



cortech healthcare Ltd



IoM Bio Med Event 6th December 2018

Dr Colin Moughton (Head of Software & Electronics)

CHL Patent Protected Movement System

► Movement System Overview

- The movement system incorporates cams and motors to provide the user with an arc of movement
- The system is patent protected in Europe & the USA
- CHL has exclusive use of the patent in the global healthcare market
- The controlling software enables individual customisation
- Simple customisation through the wireless handset

► Use in Independent Living Products

- Increases independence and dignity for the end user
- Reduces the physical impact of care on the care providers and enables single-handed care
- Unique system and products in the international independent living market

USPs & Product Portfolio

► Commode Unique Selling Points

- Mimics human movement
- Combats the issues of the current 'one size fits all'
- Wireless operation
- Stored system information

► Cortech Healthcare Product Portfolio

- **CORCOM Commode Shower Chairs**
 - Prestige electronic commode & shower chair
 - Standard & bariatric sizes
- **Retrofit Units**
 - Individual modules that can adapted and fitted to current ILP seated products to provide the benefits of the system in existing chairs



Commercialisation & Routes to Market

► Distributor Agreements and Sales

- Osprey Healthcare Group (England and Wales)
- FastAid Mobility (Scotland)

► Distributor Discussions

- Northern and Southern Ireland
- Spain and Portugal
- Holland, Germany and Belgium
- Holland
- Mainland Europe
- Australia and Hong Kong
- Western Australia
- UK dealer and International sales

Commercialisation & Routes to Market

► Direct to Market

- Isle of Man Healthcare Market
- Independent Living Centre Launch
- Sales and rental opportunities

► Technology Licence

- Joint Ventures for Independent Living Products:
- Under discussion with interested parties

► End Customers

- Private OT companies
- Private rehabilitation & physiotherapy providers
- Private healthcare providers (both in the primary and secondary care settings)
- ILPS dealers and end users (private patients & their family members)
- NHS rehabilitation & physiotherapy providers

Progress in the last 12 months

► Isle of Man

- Design, development and manufacturing centre
- On Island employees
- Collaborative relationships with Manx companies
- Isle of Man healthcare market

► CORCOM Product

- Redesign and streamlining
- Complete finished and tested product

► Sales & Marketing

- Distribution agreements in place and other countries' at advanced discussions
- Sales through these channels
- Modern and appropriate marketing collateral to support distributors

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Presentation Summary

- ▶ Team established on IoM coupled to a strong multi-skilled management team
- ▶ Commercialisation of our unique patent protected moving system into Independent Living Products)
- ▶ Strong positive market reaction to our products
- ▶ First distributor agreements signed and operative
- ▶ First commercial sales achieved
- ▶ Follow on products in the pipeline for launch in 2019 and beyond
- ▶ Strong IP with the movement system patent protected in Europe & US



For more information please contact **cortech** healthcare

www.cortech-healthcare.com

ian@cortech-healthcare.com

colin@cortech-healthcare.com

Tel: 829609