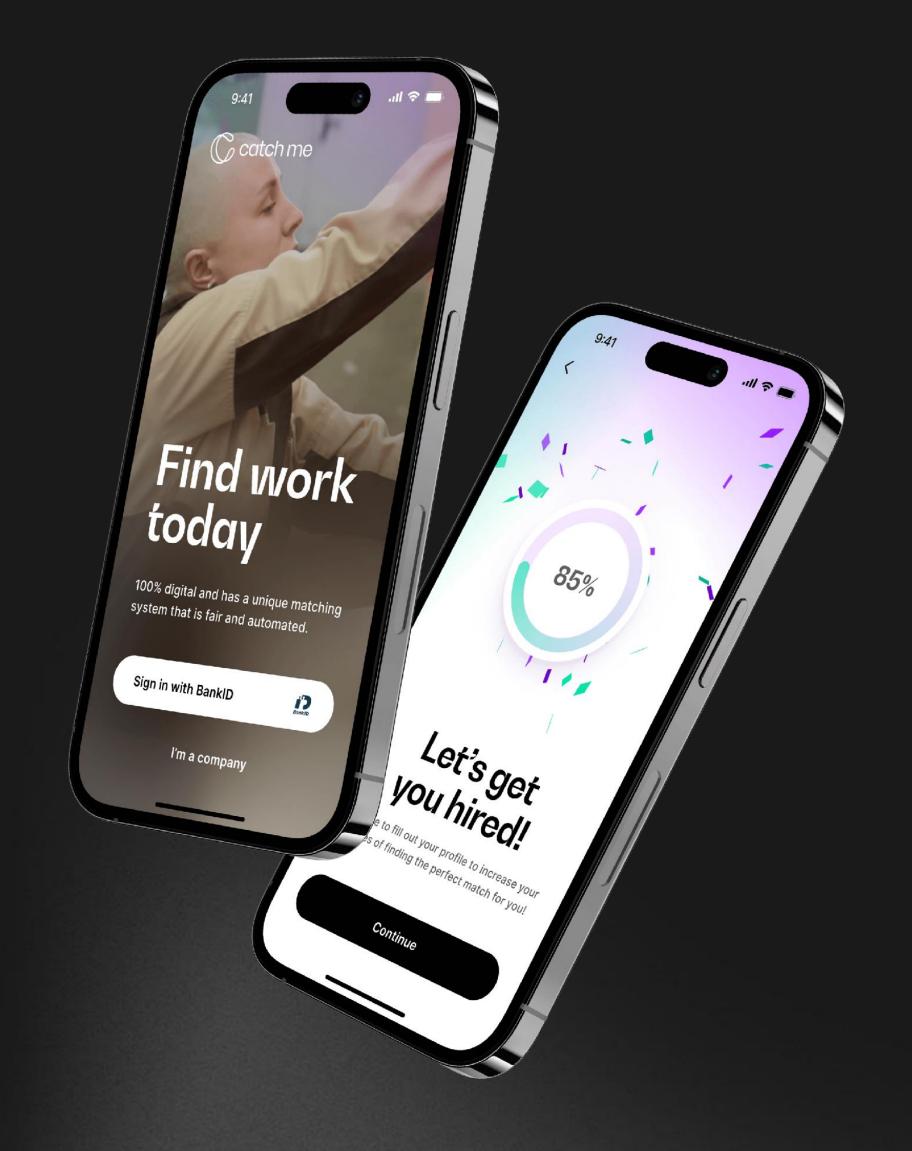




# Revolutionizing recruitment digitally

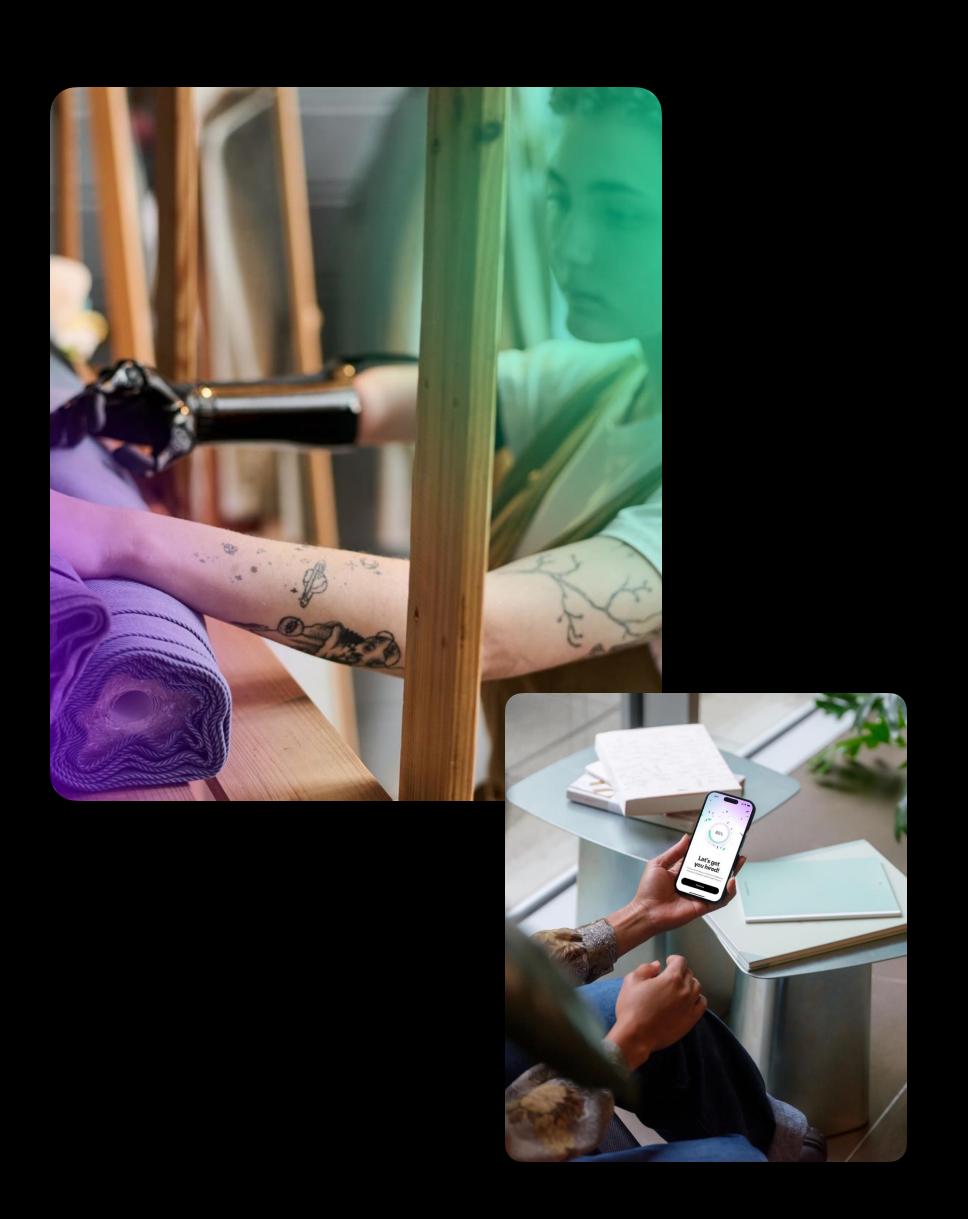






Catch Me revolutionizes recruitment by matching job seekers with employers quickly and fairly through our digital platform. Specializing in part-time and flexible jobs, we streamline hiring to minutes, promote equal opportunities, and cater to the modern workforce's needs.





#### Vision

To democratize the job market, making employment accessible and fair for everyone, everywhere.

#### Mission

Empowering businesses and job seekers through innovative digital solutions, we streamline the recruitment process to be fast, fair, and efficient, ensuring the right match every time.



#### Problem

Recruiting the ideal candidate is often costly, complex, and slow. Job seekers face hurdles in application and securing interviews without connections. External uncertainties hinder companies from hiring. Meanwhile, the demand for flexible employment grows as individuals seek control over their time.



#### **Recruitment challenges**

Costly, complex, and time-consuming to find the right candidate.



#### Job application barriers

Difficult to apply and secure interviews without connections.



#### Hiring uncertainties

External uncertainties prevent companies from hiring.



#### Flexibility in demand

Growing trend towards flexible employment as individuals seek to control their own time.



#### Solution

Catch Me offers an automated job matching platform, ensuring the most qualified candidates get the job quickly and anonymously. Job seekers can move from registration to offer in 10 minutes, while employers enjoy need-based hiring to the markets lowest rates.



#### **Fully automated matching**

Workers and jobs are paired based on qualifications through Catch Me's automated solution.



#### Rapid application process

With Catch Me, registering to receiving a job offer can take as little as 10 minutes.



#### **Anonymity ensures fairness**

Catch Me's anonymous process guarantees the most qualified candidate gets the job, regardless of gender, age, ethnicity, or background.



#### **Need-based recruitment**

Allows for hiring precisely as needed without committing to long-term personnel costs.



#### **Complete flexibility**

Offers total flexibility; workers choose when and how much they work, while employers hire based on actual needs.



#### 100% digital

Everything is facilitated through our unique digital solution, all at the market's lowest rates of €3-€5 per hour.



### Short facts

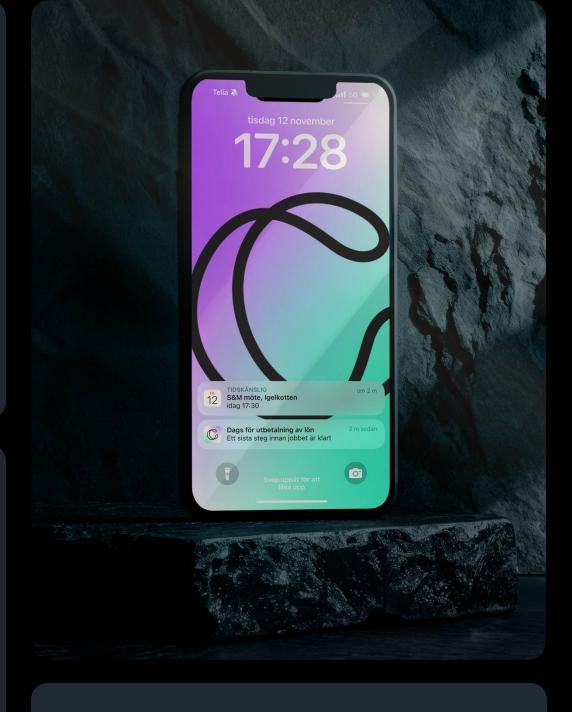
## 10 Msek

already contracted in an agreement with the municipality & country council for 2024–2025

Recruitment

11

large employers



Ratio\*

1,65-1,80

We have the markets lowest fees. (ncludes all social fees, pensions, and insurance)

\*The ratio (total price for customer, industry designation) is calculated as: Customer price excluding VAT / gross salary before tax.

Users

10 000

registered employees.

Works

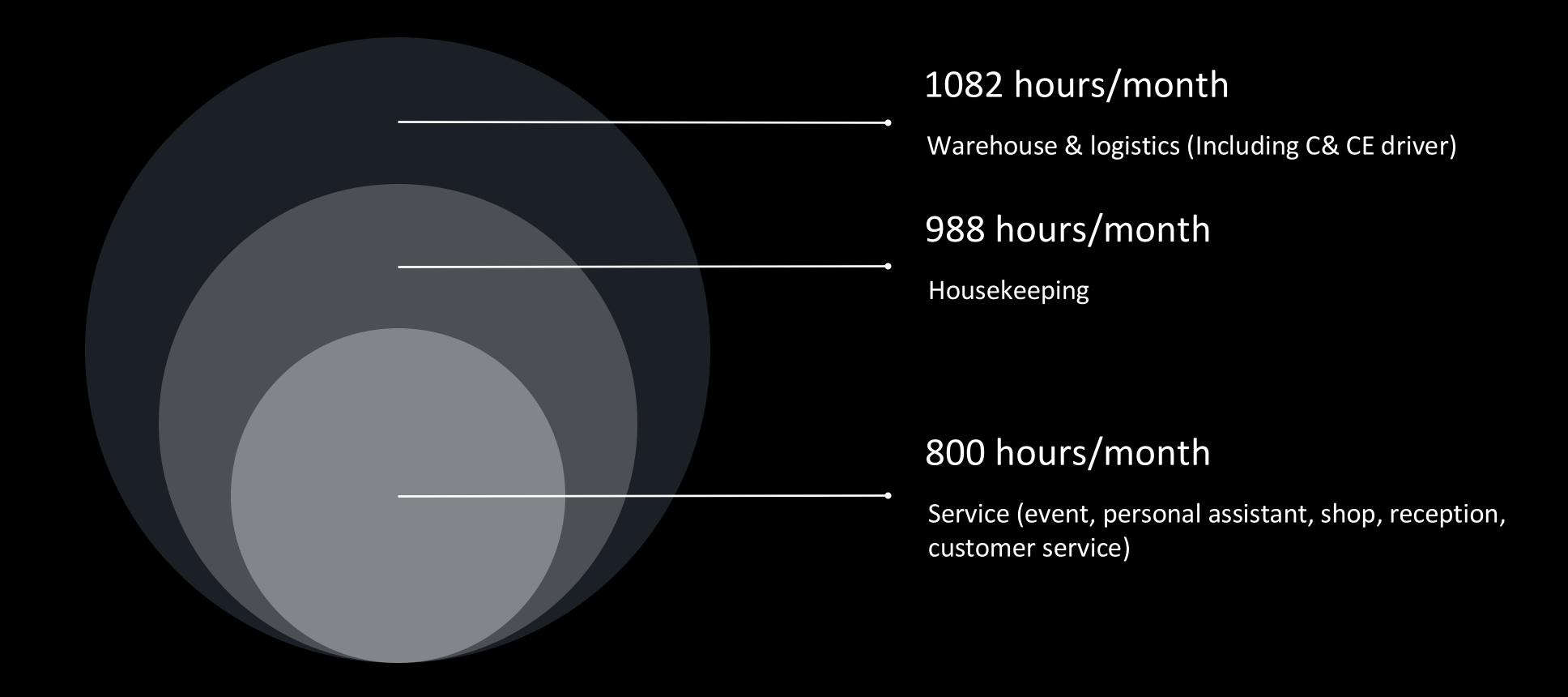
140

works per month 2024



## Our pace right now

Catch Me is positioned at the forefront of redefining work and opportunities in many segments.

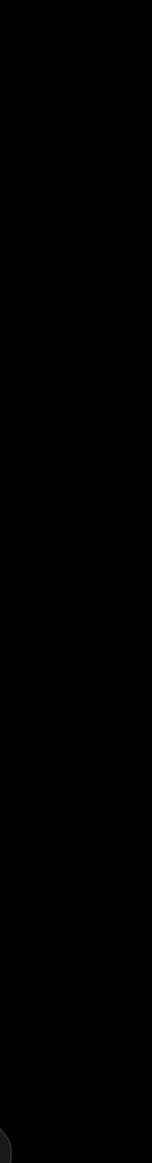




Expansion

## 4 Countries

By the end of 2025, Catch Me will be available in Sweden, Denmark, Norway and Finland.







### Route to market

1. Building brand & volume (Cold Calls)

**Goal:** Boost brand awareness through direct outreach.

**Results:** 1,000 calls  $\rightarrow$  200 meetings  $\rightarrow$  10 active clients.

**Next Steps:** Optimize conversion rates to grow client base.

2. Strategic customer focus

**Goal:** Deepen relationships with key clients in priority regions.

**Focus Areas:** 10 major clients each in Sweden, Linköping, Västerås, and Uppsala.

**Next Steps:** Quarterly reviews to ensure value delivery and drive long-term partnerships.

3. Public procurement

**Goal:** Expand in sectors like staffing, cleaning, and demolition.

**Status:** 4 contracts won (e.g., Jomala Åland, Söderhamn).

**Next Steps:** Validate profitability before scaling further.



#### **Product**

Our app offers seamless navigation, instant access to candidates, and unwavering reliability around the clock.



Simple registration with Bank-ID



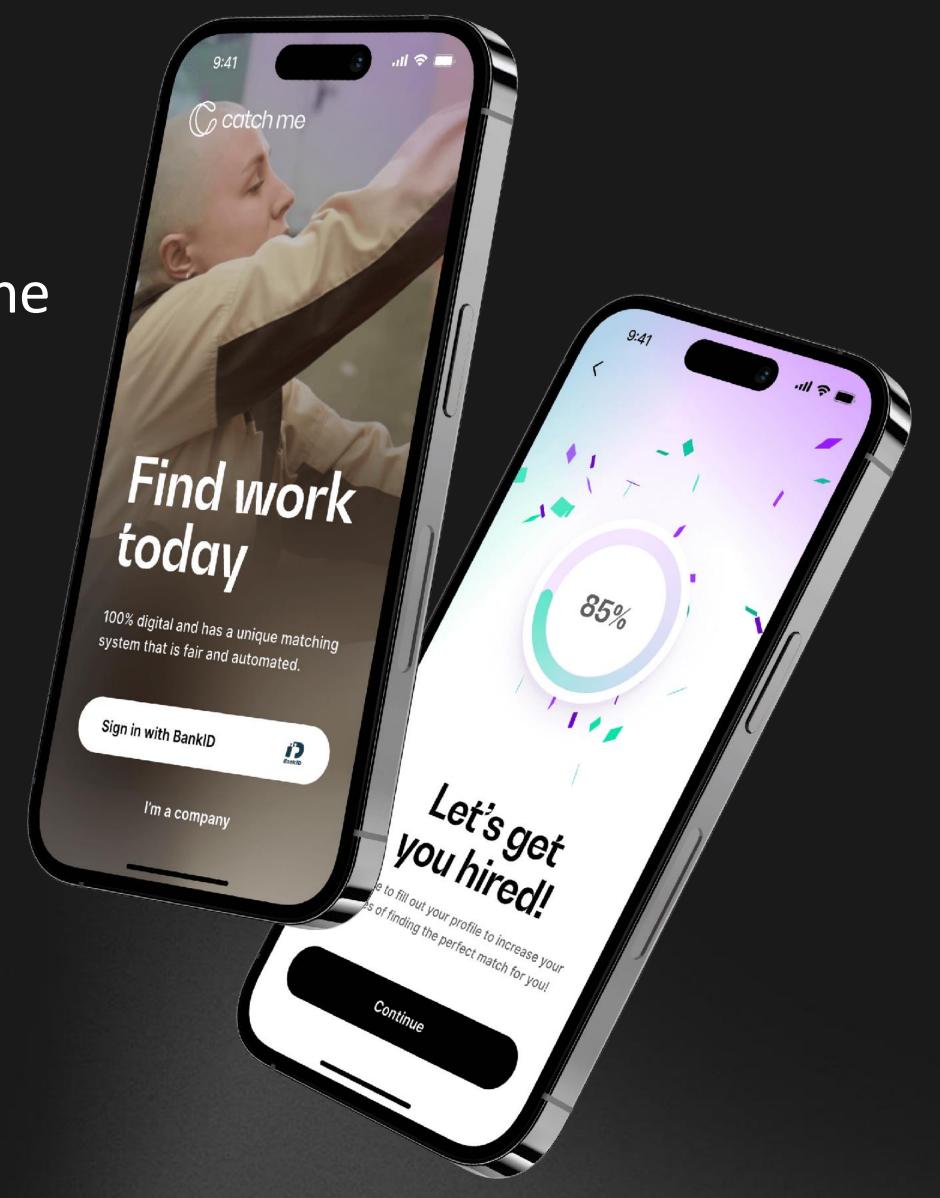
Proficiency testing by Test Gorilla



Fully automatic and anonymous matching process



Instant payments via Swish





## How it works



#### Job registration

Employers post vacancies with detailed requirements.



#### **Seamless matching**

Candidates verified via Bank ID are matched to jobs, replacing traditional interviews.



#### Work & compensation

Employees work their shifts and receive same-day payment.



#### Performance feedback

Post-shift ratings influence future job prospects.



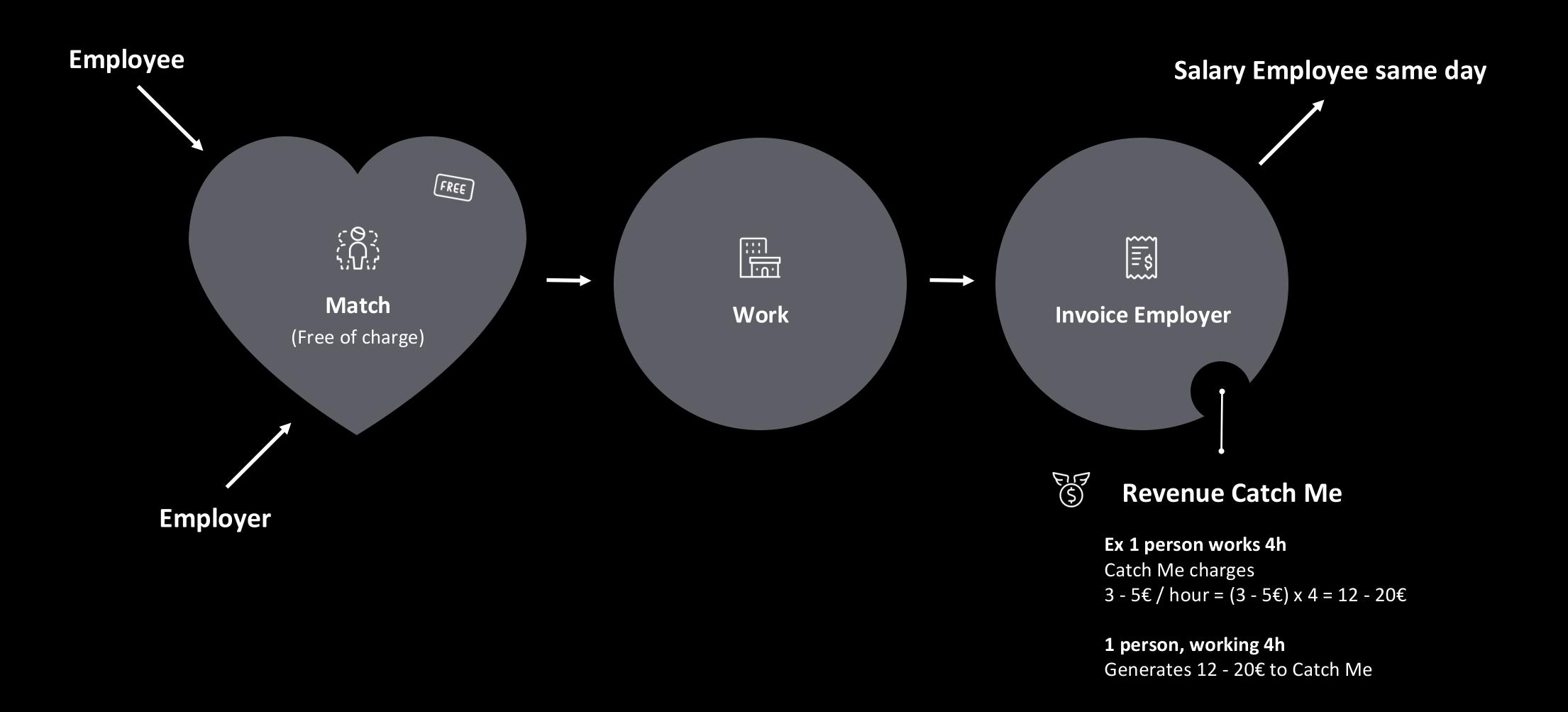
#### Digital efficiency

Streamlines recruitment, ensuring fairness and rapid payment, revolutionizing job market dynamics.





## Business Model





## Our customers

10 more companies onboarding during Q4 2024 and dialogue is held with over 100 companies with planned onboarding in 2025.

































### Team



Poyan Sandnell CEO

A career in technology and business development, including roles at Ericsson, where he concluded as Logistics Manager in Katrineholm. From 2016, he served as CEO and co-founder of the Sandnell and Lundborg Group. In 2022, he made a successful exit from the company.



Malin Engström
Communication Officer

Responsible for the company's communication and production, with a background in administration.



Christer Trägårdh Chairman of the Board

A long career in the banking industry, where he has held various roles over two decades at Handelsbanken. From 2009 to 2014, he served as CEO of Bergslagens Sparbank. From 2014 to 2020, Christer held the position of Head of Swedish Banking and was a member of Swedbank's Group Executive Committee.



Carolina Engström Lökken Board member

Holds a degree in Political Science from Stockholm University. She previously worked as Secretary General for the Friends
Foundation and as Business Area Manager at Alumni before taking on the role of CEO at Wes in November 2021. She combines her role as CEO with headhunting for company owners.



Patrik Anderbro Board member

With over 25 years of experience as an auditor, he has worked with owner-led companies and publicly listed firms across various industries. Patrik held several leadership roles at KPMG, serving as CEO during his last four years there. He also has a background as an elite bandy player.

Catch Me use case

LHC Event success story



## LHC Event



#### Launch & trial

In Feb 2024, Catch Me conducted a trial with LHC Event, a major employer of young people in Linköping.



#### Challenge

LHC needed flexible staffing for events of varying sizes.



#### Solution

Listed jobs on Catch Me: all nine positions were filled within 15 minutes.





#### **Employee Feedback**

11

Incredibly easy to understand and use.

11

Received timely reminders and got paid the same day via Swish.



So smooth!



#### **Employer Feedback**

Very smooth process; the system handles everything.

11

Will definitely use Catch Me again. It was so quick and easy.





#### **Outcome**

- Demonstrated Catch Me's efficiency in realworld conditions.
- Proved valuable for both employers and job seekers.
- The positions were staffed by both young and senior workers, ensuring equal opportunity for all ages
- LHC Event is a recurring customer. Catch Me offers a reliable and efficient solution every time they need additional staffing



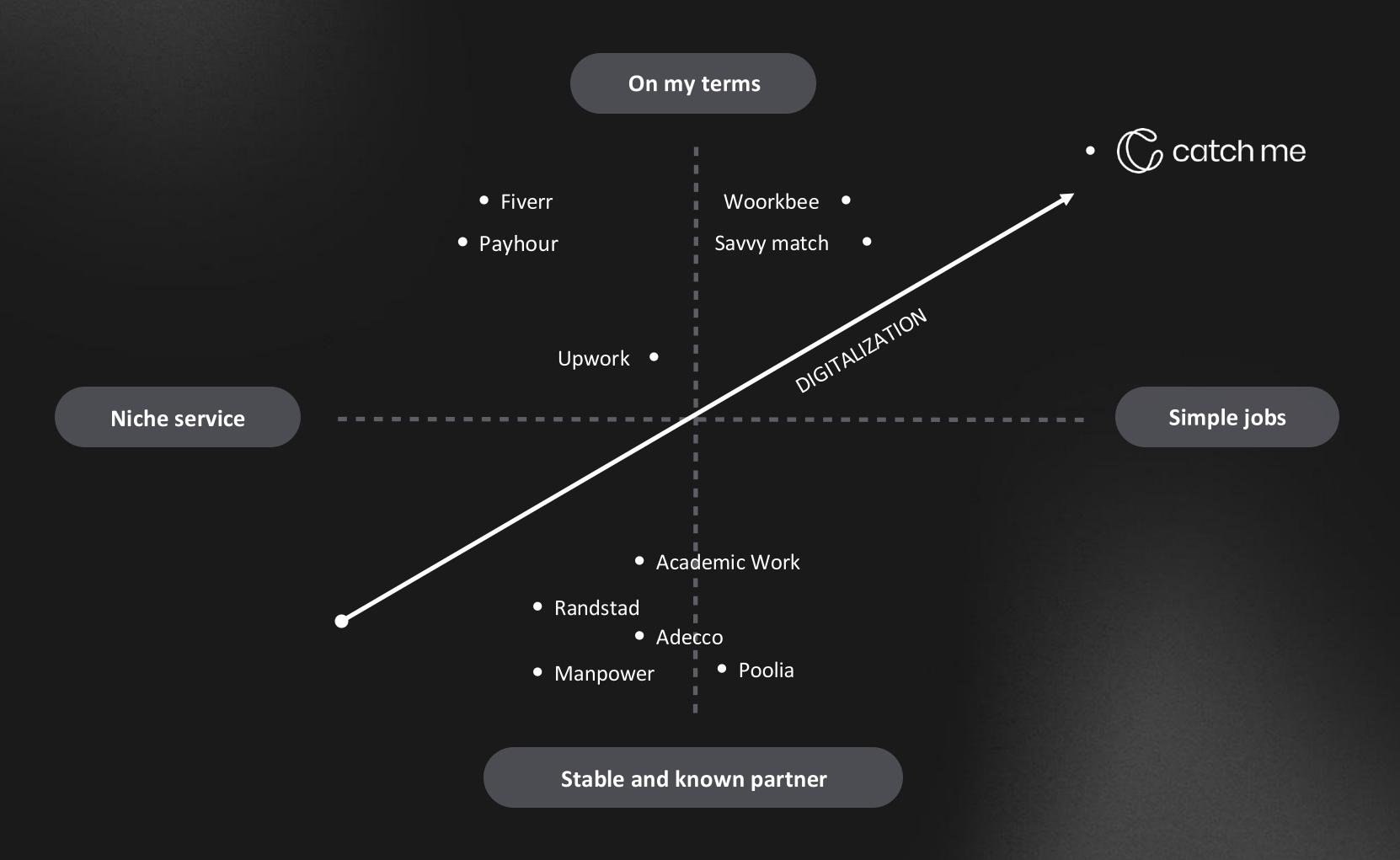


- Restaurant Katrineholm- Estimated 5 people cooks and waitresses.
- GB Glass in Flen –Estimated 2 people daily, Pack & production.
- Concentrix Sweden Estimated 5 people daily Customer service.





## Market position





## Business goals

2025

Revenue

9,6 Msek

Adj. EBITDA:

+0,57 Msek

25



2026

Revenue

20 Msek

Adj. EBITDA:

+1,14 Msek





2027

Revenue

40 Msek

Adj. EBITDA:

+2,28 Msek



Companies



Daily workers



## The offer

**Capital sought** 

SEK 7–8 milj

**Valuation** 

SEK 31,4 milj

Price per share

SEK 60

- Estimated closing date for the issue Q1 2025
- Catch Me has issued A- and B-shares. Investors who invest a minimum of 250 000 SEK are allotted A-shares.



## Shareholders

The five largest shareholders are listed here below.

	Name	Shares	Ownership (%)
1	Sandnell Holding AB	441 129	79.20 %
2	Wåghalsgården Consulting AB	13 058	2.34 %
3	Leveli Holding AB	8 333	1,50 %
4	Per Sturk Aktiebolag	7 824	1,40 %
5	AB Aeon	4 695	0,84 %



## Thank you

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