Industrial Exoskeletons and Worker Augmentation

The right time is now!

ekso™
BIONICS

Technology for Multiple Markets

| GOVERNMENT | INDUSTRY |
| HEALTH | CONSUMER |

Significant Challenges in the Industrial Workplace

Safety

- $21 B+ In direct workplace to injury costs related to "over exertion" and "repetitive tasks"
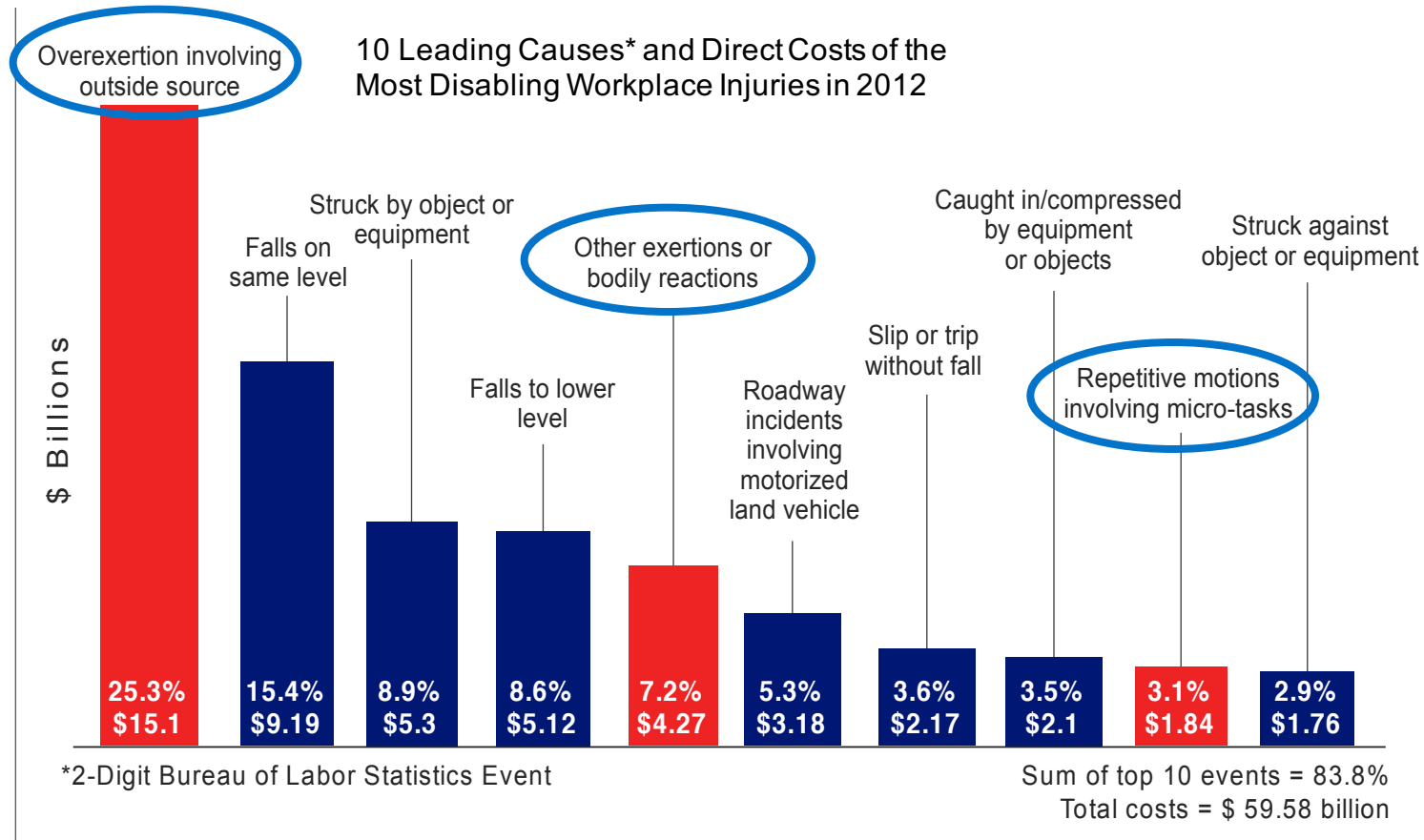
Productivity

- Construction labor value per dollars spent has not increased in the past 20 years

Aging Workforce

- An older skilled trade workforce and lack of young interest to enter construction/industrial workforce is leading to a labor shortage

Safety in the Industrial Workplace
Injuries are Expensive

ekso

10 Leading Causes* and Direct Costs of the Most Disabling Workplace Injuries in 2012

$ Billions

(Overexertion involving outside source)

Falls on same level

Struck by object or equipment

Falls to lower level

(Other exertions or bodily reactions)

Roadway incidents involving motorized land vehicle

Slip or trip without fall

Caught in/compressed by equipment or objects

(Repetitive motions involving micro-tasks)

Struck against object or equipment

| 25.3%
$15.1 | 15.4%
$9.19 | 8.9%
$5.3 | 8.6%
$5.12 | 7.2%
$4.27 | 5.3%
$3.18 | 3.6%
$2.17 | 3.5%
$2.1 | 3.1%
$1.84 | 2.9%
$1.76 |

*2-Digit Bureau of Labor Statistics Event

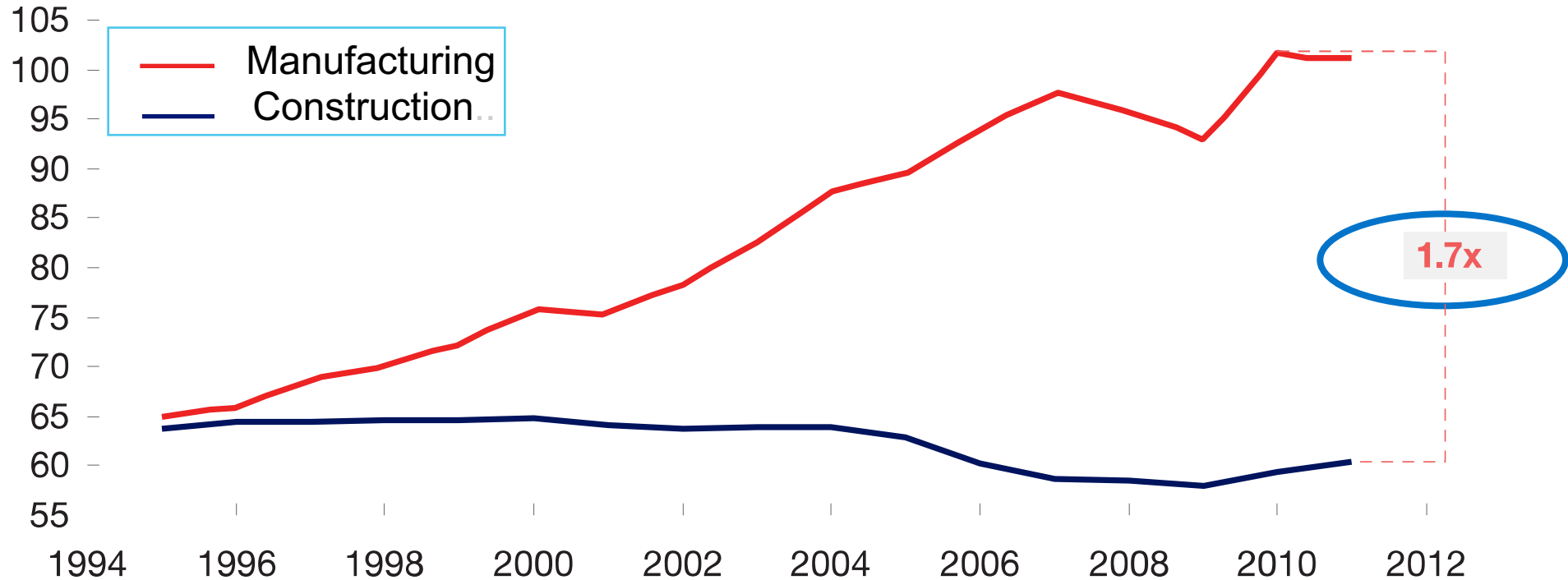Sum of top 10 events = 83.8%
Total costs = $ 59.58 billion

$21.1 billion, or 36%, of direct costs related to workplace injuries can be addressed by the Ekso Industrial products

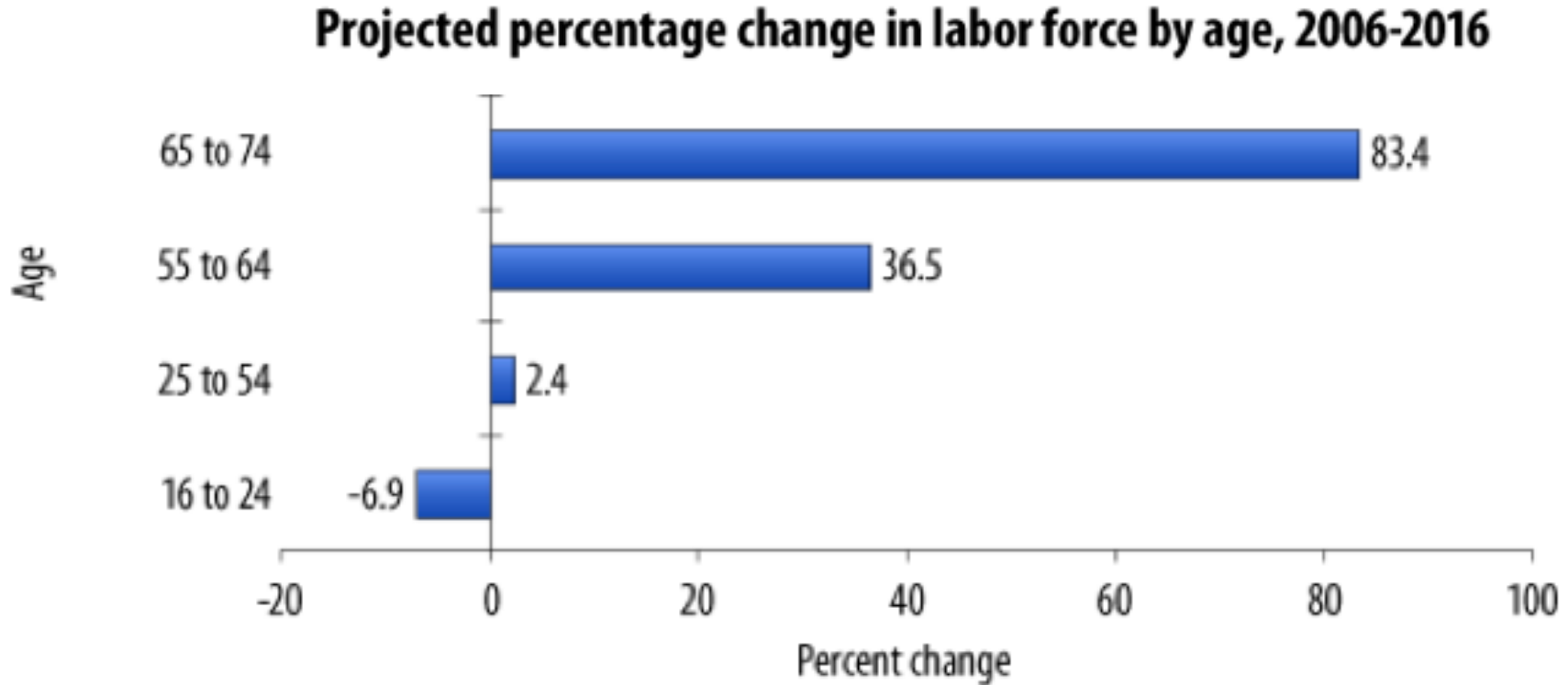# Construction Productivity is flat

Overview of Productivity Improvement Over Time
Productivity (value added per worker), real, $ 2005

Legend:
- Manufacturing
- Construction

1.7x

Productivity in manufacturing has nearly *Doubled*, whereas in construction and industrial productivity has remained flat

Aging Workforce
A Crisis is Brewing

Projected percentage change in labor force by age, 2006-2016

Age	Percent change
65 to 74	83.4
55 to 64	36.5
25 to 54	2.4
16 to 24	-6.9

Source: U.S. Bureau of Labor Statistics

www.bls.gov

Workers are working longer, retiring later, and the number of young workers coming into the force is declining.
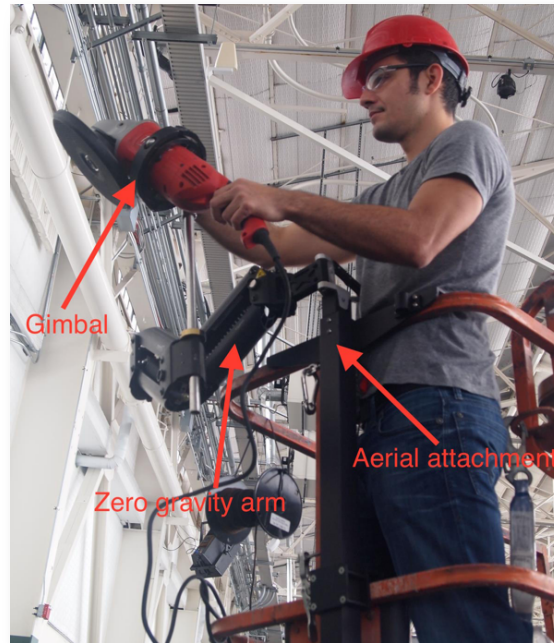
Ekso Mounts
Currently Being Sold Commercially

- Makes heavy handtools weightless

- Works with existing tools and existing work platforms.

- Minimal Training Required (<5 min)

- Increases Safety

- Increases Productivity

- Increases Quality

"Now one man operates safely and precisely. They use half the manpower and currently are producing nearly twice the output in the same time."
-Neil Young
VCC

Gimbal

Zero gravity arm

Aerial attachment

Marketing Videos

Ekso Mount Value Proposition

Cost of Rental vs. Traditional Methods
Industrial Turn Around – Refractory Removal

Traditional method
14 day job - 3024 man hours
Labor cost per hour - $40
Total labor cost for job - *$120,960*

Using the Ekso Mount System
6 day - 1296 man hours
Labor cost per hour - $40
Total labor cost for job - $51,840

Rental cost– 18 Systems @ $300/week -$5400

Total Job Cost   *$120,960*

Total Job Cost   *$57,240*

Ekso Mount System Saved the Customer -
$63,720 and **saved a week of Schedule**

Rent vs. Buy
With Double the Productivity

Ekso Mount List Price =	$11,000
Average Labor Cost =	$30/hr
Average Labor Savings =	$30/hr
$11,000 / $30/hr=	367 hours
367 hours / 8 hours a day =	45 days

The Ekso Mount System pays for itself after
45 days of use.

Change the way Work gets done!

Greater Capability with Less Effort

Higher Quality of Work

Worker Attraction & Retention

DRIVES

Fewer Injuries & Absenteeism

Task Efficiency

Lower Costs (Labor, Ownership & Rental)