

Santiago, October 2019



# CHASKI™

## wearable breath analysis for athletes

Vader A. Johnson

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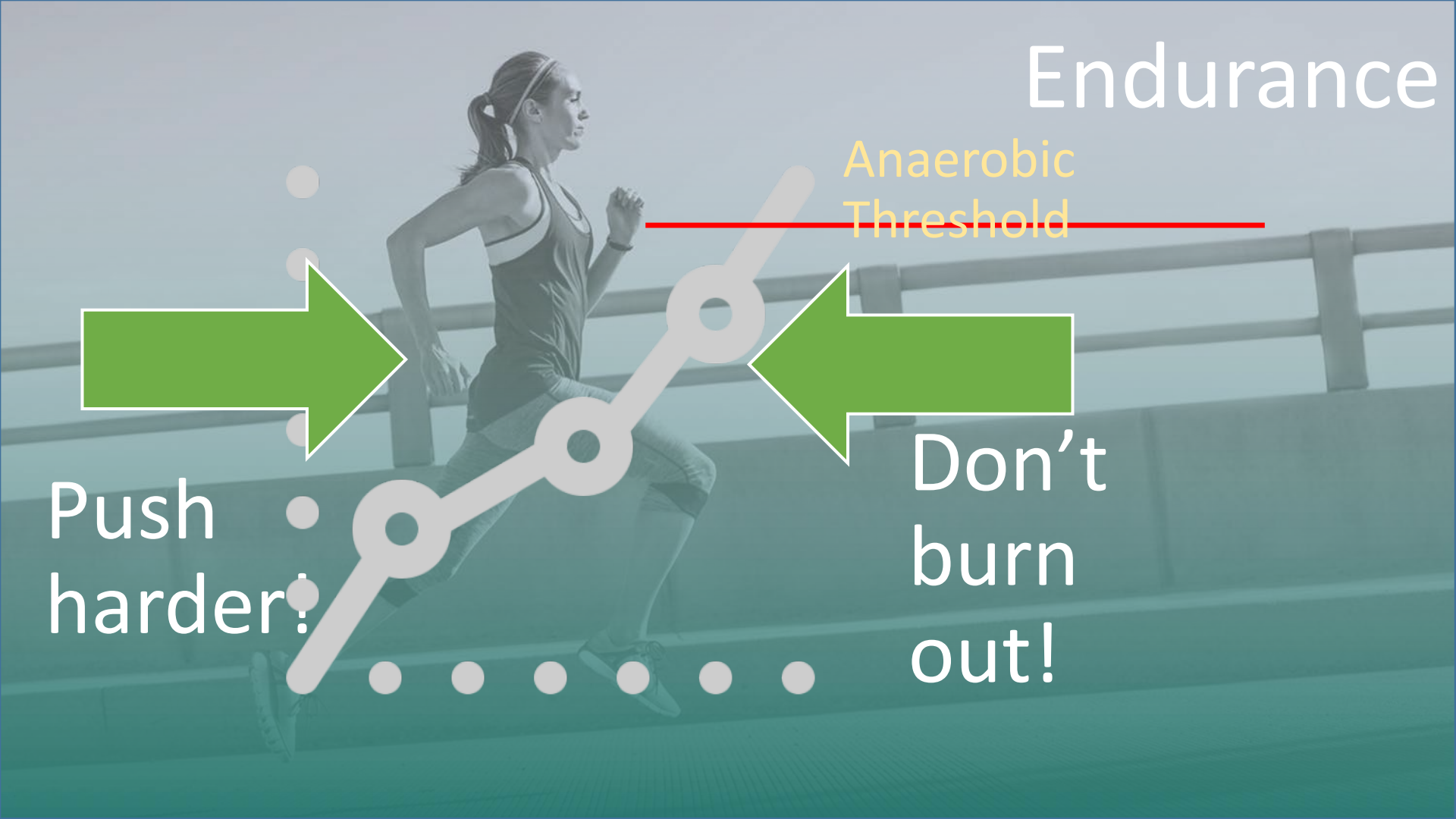
IC Innovations

# Endurance

Anaerobic  
Threshold

Push  
harder!

Don't  
burn  
out!

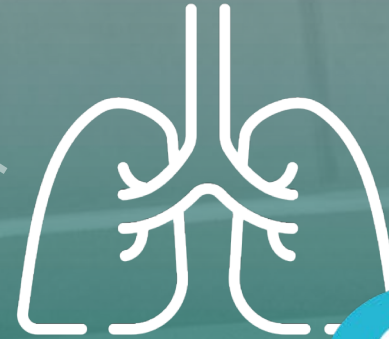


# Endurance



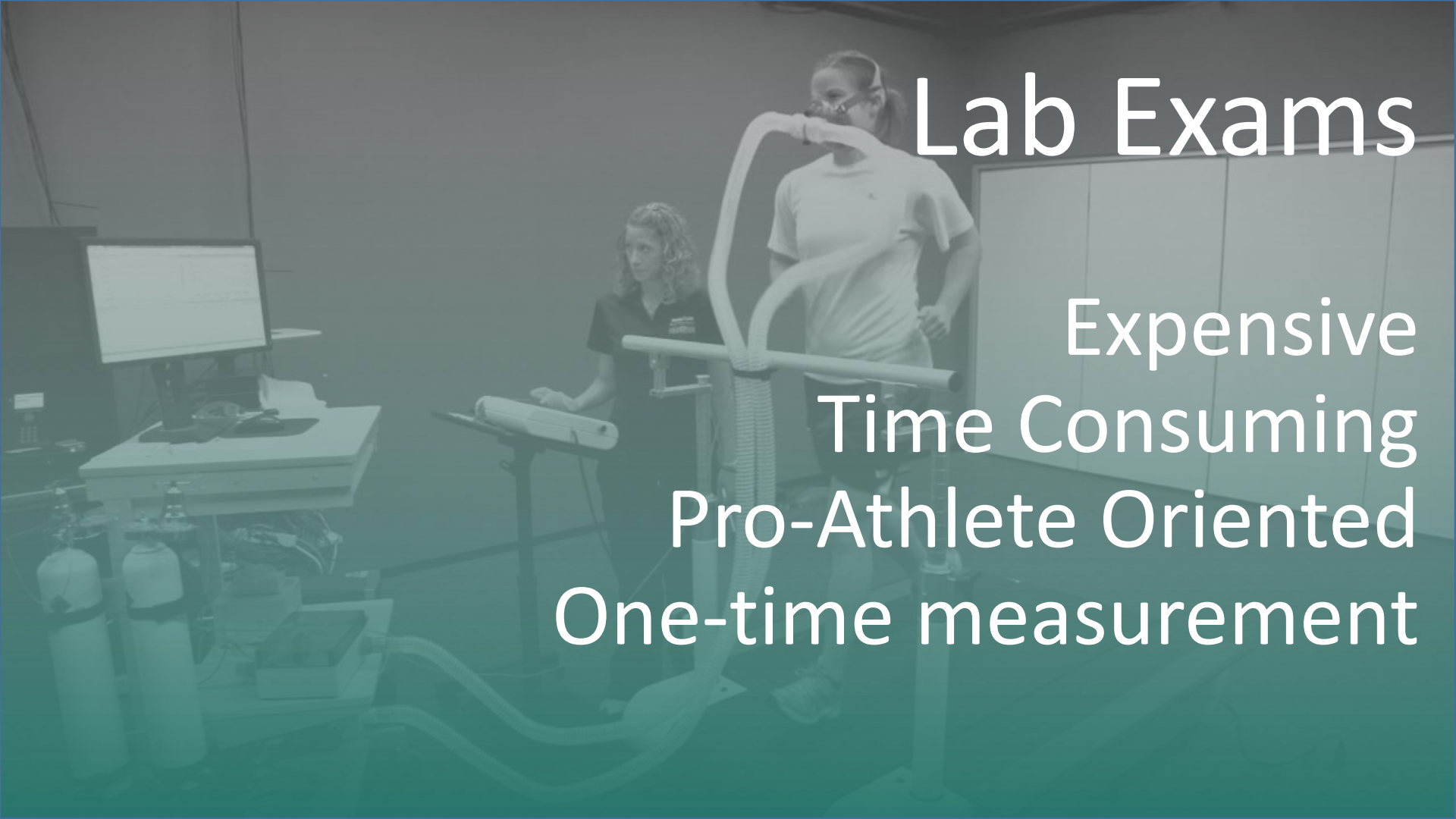
Current devices can help...  
... But cardio doesn't tell the whole  
story

# Endurance



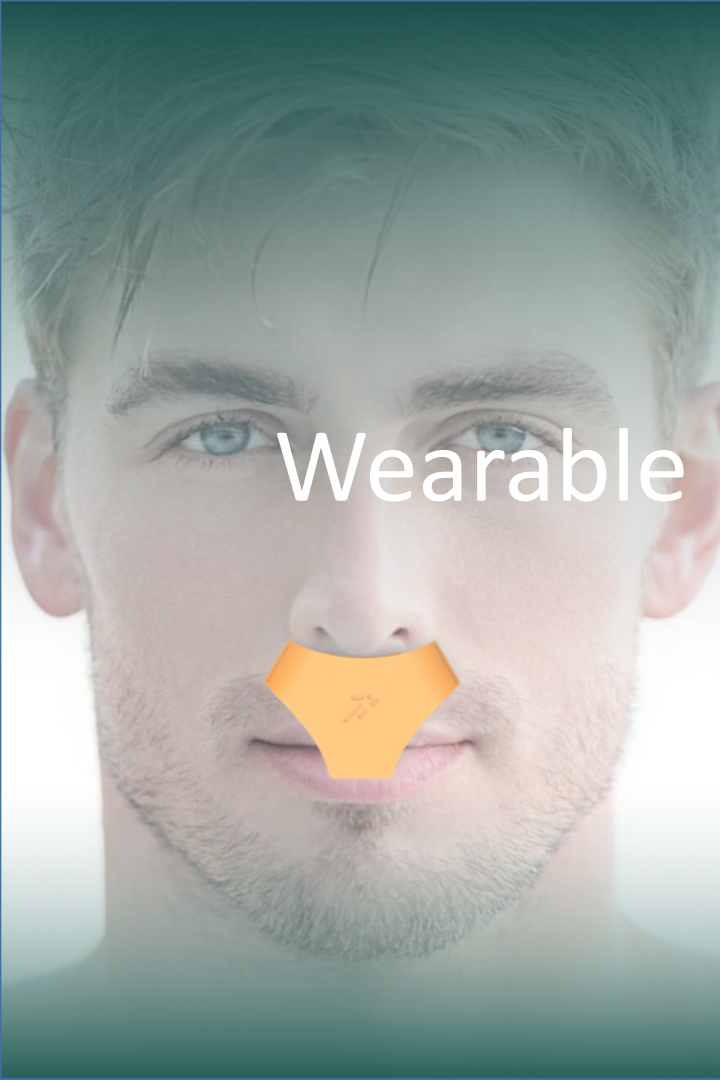
# Lab Exams

Expensive  
Time Consuming  
Pro-Athlete Oriented  
One-time measurement



A person is running away from the camera on a gravel path that winds through a forest. The sun is low on the horizon, creating a strong backlight effect and lens flare. The trees are dense, with some leaves showing autumnal colors. A wooden bench is visible on the left side of the path. The overall mood is peaceful and active.

Our Solution:  
Optimize endurance on the run



# CHASKI™

Wearable Respiratory Activity Tracker  
Real-time Feedback  
Wireless Connection  
to Smartphone or Smartwatch

# CHASKI™

Progress tracking app  
AI-based training support  
Performance Insights



# How it works

While Training

Get Feedback

Anaerobic  
Threshold

Real time alarm

"You have reached the threshold"



After Training

Get Insights

Check your performance

Plan your next session

# BENEFITS



Increase Endurance Comprehensive Monitoring  
Optimize Training Outsmart Workout Routines

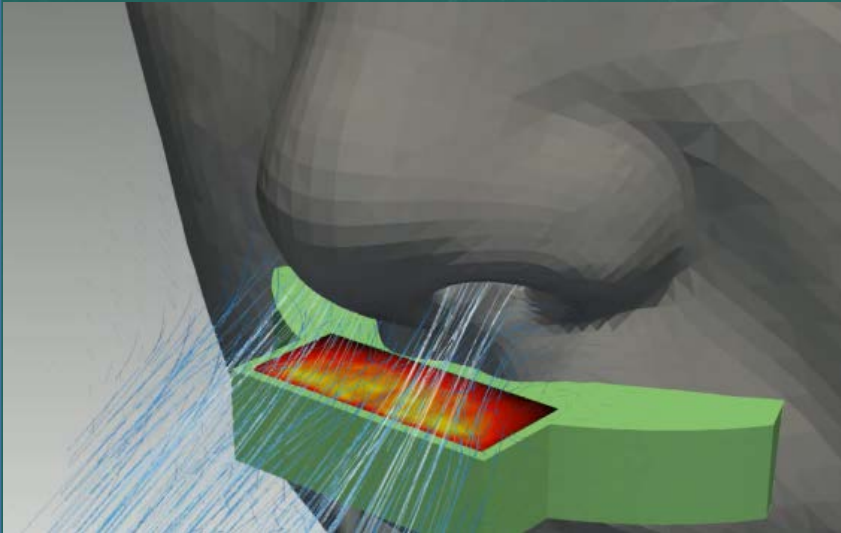
Athletes



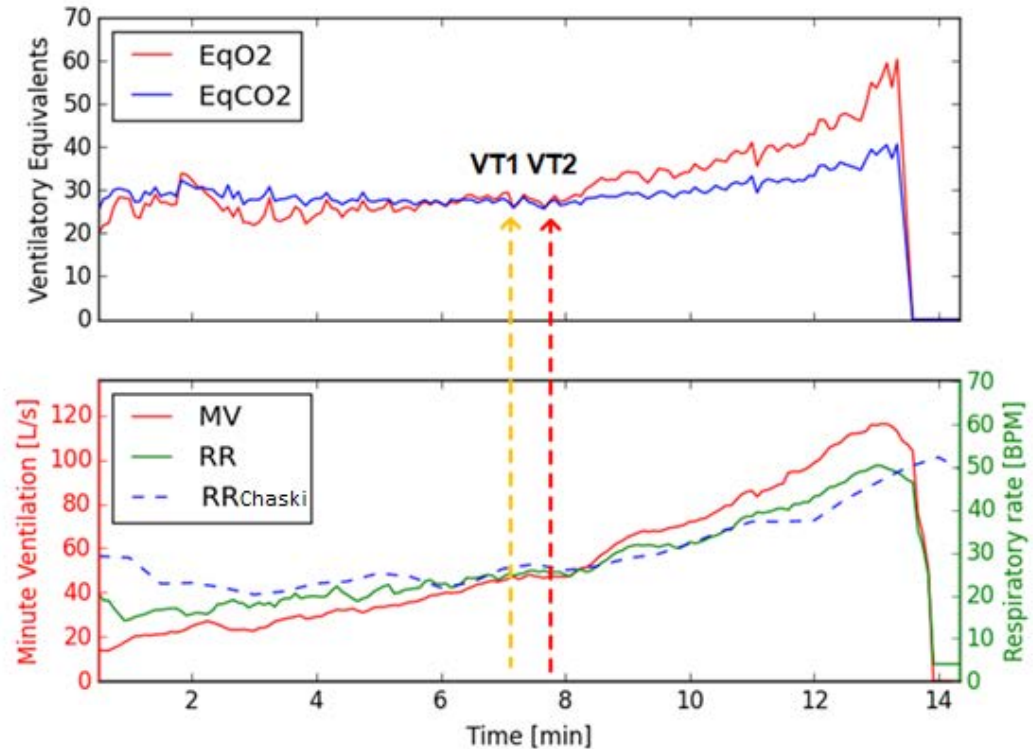
Coaches

# TECH

- Solid Lines: Traditional lab tests
- Dashed Lines: CHASKI



- Respiratory Rate Measurement
- RR Analysis for Threshold Detection



# IP

Provisional Patent

US 627616,919 (January 2018)

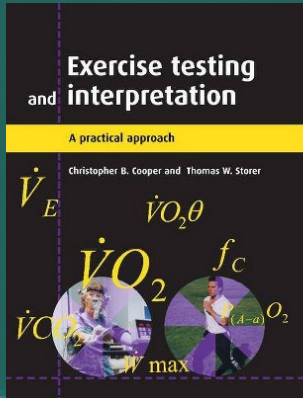
PCT/IB019/050229 (January 2019)

“Techniques for quantifying  
respiration using a wearable  
device and related systems and  
methods”



# TRACTION

- Media Coverage (TV & Newspapers)
- MIT's *Idea*<sup>2</sup> Innovation Program
- Support by Dr. Thomas Storer  
Part-Time Lecturer in Medicine@Harvard  
Co-author of exercise physiology book



## Microdispositivo para runners buscará alertar ante eventuales fatigas

El aparato monitorea el flujo de las vías respiratorias y se espera que debute en la próxima Maratón de Nueva York.

N.E.

“Las pruebas buscan detectar el umbral anaeróbico para optimizar el entrenamiento.”

DANIEL HURTADO  
ACADÉMICO INGENIERIA UC

El flujo de las vías respiratorias de los corredores y alerta cuando se presentan los primeros síntomas de agotamiento, sin incomodar en largo aliento, como pasó el pasado fin de semana en el Maratón de Santiago, donde un hombre de 55 años colapsó.

El académico de Ingeniería de la UC y líder del grupo de investigación...

tividades de larga duración, como maratones.”

DEBUT EN NUEVA YORK

El consejo de Ingenieros de esta innovación será un corredor chileno que participará en la próxima Maratón de Nueva York, quien se preparará y posteriormente competirá en la carrera usando el aparato, que monitoreará su flujo...

res expuestas a depresión respiratoria en las salas de recuperación postoperatorias, donde se encontró la necesidad de encontrar un modo de alertar cuando surgen...

bolismo anaeróbico. En los casos en que el ejercicio físico de corta duración, esto no genera problemas entre los deportistas, puesto que el ácido láctico se reutiliza. No obstante, cuando se trata de maratones...



Este es el microdispositivo respiratorio.



La creación chilena será probada en la maratón de Nueva York.

## Dispositivo detecta cansancio en deportistas

Un equipo interdisciplinario de la Universidad Católica (UC), integrado por ingenieros, médicos y kinesiólogos, diseñaron un innovador microdispositivo respiratorio que será utilizado por primera vez en la próxima Maratón de Nueva York. Se trata de un sistema electrónico que se instala en las fosas nasales y que monitorea el flujo de las vías respiratorias y alerta sobre la presencia de los primeros síntomas de agotamiento. La idea es mantener el equilibrio físico y evitar los problemas musculares. Las pruebas de nuevo microdispositivo serán llevadas a cabo para optimizar el entrenamiento de los deportistas, principalmente en actividades de larga duración, como los maratones, explicó Daniel Hurtado, académico de Ingeniería UC y quien lidera la innovación. En una primera etapa, el sistema medirá la preparación física de un corredor chileno que participará en la próxima Maratón de Nueva York. La idea es monitorear su flujo respiratorio en diferentes distancias y niveles de esfuerzo, así como también bajo distintas condiciones climáticas. Una vez detectado el umbral anaeróbico, asociado a los primeros síntomas de fatiga y agotamiento, se puede guiar al entrenamiento alrededor de este punto. Al optimizar la práctica, se consigue una mejora sustancial del rendimiento físico, destacó Daniel Hurtado.

2 centímetros más el dispositivo que se instala en las fosas nasales.

# VALIDATION

## Survey and Online Registration

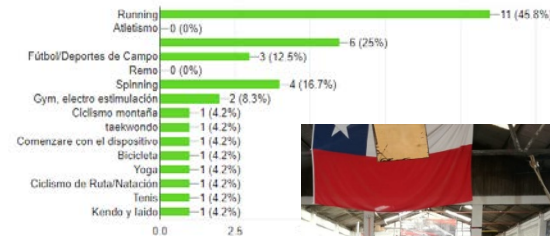
### Validation with Athletes and Coaches (from USA and Chile)

- Running Coaches
- Cycling Coaches
- Cross-Fit Coaches
- Recreational Runners
- Sports Team Physical Therapists
- Triathletes



Haces algún deporte de forma regular?

24 responses



# TEAM

## Management



Vader Johnson, MSc  
Founder & CEO

7yrs xp. Medtech Entrepreneur  
National Engineering Institute  
Awardee



Daniel Hurtado,  
PhD

Founder & CSO  
15yr xp. Biomechanics  
Young Scientist at World  
Economic Forum.

## R&D



Roberto Lopez, PhD  
Project Engineer



Javier Kunstmann  
Product Owner



Angel Abusleme, PhD  
Tech Advisor



Macarena Rodriguez  
Sports Physiology



Felipe Contreras, PhD  
Sports Physiology

## Advisors

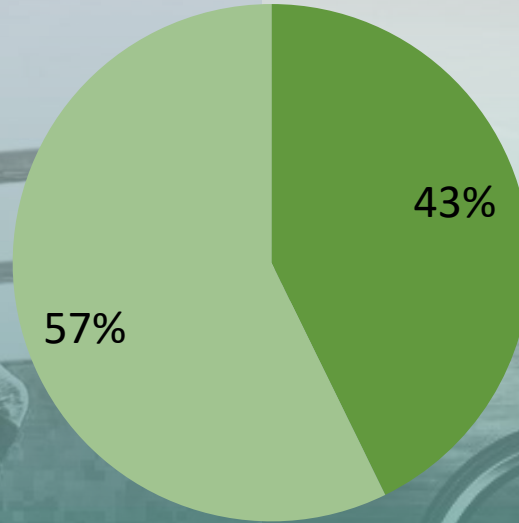


Nancy Levy, PhD  
Managing Partner Boston Landing  
Business Advisor



David Rothkopf  
President of MEDlcept  
Development Advisor

# Serious/Competitive Runners & Cyclists



Initial Total Available Market

36,5 Million ppl USA + EU + China

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A cyclist in a time trial position on a road bike, wearing a helmet and aerodynamic clothing, riding on a paved road under a clear sky. The cyclist is leaning forward, and the bike is a time trial model with deep-section wheels. The background shows a flat landscape and a clear sky with some wispy clouds.

# Current Situation

# Current Situation

- While in Boston, we talked with several sports physiology experts
  - Mostly positive feedback, and some interesting negative feedback
- Afterwards, we contacted coaches from the US, agreed to test the device when MVP is ready
- Also, we had meetings with entrepreneur/athlete to get validation as a business.
- Also, securing funding has consumed a good deal of our time

# Current Situation

## Goals

- Engage with at least 3 key coaches to be part of the validation.
- Design and execute an experiment that show that the device can detect Ventilatory Thresholds/Anaerobic Thresholds.
- Marketing Plan and Timeline (how and who we are going to sell this).

# Current Situation

- Engage with at least 3 key coaches to be part of the validation
  - US-Based: Will try the MVP when ready
    - Kyle Wolfe:
      - Owner of Finishfast Cycling, Trains Thriatlton and Cycling Athletes
      - Head Coach at USA Cycling Team: Women's National Talent ID Program
    - Douglas Chrystall & Vivien Rindisbacher
      - New England Devo Cycling, Senior Mentor and U23 Team Member, Respectively.
  - Chile-based: Will be part of the initial validation
    - Andrés Vial
      - Physiotherapist of Vasek Pospisil (Cánada) at ATP Tour
      - Board member of MUV Sports & Rehab Center

# Current Situation

- Design and execute an experiment showing that the device can detect Ventilatory Thresholds/Anaerobic Thresholds.
  - Recruited Macarena Rodriguez, physiotherapist and Triathlete
    - Initial hardware robustness tests performed on her.
  - Initial Protocol written and under revision
  - These tests will gather respiratory rate data, that will be analyzed in the search of a VT/AT detection algorithm.
  - Dr. Thomas Storer will support the in-depth study next year (if we secure the funding we are applying).

# Current Situation

- Marketing Plan and Timeline (how and who we are going to sell this).
- Concept creation and validation with users
  - Endurance
  - Other Sports
- Initial branding designs



**KNOW  
YOUR  
LIMITS**

**Chaski**  
smart breath analysis for athletes



**PUSH  
YOUR  
LIMITS**

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