



Little Otter

Series A Fundraise

Fall 2021

LITTLE OTTER

Family Focused Mental Healthcare for Children 0-14 Years Old

Transforming the way families receive behavioral and mental health support with innovative technology and personalized care.

Founded May 2020

Pilot October 2020

Launched CA May 2021

CO, NC, FL September 2021

NY and TX Q1 2022

60%

MoM Member and Revenue Growth

84

Patient NPS Score

85%

Patients clinical to subclinical < 6 weeks



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Our Founders Bring World-Class Technical and Clinical Expertise

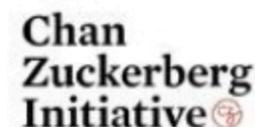


Rebecca Egger (CEO)

- Computer Science Degree from UNC Chapel Hill
- Led Product Development at Palantir in 6 countries
- Built \$10M Infectious Disease Program at Chan Zuckerberg Initiative

Dr. Helen Egger (Chief Scientific and Medical Officer)

- Internationally-renowned child psychiatrist and scientist
- Created gold-standard methods for diagnosing and treating mental health challenges in infants, toddlers, and preschoolers
- Raised \$46M in NIH Grants with focus on digital health innovation
- Directed 2 academic child psychiatry departments - Duke + NYU
- Oversaw 200+ therapists, 55K visits/year and \$50M budget at NYU



MARKET

We're Creating a Solution for a \$98 Billion Dollar Market

The market is growing 9% each year and has been grossly underserved.

60 Million

Total kids in the US 14 and Under (18% of US population)

\$24 Billion

Market in the states Little Otter will serve by 2022

\$98 Billion

Estimated Market size in 2026 based on 9% growth

<https://data.census.gov/cedsci/table?q=United%20States&q=0100000US&tid=ACSS1Y2019.S0101&hidePreview=true>



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MARKET

Demand for Pediatric Mental Health Services Continues to Grow

Telemedicine growth, reduced mental health stigma, and increasing need give Little Otter the momentum to dominate a previously underserved market.



Increasing Need for Support

Mental health emergency room visits for kids ages 5-11 increased by 24% the past year. **Rates of child anxiety and depression doubled in 2021.**

Acceptance of Virtual Care

Families and providers have become comfortable with virtual care. **Studies prove that virtual care can deliver better outcomes than brick and mortar.**

Reduced Stigma

A generation of adult-focused mental health services have paved the way for new populations. **This generation of parents is the most accepting of therapy in history.**

PROBLEM

Existing Solutions Cannot Scale to Meet Demand



50% of mental health disorders

present by age 14, but assessing and **providing care for young children requires specialized training and expertise.**

83% of providers

on insurance panels no longer accept new patients. Existing care is rarely evidence-based, and **practices don't have the tech or skills to scale.**

8-16 week wait

to see a child mental health provider.

72% of counties in the US have zero child psychiatrists. Brick and mortar will never solve this problem.

<https://pubmed.ncbi.nlm.nih.gov/25322445/>, <https://pediatrics.aappublications.org/>,
<https://www.who.int/news-room/fact-sheets/detail/adolescent-mental-health>

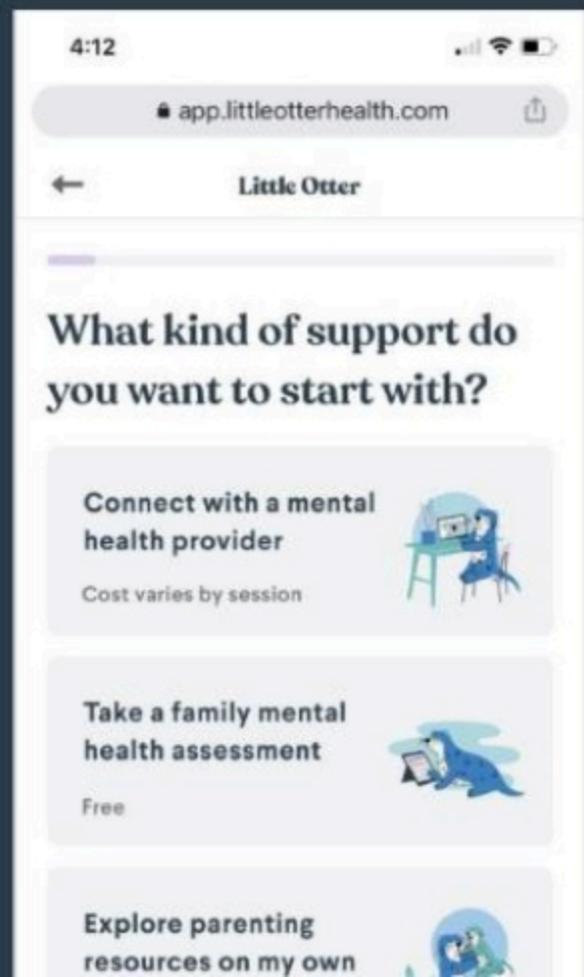


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SOLUTION

Little Otter Has the Expertise to Deliver High-Quality Pediatric Mental Healthcare at Scale

We solve this through expertise, digital innovation, and telemedicine.



1. Proprietary Triage

We identify underlying issues early, delivering the right type of care at the right time to improve efficiency and outcomes.

2. Accessible & Personalized

Care delivery is streamlined and accessible, making it easy to receive care and deliver evidence-based treatment at scale.

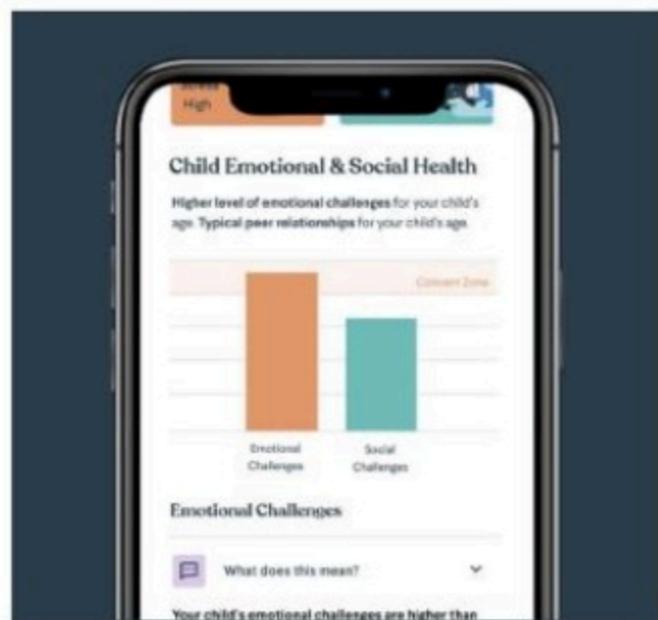
3. Whole Family Care

A new model designed specifically for families and young children, leveraging the benefits of telemedicine and digital interventions.



We Support Families at Every Stage of Their Mental Health Journey

The one-stop shop for a family's mental health. Families not ready for treatment can access assessments and personalized content in-app.



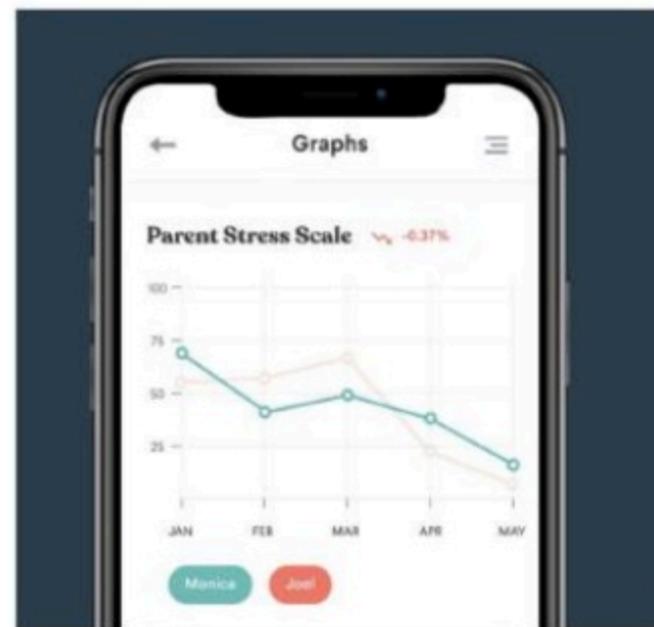
Assessment

Proprietary Triage and Personalized Reports



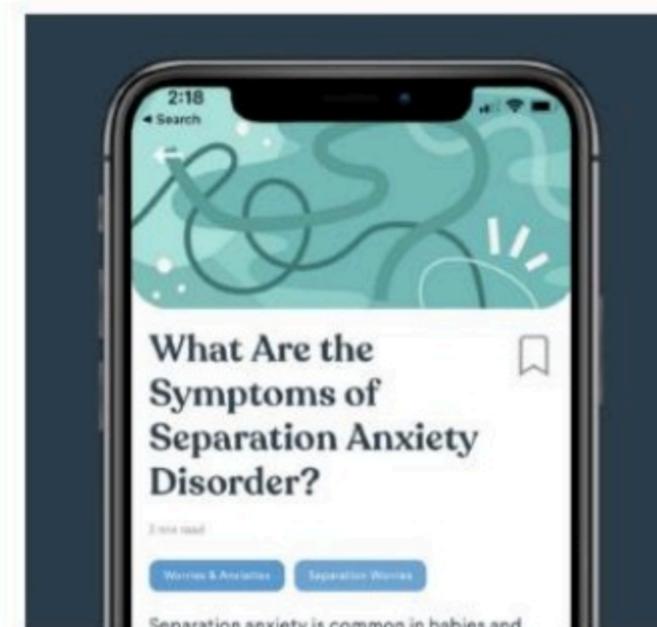
Treatment

Family care team and treatment plan



Growth

Goal setting and outcome tracking



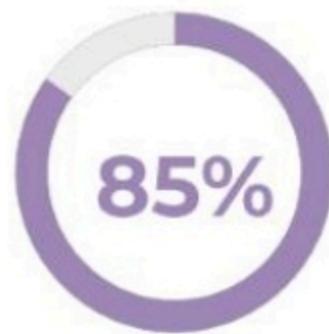
Education

Personalized resources and in-app activities

RESULTS

We are Seeing Incredible Clinical Outcomes

Our model has an impact within 6 weeks of seeking treatment



Of children have moved from clinical to subclinical within 6 weeks

vs 13% baseline in longer treatments



Of parents reported reduced impact of emotions/behavior

vs 28% baseline in longer treatments

Our Approach Works

- Single entry point with proprietary triage
- Clinical Care Teams (20% of families see multiple providers)
- Standardized care pathways for the entire family
- Data-driven care (video, audio, screening, assessments)
- Medical oversight and integrated medication management

Baseline from 93 quantitative + qualitative treatment outcome studies; European Child & Adolescent Psychiatry 2020.



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INVESTMENT

Our Offering is a Cost-effective Investment for Insurers and Partners



Mental health treatment is expensive today...

Annual **incremental total health** cost of a child with a mental disorder is estimated to be **~\$3K¹**

Preventing a single pediatric mental health hospitalization is estimated to create **savings of ~\$14K²**

...And even costlier in the future

Interventions are estimated to generate healthcare and social benefits of 2-32X the investment³

We are experts in early intervention

- Efficient triage leads to optimized use of provider time
- Our assessments identify early warning signs, leading to less overall cost.
- A care model that produces efficient results
- Integration with pediatrics and care navigators

1. CDC, Clinical and Economic Burden of Mental Disorders Among Children With Chronic Physical Conditions; 2. Journal of Pediatric Health Care, Reducing Healthcare Costs for Mental Health Hospitalizations With the Evidence-based COPE Program; 3. Centre for Mental Health, London, Investing in children's mental health

TEAM

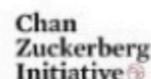
The Team Building a Better Model for Families

HQ Team



Rebecca Egger

CEO



Max Helzberg

COO



Andrea Acedo Trueba

Business Ops



Sandhya Padmanabhan

Marketing & Growth



Tam Nguyen

Data Engineering & Architecture



Clinical & Scientific



Helen Egger MD

Chief Medical & Scientific Officer



Jasmine Daniel LMFT BCBA

Director of Clinical Care



Katelyn Donisch PhD MSPH

Director of Clinical Training



Elsa Friis PhD

Director of Clinical Research



Notable Advisors



Ayo Gathing, MD

Chief Medical Officer, Humana Healthy Horizons; Author, and Entrepreneur



Healthy Horizons



Stephen Hinshaw, PhD

Professor and Co-Director, Schwab Dyslexia and Cognitive Diversity Center, UCB, UCSF



Department of Psychiatry



Elizabeth Reichart, PhD

Director, Pediatric Anxiety and Traumatic Stress Clinic, Stanford Child and Adolescent Psychiatry



Petra Steinbuchel, MD

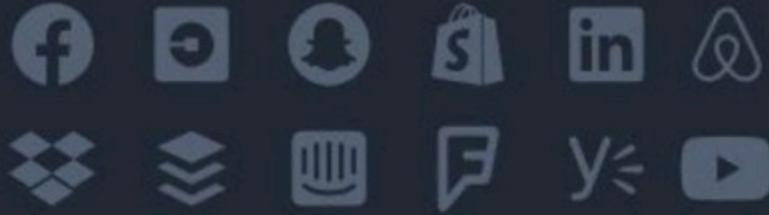
Director, Psychiatry, Benioff Children's Hospital Oakland





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