TENDO AB

Robotic assistive technology that brings independence to people living with a disability, while addressing global healthcare challenges

tendo
for people, not symptoms

Lund, Sweden
www.tendoforpeople.se
Founded in 2016
5 Employees

Field of Activity:
Health

Capital raised:
~ EUR 550.000

Investment need:
EUR 1.5m

Company Description

Tendo develops an assistive robotic technology controlled by non-invasive, biometric sensors - a revolutionary system for robot-human interaction. NASA, OdenseRobotics and Ideon have all supported the journey and Tendo has received a lot of attention for their innovation. The technology was selected to be presented at ISPO 17th World Congress in Japan out of 700 applicants from all over the world.

Problem

The growing and aging population creates significant challenges for both the society and individuals. Technical innovations are needed to enable independence, however many of today's technologies are not suited for daily use or are not commercially available for years.

Solution

The Tendo technology is a minimalistic robotic assistive technology for people with disabilities. The lightweight solution is controlled by their intuitive sensors that can assist a user's intended movement even if the own body does not respond to it. The first product, using the Tendo-Technology, is a hand-exoskeleton that helps the user to grip, hold and release objects intuitively. It gives users their independence back while reducing welfare costs.

Market

The medical exoskeleton market will grow from $88 Mill. (2016) to $2.3 Bill. (2025) (Coherent Market Insights), meaning that Tendo is entering a rapidly growing market at an early stage. The first product has 50 million potential users in Europe, Japan and North America alone. We aim to have good liquidity by 2022 and an EBITDA of €1,5 million 2023, and the potential to reach over €15 million by 2025.

Business Model

Tendo will be introduced to the Scandinavian market as a specialized aid for people with high spinal cord injuries - this to confirm its commercial potential. Tendo will then reach international market efficiently by licensing it to global players, while re-investing the surplus in new products. The technology can be applied to other body parts, and other robotic applications, thus providing new revenue opportunities.

USP & Differentiation

Existing solutions, addressing the same or similar needs, are often big, bulky and difficult to use. Few are commercially available or are only for rehabilitation at hospitals. What difference the Tendo Technology is the slim size, biometric intuitive sensors, and that the technology also assist you to open as well as to close the grip.

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