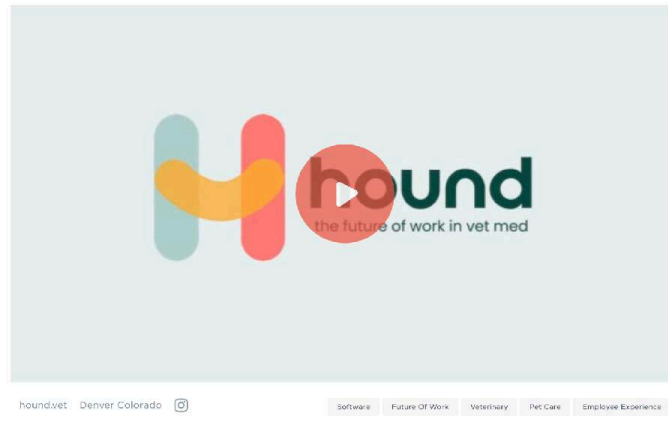


## The future of work in veterinary medicine



### Highlights

- 1 🚨 **Critically Important:** Talent crisis in vet med, and 75M pets without access to care by 2030.
- 2 🐾 **Industry-Backed:** Funded by veterinary angels & workers plus Mars - the world's largest vet group.
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- 3 🌍 **Diverse Team:** Female and minority co-founders, LGBT, plus a cowboy 🤠
- 4 🏆 **Winning Team:** Domain experts, 40+ years experience, 3 vetmed exits & all 3 have invested in hound.
- 5 🌟 **World Class:** Top global pet accelerator alumni, beat incumbent in 6months, new category creators.
- 6 🚀 **Rapid Growth:** 2,000+ vet practices and 5,000+ vet med workers using hound since Q4 2021 launch.
- 7 🛠️ **Proven Engineers:** Our dev team built veterinary software acquired by IDEXX (NASDAQ:IDXX).
- 8 🔥 **Hot Market:** \$275Bn by 2030. We're addressing a \$100Bn+ opportunity with \$50Bn+ in vet adjacencies.

### Our Team



**Andrew Luna** Founder & CEO

- 10 years of veterinary industry experience - Scaled and sold a group of veterinary practices - Launched a TripAdvisor marketplace in Thailand - Built a 7-figure division as head of sales at a veterinary software company

We have been in this industry for more than a decade. Our best friends, family members, and closest colleagues work in this profession. We also all love our pets, and can't imagine a world in which we can't access care for them. We are building hound to provide needed solutions for people and pets we care deeply about.



**Aydan Zeynalova** Co-founder & Head of UX/UI

- 10 years of design and product experience - Launched National Geographic franchise in Azerbaijan as international marketing head - Extensive design experience with global brands including RedBull, L'oreal, Nestle, & more - Speaks 5 languages



**Austin Huff** Co-founder & Head of Growth

- 5 years of software startup experience - Top performer at care.com; HR software which sold for \$500M - Launched a new division of a leading multi-national veterinary software company - Sold software to several veterinary consolidators



**Austin Villarreal** Co-founder & Head of Operations

- 5 years of veterinary industry experience - Managed customer experience teams for a veterinary group - Launched new veterinary hospitals - Scaled a CPG company with a Whole Foods contract and managed all internal processes as director of ops



**Caroline Casson** Partner at VITALIZE



Jessica Cruz



Larissa Insogna



Gale Wilkinson

Our future of work platform creates greater access to vet care for the 200 million US pets in our homes, and a stronger, sustainable workforce for the 1 million US pet professionals who care for pets.



pet care is booming (and recession-proof)

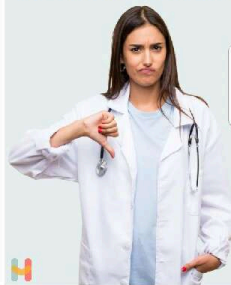


**200M+ pets**  
in 90M+ US households, APPA

**1M+ vet & pet professionals**  
in the US alone, BLS



but we have growing workforce problems & pet owner demand



**#1**  
industry pain-point  
is **hiring & retention**  
CVMP

**95%**  
employees struggle  
**mentally & financially**  
vet

**72%**  
of employers want  
**flexible work options**  
Acute Business

**75M pets without access**  
to necessary care by 2030, Mars Veterinary Health

**\$50Bn revenue loss by 2030**  
from staffing & access to care problems

we are building the future of work in vet med



**Greater Access to Care**

- ✓ better pet health outcomes
- ✓ stronger pet owner spending

**Stronger Workforce**

- ✓ more people providing more care
- ✓ increased individual earnings

**Healthier Culture**

- ✓ happier teams & customers
- ✓ more productivity & less costs

improving access to vet care is a \$100Bn opportunity

Gig  
Veterinarian



and we're seeking partners to grow with us

**\$700K** oversubscribed, pre-seed

- initial product release (Scout)
- 30 cities, 2,000+ practices
- 5,000+ veterinary professionals

**\$1.8M** seed now closing

- Rally launch
- R&D expansion
- Marketing growth
- \$2M+ ARR milestones
- Density in 50 metros
- Aggregate supply & prepare home love launch markets
- 100+ practices already waitlisted for Rally



**you're awesome**

Andrew Luna, CEO

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**sparknotes**

traction	30 markets, 2,000+ employers, 5,000+ job seekers, 5 Leap accelerator since Q4 2021
problems	Veterinary talent crisis & worsening access to pet care
solutions	Veterinary future of work platform
market	200M pets in 90M US homes, 1M+ workers, \$123Bn booming US pet market
funding	\$700K pre-seed oversubscribed; raising \$1.8M seed
why	The people of pet care, and our pets they care for, aren't getting the care they need
team	Deep domain expertise, 40+ years' experience, successful startup builders, 3 exits

\*We successfully raised another \$100k community round through Wefunder as part of our pre-seed. Investor comments from our pre-seed community round and our current seed community round can be seen under the 'what people say' tab.