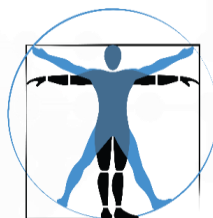




ADAM'S HAND

FIRST OF ITS KIND

Giovanni Zappatore, Founder & CEO of



BIONIT LABS

TURNING DISABILITIES INTO NEW POSSIBILITIES

THE PROBLEM

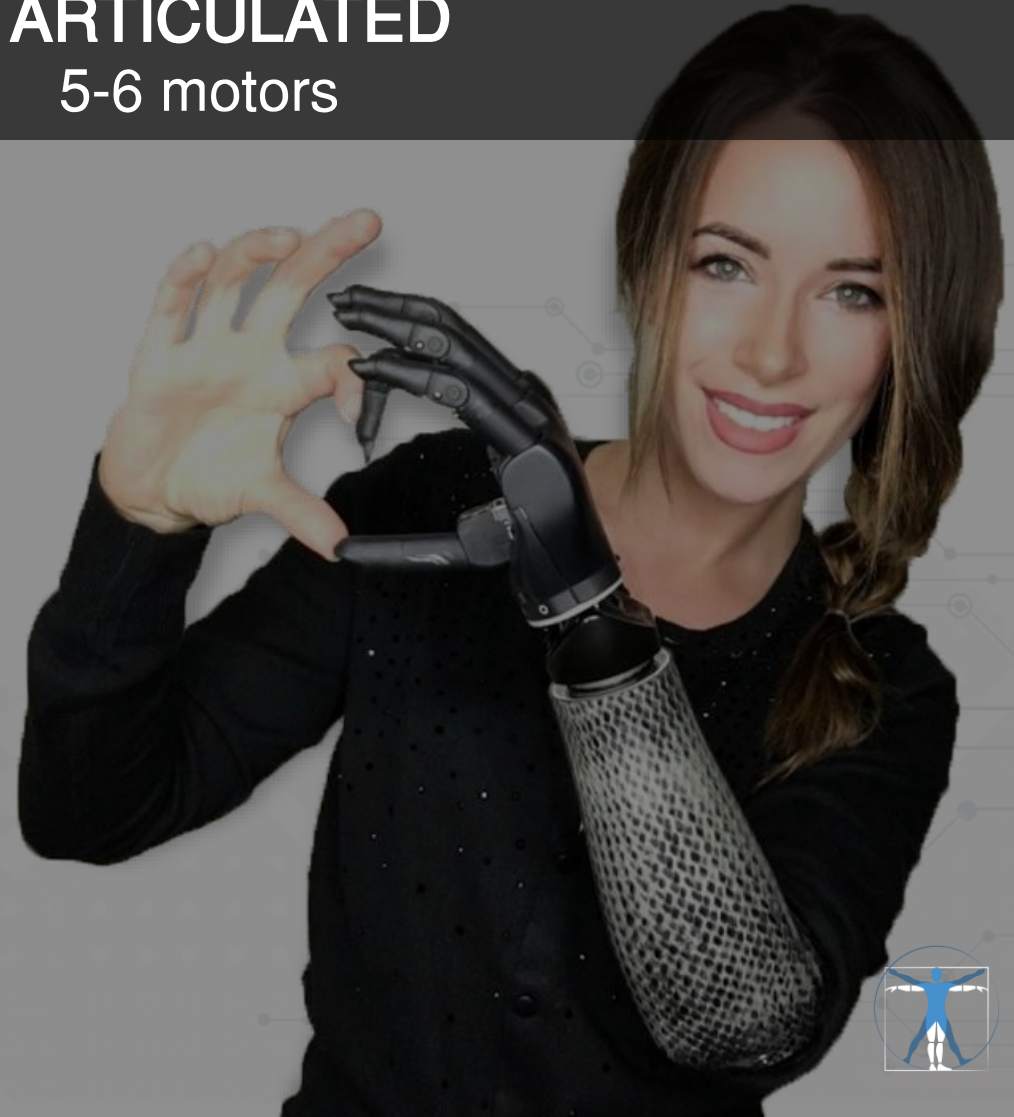
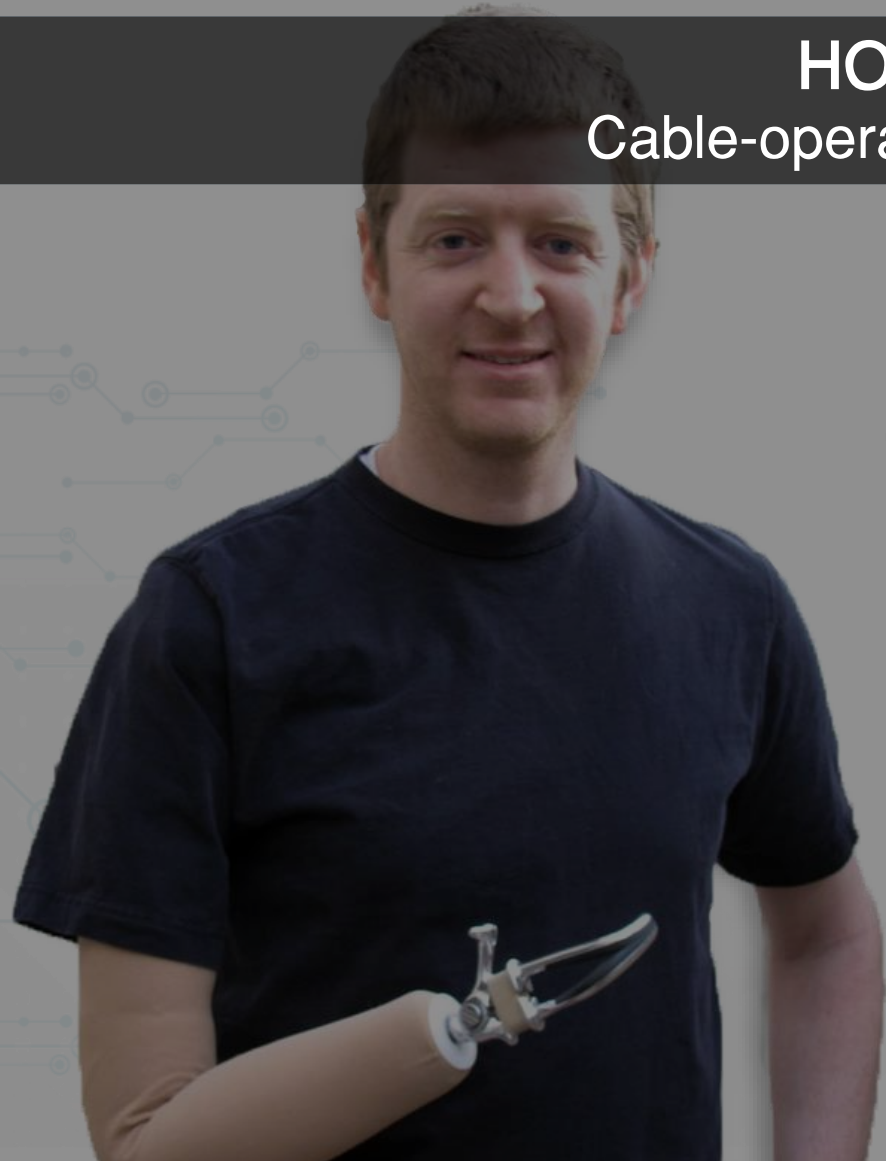
HOOKS

Cable-operated

VS

ARTICULATED

5-6 motors



THE PROBLEM

HOOKS

Cable-operated

VS

ARTICULATED

5-6 motors



Ease of use



Dexterity



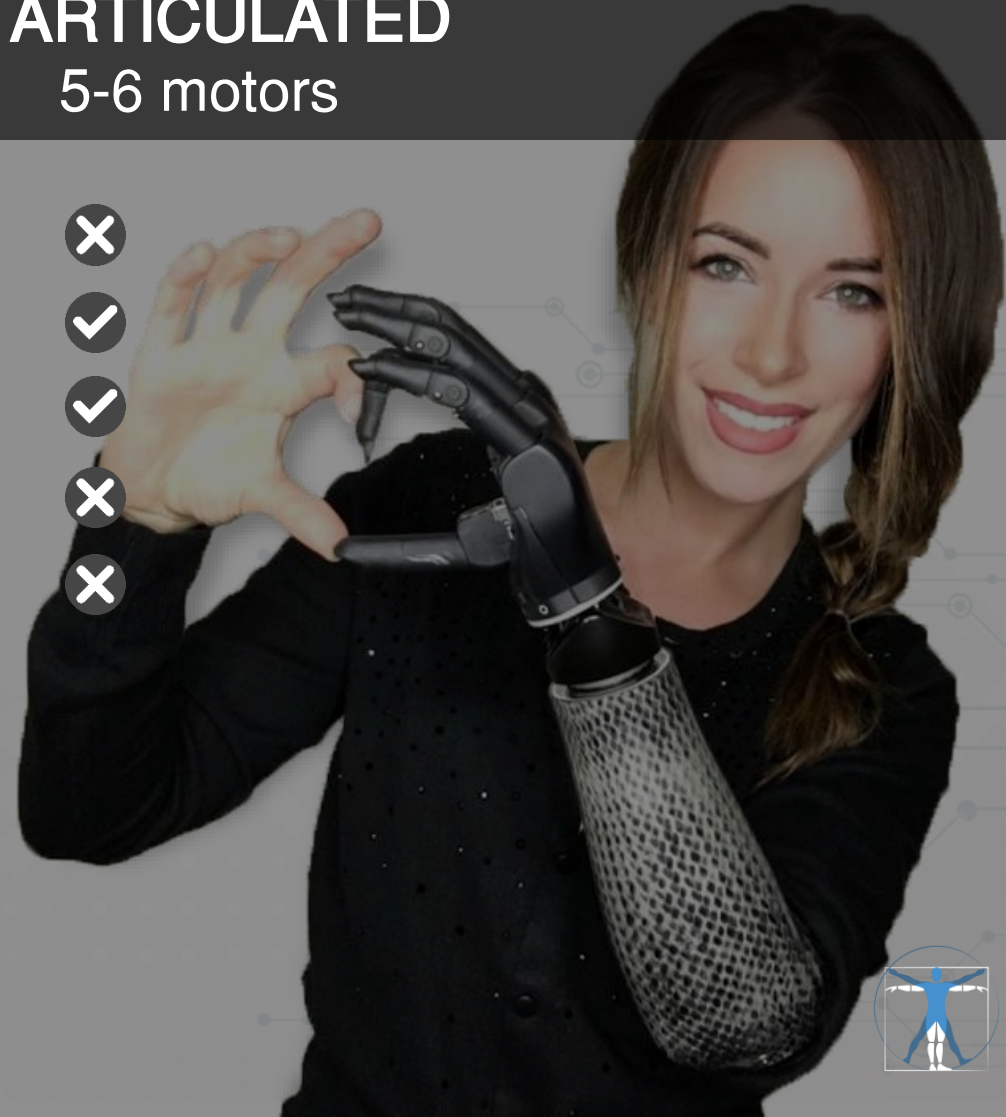
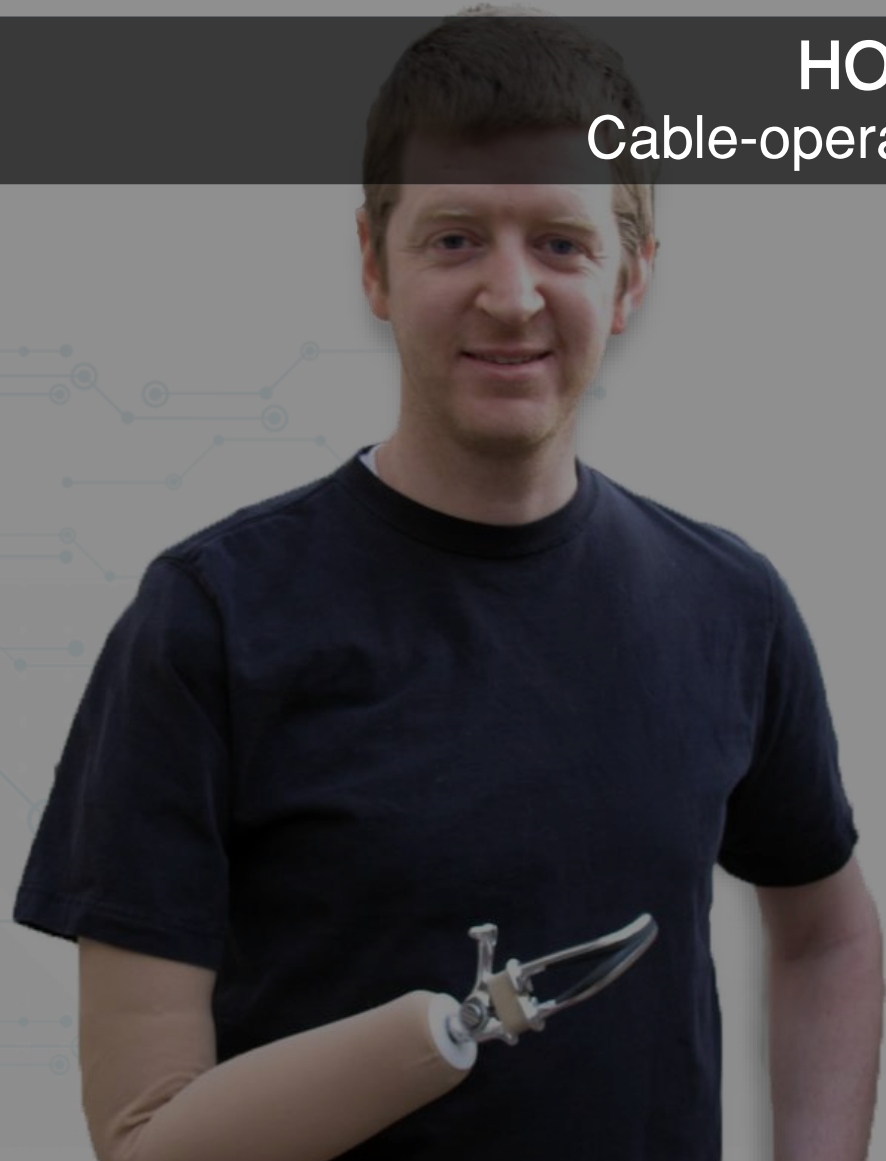
Aesthetics



Weight & Dimensions



Cost



THE PROBLEM

HOOKS

Cable-operated

VS

ARTICULATED

5-6 motors



Ease of use



Dexterity



Aesthetics



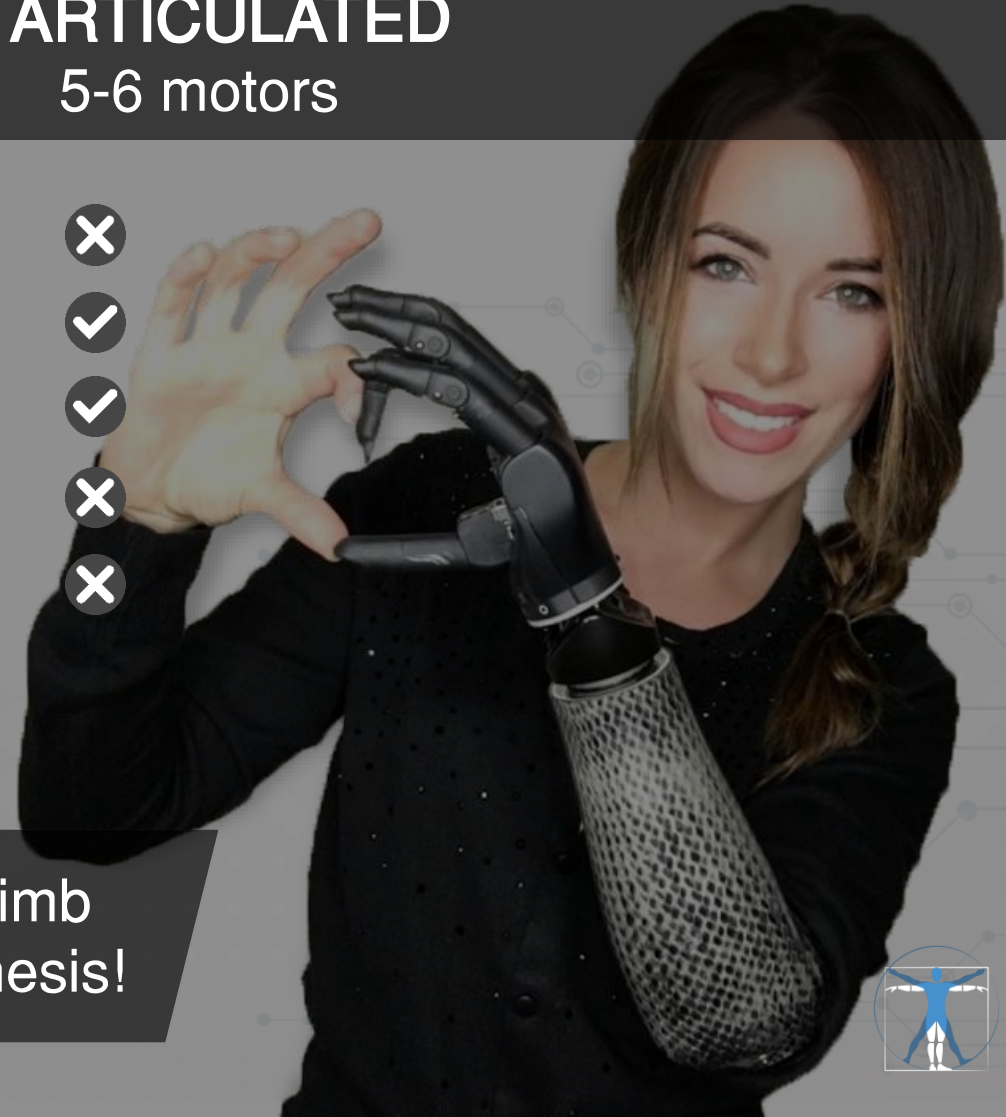
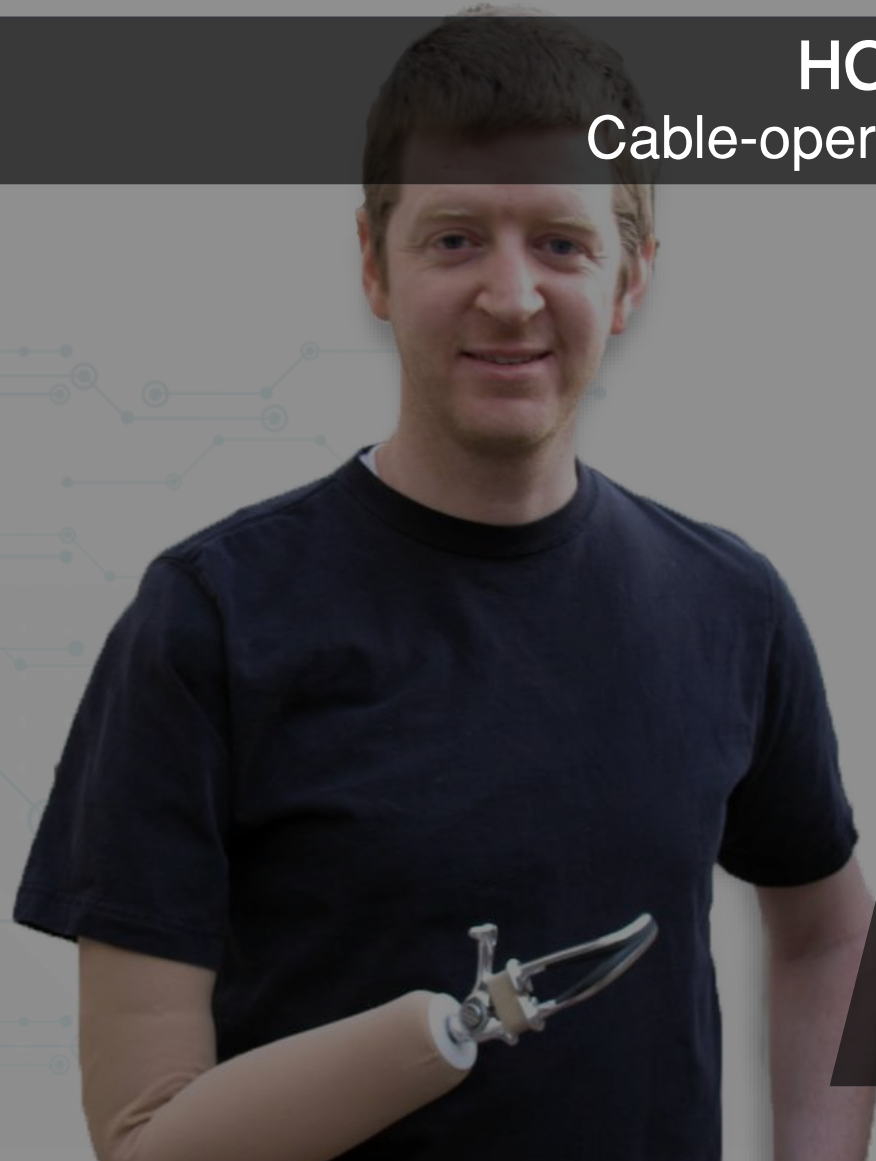
Weight & Dimensions



Cost



ONLY 50% of upper-limb amputees use a prosthesis!



OUR SOLUTION



OUR SOLUTION



EASY TO USE &
HIGHLY DEXTEROUS



CUSTOMIZABLE
FINGER LENGTH



LOW COST



LIGHT &
COMPACT



HIGH AUTONOMY
& LOW NOISE



COMPETITORS



THE GLOBAL MARKET

CAGR of 7.5%

\$286M in 2017

\$585M in 2027



+2M upper limb amputees
+160k new amputations (YoY)



Hand
12.5%

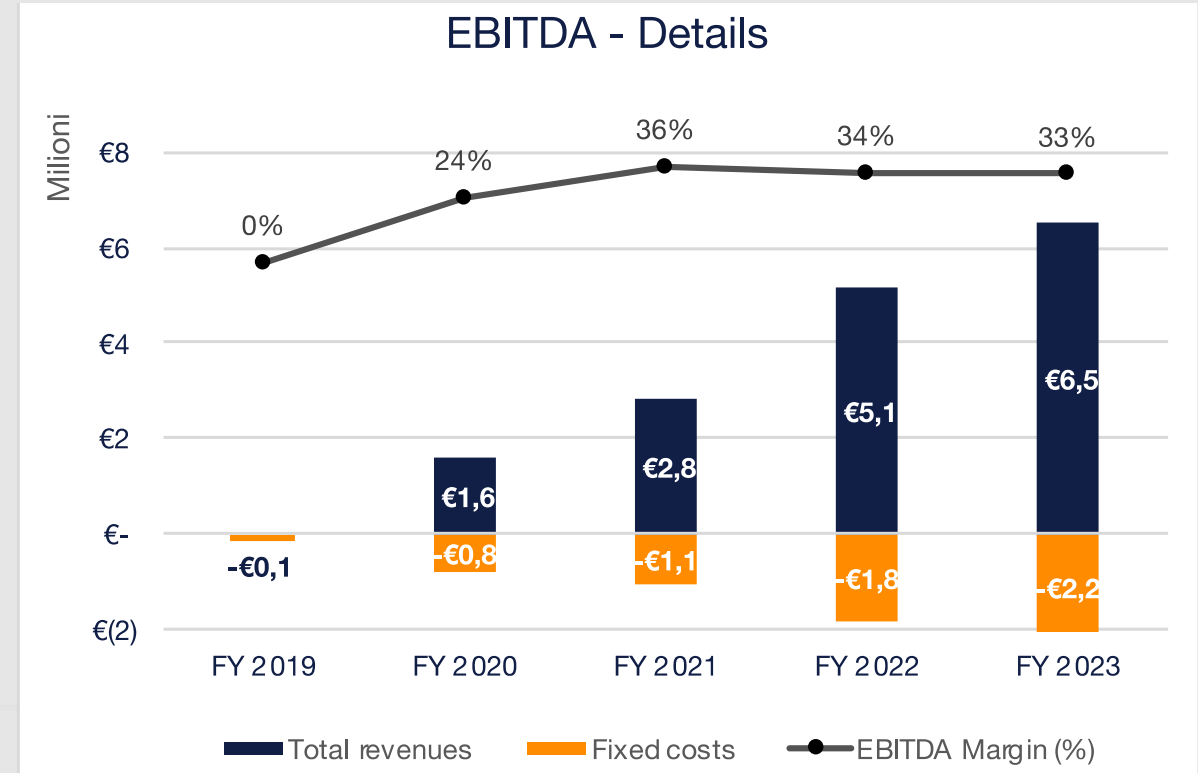
Below Elbow
50.0%



5 YEARS FINANCIALS

Profit & Loss (€/000)					
Period	2018	2019	2020	2021	2022
Adam's Hand sold units	-	-	100	175	306
Total revenues	-	-	1.620	2.835	5.133
Production costs (material)	-	-	(393)	(663)	(1.342)
Production HR costs	-	-	(59)	(89)	(209)
Gross Margin	-	-	1.168	2.082	3.582
<i>Gross margin (%)</i>	<i>n.a.</i>	<i>n.a.</i>	<i>72%</i>	<i>73%</i>	<i>70%</i>
Fixed costs	(49)	(121)	(771)	(1.055)	(1.848)
EBITDA	(49)	(121)	397	1.027	1.735
<i>EBITDA Margin (%)</i>	<i>n.a.</i>	<i>n.a.</i>	<i>24%</i>	<i>36%</i>	<i>34%</i>

Cash Flow (€/000)					
Period	2018	2019	2020	2021	2022
Operating Cash Flow	(49)	(115)	315	946	1.591
CAPEX	-	(251)	-	(5)	(1)
Vat&Taxes	(11)	(68)	92	(166)	(553)
Cash-flow for the SH	(60)	(434)	407	775	1.037



Cumulated Cash-Flow: 1.7M€ in 2022

Average Gross Margin: 71,7%

BEP reached at year 3 (2020)



REVENUE MODEL



B2B
Device: ~20k€



**ORTHOPEDIC AND
PROSTHETIC CENTERS**



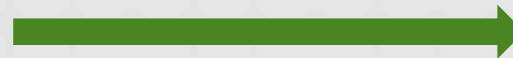
REVENUE MODEL



B2B
Device: ~20k€



**ORTHOPEDIC AND
PROSTHETIC CENTERS**



B2C
Device + socket:
40-60% margin
- 5k€ by SSN

Final Price:
~24k€



**UPPER-LIMB
AMPUTEES**



WHAT WE ACHIEVED



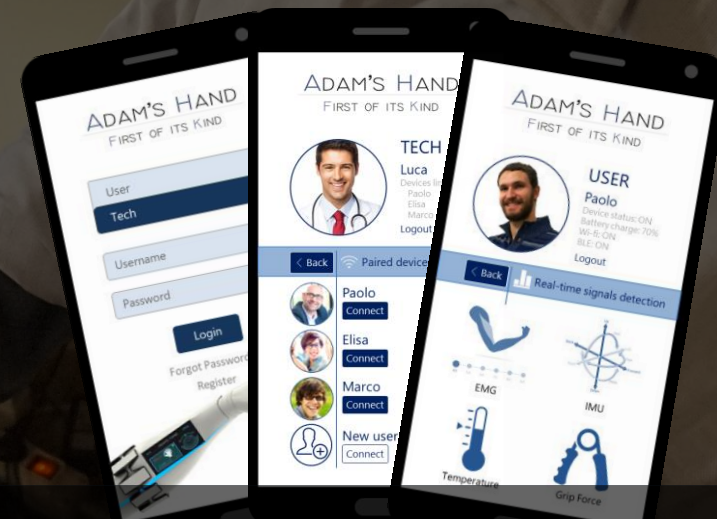
ALPHA-PROTOTYPE TESTED



CALIBRATION WEBAPP v0.1 READY!



BETA-PROTOTYPE ALMOST READY!



ADAM'S HAND APP v0.1 UNDER DEV!



ROADMAP

DEC 18

Intern. Patent
Prelim. Examination



70k €

APR 19

Users
beta-tests



90k €

AUG 19

CE Certification
Acquired



120k €

DEC 19

Adam's Hand
is ready!



120k €

MAR 20

25 Devices
Sold



50k €



ROADMAP

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Intern. Patent
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CE Certification
Acquired



120k €

DEC 19

Adam's Hand
is ready!



120k €

MAR 20

25 Devices
Sold



50k €

CAPITAL NEEDED: 450k €

ALREADY INVESTED: 60k €



TEAM

MANAGEMENT



Giovanni Zappatore
CEO - Mechanical Eng.

+4Y exp. in Robotic Hands



Matteo Aventaggiato
CTO - Biomedical Eng.

+10Y exp. in Bio-signals



Federico Gaetani
CIO - Information Eng.

+3Y exp. in PCB Design



Dario Pianese
CFO - Finance Expert

+7Y exp. in Finance&Control

TEAM MEMBERS



Duilio Madaro
3D Graphic Designer

+4Y exp. in Graphic Design



Gianluca D'Amico
Computer Scientist

+5Y exp. in Software Devel.



D. Quaranta, A. Longo, D. Tinella
Mechanical Engineers

+3 other graduating Engineering students (Internships)



PARTNERS



Prosthetic components, cosmetic gloves
~20 upper-limb amputees patients each
3 LOI – Interest in acquiring 9 Adam's Hand devices



WHY INVESTING IN US



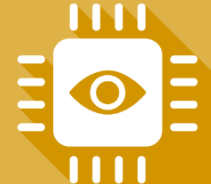
SKILLED AND
COMMITTED
TEAM



PATENT-
PENDING
TECHNOLOGY



USER-
CENTERED
DESIGN



BIONICS: AN
EMERGING
TREND





www.adamshand.it



ADAM'S HAND

FIRST OF ITS KIND

Help us Turning disabilities into New Possibilities!

Giovanni Zappatore

Founder & CEO of **BIONIT LABS**

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+39 340 971 9293



Iniziativa finanziata con risorse del FSE - PO Puglia 2014/2020 Azione 8.4 e del Fondo per lo Sviluppo e la Coesione