

COMPANY OVERVIEW

UpperMed is dedicated to improving the quality of life for dialysis patients. Over 1 million, approximately 40% among dialysis patients, are found to be depressed. Although dialysis prolongs the life of the patient, it has also brought the negative impact on several aspects of their lives. UpperMed brings modern technology and service to all PD patients to automate the setup of the heavy dialysate, data logging, and infection control in one package. Patients can choose to conduct dialysis at any space outside home without external help. It is our passion to bring normal life to patients.

UpperMed is developing:

- A portable solution for those on PD with easy accessibility to dialysis procedure – PD Care™, which included a portable device and the app for data management.
- A data management platform which enable medical staff to achieve real-time access to patients' dialysis status and adjust the prescription accordingly.

MARKET OPPORTUNITY

By 2017, there were 3,200,000 treated end-stage renal disease (ESRD) patients worldwide. As more and more countries (Thailand, Singapore and United States) are pushing home dialysis policy hard, the market ratio of PD will increase from 10% to over 25% in 5 five years. We intend to serve 40% of total PD patients in Asian and the US first, which can generate US\$500 million market size.

BUSINESS STRATEGY

Partnered with Omron (*Letter of Intent*), PD Care™ logs liquid balance, rate of flow, blood pressure, and body weight from wirelessly connected devices. To conduct the following clinical trial, we have signed MOU with two medical centers (*Yi-Da hospital & National Taiwan University Hospital*). About the business model, we will adopt B2C first, sell or rent our device to patients, and charge our app via subscription. In addition, we help hospitals and clinics build the patient management system and charge per patient per month.

CLINICAL PATHWAY

PD Care is classified as medium risk medical device (class 2 of TFDA and class A of HSA). We intend to complete the clinical validation in Yi-Da hospital and Taiwan University Hospital by Q2 2021, and apply the medical regulation in Taiwan and Singapore by 2022. We have completed the workable prototype and are working on the product usability to improve the user interface design.

COMPETITION

Our strength is the portability, non-contact flow monitoring technology and the peritonitis infection monitoring system. The existing competitor mostly require to use their own consumable. Instead, our product PD Care™ can clamp on existing dialysate bag provided by Baxter or Fresenius Medical, which perfectly fit in the current workflow and reduce the hurdle to the market in terms of the low expense of regulation approval and high market acceptance.

MANAGEMENT

About the team, we are a group of founders that have worked together for over 3 years and ever won the champion of Microsoft Imagine Cup in 2017. CEO, Cheng Yi-Chih, worked as a software engineer in Singapore research institution (BII, A*STAR) and specialized in applying AI and data to provide better healthcare management to patients. CTO, Lin Tzu-Yang, has over 5 years' experience on product development, prototyping and mechanical control design. We also include the director of peritoneal dialysis center as our medical advisors, helping us clarify the clinical need and what patient really want.

UPPERMED

COMPANY PROFILE

<https://uppermed.com.sg/>

Founded: 2020

INDUSTRY

Digital Health / Medical Device/
Home Dialysis

FINANCIAL INFORMATION

Product Stage: Workable
prototype / Pre-clinical

Use of funds: Manufacturing,
regulation license and clinical
trial

Seeking Capital:

- Raised: US\$150k
- Seeking: US\$800k

MANAGEMENT

CEO / Software Engineer

Cheng Yi-Chih, MSE

CTO / Mechanical Engineer

Lin Zi-Yan, BSc