

The future of work in veterinary medicine



LEAD INVESTOR

Gale Wilkinson

I believe in the team and in the space - pet tech is ready for innovation, especially as it relates to how clinics & vets work. It's great that Hound already has significant distribution in vet clinics. Now, they have to focus on delivering an excellent product that is sticky and creates a lot of lift for their clients. I believe in the team and in the space - pet tech is ready for innovation, especially as it relates to how clinics & vets work. It's great that Hound already has significant distribution in vet clinics. Now, they have to focus on delivering an excellent product that is sticky and creates a lot of lift for their clients.

Invested \$2,500 this round

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



part-time work
relief shifts

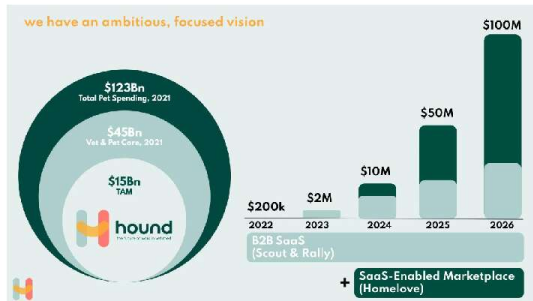
Employed
Veterinary
Workers

200M US pets x \$500/yr
\$100Bn Opportunity

we are aggregating thousands of workers & practices to launch at-home care

The Future of Work in Veterinary Medicine

2,000+ practices 5,000+ workers	100+ practices already waitlisted!	30 markets prepared for pilot
launched Q4 2021	launching Q4 2022	pilots begin 2023
scout™ veterinary recruiting	rally™ veterinary retention	homelove™ veterinary at-home care
\$100/user/mo \$500 per sponsored job 10% take rate per relief shift	\$500/practice/mo	\$500/pet/yr (service partnered practices: pet team) (~10,000 pet teams per practice)



Forward looking projections cannot be guaranteed.

we're creating & dominating a new category

Agnostic Talent Platforms	Veterinary Recruiting Platforms	Veterinary Retention Platforms	Veterinary Future of Work Platform
indeed craigslist officevibe	AVMA Retriever		hound the future of work in vet med
<ul style="list-style-type: none"> limited features not for pet care 	<ul style="list-style-type: none"> job posts only poor experience limited talent pool 	<ul style="list-style-type: none"> mainly execs, vet 	<ul style="list-style-type: none"> all-in-one recruiting & retention veterinary at-home care strengthen veterinary workforce improve access to care

7% of US practices joined Scout since Q4 2021

Hound is so beautiful and easy to use. Thank you!

Infra
Recruiter, Modern Animal

2,000+ practices
using hound since Q4 2021 launch

5,000+ professionals
using hound since Q4 2021 launch

we're a team of successful startup operators, investors, and advisors

<p>Andrew Luna founder @P2</p>	<p>Ayden Zeynalova founder @P2</p>
<p>Austin Villarreal founder @P2</p>	<p>Austin Huff founder @P2</p>

top global pet care accelerator

Leap completed Q2 2021!

category-leading investors

MARS Veterinary Health, COMPANION FUND, RGA Ventures, MICHELSON 20MM Foundation

successful veterinary advisors

Steven Carter Co-founder, TeleVet; Fred Gilula Co-founder, mixlab

and we're seeking partners to grow with us

<p>\$700K oversubscribed, pre-seed</p> <ul style="list-style-type: none"> initial product release (Scout) 30 cities, 2,000+ practices 5,000+ veterinary professionals 	<p>\$1.8M seed</p> <ul style="list-style-type: none"> Rally launch R&D expansion Marketing growth
	<p>now closing</p> <ul style="list-style-type: none"> \$2M+ ARR milestones Density in 50 metros Aggregate supply & prepare homelove launch markets





you're awesome

Andrew Luna, CEO andrew@hound.vet

Andrew Luna
CEO



sparknotes

- traction 30 markets, 2,000+ employers, 5,000+ job seekers, & 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.