

Valaidor™

The Valaidor is the world's first automatic suction grab rail

We are seeking a path to market.

Join us in commercializing a new product with

Huge potential.

The population is ageing and the benefits of living independently at home are well established. Because domestic falls are the most common cause of hospital admissions, products that help to prevent falls, like grab rails, offer strong commercial opportunities.

Suction grab rails can be used when someone needs temporary balance support, but the products available today don't satisfy consumer needs. They're quite economical, but they're unreliable and hard to use. Even the outlets that sell them often suggest using a fixed rail instead, and as many users have said, "I don't trust them".

And that's why we developed the Valaidor. By using simple modern technology, the suction grab rail is finally dependable and easy to use.



The Valaidor

- Automatically generates suction
- Automatically maintains suction
- Lets the user know its status

WWW.VALAIDOR.COM.AU

Valaidor™

Valaidor users will include:

- › People recovering from an injury
- › Older people living independently
- › People recovering from, or waiting for, surgery
- › Mature age travellers
- › People that don't want to install fixed grab rails
- › People that can't install fixed grab rails (such as tenants)

Users are expected to either purchase or hire the Valaidor depending on their personal situation.



Market size

The Valaidor has huge potential. It is targeted at the more affluent end of the older-aged population. Some key facts:

- › "Baby Boomers" are the most financially secure segment of our population and they commonly require balance assistance. There are 5 million in Australia (76 million in USA)
- › More than 110,000 hip and knee replacements occurred in Australia in 2017, with all patients needing some temporary balance support (Australian Orthopaedic Association National Joint Replacement Registry)
- › More than 50% of Australians aged 55-79 had osteoarthritis (ABS National Health Survey 2014-15)
- › 1 in 6 Australians reported back problems in 2014-15 (Musculoskeletal Australia)

Competitors

- › The Valaidor has no equivalent competitor
- › There are many different manual suction grab rails on the market. Their features, performance levels and pricing vary greatly

Current development status

The Valaidor is at advanced prototype status. We have:

- › Fully working prototypes (made from injection moulded parts)
- › Extensive production tooling
- › Formal IP rights including USA design patent, Australian patent, registered design and trademarks
- › Undertaken extensive testing

The Valaidor was developed by the Gardienne division of Benway Johnson. Please contact Nicholas Gibbs for further information

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