affairs 39:1, 2020

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Ruth Health is making individualized expert care accessible to more mothers



We're one of the **only** platform across verticals with a collaborative care model and the ability to work both within and beyond payers affordably.

Our growth is accelerating as of fall 2022, with no signs of stopping. 📈

Growth over one year in business Traction

100% 70%

2022 REVENUE (MONTHLY)

SOURCE



Alison Greenberg Co-founder, CDO 3x founder YCombinator alumna   <small>Omniscience Group</small> 	Audrey Wu Co-founder, CDO 3x founder YCombinator alumna 2019 exit to Reliance Jio	Dr. Vivian Greenberg MD, MPH, FACOG Chief Medical Officer 40-year OB/GYN Built and sold private practice  	Amit Gupta CTO 2018 exit to Reliance Jio <small>(Audrey's ex-co-founder)</small> 2x founder/2x exits   <small>Reliance Jio</small>	Stacie Velehradsky VP, Product Experienced Product thought leader Techstars alumna  	Kimberly McFerron Head of Birthwork Certified Doula Certified Connective Twinsle Specialist + Perinatal Fitness Expert EQUINOX
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Thank You!

-Alison + Audrey

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