



porcupino

WHAT IS PORCUPINO?

a global, 24/7/365
mental wellness
platform linking those
suffering chronic pain
with user-customized,
AI-generated avatars

providing complementary and alternative
therapeutic (CAM) interventions

WHAT IS THE PROBLEM WE'RE ADDRESSING?

792m people across the globe have
a mental health disorder

1.5B suffer chronic pain

Epidemiological and functional imaging
studies suggest a bi-directional relationship
between mental health disorders & chronic
pain. In addition to depression, anxiety, and
substance abuse, those with chronic pain
are at high risk for other mental health
problems, including suicide, according to
the Mayo Clinic's Division of Pain Medicine.

WHAT IS OUR SOLUTION?

scalability &
affordability &
accessibility

The challenge facing us is not one of
developing new therapies, it's scalability,
affordability and accessibility.

So we're arming Porcupino to confront
the worldwide barriers to mental wellness:
inaccessibility of care, inconsistency in
care quality, mistrust of the mainstream
system, systematic discrimination, and
personal stigma.

HOW WILL PORCUPINO IMPACT THE WORLD?

everyone, everywhere,
all the time ...

Mental illness affects 50M Americans yet
nearly 50% do not seek treatment. India, with
only 4K psychiatrists, has 150M people with
mental illness; 75% will not receive any care.
And while the global annual rate of visits to
mental health outpatient facilities is 1,052 per
100K, in Africa the rate is 14 per 100K.

No longer will treatment be available only to
those with enough disposable income or the
"right address."

WHY NOW?

impact of covid-19

on individual and population wellness

benefits of CAM

now being investigated by the NCCIH include
pain management for veterans and military
personnel, symptom relief in cancer patients
and survivors, and programs to encourage
more healthy behaviors.

And on a global scale, it is simply not feasible
to propose that practices based entirely on an
in-person care model will ever be able to meet
the demand.

WHY NOW, NOW?

AI is having its
iPhone moment

We've entered the age of generative AI.
We're seeing advances in 2023 that people
two years ago would have expected in 2033.

Recent leaps using generative adversarial
networks have enabled the hyper-realistic
synthesis of digital content. Character
portrayals can feature degrees of fidelity
and interactivity, from full bodies to voice-
or text-only manifestations. The WSJ reports
that virtual social-media influencers can be
as equally credible as human influencers.

WHY DOES THE NEW WAVE FEEL SO DIFFERENT?

it's not a computer,
it's a companion

Look out. We're on the cusp of a major social
shift - large language models (LLMs) have
changed the game. Suddenly, we can have
free-flowing conversations with bots without
predefined rules controlling their responses.

Today's best chatbots sound indistinguishable
from humans. But unlike us, these AI-powered
conversation partners are always available,
interested in talking with anyone, and can
readily discuss any topic in any language.

HOW DOES AI GIVE US A COMPETITIVE ADVANTAGE?

increased trust &
deeper personalization

emerges from Porcupino's combination of
AI-generated characters with the features of
conversational agents. Why the excitement?
Meta-analyses of web-based psychological
treatments reveal that face-to-face contact
offers the strongest contribution towards
improving engagement.

live & on-demand

Avatars may dream but they never sleep.

WHAT IS OUR PLATFORM'S BUSINESS MODEL?

multi-sided +
aggregator +
network effect

Mirroring popular ride-sharing and space-
hosting apps, Porcupino's revenue stream is
drawn from the facilitation of online, avatar-
led individual and group CAM sessions. One
major difference - we retain 100%. Enterprise
contracts with rehabilitation systems, work-
places, insurance providers, universities, and
national healthcare systems will kick-start
Porcupino's network effect.

WHAT ARE OUR VALUE PROPOSITIONS?

porcupino offers users

- An entry point to achieving & sustaining
mental wellness
- A wide selection of CAM offerings at
significantly lower costs
- Round-the-clock availability
- Assured anonymity & compliance
- The ameliorative power of live group
support for those who share common
crises, life transitions, or chronic conditions

WHO ARE PROSPECTIVE PARTNERS/EXITS?

airbnb online exper

Launched in April 2020, Airbnb Online
Experiences lists 217 "Wellness" offerings.
Of these, 16,000+ Zoom-hosted sessions
charging an average of \$33 per person have
earned a satisfaction score of 4.95/5.00.

amazon explore

Also on our radar is Amazon Explore, which
premiered in fall 2020 offering virtual tours
and experiences.

HOW LARGE IS OUR TARGET MARKET?

TAM = \$413B

total available market

SAM = \$221B

serviceable available market

SOM = \$221M

serviceable obtainable market

We define TAM as being the global traditional
& complementary wellness market, projected
to expand at a 7.1% CAGR thru 2025.
SAM reflects the services and practitioners
subsector. SOM is conservatively calculated
at 0.1% of SAM.

WHAT VALIDATES OUR MARKET OPPORTUNITY?

9.5% to 14.3%

5-yr \nearrow in practice of yoga

4.1% to 14.3%

5-yr \nearrow in practice of meditation

9.8% to 76%

global prevalence of CAM use

Worldwide, more than 7K schools and 100K
teachers are registered at the Yoga Alliance.
Headspace, offering online recorded medita-
tion and mindfulness guidance, reports 70M
users in 190 countries, including corporate
clients Adobe, Delta, Starbucks, and Roche.

WHAT MOTIVATES PEOPLE TO USE CAM?

84%

expectation of health benefits

37%

perceived safety of CAM

37%

dissatisfaction with conventional medicine

Having an internal health locus of control
is most frequently reported by Westerners
while social networks are a strong motive
for adoption in Asia. Tradition, affordability,
and ease of access are most commonly
identified by African respondents.

WHO ARE WE?

Gary Stilwell is a medical physician, a
Wharton and Edinburgh graduate and, most
recently, a Fellow in MIT's Advanced Study
Program. His work hx features medical
product and service design for Philips Health-
care, LifeScan, Medtronic; innovation at Yale
Telemedicine, Gates Fdn India, MTV; and
impact investing with Acumen E Africa,
Yunus Balkans, iLab Mexico. He shares two
patents with his engineering colleagues.

WHO ARE WE?

Johnson Chun Yiu Pang is a practicing
physiotherapist and Asst Professor at th
Caritas Institute who earned his PhD at
Hong Kong Polytechnic Univ. He has
extensive clinical experience in both in-
and out-patient rehabilitation through 20+
years of service at HK's Prince of Wales
Hospital. He is a certified Musculoskeletal
Physiotherapist, Blankenship Functional
Capacity Evaluator, and Acupuncturist.

WHAT'S NEXT?

build-test-learn-launch

Porcupino's adoption of a proven business
model with an existing tech platform reduces
both risk and ramp-up time. Our s/t milestones:

- Finalize MVP feature set & architecture
- Build digitized proof-of-concept & perform
stakeholder A/B testing in select market
- Identify and recruit technical talent to our
multinational team