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CONFIDENTIAL - Investment Prospect [MinTerapi.se]

TABLE OF CONTENT

- 1 Vision
- 2 Market Opportunity
- 3 Risks
- 4 Our services
- 5 Marketing and Growth Strategy
- 6 Team
- 7 Financials
- 8 Competitive landscape

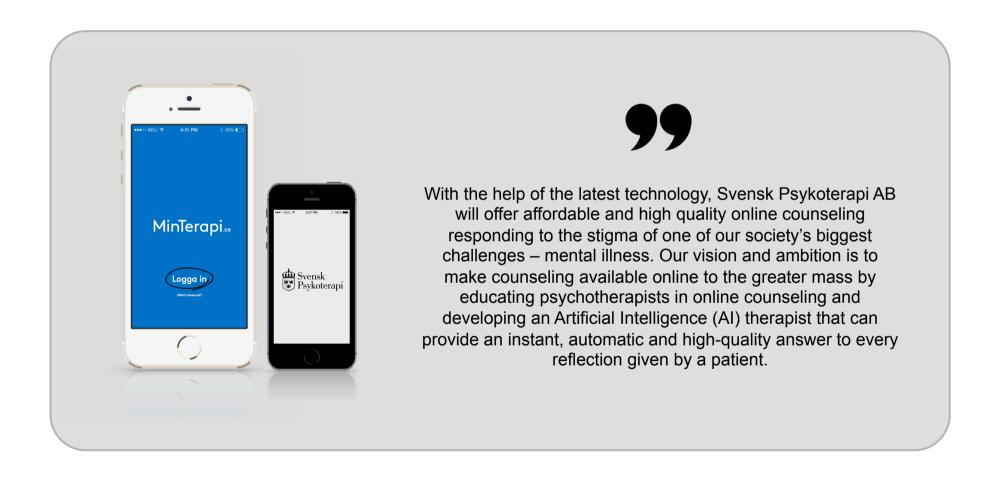


The vision and goal of Svensk Psykoterapi AB

OUR VISION



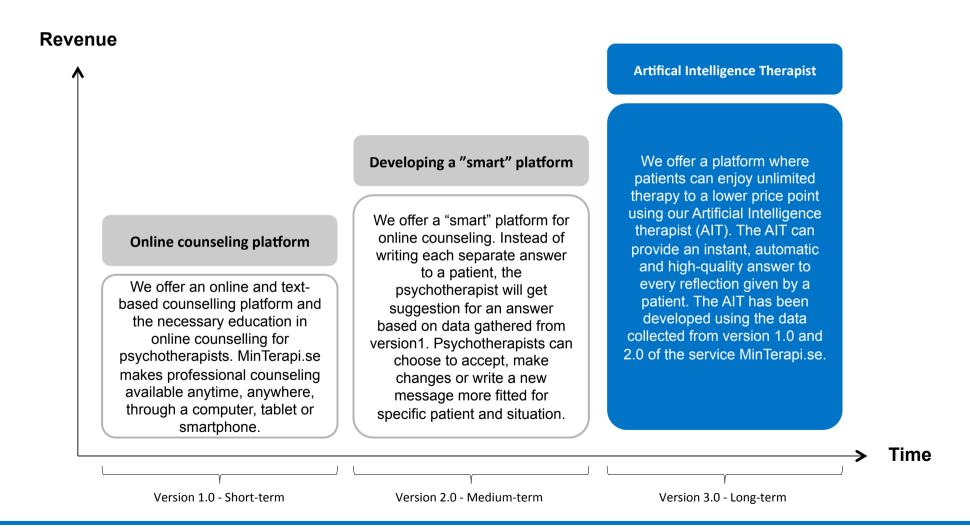
Our vision as a company



JOURNEY TOWARDS SELF-TREATMENT



Our journey towards developing an Artificial Intelligence Therapist (AIT)

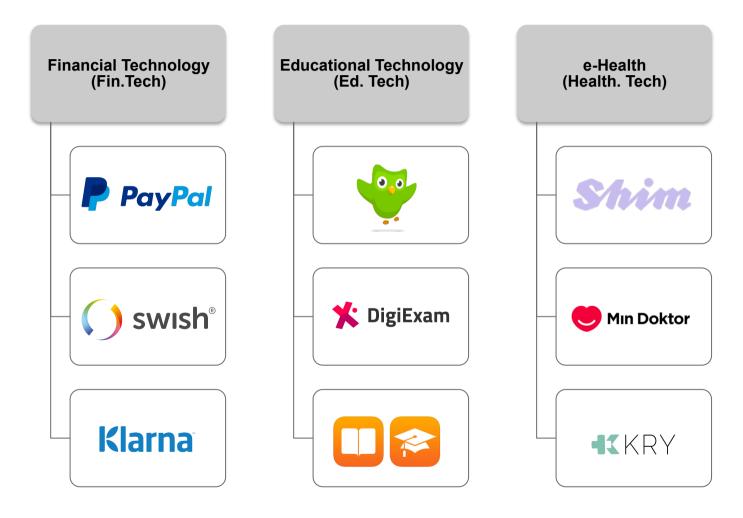


Market Opportunity

Mental illness, digitalization and recent examples of digitalization within Swedish healthcare



Latest waves of digitalization





Mental illness – one of the biggest challenges facing the modern society

Mental illness and how it affects the labour market

Mental illness has become the most common reason for sick leave in the Swedish labor market. Within a typical year, 1 million, or 20% of the total working population, is affected by mental illnesses such as anxiety, depression, sleeping disorder etc.

Mental illness inflicting large cost and burden on society

The costs associated with mental illness are considered to be steadily increasing. The pure economic costs are estimated to be over 70 billion SEK – almost 3% of Sweden's total GDP. It is assumed to be one of the most significant challenges of our time.

Younger generations are more likely to suffer

Young people suffer the most from mental illness. One out of four people in the age between 16 and 18 suffer from mental illness. Within the group of people receiving activity-based compensation, 60% are suffering from mental illness.

Large amount of people standing in line for treatment

Large number of patients in line for treatment. Only half of the primary care facilities in Sweden can cope with the demand for treatment of mental illness.

^{*} Based upon latest data from OECD and SKL

MENTAL WELLNESS - MORE IMPORTANT THAN MONEY



Mental health is significantly underfinanced in OECD-countries

Mental health – a good investment

In a recent study at London School of Economics, researchers found strong evidence for mental illness being a stronger nominator (four times as strong) than poverty in defining happiness.

However, mental health is still heavily underfinanced by OECD-countries. The researchers, basing their evidence on decades of data, argue that therapy and counseling are very effective when fighting e.g. depression and anxiety. Through therapy and counseling, 50-80% of the symptom can be reduced. One of the main take-aways from the research is that countries, in general, need to increase their investments in mental health.



Psykvård gör oss lyckligare än pengar

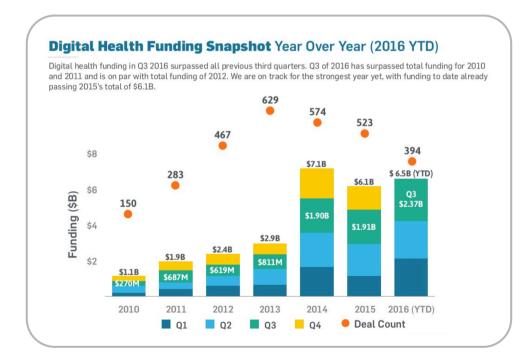


* Article published in SVT – December 12th 2016



Consumer demand for digital-health applications is high. 70% of patients aged 18-65 would be interested in digitally monitoring and improving health. 71% of consumers are interested in quantifying health and lifestyle behaviour. In 2015, venture-capital firms invested \$6.9 billion globally in digital health and are set to spend at similar level, or higher, in 2016 (McKinsey, 2016).

According to Research and Markets, the e-health industry be worth more than \$115 billion in 2025.



INNOVATION SKANE

New Industry Accelerator

Region Skåne, together with Innovation Skåne, Oslo Medtech, Cobis, Sahlgrenska Science Park and Invest in Skåne, has launched an EU-backed project and fund "New Industry Accelerator" with estimated value 50MSEK. By helping more than 100 start-ups grow and creating more than 700 new jobs, the purpose of the project is to make Skåne one of the world's most attractive regions for e-health (Di Digital, 2016).



Digitalization in healthcare – two recent examples from Sweden



Founded in 2013, Min Doktor has built a service targeting the primary care where patients can meet with a doctor over the company's platform via text, telephone and/or video. The virtual meeting is similar to a typical inperson with a doctor (symptoms, diagnosis, prescription of medication). As of March 2016, the company was valued at 127 million SEK. Min Doktor is building an Artificial Intelligence (AI) doctor, which is assumed to help the doctor doing initial patient interviews/screenings — saving the doctor's valuable time.



Founded in 2014, Kry has built a similar service as Min Doktor. Kry's business is built upon two different types of interactions between a doctor and a patient. The first, meeting a doctor (both by booking an appointment and drop-in) online using video and text. The second, offering follow up meetings with a doctor online. The company is growing by 40% on a monthly basis and during the autumn of 2016, the company took in 60 MSEK to finance an international expansion. According to the company, in 2020, 30% of our contact with healthcare will be digital.

^{*} For more information, please visit mindoktor.se and kry.se



Shim – an artifical intelligence companion



Swedish Company Shim (helloshim.se) is in the process of developing an artificial intelligence friend. Shim, as the robot is called, is being described as a warm and supportive companion who will help you reflect on your values and strengthen relationships to people you care about. Last year, the firm took in 3MSEK from a number of smaller investors and an undisclosed investment from Atomico. Niklas Zennstöm's (Founder of Skype) investment company. Danish investment firm Sunstone also made an investment in Shim's first seed round. The new investment round (2016) is estimated to 3,8 MSEK. Apart from the previous investors who increased their shares in Shim, Sweet Capital (investment firm behind the successful gaming development firm King) has invested in Shim.



Risks

Potential risks and obstacles

RISKS AND OBSTACLES



What are the potential risks and obstacles we might face?

Resistance from counselors

Potential risk of counselors being resistant to new technology and new way of conducting therapy online in their daily practice. Might result in too few counselors to match the demand from patients.

Price-sensitiveness and adoption

As there are few other similar services on the market, it is difficult to assess the patients pricesensitiveness, adoption and how much they are willing to spend on each package.

Law/Ethical Considerations

Potential risks related to law and ethical grey zones (e.g. compare with Uber).

Competition

Public Health Service will offer free counseling online in the future. Other competitors include international companies entering the Nordic and Swedish market.

Clinical Evidence

Studies suggest that psychotherapy online and psychotherapy face-to-face get equivalent treatment outcomes. Further studies suggest that Internet treatment with therapeutic support has better effects and fewer drop-outs than self-help programs.

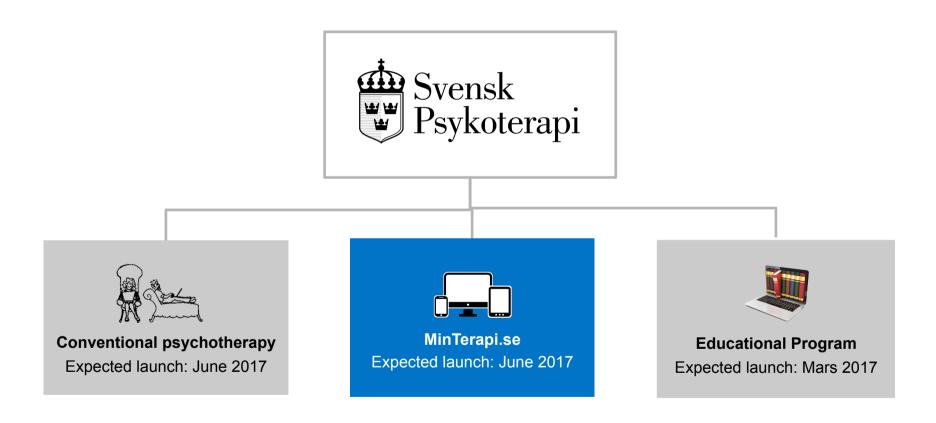
Our services

Conventional psychotherapy, MinTerapi.se and Online Educational Programs

WHAT DO WE OFFER?



Three areas of business – conventional psychotherapy, MinTerapi.se and educational programs



MinTerapi.se

Our online platform



MinTerapi.se – an online platform for patients and counselors



What is Online Therapy and is it effective?

Online therapy is the delivery of mental health counseling via the Internet. People also know it as e-therapy, distance therapy, Internet therapy and web therapy. Therapists and online therapy networks use a variety of mediums such as apps for texting, video chatting, voice messaging and audio messaging. Studies have proven the efficacy of therapy via the Internet to the point where it has become a viable alternative and supplement to inoffice therapy.



What is MinTerapi.se?

MinTerapi.se is an online platform for patients and psychotherapists. Through smartphone, computer and tablet, the patient can communicate with the psychotherapist anywhere and anytime. Depending on the patients needs, he or she will get matched with a psychotherapist using MinTerapi.se's matching tool. The first week is free of charge where the psychotherapist will make an assessment and get to know the patient. Based upon the free week and the patient's needs, the psychotherapist will recommend a suitable package.



Safety, security and integrity is important for MinTerapi.se



Safety and Security

"Maintaining public trust when handling and sharing personal health data is paramount and this requires serious public engagement over issues of consent, data security and privacy. There is an even greater need to address these ethical issues in the field of mental healthcare as the data are often highly sensitive personal information."



Secure identification is important. MinTerapi.se uses BankID and Mobile Bank ID to help identify both patient and psychotherapist.



MinTerapi.se uses a Secure Sockets Layer (SSL) protocol similar to military encryption that protects data. A unique and encrypted channel for private communication is being created.



All psychotherapists are operating under strict confidentiality, both based on law and regulations, but also ethical quidelines.



MinTerapi.se is manually reviewing and verifying all psychotherapists to make sure that all psychotherapists are meeting the high requirements of MinTerapi.se, namely a steptwo education, an education in online therapy and necessary patient insurances.



We offer three different packages – week, month and quarter basis

Package/Features/Price	Weekly	Monthly	Quarterly
Price	395 SEK	1495 SEK	3975 SEK
Features			
Get matched with a psychotherapist that fits your need	V	V	✓
Free first week	V	V	V
No. of text messages to psychotherapist per week	4	4	4
No. of text messages from psychotherapist per week	2	2	2
Phone session á 20 minutes	-	1	6
Possibility to buy additional phone session	375 SEK	375 SEK	375 SEK
Communicate through computer, smartphone or tablet	V	V	✓

^{*1} EUR equals 10,26 SEK and 1 USD equals 10,92 SEK

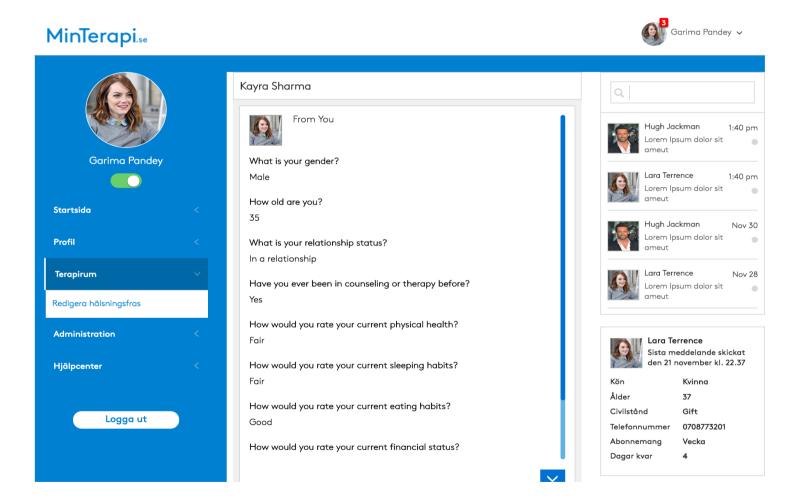


MinTerapi.se – an example



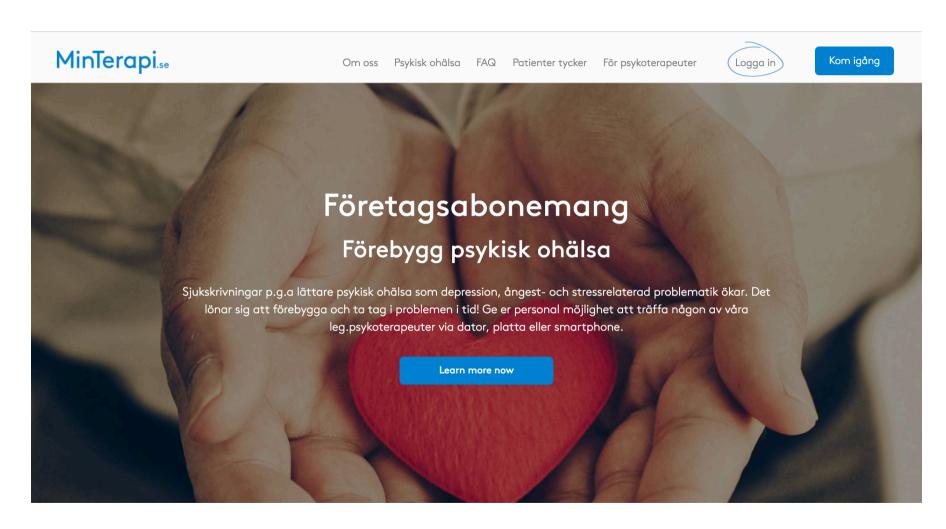


MinTerapi.se – an example





MinTerapi.se – an example





May 2017

CB* = Contribution margin, P = Patient packages, C = Company packages. Amount in TSEK.

Package	No. Patients (P)	No. Patients (C)	No. Total Packages	Tot. Sales	CB*
1 week	5	0	0	0	0
4 weeks	5	0	0	0	0
12 weeks	0	0	0	0	0
Phone session	2	0	0	0	0
Total					0

June 2017

Package	No. Patients (P)	No. Patients (C)	No. Total Packages	Tot. Sales	CB*
1 week	10	0	10	3,750	1,125
4 weeks	5	0	5	7,475	2,243
12 weeks	0	0	0	0	0
Phone session	2	0	0	750	225
Total					3,583



July 2017

CB* = Contribution margin, P = Patient packages, C = Company packages. Amount in TSEK.

Package	No. Patients (P)	No. Patients (C)	No. Total Packages	Tot. Sales	CB*
1 week	15	0	15	5,925	1,778
4 weeks	5	0	5	7,475	2,243
12 weeks	0	0	0	0	0
Phone session	5	0	5	1,875	563
Total					4,583

August 2017

Package	No. Patients (P)	No. Patients (C)	No. Total Packages	Tot. Sales	CB*
1 week	20	0	20	7,900	2,370
4 weeks	10	0	10	14,950	4,485
12 weeks	1	0	1	3,975	1,193
Phone session	10	0	10	3,750	1,125
Total					9.173



September 2017

CB* = Contribution margin, P = Patient packages, C = Company packages. Amount in TSEK.

Package	No. Patients (P)	No. Patients (C)	No. Total Packages	Tot. Sales	CB*
1 week	25	0	25	9,875	2,963
4 weeks	15	0	15	22,425	6,728
12 weeks	5	0	5	19,875	5,963
Phone session	20	0	20	7,500	2,250
Total					17,903

October 2017

Package	No. Patients (P)	No. Patients (C)	No. Total Packages	Tot. Sales	CB*
1 week	40	10	50	19,750	5,925
4 weeks	25	5	30	44,850	13,455
12 weeks	5	0	5	19,875	5,963
Phone session	30	5	35	13,125	3,938
Total					29,280



November 2017

CB* = Contribution margin, P = Patient packages, C = Company packages. Amount in TSEK.

Package	No. Patients (P)	No. Patients (C)	No. Total Packages	Tot. Sales	ТВ
1 week	50	15	65	25,675	7,703
4 weeks	30	10	40	59,800	17,940
12 weeks	5	5	10	39,750	11,925
Phone session	35	10	45	16,875	5,063
Total					42,630

December 2017

Package	No. Patients (P)	No. Patients (C)	No. Total Packages	Tot. Sales	ТВ
1 week	50	20	70	27,650	7,703
4 weeks	30	15	45	67,275	17,940
12 weeks	5	5	10	39,750	11,925
Phone session	35	20	55	20,625	5,063
Total					46,590

Online Educational Programs

Our online learning program in text-based counselling

EDUCATIONAL PROGRAM



Two areas of business – the platform MinTerapi.se and educational programs



Why offer online educational programs?

Online counselling skills are relevent to everyone who communicates with others using computer mediated technology, but is particularly relevant if you are a professional who provides a service to clients via internet. The diverse range of professionals who are currently engaging with clients via this medium is encouraging practitioners and service providers to create the opportunity for support using computer mediated technology.





How is the program developed?

Svensk Psykoterapi's courses within the field of online counseling and therapy are for qualified psychotherapists who are planning to add online counselling to their practice. With over 20 years experience within webinars and online learning, Svensk Psykoterapi AB has partnered up with Swedish WeZupport for the development of the online learning platform. MinTerapi.se owns all the content and IP around the education. Svensk Psykoterapi AB receives 70% of all the revenues generated by the educational programs. The first round is scheduled to start in May 2017.



Our course in text-based [online] therapy

Students will gain experience and knowledge in psychotherapy online. The program is highly interactive and personalized in nature. Online groups, forums and chats are used throughout the program where the psychotherapist can practice text-based communication and receive feedback from peers and our skilled instructors. The students will also be able to discuss the course literature and practice and simulate typical patient-counselor situations through role-play with each other. An assignment is given each week where the instructor will provide feedback.

In short:

- Price: 7500 SEK (of which 5250 SEK Svensk Psykoterapi AB will receive)
- Duration: 4 weeks per step (9 weeks in total)
- Student workload: 5-7 hours a week
- Platform: Moodle and MinTerapi.se
- Maximum number of attendants: Unlimited
- Access: Computer, tablet and smartphone
- Form of communication: Chat, discussion forums, video lectures, etc.

EDUCATIONAL PROGRAM



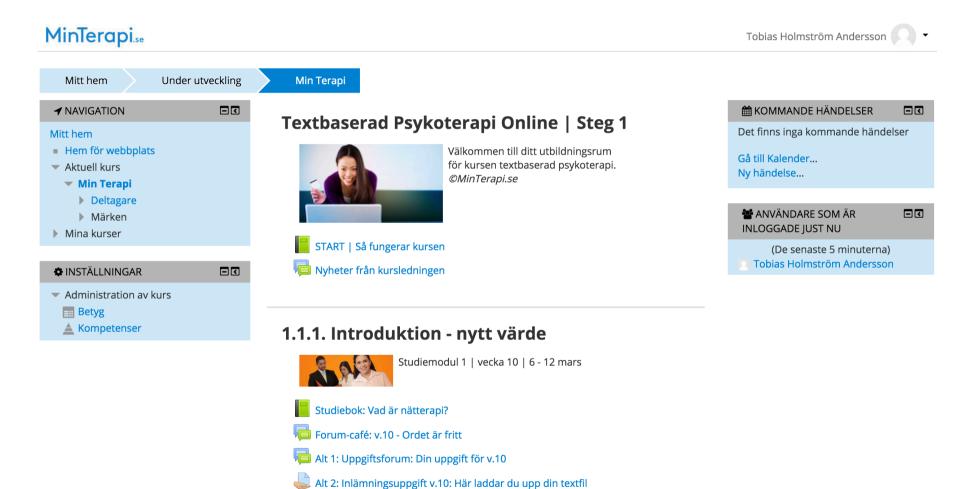
Moodle – our online educational platform



EDUCATIONAL PROGRAM



Moodle – our online educational platform



SALES FORECAST - EDUCATIONAL PROGRAM



Two start dates for educational program in 2017 – in June and September

Our sales projections

We will have two start dates for the educational program during 2017. One in June and one in September. Our forecast is that 5 psychotherapist will join the start date in June and 8 psychotherapists in September. Consequently, the projected income for 2017 is: 7500 SEK x 0,7 = 5250 SEK. 5250 SEK x 5 Students + 5250 SEK x 8 Students = **68 250 SEK**.

Partners in education







MinTerapi.se

Marketing and Growth

Strategy for marketing and growth for MinTerapi.se platform and Educational Programs

MARKETING AND GROWTH STRATEGY



We will grow organically.



Team

The people behind Svensk Psykoterapi AB



The people behind MinTerapi.se



Lars Percy Andersson

Lars is a serial entrepreneur and psychotherapist. Prior to founding Innovationmanagement.se he was part of the senior management of Mediaring Inc., one of the world's leading IP telephone companies, The management team took the company to IPO at the Singapore Stock Exchange. Andersson also held the position of Vice Chairman for the Swedish Committee in the CEN/TC 389 program, which was created by the European Commission in November 2008 to support a culture of innovation.



Henric Palmqvist

Licensed psychologist and psychotherapist with many years of clinical experience in public, as well as, private healthcare.

Henric has extensive management experience, having driven start-up and development of several treatment units including having financial responsibility for these. Today, Henric works with treatment of adolescents and young adults with psychosocial and mental problems.



Tobias Holmström Andersson

Tobias is an economist with a master's degree in Innovation and Business Development from Copenhagen Business School.

Tobias has experience with working with innovation from the medical technology industry through internships and several thesis projects with companies such as Coloplast, B&O Medicom Nordic and Mölnlycke Health Care. Today, Tobias works as an Innovation Consultant at Awapatent.



Our advisory board has extensive experience with both growing online businesses and counseling

Mark Vernooij

Mark has extensive experience from innovation; as an entrepreneur, board member, start-up mentor and former innovation & strategy consultant (with Accenture and McKinsey). As a partner at THNK, Mark focuses on innovation programs for specific organizations, THNK's executive program, online innovation (courses, platforms and tools) and the company's expansion efforts in Dubai. Apart from at THNK, he has been faculty at Wharton, Columbia, TIAS Business School, Rotterdam School of Management and TU Delft.

Mark studied engineering at Delft University of Technology, received an MBA from INSEAD and learned Design Thinking at Stanford.

Lennart Vinberg

Lennart Viberg has worked for about 40 years as a clinical psychologist with the psychodynamic and psychoanalytic orientation. Lennart is a member of both the Danish and Swedish Psychoanalytical Association. A great interest in object relations theory and developmental psychology led to research and doctoral thesis in 2003 with Margareta Viberg. Lennart worked as a lecturer at the Department of Psychology at the University of Lund, where taught aspiring psychologists and psychotherapists, and been a supervisor in psychotherapy.

Stefan Bredin

Stefan has worked with Internet and digital transformation for over 20 years as an entrepreneur, CEO and as a manegement consultant – both in public as as well as private practice. Stefan has built the Online Learning Group Nordic and the Nordic business network connect-innovation. Stefan has extensive experience in online learning and building new digital working processes and value chains within education and ehealth.

ADVISORY BOARD



Our advisory board has extensive experience with both growing online businesses and counseling

Katja Karlsson Carli

Katia is a psychotherapist educated at St:Lukas Institute in Gothenburg, Sweden. With her interest for the area, she became a supervisor at the institute in 2008. Katia has experience from both private as well as public practice and has a particular interest in the outer and inner therapeutic frames that makes a deep therapeutic work possible. She is an appreciated teacher by the students at the St:Lukas Institute. known for her pedagogic qualities. Between 2011-2015, Katia was responsible for the St: Lukas branch in Kristianstad. Since 2009, she has her own private practice and, as of January 2016, Katia is working fulltime with developing her own practice.

Coming soon

Coming soon

Financials

Budget for 2017

CASH-FLOW BUDGET FOR 2017



Please access the cash-flow budget below. If you can not open the file a PDF is attached in the mail.



Cash-Flow Budget for 2017

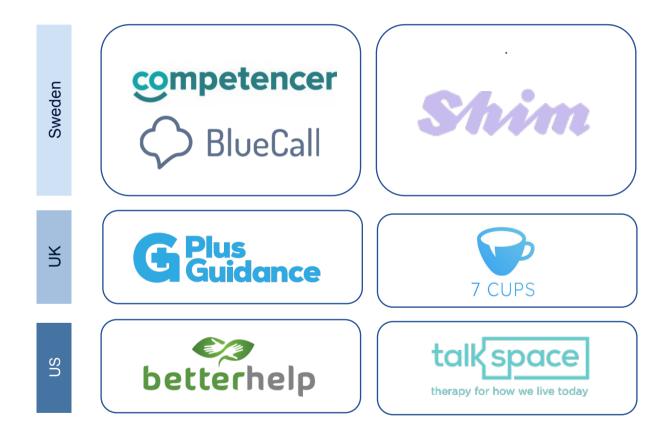
The cash-flow budget for 2017 can be accessed through the excel file above. If you cannot access it, please use a service provider that can convert and open excel files online, for example https://www.microsoft.com/sv-se/download/details.aspx?id=10

Competition

An overview of domestic and international competitors



The Swedish, U.K and U.S market for online counseling





U.S. market: Better Help and Talk Space



About the company and service

Subscription-based service originating from the U.S: providing therapy online via text, video and voice recording with more than 500.000 customers. Offers one-to-one sessions with a licensed counselor, but also couples therapy. Current plans available for private chat:

Revenue model and pricing

Subscription model is based upon a flat membership fee (\$35) that covers both the use of the platform and unlimited counseling. It is also possible to buy additional phone session. BetterHelp charges weekly, monthly and quartley. The longer, the higher discount.



therapy for how we live today

About the company and service

Subscription-based service originating from the U.S (founded in 2010), providing therapy online via text, video and voice recording with more than 500.000 customers. Offers one-to-one sessions with a licensed counselor, but also couples therapy.

Revenue model and pricing

32\$/week of Unlimited Messaging Therapy
43\$/week of Unlimited Messaging Therapy
+ 1 Live Session (video or voice)
69\$/week of Unlimited Messaging Therapy
+ 4 Live Sessions (video or voice)
Couples therapy is available for \$189 per month or
499\$ per quarter (12 weeks)



U.K market: Plus Guidance - https://plusguidance.com/



About the company and service

UK-based company providing therapy online, but also offline. You can choose the type of therapy sessions that work best for you, whether they are online or offline. On Plus Guidance, you can have video, voice, instant messaging (chat) and asynchronous e-mail sessions, or offline in-person sessions if you are local to the therapist.

Revenue model and pricing

The therapist is responsible for setting their own prices. These could vary from £10 to over £100 depending on the type (video, audio, instant-messaging) and length of session, though most tend to be around £35-£50 per session.





Swedish market: Competencer AB and BlueCall App

competencer

About the company and service

Competencer's idea is to collect everything on one place. With competencer, you can talk to a leadership coach from your office, a psychologist from your coach or maybe a nutritionist. At Competencer, you search for an compare different advisors such as coaches, therapists and psychologists. You can read about their education, experience, background as well as their offerings.

Revenue model and pricing

Competencer is not built upon a subscription model. Instead, each separate coach, advisor and therapist set their own prices for the session. Competencer only facilitates the technology, payment system, etc.



About the company and service

Blue Call is an app connecting people in need of counseling and people giving it. The company offers three different levels of counseling; (1) Volunteers, (2) Mentors and (3) Professional Psychologists.

Revenue model and pricing

In the first level, you will be connected to a volunteer.
Role of the volunteer is to listen, support and showing understanding. This service is free of charge. In the second level, you will talk to a mentor which has knowledge and experience with psychology (e.g. psychology student). A 30 minute call costs 100 SEK. Finally, in the third step, you will talk to a licensed psychologist. This level will be introduced to the market during the spring of 2017.



What are we offering? First round of investment in Svensk Psykoterapi AB



New share issue for Friends and Family

We will issue 400 shares with a nominal share value (kvotvärde) of 100 SEK at premium price (överkurs) of 900 SEK. Total price per share will, therefore, be 1000 SEK. We will offer 40 blocks. One block equals 10 shares with a total value of 10 000 SEK. After the new share issue, the total share capital will be 440 000 SEK and the total amount of shares will be 4400. The premium price, a total of 360 000 SEK, will help finance further development of the platform and educational program (see slide X for cash-flow budget). The shares will be registered on NVR (Nordiska värdepappersregistret). Subscription period ends January 15, 2017.





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We look forward to a future together with you as an investor

For any questions, please contact us directly at contact information below.



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