



Poland
www.aetherbiomedical.com

Founded in 2018
12 Employees

Field of Activity:
Medical Devices

Investments received:
1,000,000 Euros
Investment need:
3,000,000 EUR

Watch the 3min
pitch

Company Description

Aether Biomedical is a medical robotics startup focused on biosignal processing to build rehabilitation robotics devices, starting with upper limb prosthetics. The company is driven by the motto of “making bionics accessible to all”.

Problem

There are over 10 million upper limb amputees around the world. The number is constantly increasing due accidents, frostbite, diabetes, and vascular disease. The current options fall in two categories –

- Single action grippers – Low Cost, Low efficacy (3000 – 8000 Euros)
- Bionic limbs – High cost, high efficacy (25,000 – 100,000 Euros)

Aether intends to solve the problem of a low cost – high efficacy bionic limb in the market.

Solution

Zeus is a multi action bionic limb with the focus on filling the market gap of a low cost high efficacy prosthesis. Zeus has the strongest grip strength (Up to 152 N), high holding capacity (Upto 35kgs), impact resistance and a completely customizable design.

Zeus utilizes advances in additive manufacturing, digital signal processing and machine learning to achieve a price point – efficiency ratio better than the competitors, providing a multi action limb at 40 – 50% lower price than the current bionic limbs, and only 25% more expensive than the single action hand.

Market

The primary market is the Orthotics and Prosthetics market valued at 8.15 Billion Euros globally. Our primary subset market, the global robotic prosthetics market is currently valued at 800M Euros and is expected to reach EUR 1.76 billion by 2025, according to a new report by Grand View Research, Inc. The global robotic prosthetic market is expected to rise with the CAGR of about 9.50% during the forecast period 2017-2025.

Business Model

Aether Biomedical works as a B2B business, selling the Zeus hand to the prosthetic centers who then fit the product to the patients and provide training. This accounts for nearly 70% of the market. The other distribution channels are NGO's, CSR programs and Military supply.

The Average selling price to the P&O centers is 8000 Euros with a gross markup of 67%.

USP & Differentiation

The three things that differentiate Zeus from the competitors –

1. Digital signal processing for more intuitive control
2. Modular, customizable design
3. Highest price – feature balance

Startups Profile

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MX3D

Introducing the advantages of 3D metal printing to new, high impact industries

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