



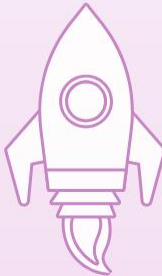
8th Edition

**CAHOTECH**   
2023

## PITCHFEST FOR HEALTHCARE START-UPS

6TH OCT 2023 @ IIT DELHI

**ARTIFICIAL LEARNING SYSTEMS INDIA PVT LTD (ARTELUS)**





# ARTELUS

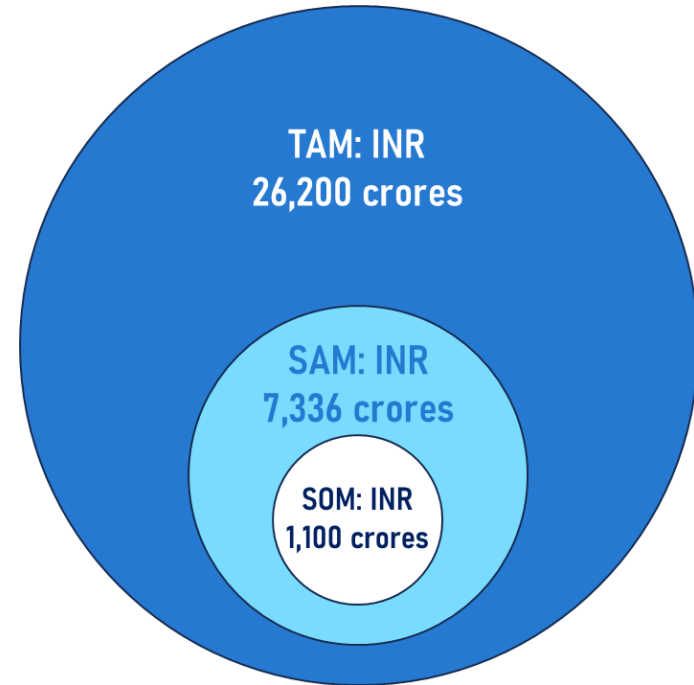
with you, in preventing retinal blindness

# Problem

Retinal abnormalities are **asymptomatic**, leading to late/no identification until its too late/expensive to save vision loss, whereas 90% of blindness is preventable

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



# 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	Topcon	Huvitz	Optovue	Heidelberg	Zeiss
DRISTI A.I.	AI report	*****	-	-	-	-	-
	Accurate AI	*****	-	-	-	-	-
	Offline AI	*****	-	-	-	-	-
	Indian real world data	*****	-	-	-	-	-
	Available in India	*****	-	-	-	-	-
	Multipath AI	*****	-	-	-	-	-
	Camera specific	*****	-	-	-	-	-
	CE approval	*****	-	-	-	-	-
OCT	Image quality	*****	*****	*****	*****	*****	*****
	Cost	*****	**	***	**	*	**
	Portability	*****	*	*	*	*	*
	Post-processing	***	*****	*****	*****	*****	*****
	Made-in-India	*****	*	*	*	*	*
Future capabilities	ArMAC: 5 Hackathon winner	*****	-	-	-	-	-
	iOCT	*****	-	-	-	-	-
	Supine OCT	*****	-	-	-	-	-

# Stage

Commercialized products



NOVARTIS



Sightsavers

Generating revenues



Repeat purchases

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 2.2 Crores**

Revenues generated in the  
first five 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. World's first Supine OCT

Ask

\$ 5 Mn at \$ 40 Mn  
pre-money valuation

# 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 **13<sup>th</sup>** 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.

# Media

## Artelus wins LVPEI Startup Challenge 2023

[Times of India](#): Artelus wins LVPEI Award  
[The Hindu](#): Artelus wins LVPEI Award  
[Telangana Today](#): Artelus wins LVPEI Award  
[Business News Week](#): Artelus wins LVPEI Award 2023  
[NT News](#): Artelus wins LVPEI Award 2023  
[Bharat Times](#): Artelus wins LVPEI Award 2023  
[PNI News](#): Artelus wins LVPEI Award 2023  
[Janta Se Rishta](#): Artelus wins LVPEI Award 2023

## Ranked amongst Top AI firms

[Startup-Insights](#): 6 Top Artificial Intelligence Startups out of 1038  
[Forbes India](#): What did the AI say  
[Analytics India Mag](#): 11 Indian Startups revolutionising the Healthcare sector with AI  
[Analytics India Mag](#): 6 Indian Startups using Artificial Intelligence for Diabetes care  
[Dr Hempel Network](#): 10 Innovative AI companies in India targeting Digital Health market

## Artelus: What we do

[Your Story](#): AI Healthtech Blindness Prevention Diabetes Artelus  
[Asia Tech Daily](#): Artelus Healthcare Startup to revolutionize Diabetic related Retina diagnostics  
[Borgen Project](#): Artificial Intelligence preventing blindness in India  
[Global Linker](#): Using AI to tackle Diabetes and bring preventive screening to the forgotten billion  
[Cool Blind Tech](#): Artelus is using AI to help people from going blind

## Dubai Health Association announces partnership with Artelus after 96% accuracy

[Arabhealthonline](#): Dubai to deploy cutting edge AI devices in healthcare  
[Emirates247](#): AI succeeds in diagnosing eye disease by 96% DHA 2018  
[Zawya](#): Artificial Intelligence succeeds in diagnosing Eye Disease accurately by 96 % at DHAs  
[Dubai Diabetes Center](#)  
[Tradearabia](#): Dubai Health Association announces partnership with Artelus after 96% accuracy  
[thenational.ae](#): Artificial Intelligence helping diabetic patients keep their sight

## Artelus wins Qualcomm Design in India Challenge

[Business Telegraph.co.uk](#): Medtech firm wins Qualcomm challenge for Startups  
[Economic Times](#): Medtech firm wins Qualcomm challenge for Startups  
[m2mcafe](#): Who wins the Qualcomm Design in India challenge 2018 and why  
[Siliconindia](#): Medtech firm wins Qualcomm challenge for startups  
[Electronicsb2b](#): Artelus India wins Qualcomm Design in India challenge 2018  
[Digit.in](#): Qualcomm announces the winners of Qualcomm Design in India challenge 2018  
[The News Minute](#): Bengaluru based Artelus India wins Qualcomm Design India challenge 2018  
[Medium.com](#): Qualcomm Design in India challenge 2018 winners announced  
[Sify.com](#): Medtech firm wins Qualcomm challenge for start-ups  
[iot.electronicsforu.com](#): Bengaluru based Medtech firm wins Qualcomm design in India challenge 2018  
[Derbi Foundation](#): Bengaluru based AI startup Artificial Learning Systems India wins Qualcomm Design in India challenge 2018  
[Digital Terminal](#): Qualcomm announces the winners of Qualcomm Design in India challenge 2018  
[newsd.in](#): Medtech firm wins Qualcomm challenge for start-ups  
[Inventiva](#): Impactful products that Indian IoT startups are building as part of the 3rd edition of the Qualcomm Design in India challenge  
[Dajji world](#): Artelus wins Qualcomm Design in India Challenge 2018  
[Webindia123](#): Artelus wins Qualcomm Design in India Challenge 2018

## Artelus wins Runners up position at Pitch@Palace

[Artelus wins Runners up position at Pitch@Palace](#)  
[Thenational.ae](#): Sight saving software among the winners of Pitch at Palace  
[wam.ae](#): Artelus among winners at Pitch@Palace  
[menafn.com](#): UAE Abdullah bin Zayed attends final event of Pitch@Palace  
[Urdu Point](#): Abdullah bin Zayed attends final event of Pitch Palace  
[pitchatpalace.com](#): The results

## Artelus is a finalist at Israel's Start Tel Aviv (Start TLV) award

[MRTechnollect](#): Israel's Start Tel Aviv 2017