



Disrupting the field of

**Minimally Invasive Surgical Equipment**  
**&**  
**Urology Fluid Management,**

Refining hardware and using AI inspired digital and connected technologies, and semiconductor coupled implants addressing unmet healthcare needs worldwide.

**A US-FDA & CDSCO (India) cleared product range**



# Key Snapshot

USP

2015

Founded

## Mission

Novel yet affordable medical devices for global market

## Domain

Endo - Vision  
Urology Fluid  
Management

## Endo-Vision

- Full suite global player.
- 2X customer performance.
- Ranked top 4 in India .
- Top 3 are US, Germany and Japanese MNC.

## Urology

- Solves Unmet need.
- Generate price premium.
- Globally patented.

## Patents

16 Applied  
4 granted

## SKU

14+

147+

Professionals  
RnD Office  
India | Germany | USA

## US FDA Cleared

Expanding to other Asian,  
African and MENA.

## Revenue Generating

Ready Products

TAM worth 74,800 Crore

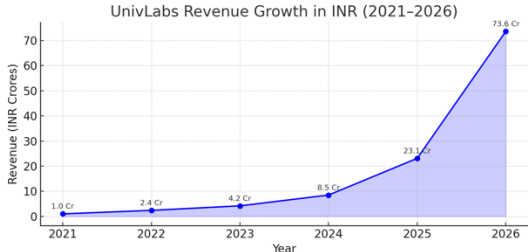
₹332,000

Total Addressable  
Market

Projected revenue by 2030

₹ 2000cr +

Last 5 Year Revenue Growth





### Sunil Singh, **Founder (CEO)**

- **Education:** Bachelors in Electronics & Telecommunication
- **Domain:** Leads the Surgical Endo-Vision Vertical
- **Experience:** 20+ years of experience in Electronic Medical Devices – Design & Development.



### Dr. Anil Mandhani, **Co Founder**

- **Education:** MBBS, M.S., M.Ch. DNB (Urology)
- **Domain:** Leads the Urology Division
- **Experience:** 30+ years of experience in complex Oncological and Reconstructive surgeries



### Amitbir Singh Banga, **Director**

- **Education:** Master's in Finance - University of Arizona
- **Domain:** Finance
- **Experience:** 14+ years of experience in Finance





**Rupinder Singh, Chief Operating Officer**

- **Education:** Gold medalist in Biotechnology
- **Experience:** 25+ years of experience in Business Strategy & Bio-technology.



**Dr. Walter Vogel, Endoscope Optical Design**

- **Experience:** 16+ Years of Overall Experience and 13+ years at Karl-Storz.



**Gurpreet Singh Kohli, Head – Engineering**

- **Experience:** 18+ years of experience having worked with global counterparts spread across the US, EU, and APAC



**Dr. (Prof) Romma Sinha, Investor & Gyne Leading Gyne Robotic Surgeon**  
MBBS, MD, DNB, FICOG, MNAMS



**Suresh Alla , Co-founder & CTO**

- **Education:** PhD (Biomedical Electronics) & MS in optics from the USA
- **Experience:** 16+ years of experience.



**Sridhar Anjanappa, SASS & AI Platform**

- **Education:** Diploma in Computer Science
- **Experience:** 20+ years of experience in Medical Products and Therapies including R&D division.



**Sanjoy Roy, Directory Sales**

- **Education:** BSC and MBA
- **Experience:** Ex Country Manager Medtronic
- 20+ years of sales in Medtronic, JNJ , Roche, B Braun



**Ajit Manocha, Mentor**

- **Positions:** CEO & President at SEMI.
- UnivLabs window for high-level connections in the world of technology.



1

Our Vision and Mission

2

The Need!

3

Our Value Proposition

4

Addressable Market Opportunity

5

Competitive Analysis

6

Our Journey thus far and Roadmap

7

Financials



## 1. Our Vision and Mission



### Vision

To **Develop Innovative yet Affordable Medical Devices** that Empower Caregivers to deliver Exceptional Care to Patients.

*We are committed to Ensuring Global Accessibility to Advanced Healthcare Technologies, thereby contributing to a healthier and more equitable society.*



### Mission

To emerge as a global leader in Surgical Endo-Vision equipment and Urology fluid management devices.  
Emerge as India's No 1 company in above category



## 2. THE NEED - The world urgently needs affordable MedTech and locally driven innovation.

Problem  
Statement

### Affordability Crisis

- India & the Global South **import >85% of their medical devices.**

### Design & Make in India

- ✓ **35–45% cost savings** through value engineering.
- ✓ **Leverage India's skilled manufacturing & talent.**

### Unmet Healthcare Needs

- New global health challenges **lack effective solutions.**

### Innovate for the Unmet Need

- ✓ **Utilize Indian knowledge base to Develop Novel Products** to cater to unmet needs, solving global health issues.



## 3 Products Categories: OT Capital Equipment. + Surgical Assistance SAAS Solution + Urology

### 1 Surgical Endo-Vision Suite



### 2 Advance Surgical Assistance System

**UNIVLABS** TRANSFORMING SURGERY WITH AI & VISION



**CSM IN ACTION**




- REMOTE SUPPORT
- AI-POWERED
- REAL-TIME MONITORING
- GLOBAL ACCESS

Expert guidance, anywhere, anytime –  
Powered by UnivLabs CSM

### 3 Novel Urology Solutions



**am-SafeX indwelling catheter**



**SupraSense™**



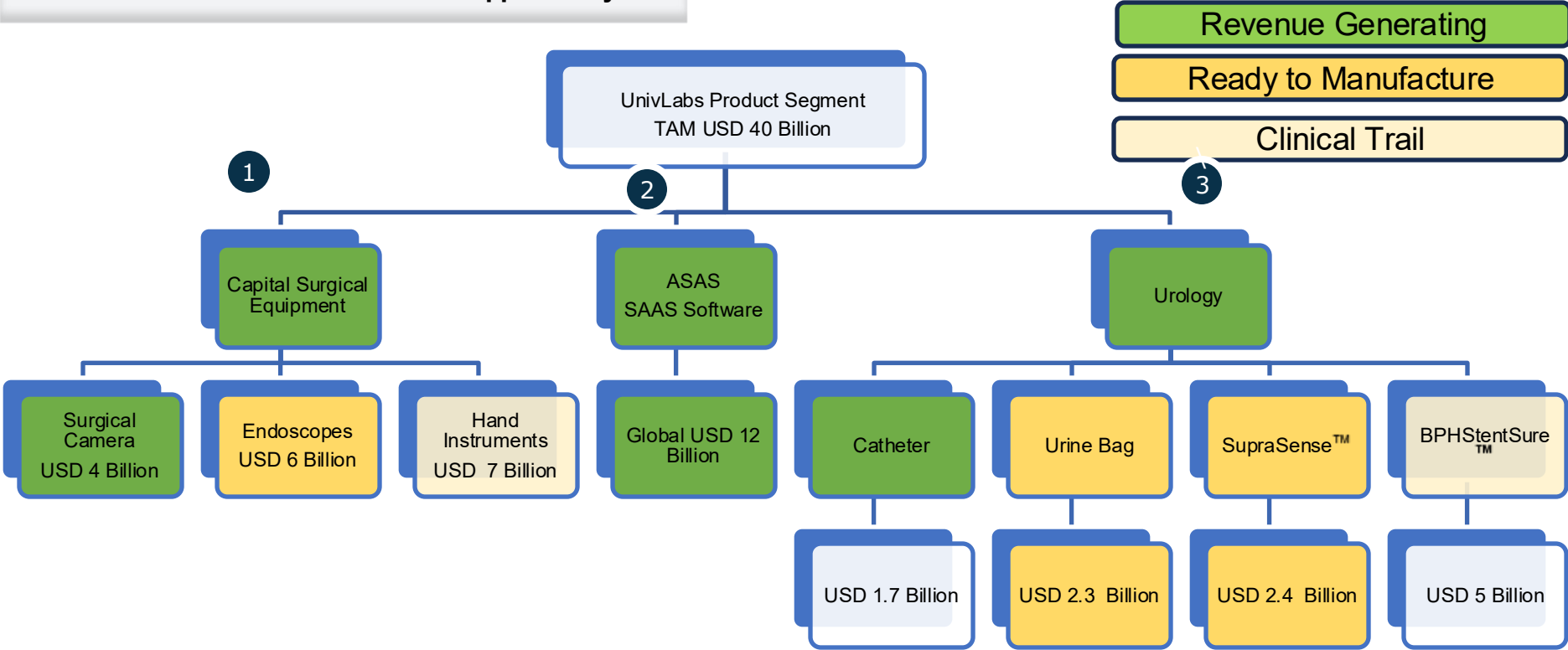
**BPHStentSure™**



**amSmartUroWear™**



# Product Portfolio: Status & Market Opportunity





### 3. Surgical Endo-Vision Value Proposition: Comprehensive range of premium, high-end surgical equipment

1

The **Endo-Vision Suite** is required in every operating room to perform surgeries.  
*Its combination of several products and all are designed & manufactured at UnivLabs.*



2

The **ASAS Module** stands for Advanced Surgical Assistance System—a cutting-edge platform designed to transform how surgeries are performed, taught, coordinated and documented.

#### CLOUD-BASED PLATFORM FOR LIVE SURGERY



*Expert guidance anytime,  
anywhere with UniLabs CRM*



#### Live Collaboration and Mentoring:

- ✓ Providing a **two-way live surgical annotation & guidance**
- ✓ **Communicate during surgeries**



#### Cloud/Server-Based Storage:

- ✓ Offers secure cloud or **server-based storage**
- ✓ Adheres to data privacy laws and regulations



#### Learning Platform for Aspiring Surgeons:

- ✓ Serving as a dedicated **learning platform** for aspiring surgeons.



#### Data for AI Advancements:

- ✓ Contributes to the **development of Surgery monitoring and warning AI algorithms**, improving diagnostic and surgical capabilities



Fortis, Bangalore

*"Product is excellent, working fine."*

Institute of Nephrology,  
India

*"Excellent product, response time, information sharing, product documentation, and behavior of Employees"*

Dr Aaml Das, Pondicherry

*"I am interested in your products and pricing. I am already using your light source. I wish to buy a medical HD camera and a light source UL-9000."*



AIIMS

*"Product secured five-star ratings in evaluation at Six AIIMS Raipur, Bhubaneswar, Rishikesh, Nagpur, Bilaspur (HP), and more on the recommendation of DGHS"*

RRH Defence & Command  
Hospitals

*"Product evaluated & recommended for purchase at Research & Referral Hospital Defense, New Delhi & Command hospital at Lucknow"*

Endoscopic Solutions,  
South Africa

*"The pump has been tested and is working great, thank you very much. Please remind me. I hope to place another order for you soon."*

Dr. Rana Patir (Fortis, Gurgaon)



Col. Dr. Manoj Gowami (Base hospital)



Dr. K. Subrahmanyam (Apollo Hyderabad)



Dr. Manu Shankar (Fortis, Faridabad)



Dr. Kriplani (Fortis, Gurgaon)



Dr. Adrash Chaudhary (Medanta, Gurgaon)



Dr. Siddhartha (Railway hospital, Jhansi)



Dr. Arun Kumar (ESIC)



Col. Dr. SK Dey (R&R Hospital)



### 3. Value Proposition Urology – We're also transforming UROLOGY care through breakthrough devices.

3A

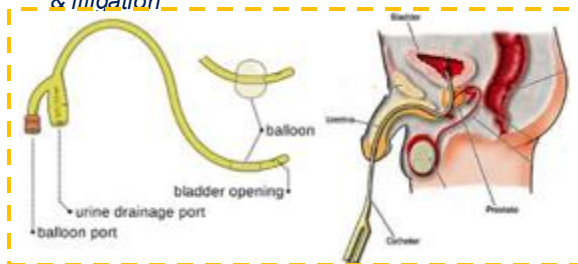
**am-SafeX indwelling catheter** revolutionizes Foley catheter design to prevent iatrogenic urethral injuries. With innovative markers for safe bulb inflation, Am-SafeX enhances patient safety and minimizes complications, setting a new standard in catheterization.



#### *The Hidden Risk in Routine Foley Catheterization*

##### **The Problems:**

- **No confirmation of balloon placement in the bladder**
- **Causes Iatrogenic Urethral Injury (6.7–13.4 per 1,000 cases)**
- **Costs healthcare systems over \$552M globally in complications, extended stays & litigation**



Regular Usage



#### **UnivLabs' Solution: amSafeX Urology Catheter**

##### **Smart Innovation:**

- ✓ Prevents urethral injury with built-in safety confirmation
- ✓ Reduces caregiver stress during catheterization
- ✓ Saves hospitals & insurers by preventing complications

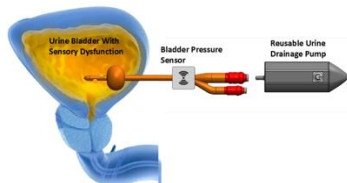
##### **Outcome:**

- ✓ Improved **patient safety**
- ✓ **Cost reduction** for healthcare providers
- ✓ **Medico-legal risk mitigation**



### 3. Our Value Proposition – Our R&D pipeline is packed with bold, clinically relevant innovations.

## 3B Redefining Urological Care—From Trials to Tomorrow- UnivLabs is advancing multiple high-impact urology solutions, each solving critical unmet needs in patient comfort, procedure simplicity, and healthcare efficiency.



**Stage:** Clinical trials

**Pain Point:** People with bladder nerve damage

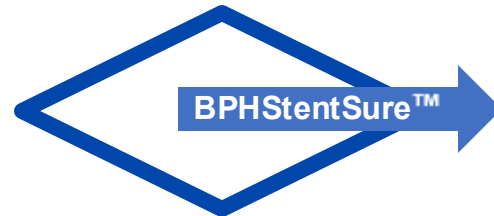
**Solution :** An intelligent catheter with smart pressure sensor to alert user, who can connect a motorized pump to empty the bladder safely and hygienically.



**Stage:** Clinical Trials

**Pain Point:** Bulky drainage bags & uncontrolled sloshing

**Solution:** A discreet, self-contained **artificial bladder system** offering mobility, dignity, and improved quality of life



**Stage:** Pre-Clinical

**Pain Point:** Need for catheter – infection or metallic stent – encrustation or prostate surgery to relieve urinary retention

**Solution:** Minimally invasive, **biodegradable stent** that naturally resolves urinary blockage—no surgery, no retrieval needed





**Patents** : All our products are covered with IP.

## 20+ Patents globally .

Application Number	Country
202311070677	Indian
202211040498	Indian
201711032520	Indian
201711018763	Indian
201911033292	Indian
201911042735	Indian
201911047153	Indian
202011015909	Indian
202011015911	Indian
202111054963	Indian
202111039659	Indian
202111025924	Indian
202111011199	Indian

PCT/IN2022/051064	United States of America
PCT/IN2022/051034	Brazil
PCT/IN2022/051034	European Patent Office (EPO)
PCT/IN2022/051034	China
PCT/IN2022/051034	Japan
PCT/IN2022/050779	European Patent Office (EPO)
PCT/IN2022/050779	China
PCT/IN2022/050779	Japan
PCT/IN2022/050471	United States of America
PCT/IN2022/051034	United States of America
PCT/IN2022/050779	United States of America

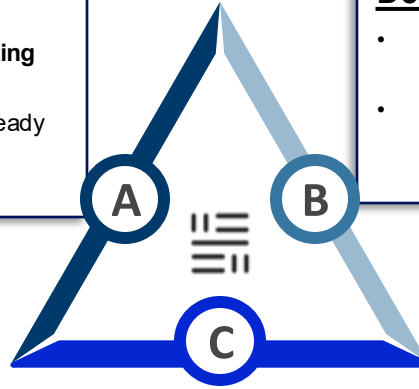
At least 10+ in filling process



## 5. COMPETITIVE MOATS – Our advantage rests on three powerful competitive moats!

### Differentiated Competitive Position:

- Cutting-edge AI-integrated Endovision suite, **competing with global leaders on Innovation and Price.**
- **Serves emerging markets** with cost-effective, OR-ready solutions.








### Deep Tech-Driven Team:

- **50+ R&D professionals** across mechanical, software, optics & more.
- **Drives breakthrough devices** like *Artificial Bladder* and *biodegradable stent*.

### Global Strategic Alliances:

- White-labeled by Panasonic for **Global Distribution.**
- **Strong Academic + Clinical co-innovation ecosystem:** *IIT Roorkee, IISc, SUFI.*

## 5. COMPETITIVE MOATS – We outperform incumbents with smarter design and sharper pricing.

A	Competitors Endo-Vision Suite	Market Share (Est.)	Key Products	Pricing Tier	Geography	Durability & Feedback	Innovation on Edge
		Emerging	<b>Smart Endovision Suite</b> (AI-enabled) & Laparoscopy Systems and Instruments	Affordable	India, Global South	<b>Designed for longevity &amp; low TCO</b>	AI-enhanced imaging, modular design, and Various Surgical <b>Products in Innovation , 40% affordable</b>
		~20-30%	IMAGE 1 S™, TIPCAM®1 S 3D, C-MAC® video laryngoscopes	Premium	Global	At present <b>World No. 1, now losing shine under third-generation leadership</b>	Broad range of complete solution
		~5%	1688 AIM Platform, PneumoClear™	Premium	Global	Rugged, high-tech systems	AI video, Connected OR platforms
		~30%	VISERA ELITE II, EVIS X1, ENDO-AID (AI), POWERSEAL.	Premium	Global	High-quality optics and build, but high maintenance cost	AI-powered imaging (ENDO-AID), 4K/3D systems
		<1%	4K Imaging Suite, <b>4K Laparoscopy Camera</b>	Mid Range	India	Unique in open surgery No challenge in Laparoscopy	Full Stack , Higher Quality, Broad profile

### Competition Urology

BD , Bard , Coloplast , Teleflex , B Braun ( all these American and European companies hold the majority share worldwide)

**We hold global patents for our novel products, giving us a unique niche with no direct competition. In fact, we're in talks to license our technology to two global giants for faster market reach.**

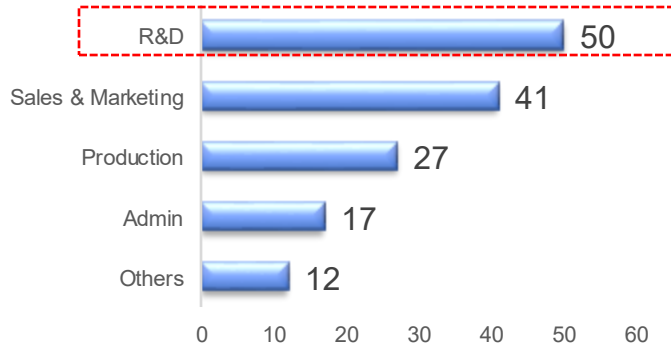
5. COMPETITIVE MOATS – This is made possible by our deep, in-house, multidisciplinary R&D team.

B

## UnivLabs Team – Building India's Endoscopy Powerhouse –

*"The team isn't just building devices—they're building the future of endo-urology and surgical imaging in emerging markets."*

147+ Professionals



Over 50 R&D professionals, spanning:

- Mechanical Design, Software Development, Electronics & Optics, Graphics & UI, Quality, Testing & Services, and International Tech Collaboration.

Flagship Innovation in Pipeline

- Artificial Bladder
- BPH Biodegradable Stent
- URO-CATH and many more.



Research & Development



Factory space of over 20,000 Sq. Ft.

C

### Strategic Alliances Fueling Global Growth – “*Innovation thrives where collaboration begins*”

Scaling beyond borders through powerhouse partnerships and academic collaborations that accelerate innovation and market reach.

#### GLOBAL SALES & MARKETING ALLIANCES



*Panasonic holds 40% global market share in supplying medical camera modules.*

**Panasonic's sister concern will white-label UnivLabs' endoscopes globally**, expanding their medical imaging portfolio.



*Global leader in sutures, implants, and other surgical devices.*

**UnivLabs has signed an MoU** to design, develop, and manufacture EndoVision for Healthium



*Leading Indian manufacturer of disposable medical devices.*

**UnivLabs has signed an MoU**- Romsons will **manufacture and sell amSafex Catheters** in India under license.



*Leading healthcare solutions provider based in Abu Dhabi and Dubai.*

**UnivLabs is partnering with Atlas Medical** to distribute our products across the Middle East and Africa

#### ACADEMIC & INNOVATION ECOSYSTEM



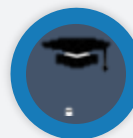
##### Academic Partnerships:

- IIT Roorkee, IISc Bangalore, Eurasante



##### SUFI (Surgeon for Innovation):

- An engagement platform with Surgeons to identify unmet needs at the source.



##### Continuous Medical Education:

- Running training programs with Association of Surgeons

## 5. COMPETITIVE MOATS – This isn't just a promising business—it's a proven Indian success story

### Credentials



**Government recognized startup: DIPP1729**  
**Startup Mahakumbh Winner**



**Funded by**  
• Department of Biotechnology  
• Ministry of Electronics.  
• MSME



**In-house R&D facility and ISO 13485:2016 certified manufacturing facility**



**Market Presence:**  
• India, Africa, MENA Countries, South-East Asia.



### Recognition

The Ministry of Electronics and IT held equity in UnivLabs via STPI, recognizing UnivLabs as a pioneering MedTech company.

- **Paying back the Ministry of Electronics 36x their investment in UnivLabs.**



*Cheque handover to Shri S.Krishnan, IAS, Secretary, MietY*

#### **DGHS – New Delhi**

*DGHS impressed with UnivLabs 4 K Surgical Endo-Vision System.*

*In attendance HODS from AIIMS, SJH, RMLH, LHMC, and others*



## Visits by Industry & Clinical Leaders

### Visit by Senior Surgeon of Armed Forces



### Visitors from Japan



**Mr. Koji Wada,**  
(Managing Director)  
(FUJIFILM India)



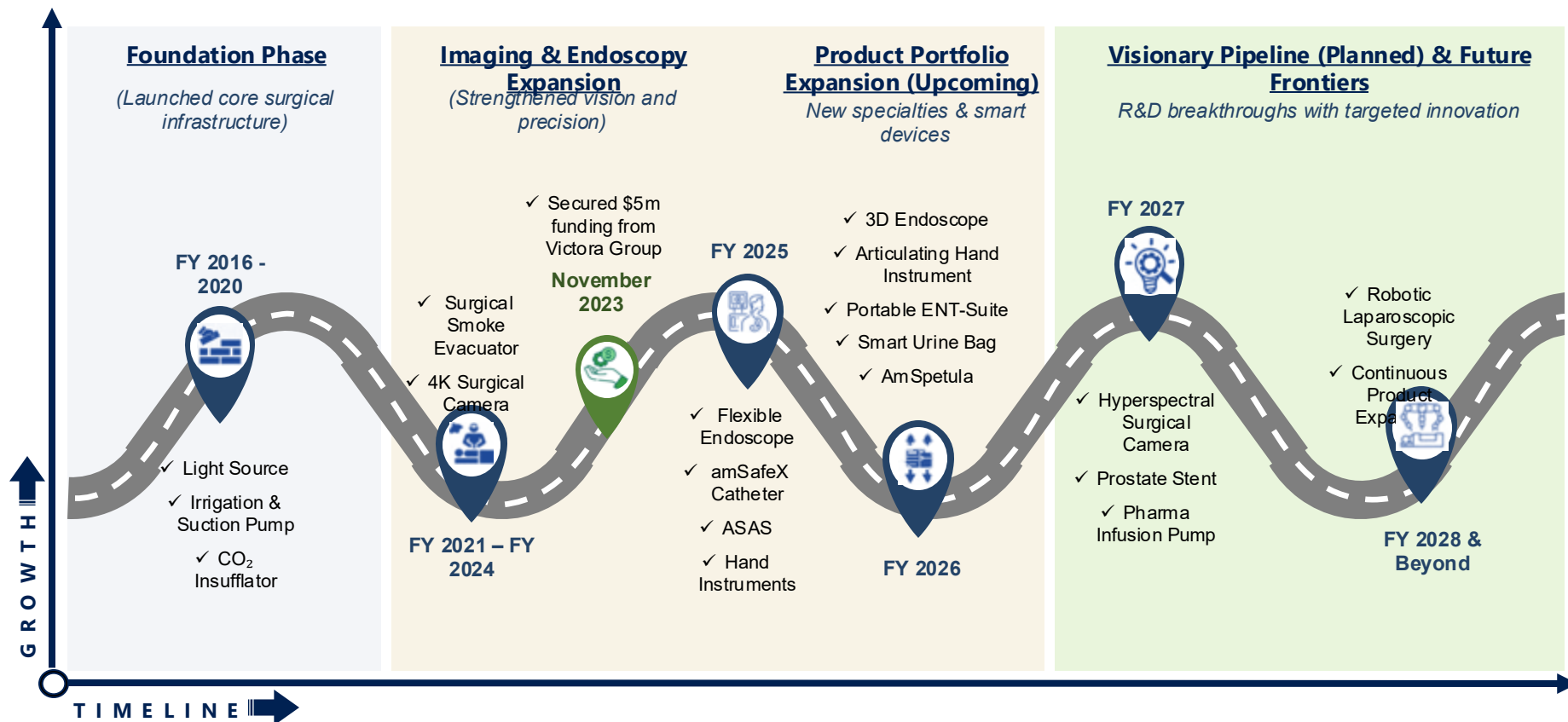
### **Journey assessment by Japanese Visitors**

Quality assessment by the Japanese head of Quality, Service, and Manufacturing of a major medical device leader.





## 6. OUR JOURNEY THUS FAR & ROADMAP – We've executed consistently—and have a roadmap to shape the future.





**Looking to invest in a Winning Team with a Global  
Product, Exponential Growth, and Positive PAT?  
Let's talk!**



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**THANK YOU**

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