

s  vi^rger

Investment Overview

Ysabelle Lao

Gabriel Manibog

Angela Mercado

John Ray Ramos



PROBLEM

37 out of 100*

people die on the table

\$19.5 billion

is spent on preventable medical errors

\$250,000

is spent on high fidelity training mannequins

PURPOSE

sVRgery provides an **immersive simulation of medical procedures** through the use of virtual reality. Specifically,



To provide accessible and relatively low cost technology



To provide accurate and effective training ground

SOLUTION

Studies* show that



FASTER

29% faster operating speeds



LESS ERROR

6 times less likely to make errors



SKILLS

9 times more likely to show marked improvement of skills



HAND EYE

significantly more improvement in hand-eye coordination

*Virtual Reality Training Improves Operating Room Performance by Neal E. Seymour, MD, Anthony G. Gallagher, PhD, Sanziana A. Roman, MD, Michael K. O'Brien, MD, Vipin K. Bansal, MD, Dana K. Andersen, MD, and Richard M. Satava, MD

WHY NOW

\$8.9 million

The market value of VR services in medicine in healthcare in 2017 and is expected to reach

\$285 million

by 2022

Source: ABI Research, "Virtual Reality in Medicine and Healthcare", October 2017



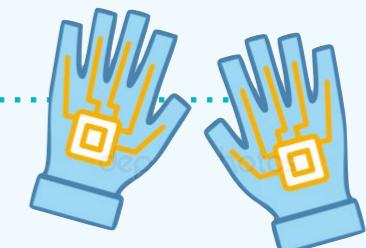
WHY NOW

Technologies needed for this venture are more accessible today:

HaptX Gloves

provides new level of haptic fidelity and realism*:

- ✓ Realistic Touch
- ✓ Powerful Force
- ✓ Magnetic Motion Touching



VR & AR**

- ✓ VR and AR will increasingly be used in training and teaching
- ✓ VR and AR increasingly enhanced with AI



*Venture Beat (Haptx unveils haptic gloves so you can feel things in VR)

**Forbes (5 Important Augmented And Virtual Reality Trends For 2019 Everyone Should Read)



MARKET SIZE



1 Top medical schools
in PH

2 Urban centers
outside NCR

3 Philippines

10 South East Asia

MARKET SIZE

TAM, SAM, SOM

TAM

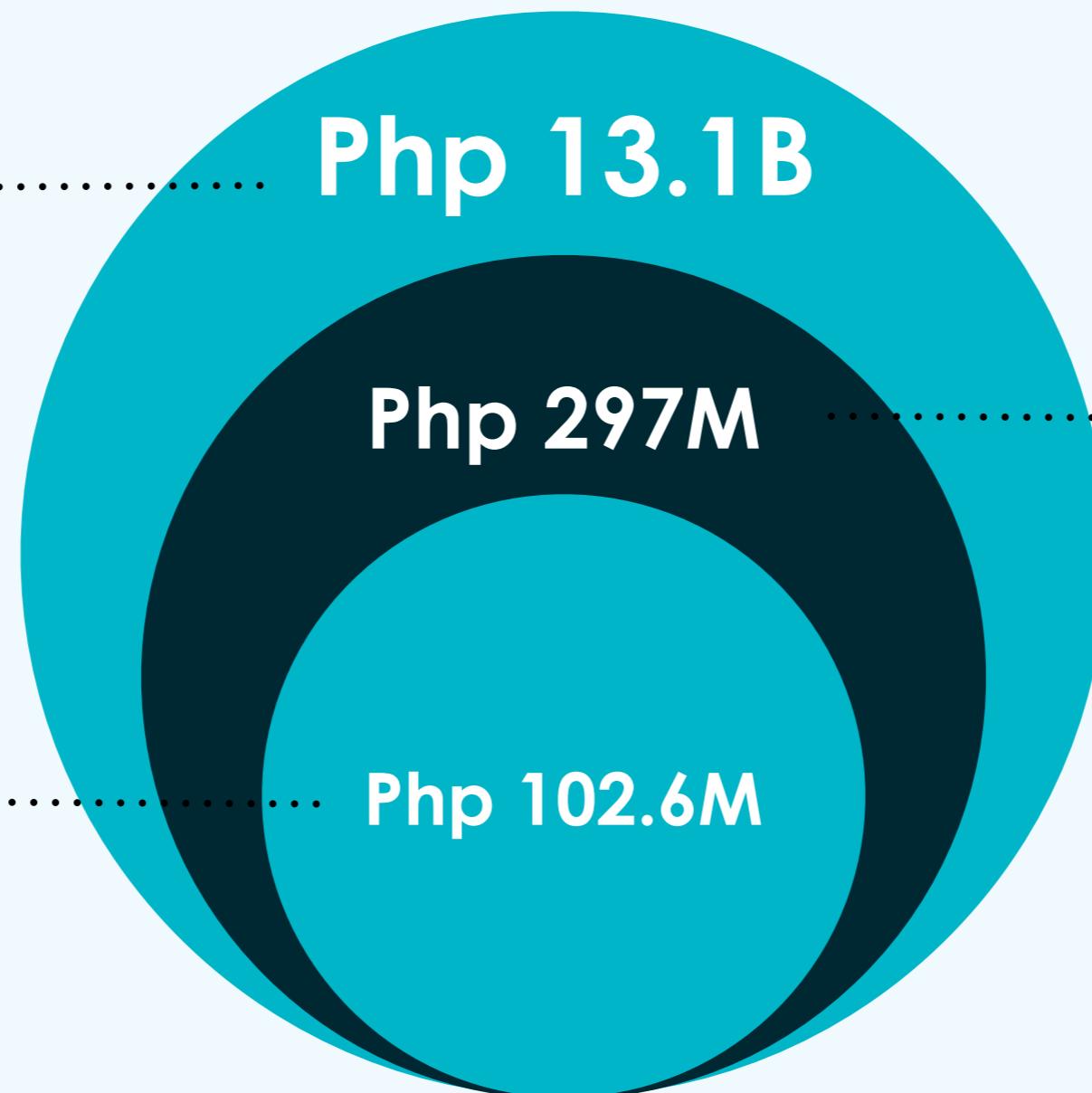
2,424 medical institutions worldwide

SOM

19 top medical schools in the PH

SAM

55 medical schools in the PH



*assuming each institution avails of one kit only

COMPETITION

FUNDAMENTALVR

FundamentalVR

- delivers haptic simulations for a more realistic feel



Osso VR

- focuses on orthopedic and spine surgeries
- has an interactive platform

sVRger

sVRgery

- first VR surgery in SEA
- has an interactive platform
- delivers haptic simulations

COMPETITOR: CADAVERS

VS

sVRgery

REAL CADAVERS

expensive; one time use only

1

SYNTHETIC CADAVERS

expensive

2

NOT MANIPULABLE

cannot be patterned to a patient's medical problem

3

NOT DEMONSTRATIVE

specific operations cannot be demonstrated to patients

4



COST EFFECTIVE

cheaper alternative

1

FIRST IN THE PH

no other company provides VR

2

MANIPULABLE

simulations are patterned based on patient's records

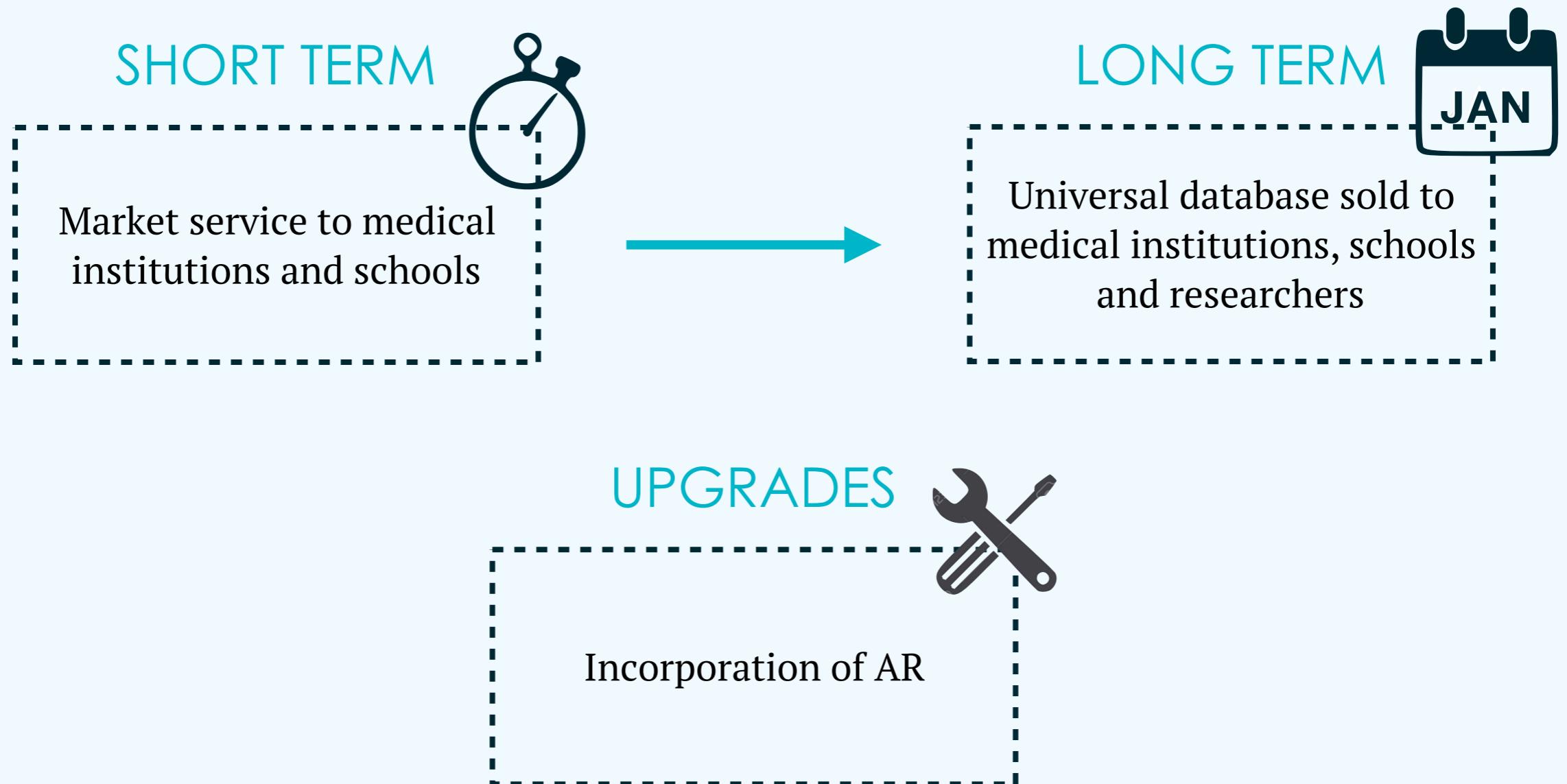
3

DEMONSTRATIVE

patients can see how operation goes through VR

4

BUSINESS MODEL



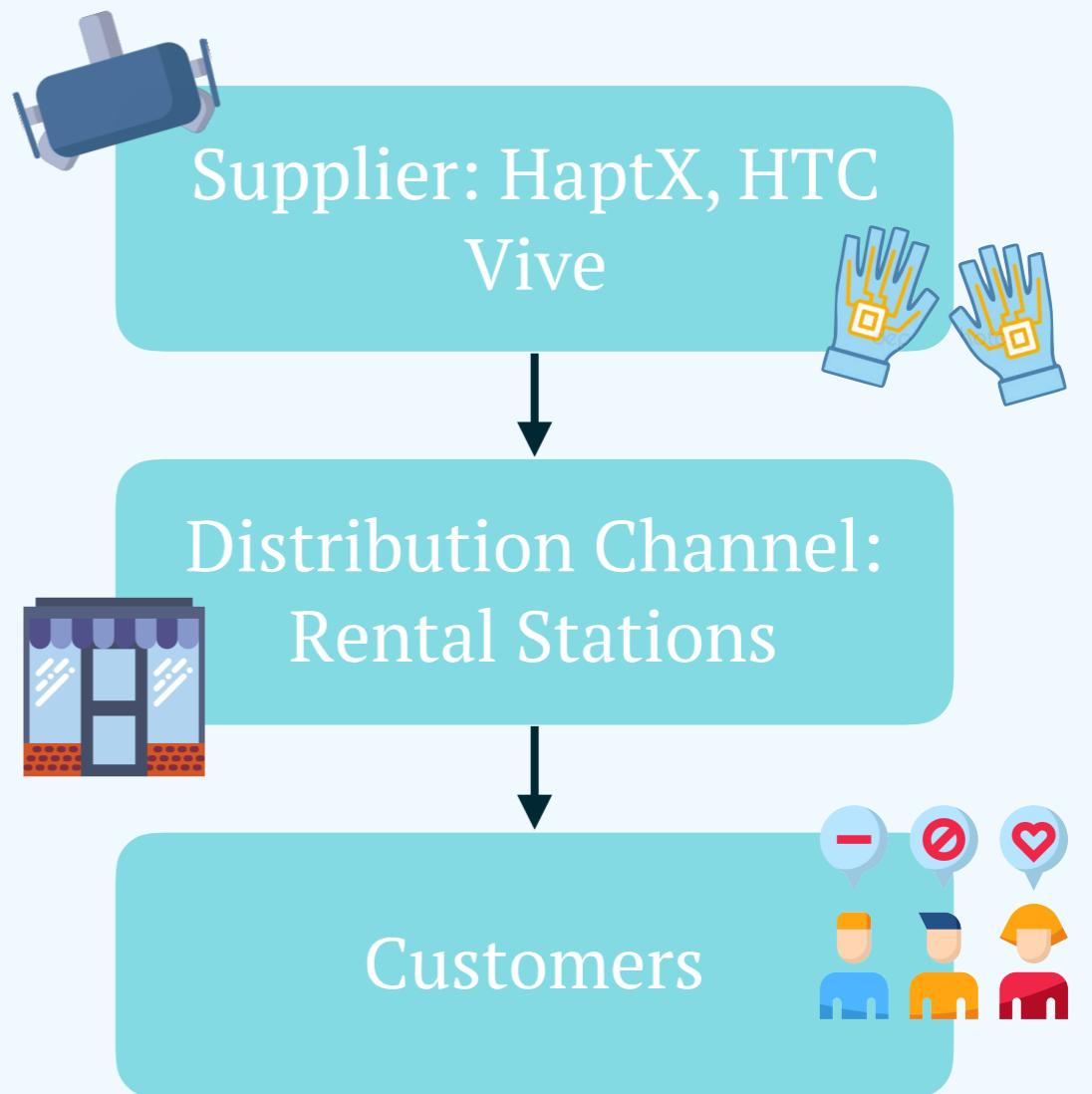
BUSINESS MODEL

PRICING



Php 1,000 for 2 hours per set

SALES DISTRIBUTION



TEAM

Gabriel Manibog
Founder



Angela Mercado
Founder



John Ray Ramos
Founder



Ysabelle Lao
Founder



FINANCIALS

P/L STATEMENT

Incomes

VR Station Rental	₱5,400,000.00
Total	₱5,400,000.00

Expenses

VR Training Simulator Software	₱624,000.00
HTC Vive Set (x10)	₱715,000.00
PCs (x10)	₱1,000,000.00
Hardware Total (CapEx)	₱2,339,000.00
Maintenance (assume 25%/year)	₱584,750.00
Damage/Breakage Allowance (assume 20%/year)	₱467,800.00
Marketing (assume P25,000/month)	₱300,000.00
Utilities (Electricity etc.) (assume P15,000/month)	₱180,000.00
Room Rental/Lease (assume P75,000/month)	₱900,000.00
Variables Total	₱2,432,550.00

Expenses Total	₱4,771,550.00
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Gross Profit (Income - VarEx)	₱2,967,450.00
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Tax (20%)	-₱593,490.00
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Net Profit	₱2,373,960.00
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Assumptions

Avg users/center/day	30
Cost per 2 hr session	₱1,000.00
Revenue/day	₱30,000.00
Avg no. of school days/year	180
# of Centers in year 1	30
# of Centers in year 2	15
# of Centers in year 3	10
Total # of Centers	55



FINANCIALS

STATEMENT OF CASH FLOWS

Year	0	1	2	3	4	5
Initial Capital Expenditure						
Hardware costs	(70,170,000.00)	(35,085,000.00)	(23,390,000.00)			
Variable costs		(72,976,500.00)	(109,464,750.00)	(133,790,250.00)	(133,790,250.00)	(133,790,250.00)
Tax		(17,804,700.00)	(26,707,050.00)	(32,641,950.00)	(32,641,950.00)	(32,641,950.00)
Total Cash Outflow	(70,170,000.00)	(125,866,200.00)	(159561,800.00)	(166,432,200.00)	(166,432,200.00)	(166,432,200.00)
Revenue						
Transaction fees		162,000,000.00	243,000,000.00	297,000,000.00	297,000,000.00	297,000,000.00
Total Cash Inflow	0	162,000,000.00	243,000,000.00	297,000,000.00	297,000,000.00	297,000,000.00
Cash Flow	(70,170,000.00)	36,133,800.00	83,438,200.00	130,567,800.00	130,567,800.00	130,567,800.00
Cumulative Cashflow	(70,170,000.00)	(34,036,200.00)	49,402,000.00	179,969,800.00	310,537,600.00	441,105,400.00
Payback Period	0.59	years				
NPV	₱441,105,400.00					
IRR	96.79%					

FINANCIALS

DEAL

Php 14 million

for a 10% stake in our company