



8th Edition

CAHOTech 2023

6th Oct - IIT Delhi - PitchFest 2023

The logo for Artelus, featuring a large blue letter 'A' with a stylized eye integrated into its center. The eye has a blue iris and green eyelids.

ARTELUS

with you, in preventing retinal blindness

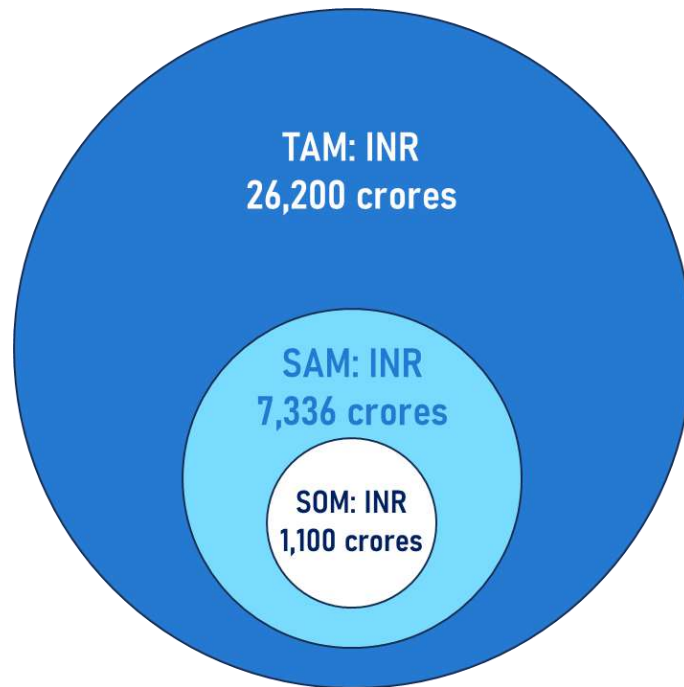
Problem

90% of blindness is preventable or curable

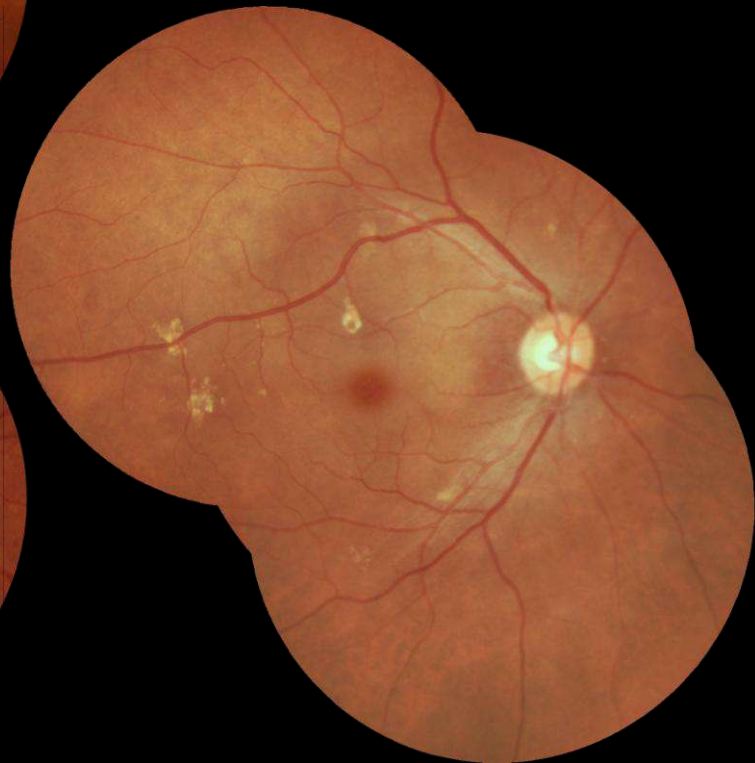
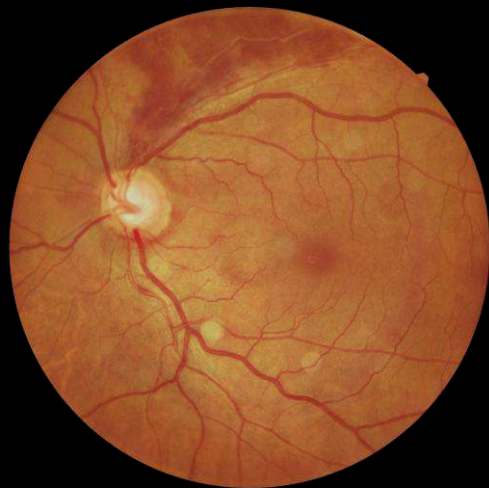
Retinal abnormalities are asymptomatic, leading to late/no identification until its too late/expensive to save vision loss

Low Doctor : Patient ratio,
far lower OCT : Patient ratio
32,68,00,000 Suspects : 3,40,00,000 Patients :
1,35,000 Doctors : <2,000 Devices

Long lead time for breaking even is the single largest reason for low penetration of the OCT



Artelus NFC Fundus



DRISTi report

1

Identifies 20 retinal abnormalities viz.,

ERM, Myopic Degeneration, Drusen, Hypertensive DR, Peripapillary Atrophy, Tortuous vessels, Macular Dystrophy, Chorioretinitis, Papilledema, Nevus, FTMH, CRVO, BRVO, Myelination, Glaucoma, Cataract, ME, ARMD, RP and CSR

2

Classifies DR into grades (ICDR):

No DR

DR1 | DR2 | DR3 | DR4

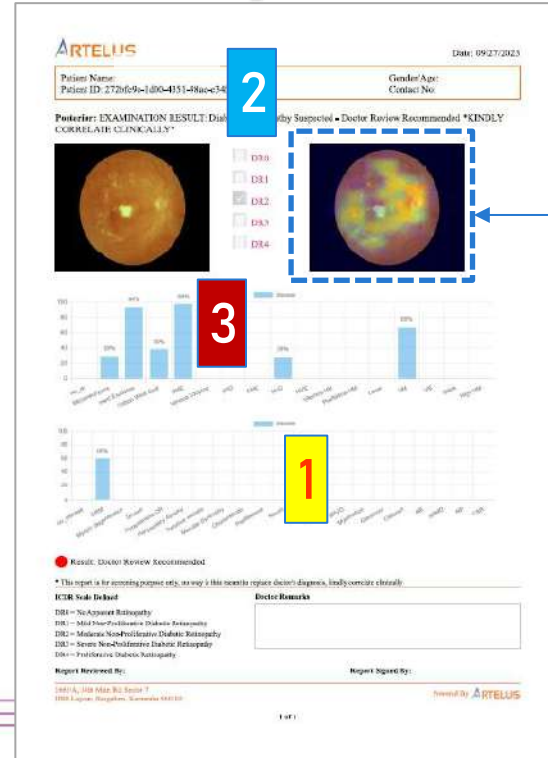
3

Shows 16 abnormalities identified to classify the retinal image into a particular grade of DR viz.,

Microaneurisms, hard exudates, cotton wool spot, DME, venous looping, FPD, FPE, NVD, NVE, vitreous HM, preretinal HM, laser, HM, VB, IRMA and high HM.

4

Explainable A.I.



Products

Harnessing power of Artificial Intelligence, Robotics, 3D printing and Digital technologies to solve real world problems in **identifying patients with retinal abnormalities**

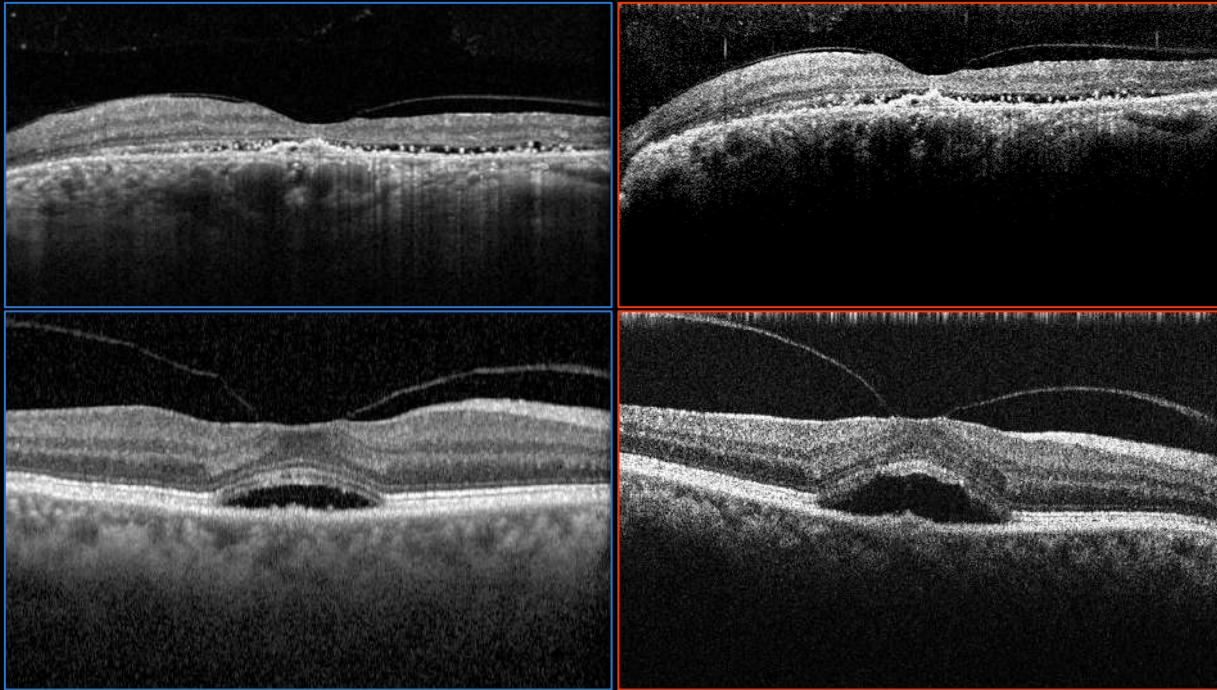
World's **most economical** and portable OCT



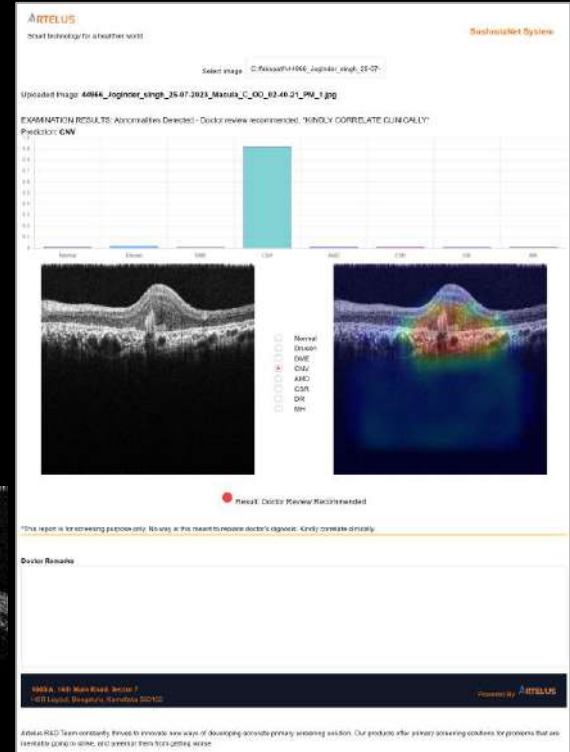
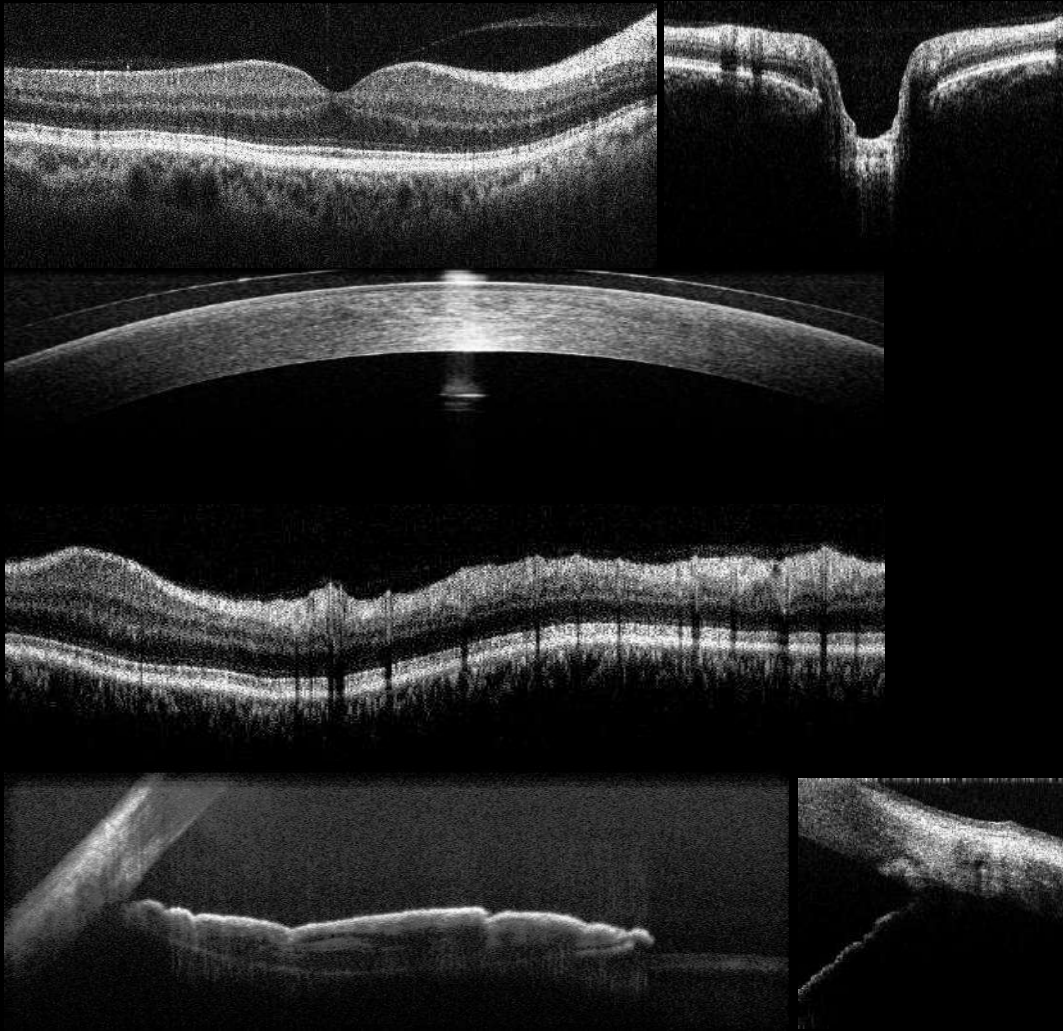
World's most accurate and comprehensive AI generated OCT report



Artelus LCHIP OCT



Artelus LCHIP OCT



Stage

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ARTELUS
with you, in preventing retinal blindness

Commercialized products



NOVARTIS



Sightsavers

Generating revenues



هيئة الصحة بدبي
DUBAI HEALTH AUTHORITY



HEAL AT HOME

Repeat purchases



INTERNAL MEDICINE & CARDIO - DIABETES CARE

Referrals



Business models

Direct sales

(Private & Public Hospitals and NGOs)

Screening as a Solution (SaaS)

(Hospitals, Pharmaceutical companies)

Leasing

(Hospitals, Pharmaceutical companies)

AB PM-JAY reimbursement

(Revenue sharing)

INR 2.37 Crores

Revenues generated in the
first six months of FY 2023-24

INR 12.38 Crores

Orders & commitments in hand

USPs and Future

DRISTi A.I.
USPs

High Accuracy (Sensitivity & Specificity) | Multi-pathology | Offline functioning

LCHP OCT
USPs

World's most economical (Price, maintenance charges as well as cost of parts) | Image quality as good as gold standard | Made-in-India | World's most portable | DRISTi A.I.

DRISTi OCT
way forward

Ability to identify seven retinal conditions with a high sensitivity, as compared to the current four

LCHP OCT
way forward

1. ArMAC
World's first remotely operable OCT;
DoT 5G Hackathon, DCIS 2023 grant

2. World's most economical
intraoperative OCT (iOCT)
K-Tech ELEVATE 2023 grant

3. Supine OCT

Team



Pradeep Walia
Founder, Director

MBA, Carnegie Mellon University; Ex-E&Y with over 20 years in the IT field as an entrepreneur



Girish Somvanshi
Co-founder, Director

20 years in Pharmaceuticals, Nutraceuticals and IT PGDBM; Marketing Cipla, Abbott, Alkem, Torrent, Head Vitabiotics (Indonesia)



Dr. Ramesh s Ve
Head, Medical

Ex-Professor at Manipal University (MaHE)
An authority in Retinal abnormalities with 72 publications



Sagarnil Das
CTO

Intel Edge AI Scholarship Winner,
NASA, New York State Department of Health (OBAMACARE), Computer Science Corporation (F500), Udacity (F500), etc



Abhik Maity
Head, Deep Learning

IIT-PhD
Eight years experience with Infrd and PRM Fincon
Seven published papers with 80+ citations

Recognition

Recognitions for Artelus

- ☆ **ISO 13485:2016**
- ☆ **18 patents**
- ☆ Presented our solutions to delegates of 29 Nations, at the **G20-DIA conference**
- ☆ Ranked **13th** in **India's MSME25 Innovation Index**
- ☆ One of **six Top AI start-ups out of 1,038 firms**

LCHP OCT Awards

- ☆ Winner of Karnataka Govt's **ELEVATE grant, 2023**
- ☆ Winner of Central Govt's **DCIS grant, 2023**
- ☆ Winner of Central Govt's **DoT 5G Hackathon, 2023**
- ☆ Winner of **LVPEI Start-up challenge, 2023**
- ☆ Being evaluated by **Indian Armed Forces**
- ☆ Used for **Home OCT screening project**

DRISTi A.I. evaluation

- ☆ Deployed after competitive evaluation by **Dubai Health Authority (DHA)** and for an **ICMR (India)** project
- ☆ Being evaluated by the **Uganda MoH**, the **UK NHS** and the **Oman MoH**

DRISTi A.I. Research presented at

- ☆ Advanced Technologies & Treatments for Diabetes
ATTD 2023 | ATTD 2022
- ☆ American Academy of Ophthalmology
AAO 2018 | AAO 2017 | AAO 2016
- ☆ Emirates Diabetes and Endocrine Congress
EDEC 2018
- ☆ Asia Pacific Academy of Ophthalmology
APAO 2017

DRISTi A.I. awards

- ☆ **UNSW Founders: Health 10**, Australia
- ☆ **PMJAY Start-Up Grand Challenge**
- ☆ **Qualcomm grant**
- ☆ **NASSCOM (NATC) Award**
- ☆ **Healthcare Product Summit (HCPS)**
- ☆ **Qualcomm Design in India challenge**
- ☆ **Digital Innovation challenge**
- ☆ **Technology Innovation Pioneers**, Abu Dhabi
- ☆ **Pitch@Palace**, UK
- ☆ **The Start Tel Aviv (TLV)**

Media

- ☆ More than **60 media publications** featuring Artelus

Forbes
Telegraph UK
Economic Times
CNA Singapore
The Times of India
The National
Arab Health
Analytics India Mag, etc.





Girish Somvanshi
9820 89 4321
gsomvanshi@artelus.com