



# Welcome to the QniVerse

Investor Presentation  
H2/2021

Takaro Tech



*“A set of **interventions** designed to **optimize functioning** and **reduce disability** in **individuals with health conditions** in interaction with their **environment**”.*

# Facts and Figures

## Global key findings, 2019



**X2**

65 year olds  
to double by 2050

Approximately

**1 in 3**

could benefit from  
rehabilitation.



**310M**

years have been lived  
with disability.



**93%**

will live in the community

**2.4B**  
people experienced  
conditions that could benefit  
from rehabilitation.



There has been a

**69.4%**

increase in years lived with  
disability between 1990 and  
2019.



The number of **skilled  
rehabilitation practitioners** in low-  
and middle- income countries is  
**less than 10 per 1 million**  
population

Rehabilitation  
2030



# Challenges



Accessibility

Performance

Lack of Engagement

Health System Overload

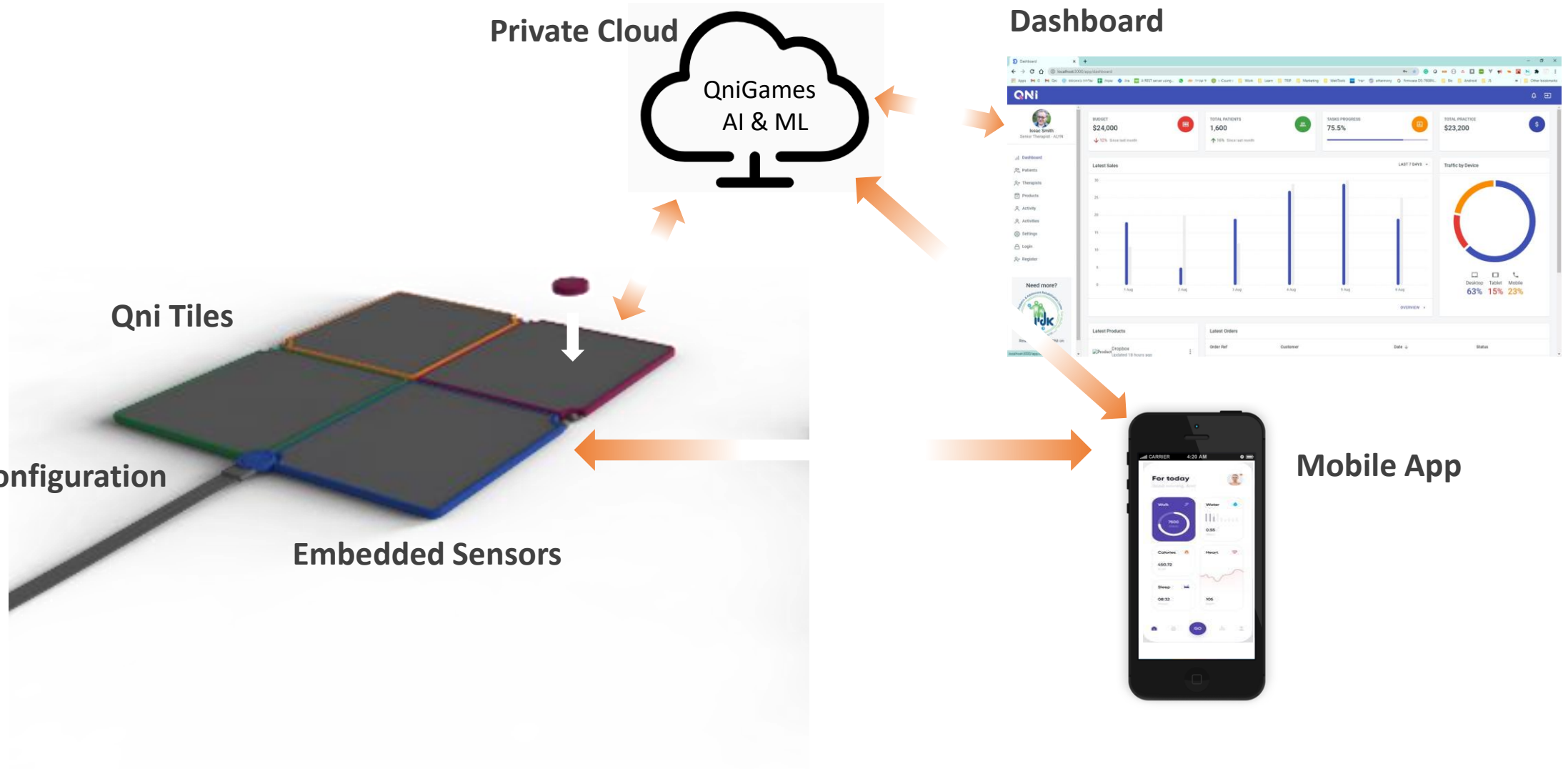
# Introducing Qni

**Qni™ is an interactive, AI health platform.**

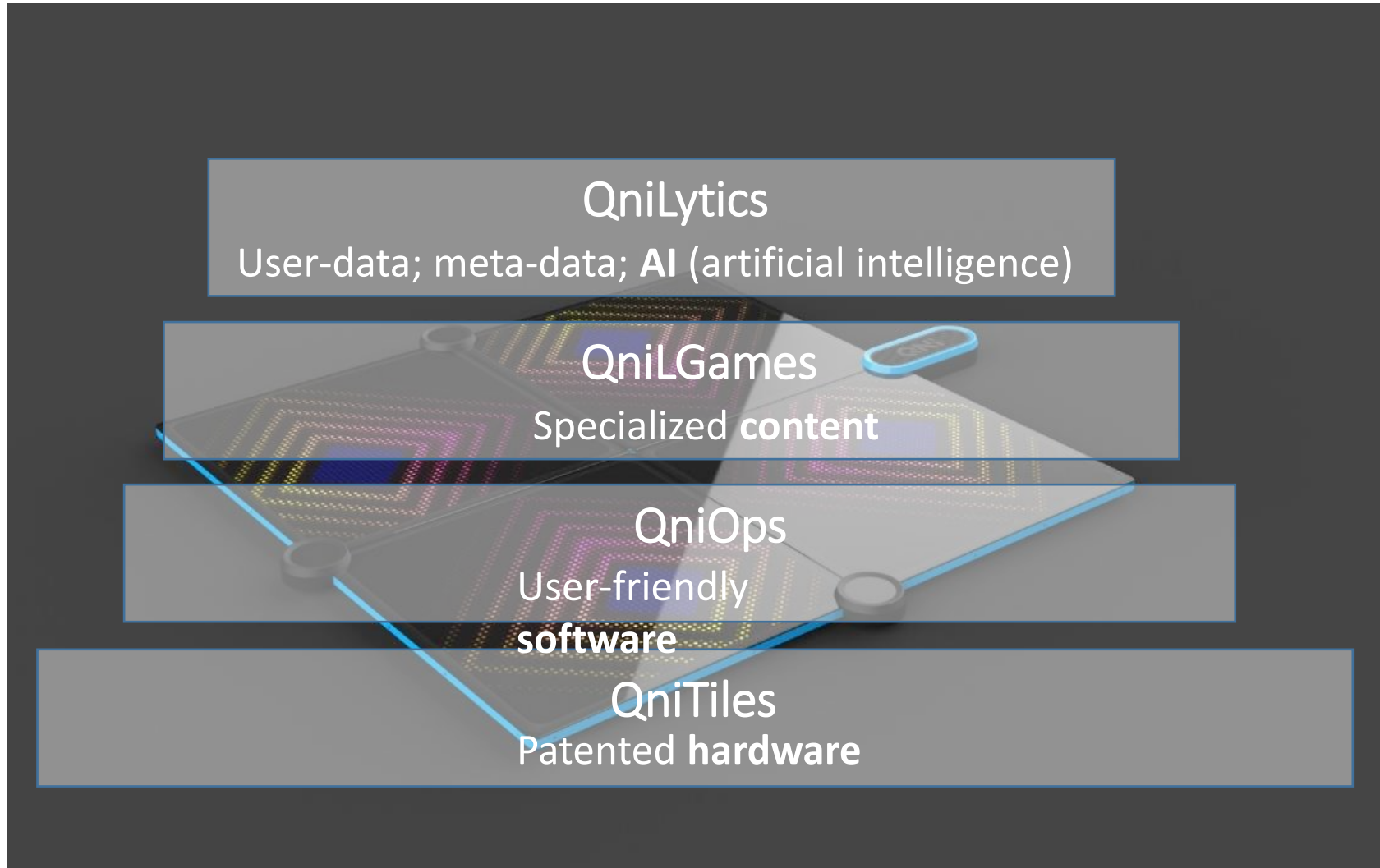
**Gamified. Hybrid. Portable.**



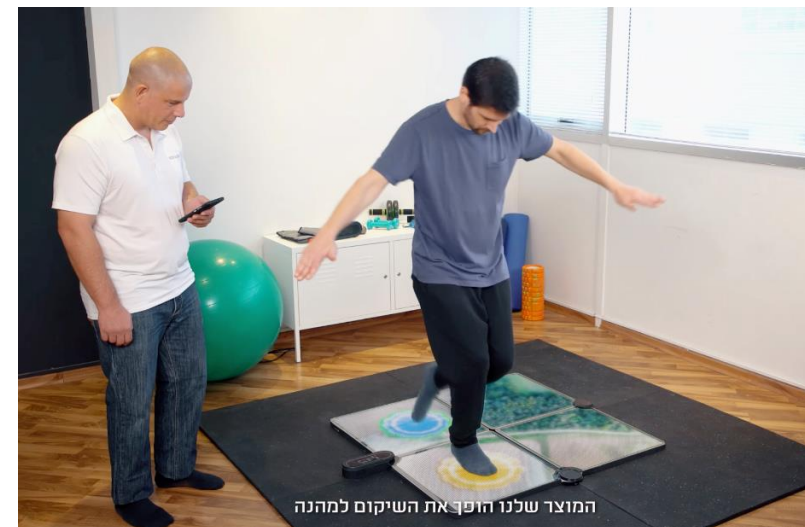
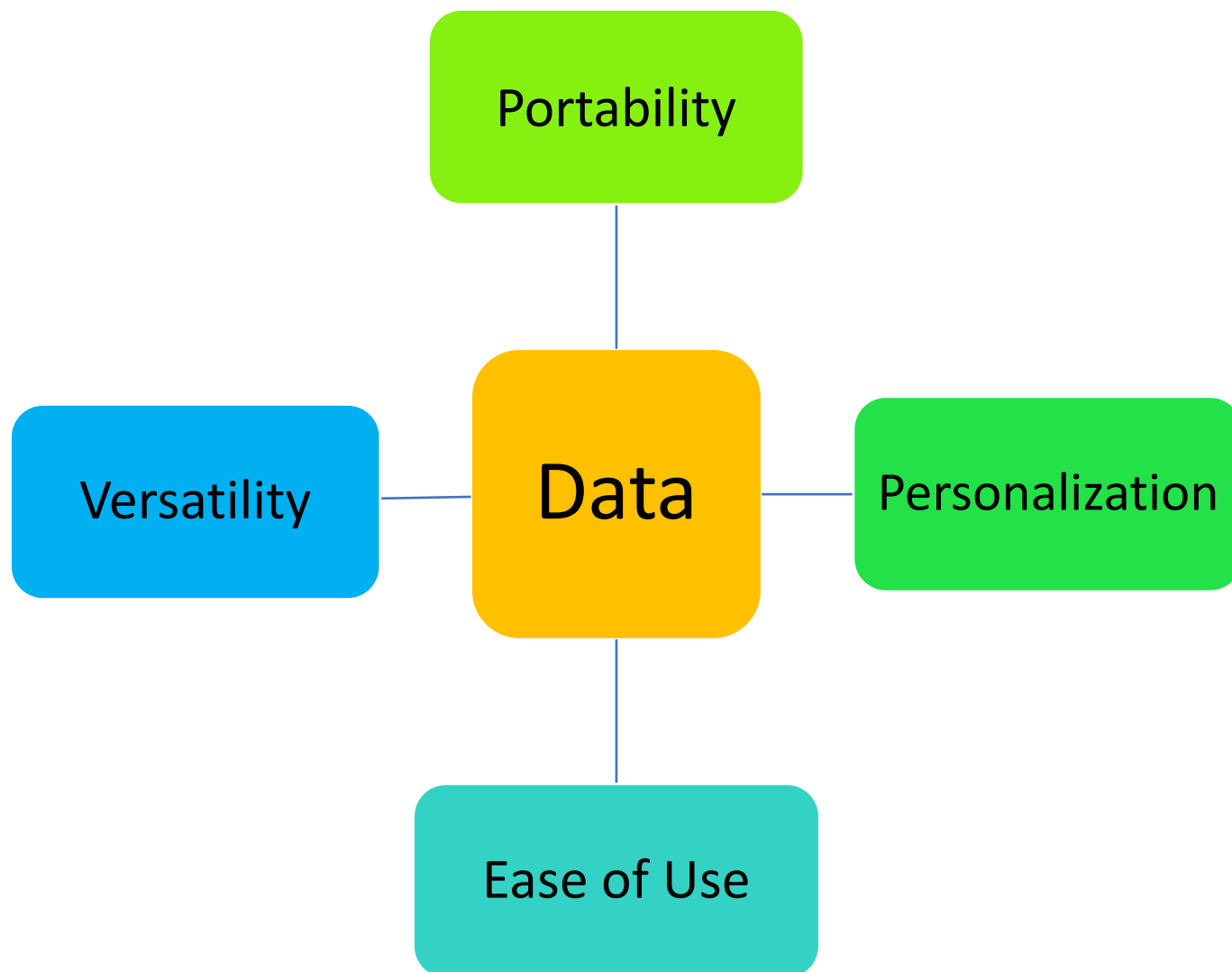
# The Qni™ Solution



# The Qni™ Building Blocks



# Why Qni?



## Qni – the solution to

Accessibility

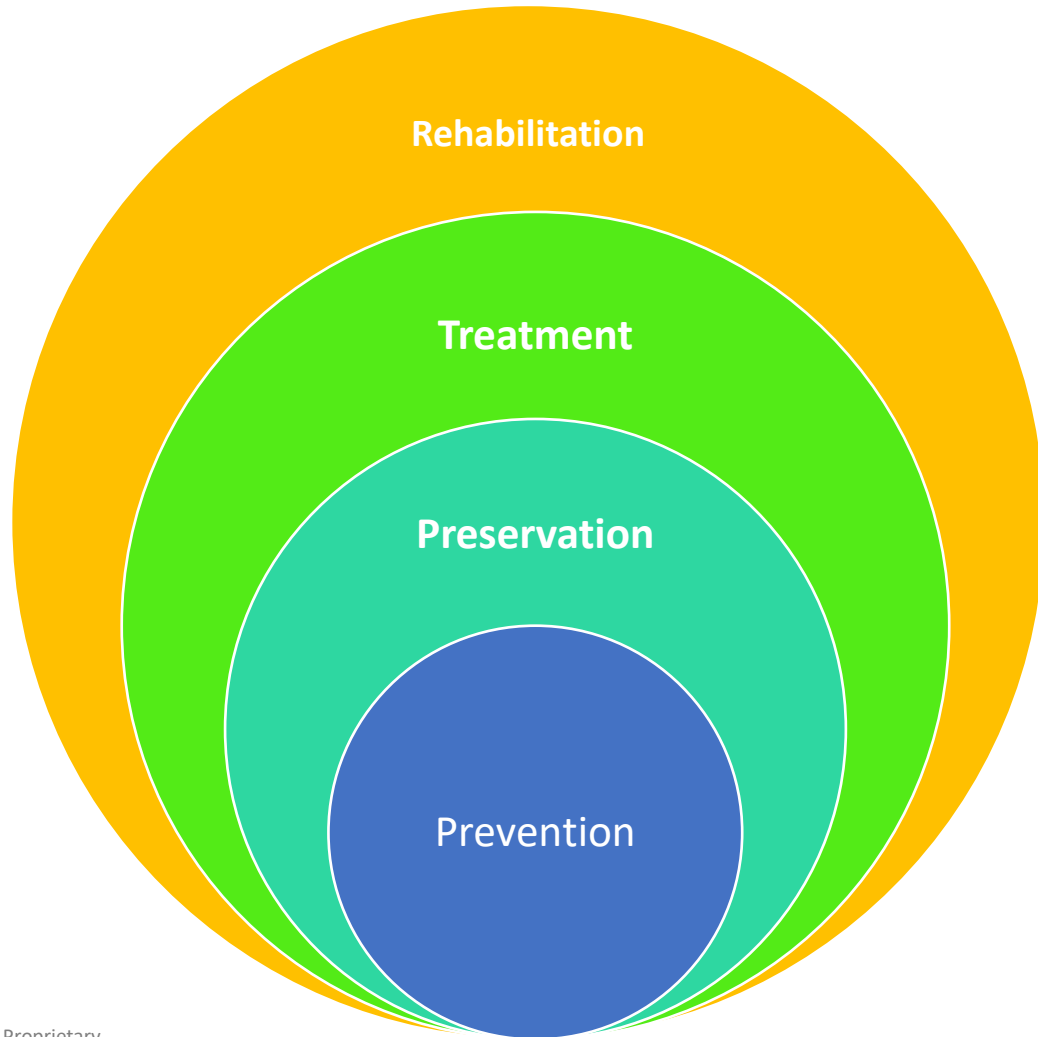
Performance

Engagement

Health System  
Load Reduction



# From Prevention to Rehabilitation



*“A set of interventions designed to **optimize functioning and reduce disability** in individuals with health conditions in interaction with their environment”.*

World Health Organization (WHO)

# Our Team



[Ofer Atir](#)

CEO & Co-Founder



[Dr. Ahmi Ben-Yehuda](#)

VP Medical Operations



[Dr. Amir Ben-Shalom](#)

Chief Scientist



[Adi Malach](#)

VP R&D



[Talia Stark-Ronen](#)

VP BizDev



[Nitzan Pardess](#)

EVP Sales

# Market

## Disabled and Elderly Assistive Tech

Market value B\$ 23

Annual market growth **5%**

[Global Disabled and Elderly Assistive Technologies Market](#)



## Rehabilitation Equipment

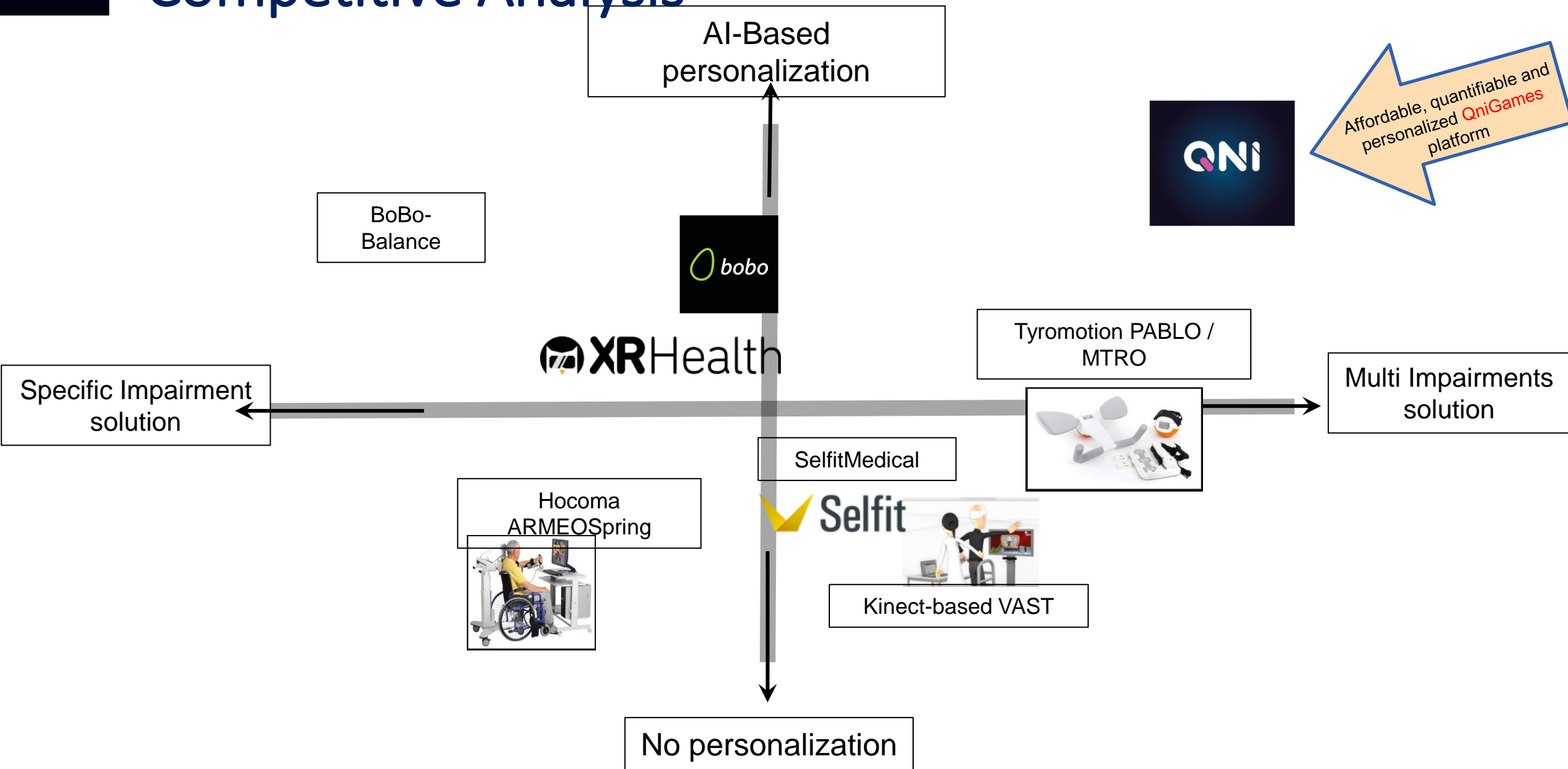
Market value B\$ 12

Annual market growth **6%** (2018-2024\*)

[Rehabilitation Equipment Market](#), Zion Market Research, 2018

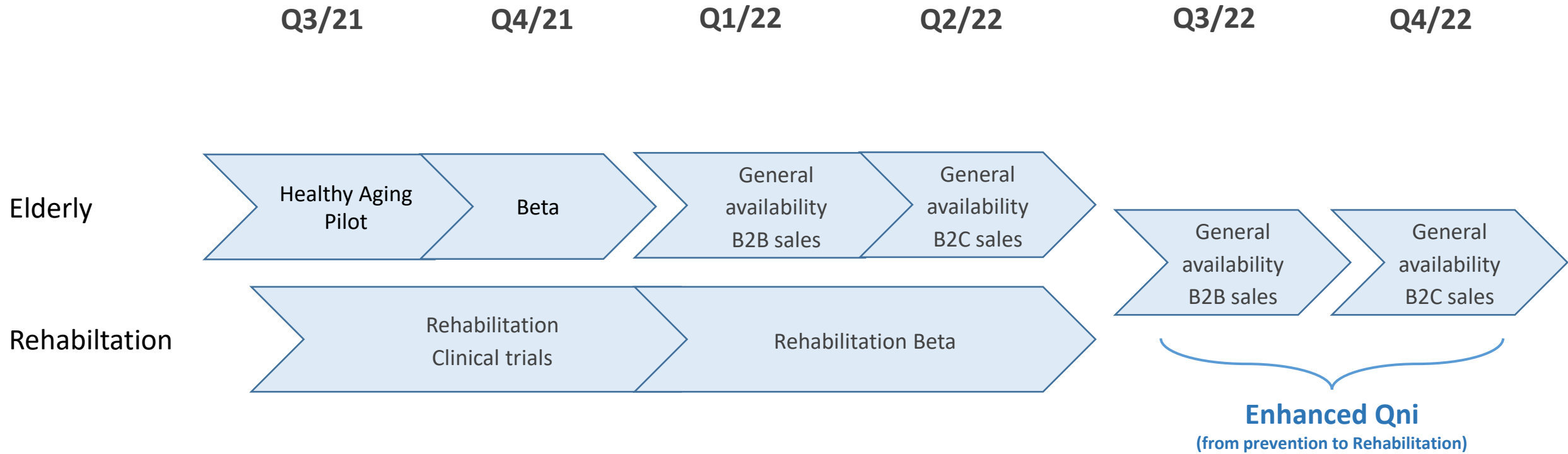


# Competitive Analysis

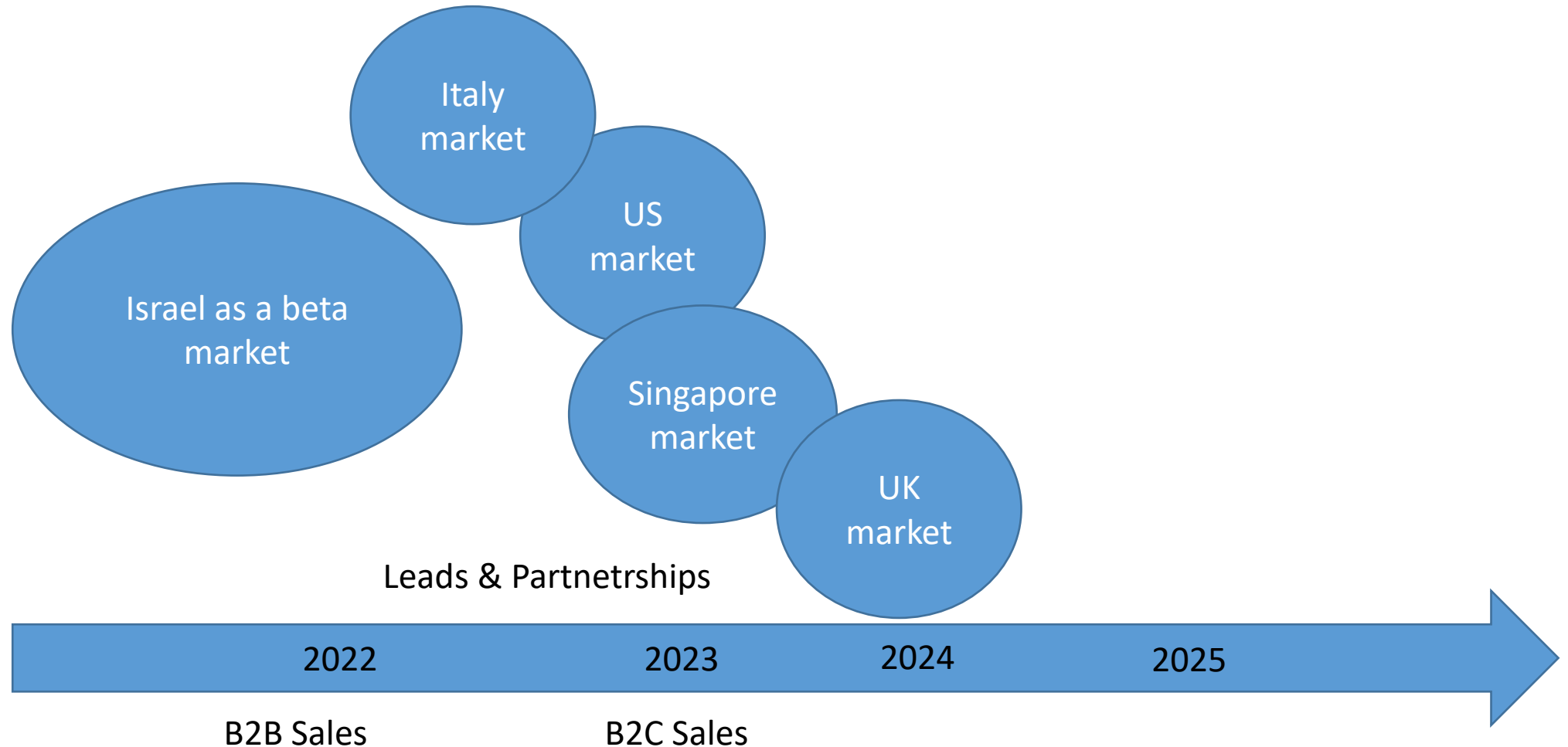




# Qni Roadmap



# Qni Go To Market



- Within the B2B seniors' market target both nursery homes, and PT/OT organizations (communities)
- Within the B2B Rehabilitation and special needs (all ages) target Clinical centers, hospitals and research facilities

# Enthusiastic Leading Partners



Clinical Trial



Design Partner & Pilot



Design Partner  
& Clinical Trial



Clinical Trial

# Recognition of the Israeli Innovation Authority (IIA)



## IIA Incubator Program

TheTime IIA incubator  
**\$600K investment granted**  
 July 2019



## IIA Azar-Tech

A joint IIA and the Social Security funds program.  
 A rehabilitation product for kids  
**\$430K project granted**  
 February 2021

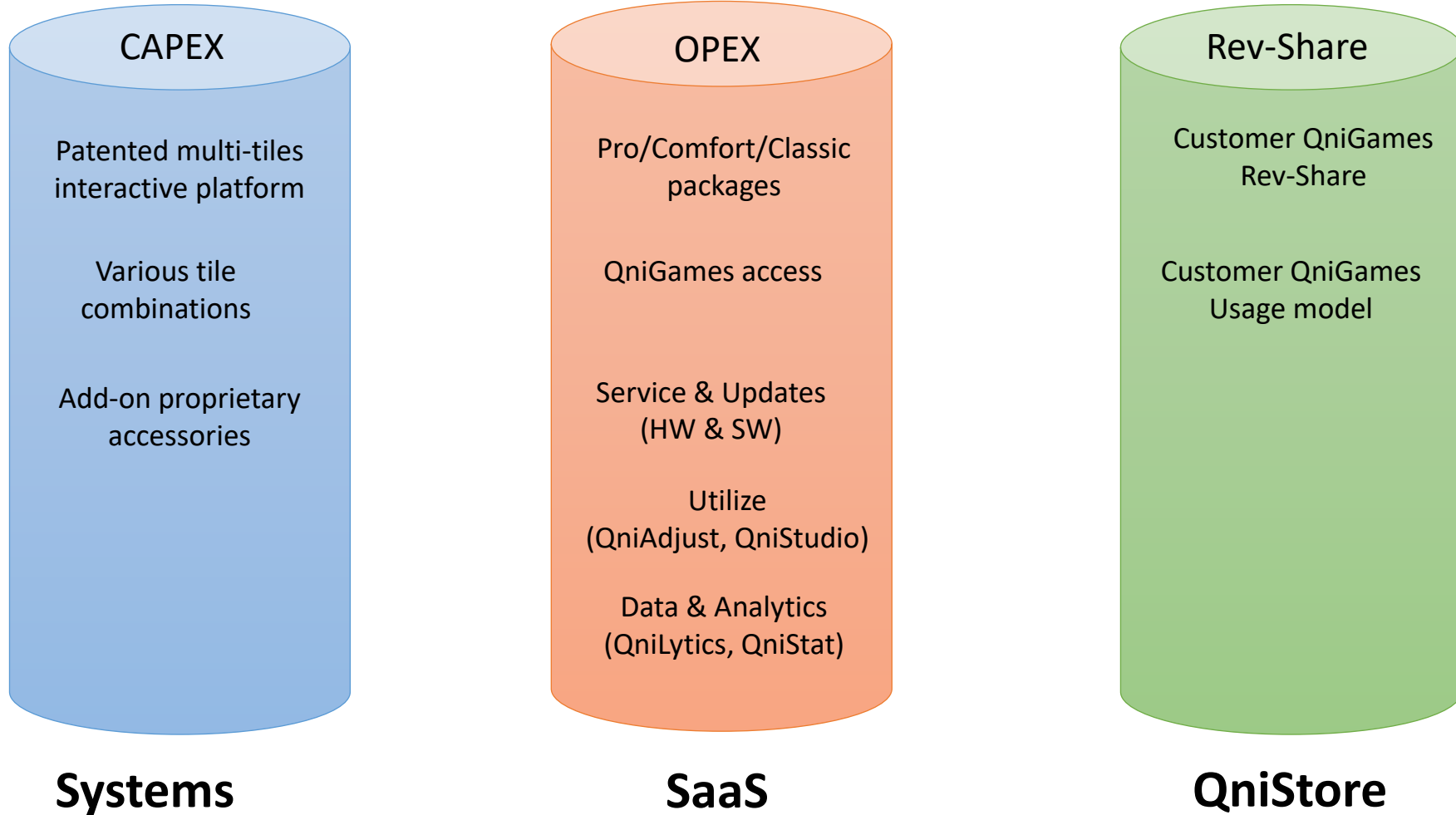


## IIA Bilateral Program

Request submitted for IIA bilateral program - a joint venture project with Nemo Lab, Italy to develop Qni's authoring tool  
**800K Euro project**  
 Positive feedback



# Revenue Channels



# Pricing – Qni System

Systems / Price Upon Purchase*				
Tile Combinations	Customer	Price	Cost	Profit
10	Big business Floor/wall usage	3,950	1200	2750
8	Medium business Floor/wall usage	3,040	960	2080
6	PT/OT Home / small business Table usage	2,190	720	1470
4	Home, PT/OT Home Table usage	1,400	480	920
2	Home Table usage	670	240	430

\* USD/Euro/GBP as per territory

# Pricing – QNI SaaS Packages

Qni Packages*				
Item	Category	Pro	Comfort	Classic
Users	Users	50	25	10
Games	Content**	50 / 30	25 / 15	10 / 6
Service	Service	3 years HW, SW	1 Year HW, SW	1 year HW
QniAdjust	Software	V	V	Basic
QniLytics	Data	V	V	-
QniStat	Data	V	-	-
QniStudio	Software	V	-	-
<b>Monthly</b>		<b>59</b>	<b>39</b>	<b>19</b>
Yearly		708	468	228
Profit 75%		531	351	171

\* USD/Euro/GBP as per territory

\*\* For either Business or Home usage

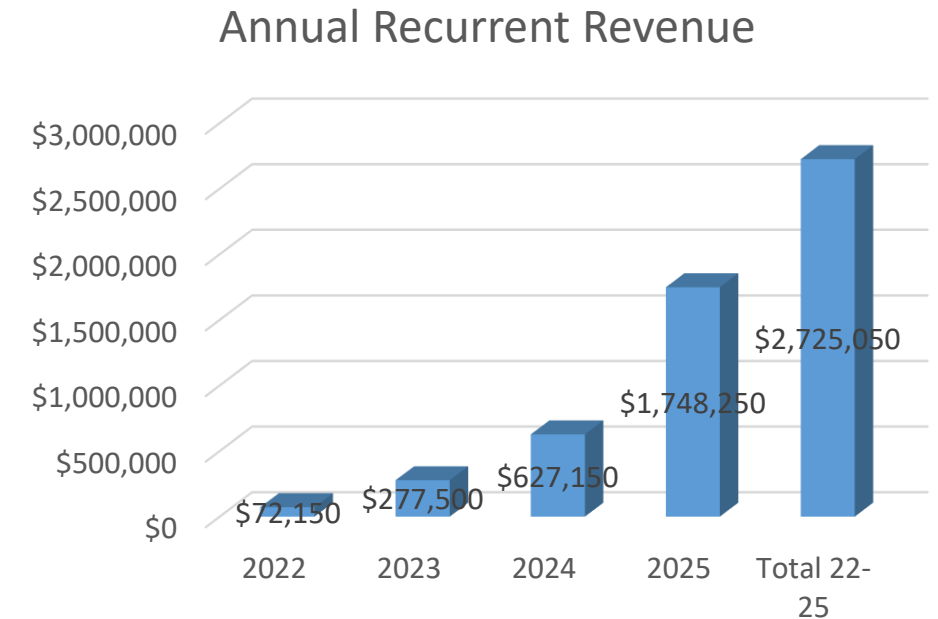
# Systems Sales Projections 2022

Systems Sales				
Tiles Combis	Price	Systems	Sub-Total	Profit
10	3950	30	118,500	82,500
8	3040	40	121,600	83,200
6	2190	55	120,450	80,850
4	1400	75	105,000	69,000
2	670	100	67,000	43,000
<b>Total 2022</b>		<b>300</b>	<b>532,550</b>	<b>358,550</b>
				<b>67%</b>

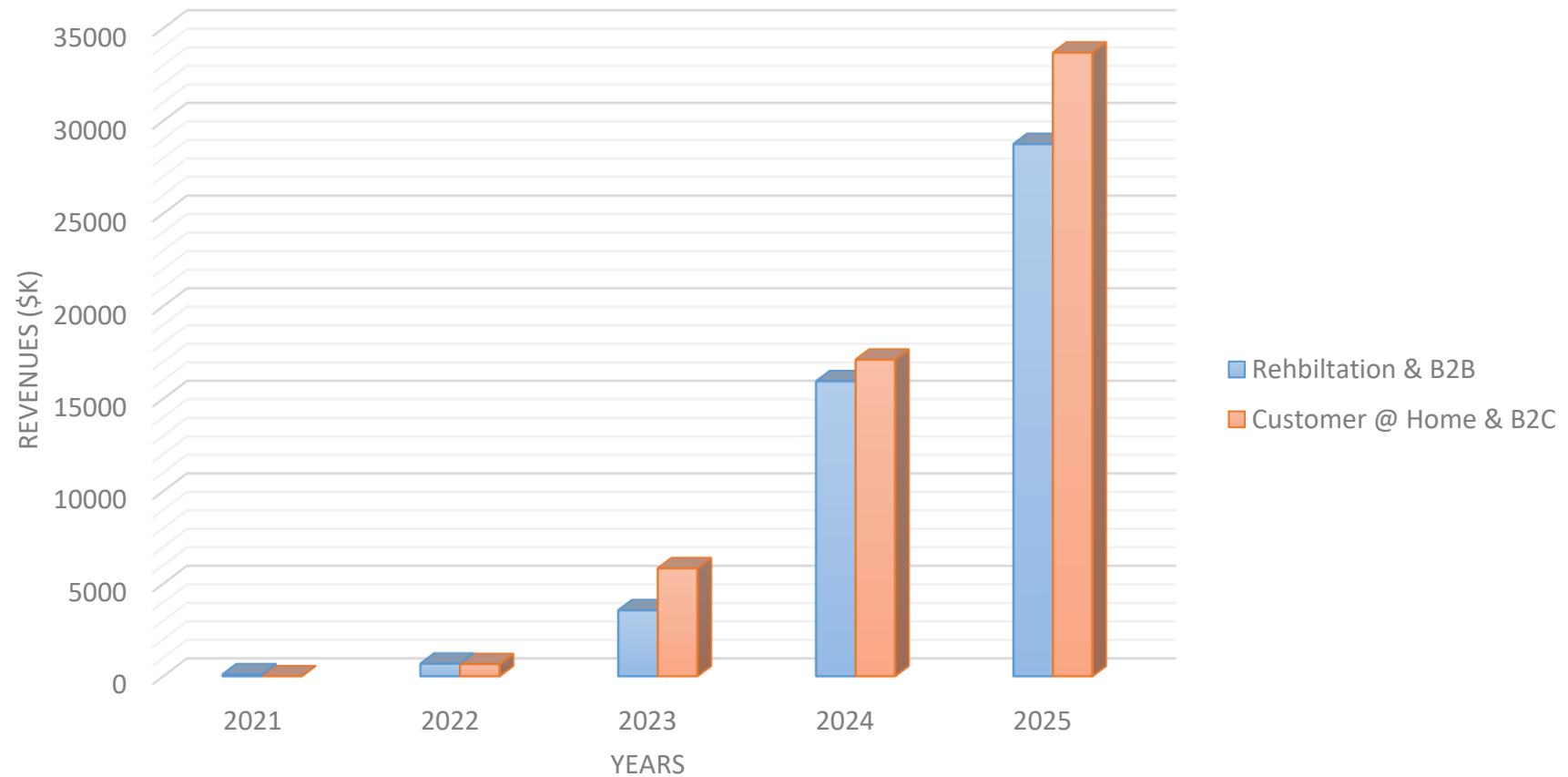


# SaaS Sales Projections 2022

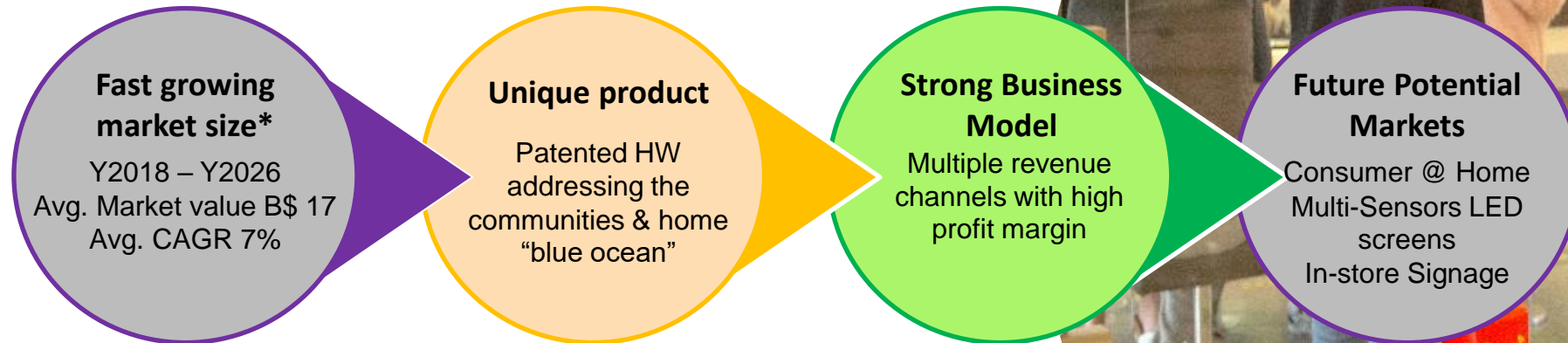
SaaS Packages in USD (ARR)				
SaaS Package	Price	Amount	Sub-Total	Profit
Pro	59	60	23,010	17,257
Comfort	39	150	38,025	28,518
Classic	19	90	11,115	8336
<b>Total 2022</b>		<b>300</b>	<b>72,150</b>	<b>54,112</b>
				<b>75%</b>



# Qni 5 Years Financial Forecast



# Value for Investors



## Exit Startegy

### Rapid Growth

Takaro’s product hits the market with a huge success, company valuation skyrockets

### Giants M&A

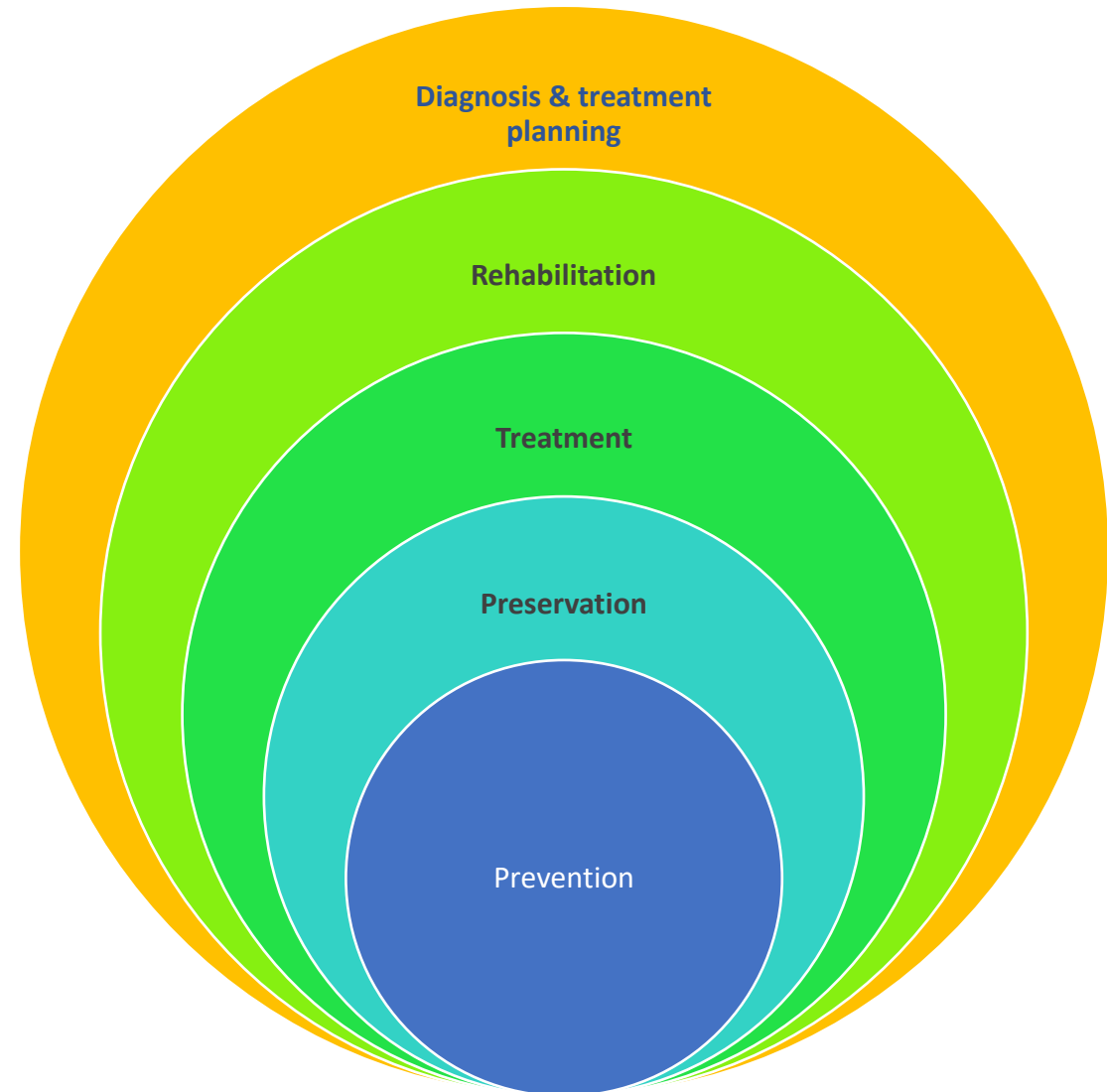
Takaro’s patented and innovative technology with unparalleled DATA driven platform

### Company IPO

Takaro’s product and markets well fits an IPO strategy within few years

*“The **preservation** of health is easier than the cure for disease.”*

B.J. Palmer

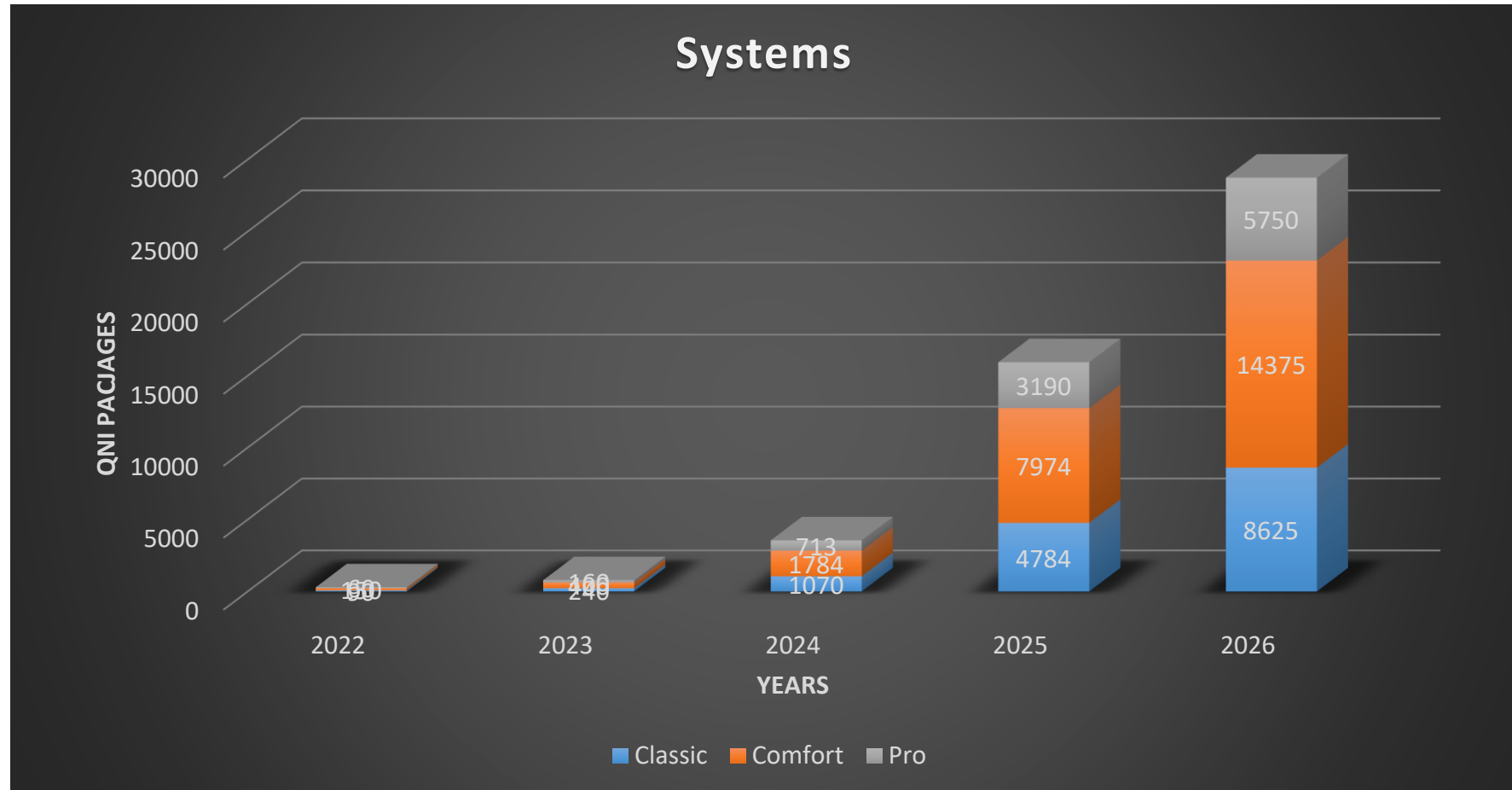


**Thank You**

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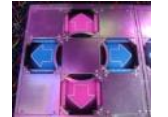


# 5 Year Financial Forecast



- For 2023 we predict average sales growth of 100% annually, for 2024 150%, for 2025 200%
- Accordingly, in 2023 we expect 1,065,100 and ARR 277,500 (20% of total sales)
- In 2024 we expect 2,659,750 and ARR 627,150
- In 2025 we expect 5,319,500 and ARR 1,748,250
- All 2022-2025 9,576,850 Hardware sales, 2,725,050 Package sales, excluding extensions

# Competition

Technology category	Overview	Examples	Figures
Camera tracking gesture recognition	Tracking of lower or upper body movement via a 2D or 3D camera-based device, placed opposite or above the patient during therapy	Kinect-based VAST <a href="https://vast.rehab/">https://vast.rehab/</a>	
Wearable robotics	Robotic gloves that detect movements of each finger. These movements can be used to provide feedback to patient during therapy, or can be replicated to provide partial or total assist to replicate impaired movement.	Sinfonia Gloreha <a href="https://www.gloreha.com/sinfonia">https://www.gloreha.com/sinfonia</a>	
Robotic arms	Robotic exoskeleton that provides passive (or passive assist) range of motion exercises for the upper extremity and active resistance to improve motor function of the upper extremity.	Hocoma ARMEOSpring <a href="https://www.hocoma.com/solutions/arneo-spring/">https://www.hocoma.com/solutions/arneo-spring/</a> Tyromotion Amadeo <a href="https://tyromotion.com/en/products/amadeo/">https://tyromotion.com/en/products/amadeo/</a>	
Motion feedback sensors	Multiple sensor-based devices for unilateral and bilateral training of whole / parts of body (hand, fingers, arms, legs, trunk, head). Includes measurement of various gripping patterns of human hand and resulting forces.	Tyromotion PABLO <a href="https://tyromotion.com/en/products/pablo/">https://tyromotion.com/en/products/pablo/</a>	
Tabletop sensor-based surface	Force detection via pressure sensors embedded into a tabletop or wall mounted surface. It is used to enhance uni- or bilateral force control training. Tasks encourage spatial exploration, visual motor integration and exercises to improve upper extremity	Tyromotion MYRO <a href="https://tyromotion.com/en/products/myro/">https://tyromotion.com/en/products/myro/</a>	
Floor "pad" with discrete sensor areas	Players stand on a "dance platform" or stage and hit colored arrows laid out in a cross with their feet to musical and visual cues.	Dance Dance Revolution <a href="https://www.ddrgame.com/">https://www.ddrgame.com/</a>	

# The Time is Right – Now More Than Ever

- Market acceptance - technical, data-driven solutions and healthcare AI
- Monitoring, data and follow up
- Significant rise in need for remote solutions (COVID-19 and geography)
- Lengthened life expectancy -
  - Healthy ageing
  - Lengthier periods of living with physical and cognitive impairments

Encouraging evidence indicates that being more physically active is associated with a lower risk of Alzheimer's disease and a slower rate of cognitive decline in older adults.

## Preserving physical, mental and cognitive capacities is key to healthy aging

**Results:** The critical review and SWOT analysis have identified the following global situation: (i) needs-based shortage and lack of access to rehabilitation workers, particularly in lower income countries and in rural/remote areas; (ii) deficiencies in the data sources and monitoring structures; and (iii) few exemplary innovations, of both national and international scope, that may help reduce supply-side shortages in underserved areas.

# Saving Health Costs

## INTEGRATED CARE FOR MENTAL AND PHYSICAL HEALTH

The link between mental and physical health has been well established. The following studies show the potential to reduce costs by considering physical and mental health at the same time:

- Exercise can have a significant and positive impact on behavioural and psychological symptoms of dementia, improving cognitive function and mood, which can reduce the need for pharmacological intervention.
- Physiotherapy services for people with dementia have been identified as key in contributing to **a cost saving of £6m a year**, including reducing the length of stay.
- In the year following a cognitive behavioural therapy based disease management programme for angina, patients needed 33% fewer hospital admissions – saving £1,337 per person.

*NHS England, Commissioning Guidance for Rehabilitation, March 2016*

# Patents and Trademarks

## Status

### Main System & Method

Multi-touch, interactive, modular display, operated and controlled via the smartphone

*National Phase in US, Europe & Israel*

### Multi-touch LED Display

Transforms standard LED component to a touch/proximity sensitive LED

*National Phase in US*

### Platform Implementations

3D games, innovative games, radial connector, unique accessories, fitness center, therapeutic solutions and more

*PCT phase*

### Trademarks

3 trademarks registered in US  
QNI™, The QNI™ and QniVerse™

Status: Approved

