



MARPAI

Affordable. Intelligent. Healthcare.

Maxim Group – 2024 Healthcare IT Conference

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[Forward Looking Statements](#)

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Investment Highlights

Marpai specializes in reshaping Third Party Administration (TPA) for self-funded employer health plans. Our unique tech-driven approach maximizes the value of every health plan dollar; surpassing standard services and empowers healthier lives.

- *New Leadership*
- *Growing Market*
- *Cost Reduction Focus*
- *Strategic Vision*

The Marpai Team has rapidly taken hold and is effecting positive change to drive value creation for our stakeholders.

New Leadership

- November 2023:
 - Damien Lamendola (Marpai's largest shareholder) brought in as Chief Executive Officer reigniting the passion of affordable healthcare.
 - Steve Johnson joined as Chief Financial Officer with experience in the TPA industry and strong financial management background.
- December 2023:
 - Marpai appoints 3 new independent board members with healthcare industry strength, financial oversight and high growth leadership expertise.
- January 2024:
 - John Powers, an accomplished industry executive, joins as President and Chief Operating Officer of Marpai with the mandate to improve operations and drive revenue growth.

The Leadership Team is focused on driving profitable growth with a specific equity compensation component based on Marpai achieving \$5 million in unadjusted annual EBITDA.

Growing Market

- Over 300 million lives are insured in the United States. Of that, nearly 100 million are insured through an Employer Self-Funded Health Plan. *(source: Employee Benefit Research Institute)*
- In an employer self-funded health plan, the employer pays for claims incurred by beneficiaries and partners with a TPA for claims administration, stop-loss, and value-add solutions, including data analytics and cost containment.
- Self-Funding allows employers to customize their health plans, address cost drivers, visibility into claim details, and keep any surplus funds to reduce their overall cost of benefits.
- Since 1999, there has been a nearly 42% increase in employee lives shifting to self-funded plans. *(source: Kaiser Family Foundation)*
- Marpai is transforming the self-funded employer health plan market through cutting-edge smart technology and an exclusive value-based care network for enhanced outcomes and reduced cost.

Marpai's proven expertise and innovative tools equip employers with customized plans that unlock substantial healthcare cost savings.

Cost Reduction Focus

- Marpai is pursuing low margin industries such as Transportation, Retail, Manufacturing, and Automotive where our core strength drives cost efficiencies.
- The Company utilizes various tools to execute cost containment and reduction goals:
 - Proper payment of claims such as medical bill review
 - Referenced-Based Pricing and cost benchmarks
 - Custom Prescription Program Management
 - Marpai Connect – proprietary disease management

The economy has been tough on businesses and Marpai is on your team to help manage benefits without spending a fortune.

Strategic Vision

- Marpai strives to be the leader in affordable, intelligent, healthcare for self-funded employers.
- Our approach delivers enhanced quality, lower healthcare costs and improved outcomes for our members.
- Marpai is utilizing its competency in Artificial Intelligence to drive efficiencies in operations and increase profitability.
- We will apply the lessons learned through our recent acquisition of Maestro to develop a “plug and play” roadmap to potentially integrate future TPA acquisitions.
- Marpai sees a significant opportunity to capitalize on the large fragmented TPA market with favorable macro-economic trends.

***Our vision is clear and the Marpai team has an impressive track record.
Come join us!***

Questions and Further Information

MARPAI



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