



**Syra**Health

**INVESTOR**

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**PRESENTATION**

**NASDAQ: SYRA**

Aug 23, 2024



## FORWARD-LOOKING STATEMENTS

Statements in this presentation about future expectations, plans, and prospects, as well as any other statements regarding matters that are not historical facts, may constitute 'forward-looking statements.' The words 'anticipate,' 'believe,' 'continue,' 'could,' 'estimate,' 'expect,' 'intend,' 'may,' 'plan,' 'potential,' 'predict,' 'project,' 'should,' 'target,' 'will,' 'would' and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. Investors should read the risk factors set forth in our Form 10-Q for the quarter ended December 31, 2023, and in our registration statement on Form S-1 and other periodic reports filed with the Securities and Exchange Commission. Actual results may differ materially from those indicated by such forward-looking statements as a result of various important factors, including the uncertainties related to market conditions. Any forward-looking statements contained in this presentation speak only as of the date hereof, and Syra Health specifically disclaims any obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.



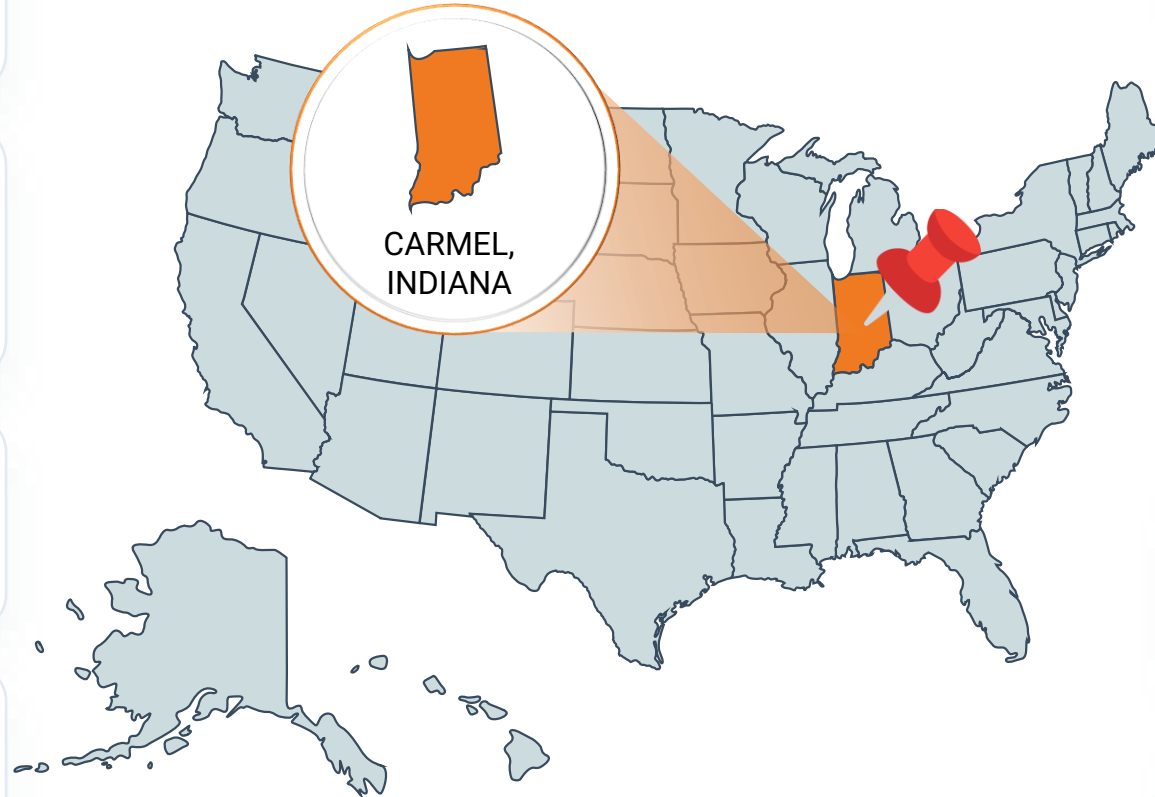
# SYRA HEALTH

**Healthcare  
Technology**  
Company

Headquartered in  
**Carmel,  
Indiana**

Incorporated in  
**2020**

Active Contracts  
in 23+ **States**



**Women-Led**

Became publicly  
traded on the  
**Nasdaq on  
September 29,  
2023**

Ticker Symbol:  
**SYRA**

**130+** employees

# PREVENTION, ACCESSIBILITY, AND AFFORDABILITY AT OUR CORE

Syra Health is a rapidly growing healthcare technology company that provides innovative services and solutions for the multibillion-dollar healthcare market

- Syra Health's **proprietary mental health mobile app, Syrenity**, benefits everyone in the healthcare system
- Comprehensive **turnkey digital health solutions** allow improved engagement, education, and operational efficiencies
- **Recurring revenue** from long-term government contracts, digital product subscriptions, and organic growth
- **Profit margins** increasing through focus on high-margin business units
- **Achieved 101% increase** in Q2 2024 revenues compared to Q2 2023
- Estimated **record revenues** in 2024 and beyond



## HIGH PROFIT MARGIN



**Behavioral and Mental Health**



**Population Health**



**Digital Health**



**Health Education**

## SUSTAINABLE REVENUE

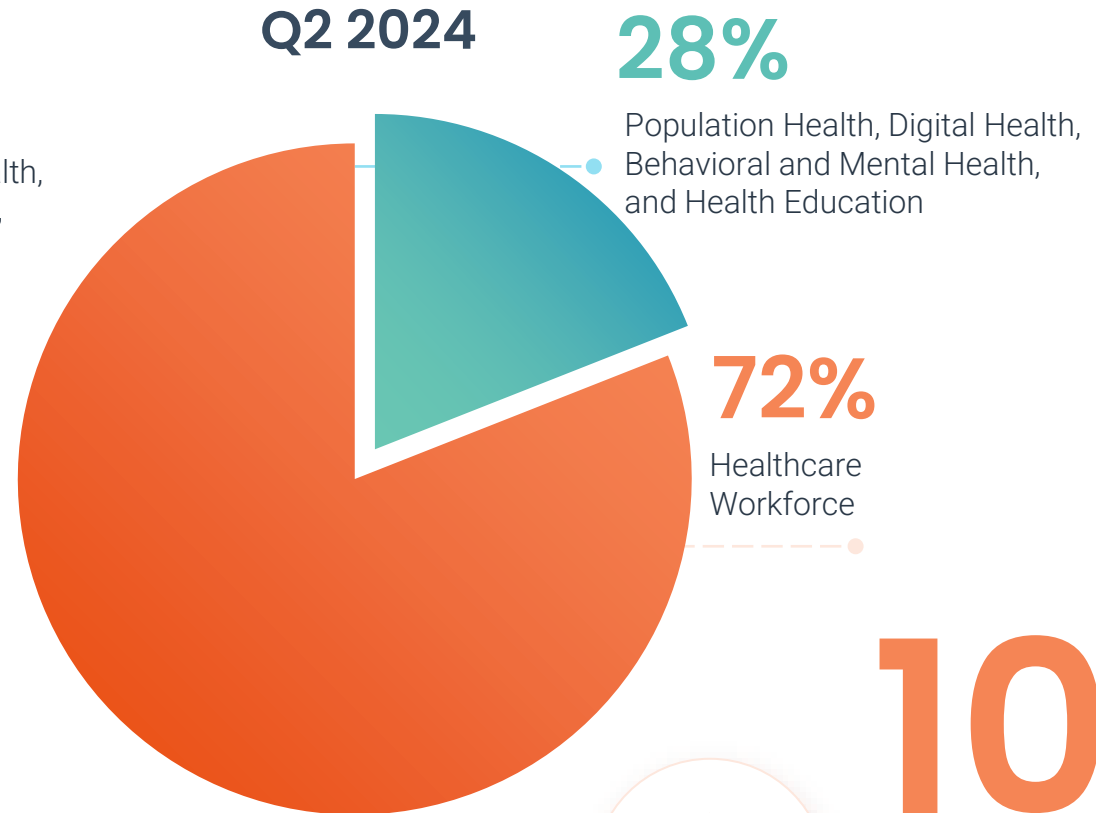
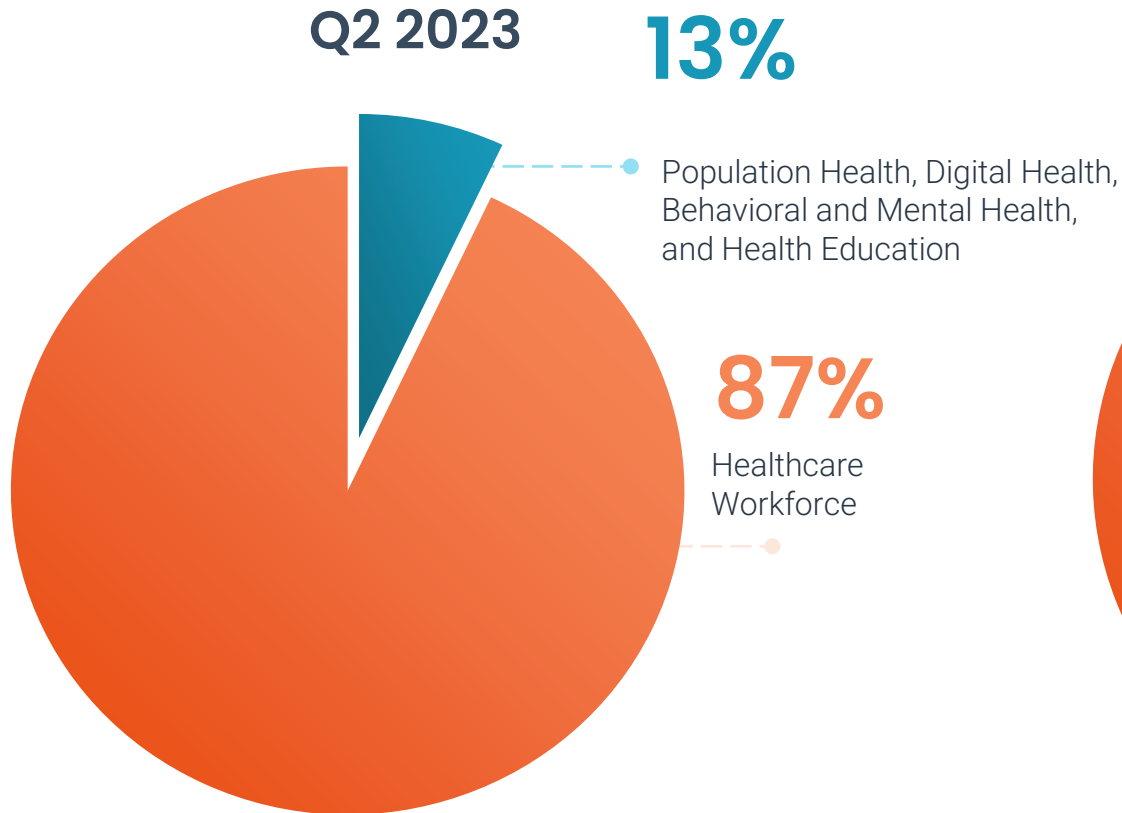


**Healthcare Workforce**



# REVENUE GROWTH AND DIVERSIFICATION

## Quarter-over-Quarter



**101%**

**Revenue increased**

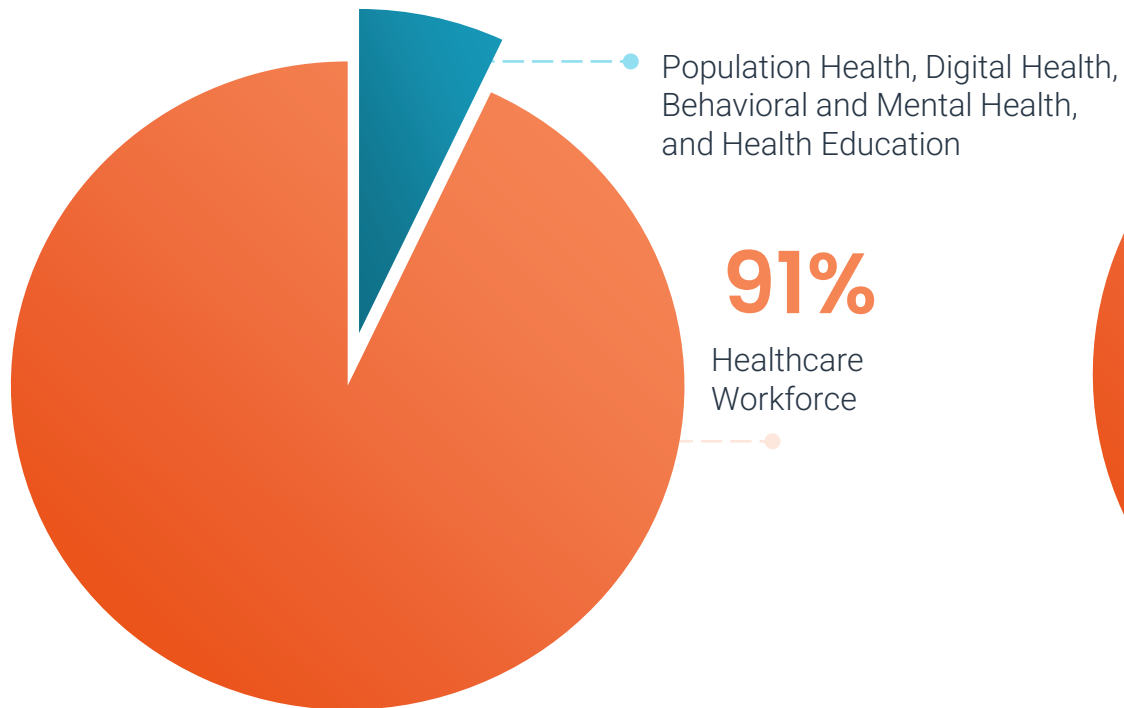


# REVENUE DIVERSIFICATION

## Year-to-Date

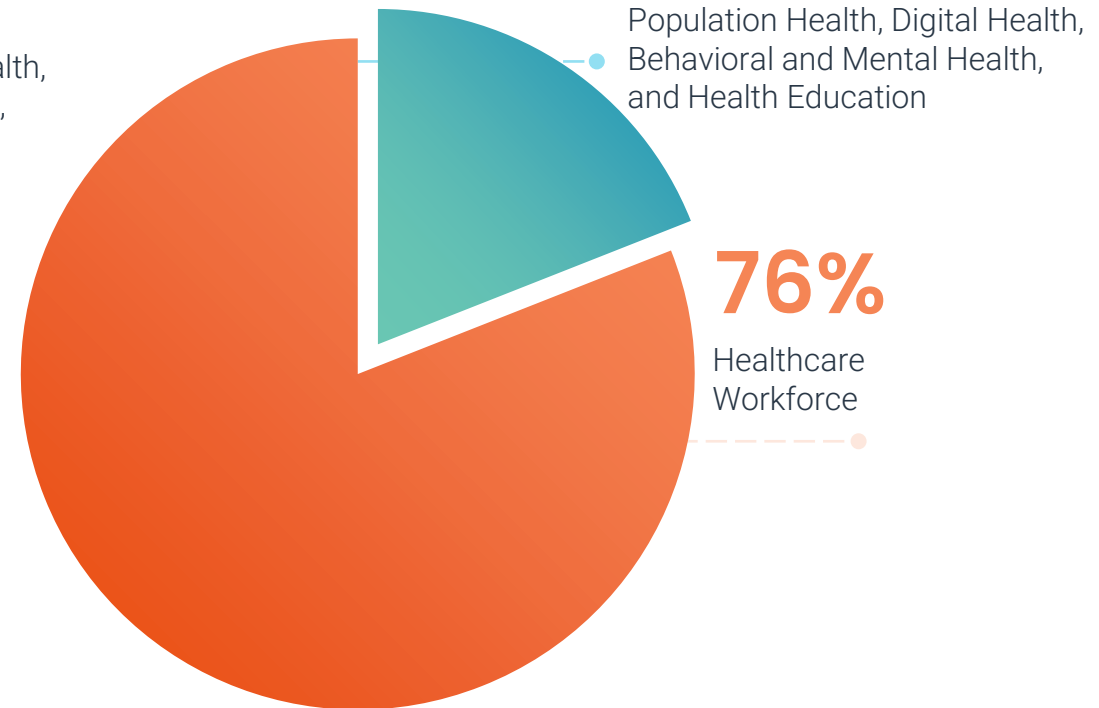
Q1 + Q2 2023

9%



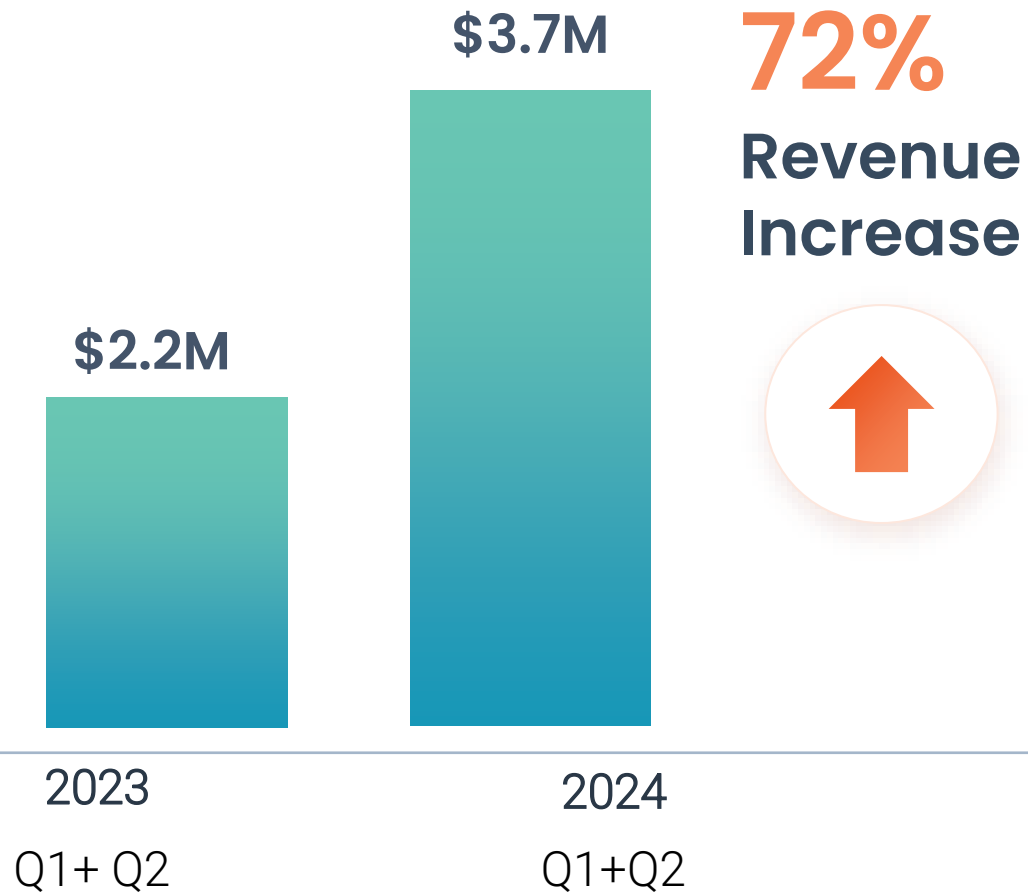
Q1 + Q2 2024

24%



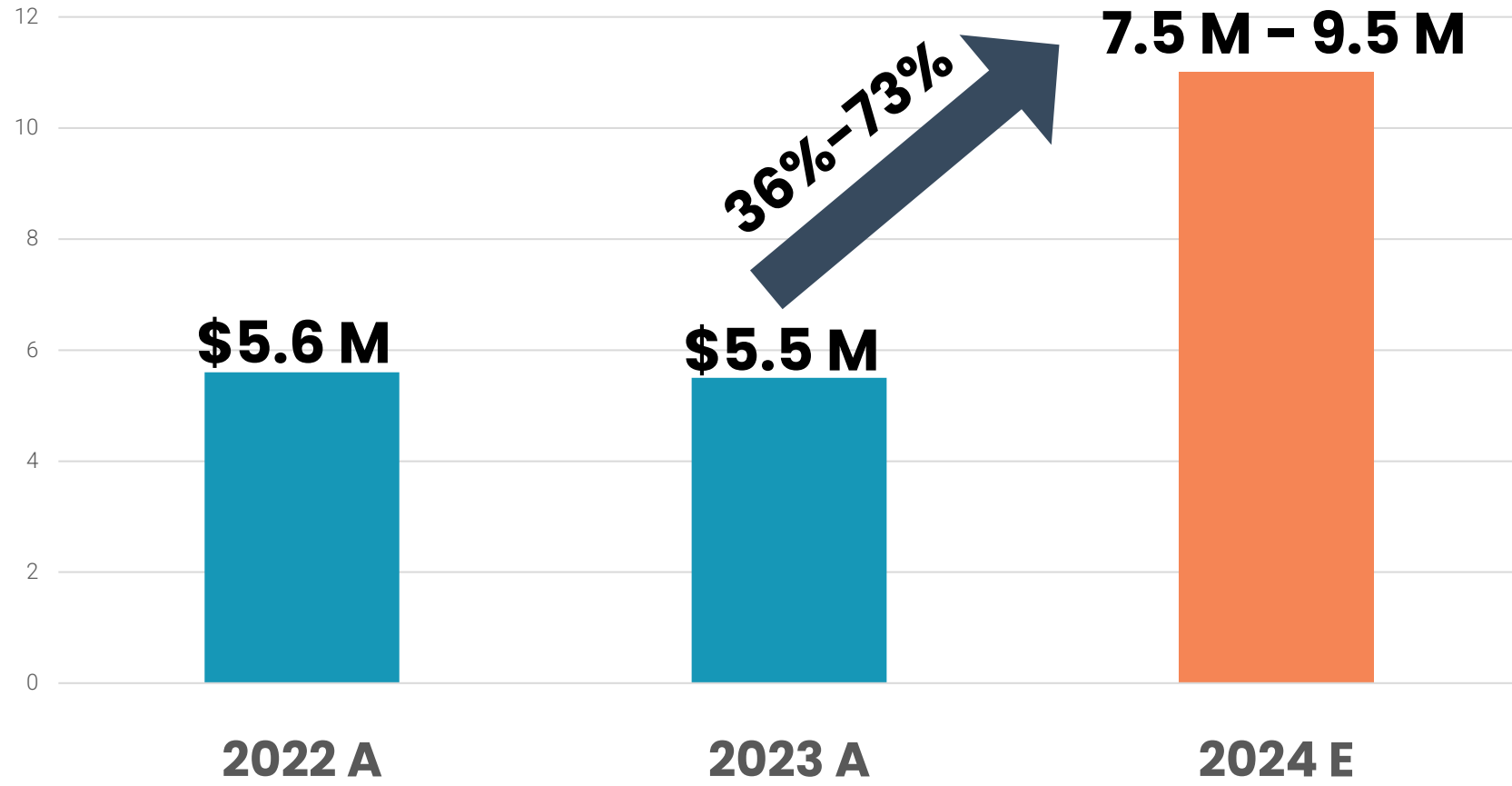


# Revenue Growth Year-over-Year



Gross margins in 2Q24 increased 468 basis points compared to 2Q23

# UPDATED GUIDANCE 2024 ANNUAL REVENUE

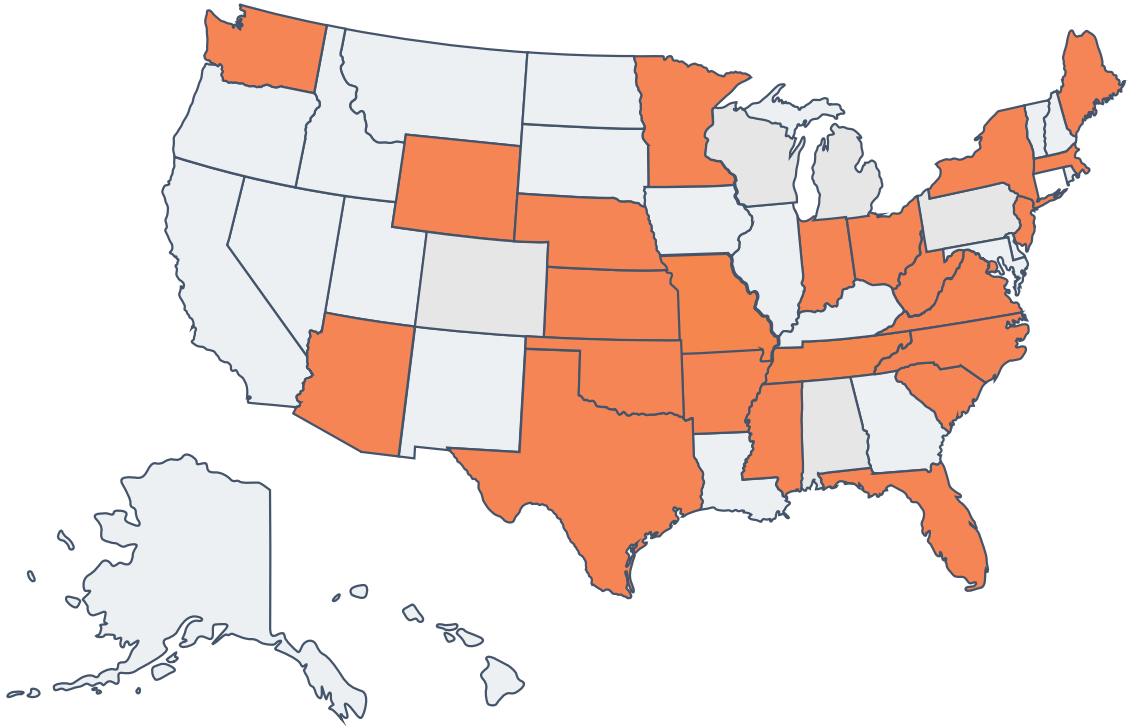
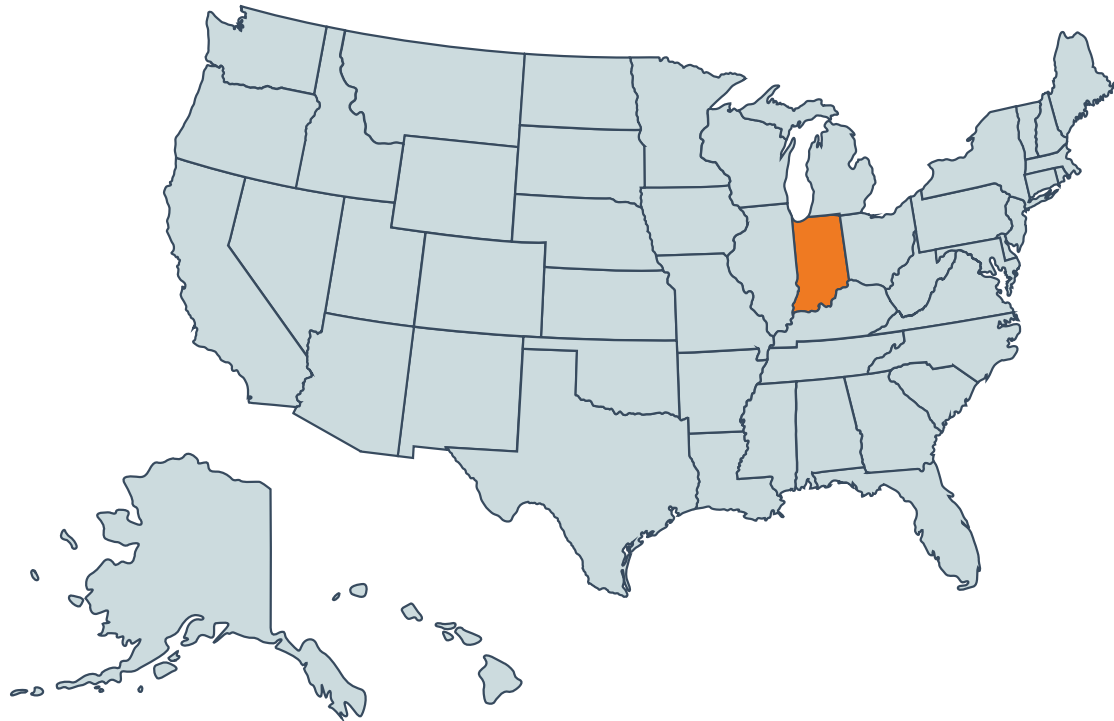






# Geographic Growth

## 2020 Versus 2024



Across the country in ~23+ states and growing



# WE EMPOWER KEY PARTNERS ACROSS THE HEALTHCARE ECOSYSTEM

Providers



Academic  
Institutions



Payers



Government



Life Sciences  
Organizations



# BEHAVIORAL & MENTAL HEALTH

## Healthcare Challenge

According to NAMI, 20% of adults living in the U.S. experience mental illness annually. Student mental health is also worsening. According to the CDC, 16.39% of youth (ages 12-17) reported suffering from at least one major depressive episode in the past year.

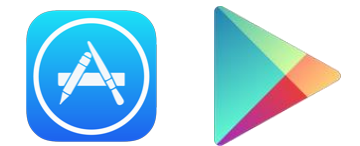
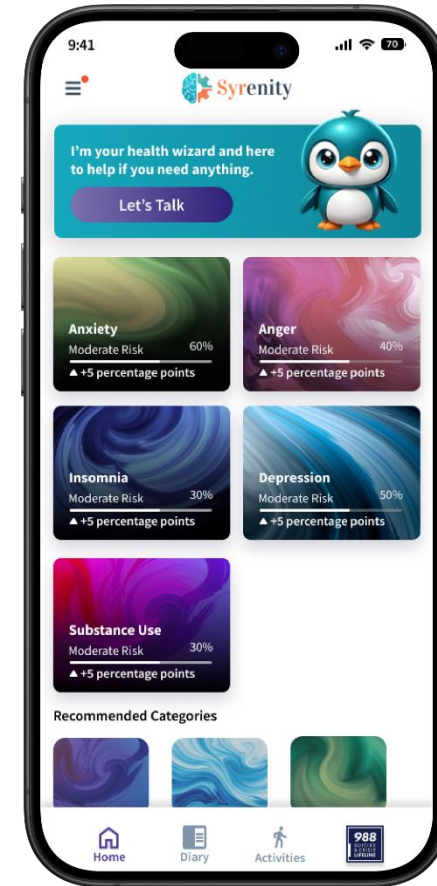
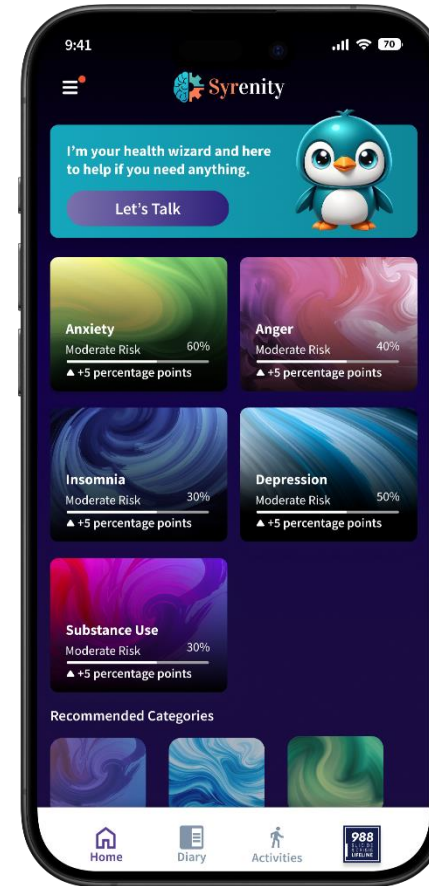


### MARKET SIZE

**\$132.4 Billion** By 2027 U.S. Behavioral Health market size



# AI TECHNOLOGY & EVIDENCE-BASED MENTAL HEALTH APP



**Revenue Streams:** Monthly & Annual Subscription Fees, Tiered Subscription Plans, In-App Purchases, Employer Programs, Health Insurance Partnerships, Telehealth Services

# DIGITAL HEALTH

## Healthcare Challenge

A plethora of non-customized digital health products makes it hard to choose the right solution. High costs make it difficult for small to mid-sized providers and health systems to enter the digital health market.



### MARKET SIZE

U.S. Digital Health market size of

**\$211 Billion**

expected to grow at CAGR of

**18.6%**



# SyraBot

Culturally competent AI companion

Conversational AI-powered chatbot designed as a companion –helping users feel **connected, engaged,** and **empowered** in their healthcare experience.



Reduces support calls by at least **15%**



Increases member/user **engagement**



Improves access to **care and information**



**Customizable** for various member population demographics



## Meets CLAS Standards

Respects and responds to personal health needs and preferences

**Revenue Streams:** Implementation Fees, Subscription Fees, Customization and Integration, Training, and Maintenance

The screenshot shows the SyraBot chatbot interface. At the top, it says "Hello, welcome to XYZ Health. I am your virtual assistant. How can I help you today?". Below this are three buttons: "My XYZ Hospitals", "Guest Pay", and "Phone". A dark button labeled "My XYZ Hospital" is also visible. A text box titled "My XYZ Hospitals" contains the following text: "Use My XYZ Hospital to access medical records, schedule appointments, and contact your provider's office. Manage and consolidate online billing through personalized payment plans with autopay, view monthly statements, and access medical records with My XYZ Hospital." At the bottom, there is a text input field with the placeholder "How may we help you?" and a microphone icon.



# POPULATION HEALTH

## Healthcare Challenge

Relevant data, services, and analytical insights are sought to support healthcare decision-making and public health policies.



### MARKET SIZE

U.S. Population  
Health market size of

**\$20.6 Billion**

expected to  
grow at CAGR of

**19.5%**



# POPULATION HEALTH



## Epidemiology Services

Our experienced team analyzes emerging trends and patterns in health using data-driven methods, which provide a deeper understanding for those organizations shaping evidence-based policies and practices.



## Data Hub And Services

Our Data Hub is a sophisticated solution for mining relevant public health data with the ability for partners to add additional data. Our services include disease-centric analysis and predictive models for insights and risk prediction.

**Revenue Streams:** Government Contracts, Value-based and Managed Care Contracts, Healthcare Provider Partnerships, Consulting and Training Services, Data, Sales and Custom Reports, Technology and Software Solutions



# HEALTHCARE WORKFORCE

## Healthcare Challenge

Data from the Health Resources and Services Administration show the healthcare workforce shortage continues. Healthcare organizations seek innovative solutions that train, stabilize, and retain their workforces.



### MARKET POTENTIAL

U.S. Healthcare  
Workforce  
market size

**\$20.5 Billion**

expected to  
grow at CAGR of

**6.69%**



# HEALTHCARE **WORKFORCE**



## **Comprehensive Medical Personnel Staffing Services**

We provide:

- Recruitment Services
- Healthcare Workforce Development
- Training and Educational Resources
- Workforce Platform and Technology Solutions

**Revenue Stream:** Long and Short-term Government Contracts

# HEALTH EDUCATION

## Healthcare Challenge

Additional provider training and patient education are needed to address health disparities and improve outcomes.



### MARKET POTENTIAL

Health Education market size of

**\$83 Billion**

expected to grow at CAGR of

**10%**



# HEALTH EDUCATION



## Healthcare Training

We have a team of subject matter experts who create learning for relevant topics such as trauma-informed care and social determinants of health to increase health equality and improve patient outcomes and satisfaction.



## Patient Education

We offer comprehensive patient education solutions that help our customers improve intrinsic health education which we believe will lead to increased patient satisfaction, positive experiences, and better health outcomes.

**Revenue Streams:** Content Development (for physicians, patients, and payers), Trainings, Consultations, Learning Management System – Online Trainings

# FEDERAL GOVERNMENT SOLUTIONS

Syra Health serves as a trusted partner to the government, delivering specialized services catering specifically to the diverse needs of federal government healthcare.

Our solutions ensure efficient management, cost-effectiveness, and improved healthcare delivery.



**Stable revenue stream**



**Large-Scale Impact**



**Diverse Project Opportunities**



**Increased Credibility and Trust**



# DELIVERING INNOVATIVE SOLUTIONS FOR FEDERAL HEALTHCARE PROGRAMS

## AWARDED CONTRACTS

NAME	CONTRACT PERIOD	VALUE
Sub-contractor with Caduceus Healthcare on HHS Award	2024 - 2034	Ceiling at \$75B
Sub-contractor with LUKE on DHA Award – MQS2-NG (Task orders expected Q3/Q4 2024)	2024 - 2034	Ceiling at \$43B

## PENDING BIDS RESULTS

NAME	CONTRACT PERIOD	VALUE
Sub-contractor with Microhealth –OASIS	2024 - 2034	Ceiling at \$133.7B



# KEY STRATEGIES THAT WILL DELIVER OUTSTANDING FINANCIAL GROWTH



Maximize our strengths in our **most profitable areas**



Utilize our core strengths to increase the Total Addressable Market of our **Federal government business**



**Improve operational efficiencies** through process optimization, automation, and technology adoption



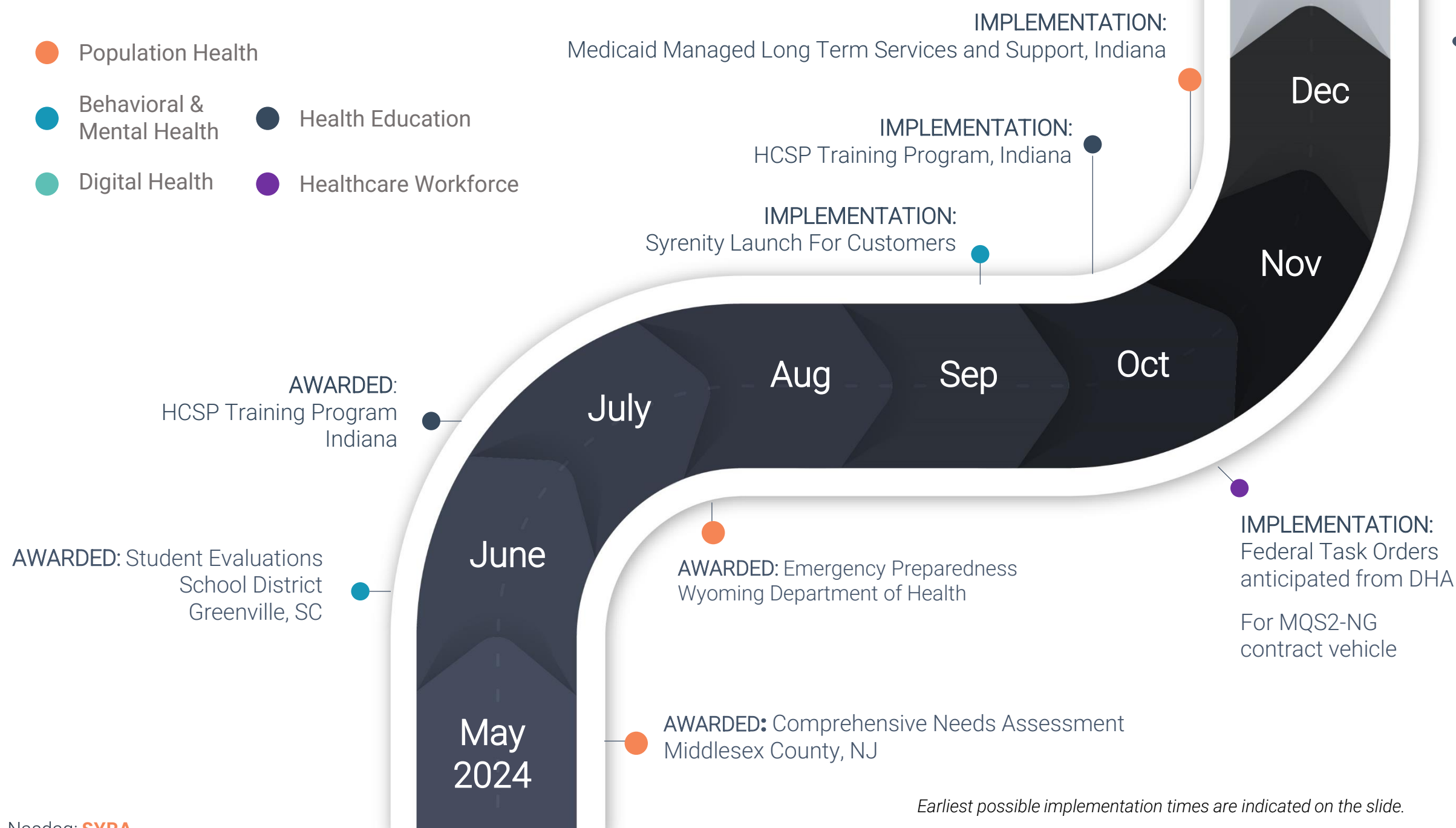
**Collaborate, acquire, or partner** with healthcare companies or products that align with our growth strategy



**Enhance brand recognition, reputation, and trust** through consistent marketing and communication and showcase our commitment to improving healthcare



- Population Health
- Behavioral & Mental Health
- Digital Health
- Health Education
- Healthcare Workforce



*Earliest possible implementation times are indicated on the slide.*





## Capitalization Table as of June 30, 2024

Class A Common Stock	5,769,087 shares
Class B Common Stock	833,334 <sup>(1)</sup> x 10 Class A shares
Total Outstanding Shares	14,102,427 shares
Options	To purchase 160,750 shares of Class A common stock
Warrants	To purchase 1,629,561 shares of Class A common stock
Cash	\$1.6 M
Debt	No long-term debt
Market Cap	\$17 M <sup>(2)</sup>

<sup>(1)</sup> Every Class B share is entitled to 16.5 votes per share.

<sup>(2)</sup> Market Cap as of August 22, 2024 (Class A + Class B shares).



IPO	
Offering Size	1,615,000 Units <sup>(3)</sup>
Price	\$4.125 per Unit
IPO Net Proceeds	\$4.7M
Management Ownership After IPO	60%

<sup>(3)</sup> Each Unit consisted of one share of Class A common stock and one warrant to purchase one share of Class A common stock at an exercise price of \$6.50 per share, exercisable until the fifth anniversary of the issuance date.



# SYRA HEALTH EXECUTIVE LEADERSHIP



## Deepika Vuppalanchi, PhD

Chief Executive Officer &  
Board Director

- Deepika has more than 10 years of healthcare and medical research experience
- Previously served as senior medical director at Precision For Value, and as medical education director at Symbiotix and DWA Healthcare Communications
- She holds a PhD and Master's degree in Molecular Biology and Genetics from the University of Delaware



## Sandeep Allam, MS

President & Executive Board  
Chairman

- Sandeep has more than 20 years of business and IT experience
- He has successfully created, managed, and grown numerous companies including STLogics, Blue Agilis, and Skill Demand Energy
- He holds a Master of Science degree in Information Technology from Ferris State University



## Priya Prasad, MBA

Chief Operating Officer & Chief  
Financial Officer

- Priya has nearly 20 years of experience in finance and operations
- She has served as president of STLogics for nearly 20 years and is a board member for RADcube and Skill Demand Energy
- She holds an MBA from the University of Massachusetts, Boston, and a Master of Science degree in Environmental Science from Bangalore University



# SYRA HEALTH BOARD OF DIRECTORS



**Sherron Rogers**

- Since March 2022, Ms. Rogers has served as Chief Financial Officer of Johns Hopkins All Children's Hospital.
- Previously, Ms. Rogers served as Chief Financial Officer and Chief Strategy Officer of Eskenazi Health.



**Andrew M. Dahlem, PhD**

- Since November 2018, Dr. Dahlem has served as Senior Research Professor of Medicine at Indiana University School of Medicine.
- Dr. Dahlem is co-founder and advisor to Gate Neurosciences, and President of Dr. Dahlem Consulting LLC, advising on the discovery and development of novel therapeutics for academia, biotech, and the pharmaceutical industry. Dr. Dahlem previously spent 30 years at Lilly, including as Chief Operating Officer of Lilly Research Laboratories.



**Vijayapal R. Reddy, DABT, DVM, PhD**

- Since August 2017, Dr. Reddy has served as an advisor and Director of VIPRA, LLC, a consulting company.
- From 2007 to 2017, Dr. Reddy served as a Senior Researcher Advisor/Executive Director of Lilly Research Laboratories, where he led nonclinical safety and regulatory assessments of several cross-functional programs at different stages of development.



**Ketan Paranjape, PhD**

- Dr. Paranjape is Chief Operating Officer and Vice President of Enterprise Imaging for Optum.
- Previously, Dr. Paranjape served in various leadership roles at Roche Diagnostics, including as Vice President of Information Solutions, Vice President of Commercial Business Operations, and Vice President of Business Intelligence and Analytics.



**Avutu S. Reddy, PhD**

- Dr. Paranjape is Chief Operating Officer and Vice President of Enterprise Imaging for Optum.
- Previously, Dr. Paranjape served in various leadership roles at Roche Diagnostics, including as Vice President of Information Solutions, Vice President of Commercial Business Operations, and Vice President of Business Intelligence and Analytics.



# Thank You !

For More Information  
**Contact**



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463-345-8950

Nasdaq: **SYRA**

# BEHAVIORAL & MENTAL HEALTH CONTRACTS



NAME	STATE	CONTRACT PERIOD
Greenville County School District – Special Education Psychologist Services	SC	2024–2025 (+5 annual extensions)
Department of Human Services	MS	2024–2025
E&I Cooperation Syrenity	US	2023–2028
Dept. of Child Services (DCS)/Competency Attainment Services	IN	2022–2024 (+6 years extension)
Camden County Health Department/ Psychological Evaluations	NJ	2023–2025

# DIGITAL HEALTH

## CONTRACTS



NAME	STATE	CONTRACT PERIOD
Centene/MHS – Chatbot	IN	2022–2026 (+2 years extension)

# POPULATION HEALTH CONTRACTS



NAME	STATE	CONTRACT PERIOD
Assess Emergency Response Plans	WY	2024–2025
Health Equity Accelerator Plan	ME	2024–2025
Comprehensive Needs Assessment and Community Health Improvement Plan for Middlesex County	NJ	2024
HEDIS Measures – Data Collection & Analysis	IN	2024–2025
Department of Health – Emergency Preparedness	IN	2024
Shelby County Health Department - Epidemiology	TN	2024–2025
Department of Behavioral Health/Epidemiological Studies	DC	2023–2024 (+ 1 year extension)
State of Texas/City of San Antonio – Racial and Ethnic Approaches to Community Health (REACH) Program Evaluation	TX	2023–2028
Dept of Human Services/CLAS Services	MN	2023–2025
Dept of Mental Health/State Epidemiological Outcomes Workgroup	IN	2021–2026





NAME	STATE	CONTRACT PERIOD
Missouri Department of Mental Health	MO	2024-2025
Putnam/Northern Westchester Board of Cooperative Education Services – Behavioral Analysts	NY	2024–2025 (+ 4 years extension)
Little Rock School District – Behavioral Analysts	AR	2024–2025
Department of Public Safety – Statewide Nursing Contract for Division of Juvenile Justice and Delinquency Prevention	NC	2024–2025 (+ 2 years extension)
State of Missouri	MO	2024–2025
Douglas County, Nebraska	NE	2024–2025
Department of Behavioral Health/BHA/CPEP	DC	2023 (+5 years extension)
Department of Behavioral Health/BHA	DC	2023 (+5 years extension)
Commissioner of Human Services	MN	2023–2028
Dept. of General Services/Statewide Contract	VA	2023–2024 (+2 years extension)
Dept. of Corrections	OK	2023 (+3 years extension)

# HEALTHCARE WORKFORCE (Con't)

## CONTRACTS



NAME	STATE	CONTRACT PERIOD
Fairfax County	VA	2024 –2025
Ohio Veterans Home	OH	2023 (+3 years extension)
Dept of Administration – Statewide	KS	2023–2028 (+6 years extension)
Osawatomie State Hospital	KS	2023–2028
Dept of Corrections	VA	2023–2025
State of West Virginia – Statewide	WV	2023–2024
Dept. of Mental Health & Addiction (DMHA)/Neuro Diagnostic Institute	IN	2021–2025 (+2 years extension)
Correctional Health Services	AZ	2022–2025 (+ 1 year extension)
Indiana Veterans Home	IN	2024 (annual extension)

# HEALTH EDUCATION

## CONTRACTS



NAME	STATE	CONTRACT PERIOD
Indiana Family and Social Services Administration (FSSA) to train Home and Community Health Workers	IN	2024-2028 (+ 2 additional one-year renewal options)
Health Care Authority – Behavioral Health Training	Wash	2024–2025
Maricopa County – Health Equity and Diversity, Equity, and Inclusion Training	AZ	2023–2024 (4 <sup>th</sup> Training)
Sedgwick County Health Department – Substance Use Disorder and Overdose Prevention Training	KS	2024–2028