

Techcare Innovation

Compact Rehabilitation Robot

Techcare
Innovation

Business Summary

Techcare Innovation provides compact rehabilitation robot for hospital and rehabilitation center to improve the efficiency of hand performance for their patients at affordable cost. Unlike competitors, who provide high-end but costly solution for hand robotic training, our clients enjoy the compact and affordable robotic hand rehabilitation. To date, we had sold to India, China and Thailand.

Customer Problem

Every five minutes there is a stroke case in UK. Stroke patients need to do rehabilitation as much as possible within the first 6 golden months to achieve best recovery. However, limited resources affect the recovery and lead to the patient long term disability.

Our Solution

Compact rehabilitation robot is a robotic device equipped with haptic technology and Virtual Reality to provide continuous rehabilitation of hand with minimal supervision of therapist. With this, patient able to optimize rehabilitation time and save long term treatment cost. Therapist able to save their time and help more patient.

Target market

The target market is Asia with over 50 thousands of hospitals. We target 500 units sold with £925K (RM5million) revenue of the product.

Competitors

The key competitor is InMotionWrist from Bionik Labs and WristMotus from Fourier Intelligence.

Competitive Advantage

Pilot clinical trial showed 67% improvement in hand movement after 6 weeks of training. The device is also portable as it can fit to a luggage bag so it can be transported by a single nurse.

Customers & Partners

Our key customer includes one of the leading rehabilitation hospital in Thailand. Our strategic partners are Universiti Teknologi Malaysia and Biofit Technology & Services.

Revenue Model

Revenue come from selling of the device to hospitals and the rental to home stroke patient. We will sell through partners at different countries. Target 500 hospital to purchase. The robot required £541 (RM2.9K) to produce, we are charging around £1850 (RM10K) per units.

Exit Strategy

We are targeting IPO as exit strategy.

Financials

	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	£17k	£38k	£78k	£152k	£265k
Cash	£9k	£19k	£39k	£76k	£132k

Management

- **Chairman** - Associate Professor Dr.Yeong Che Fai
- **CEO** - Dr.Khor Kang Xiang
- **CTO** - Najib Abdullah

Advisor

- Dr.Abha, Formal clinical Instructor at Harvard Medical School
- Ms.Aida, Formal key account manager at Novartis.

Achievements

- Raised total of £229k with R&D grant and seed funding. Last seed round valuation is £460k.
- Sold product to 3 countries Thailand, China and India.
- Won over 30 national and international awards including World Invention Award in British Invention Show.

General information:

Healthcare

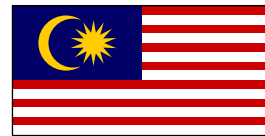
Stage – Start-up

2014

3 team members

Projected breakeven on 2021FY

Country of origin



Malaysia



Contact

Dr Yeong Che Fai

Tel: +60197500929

Email: cfyeong@utm.my

Web: www.techcareinnovation.com