Fabiosys Innovations

Surgical supplies that help in preventing infections



An IIT Delhi & US Embassy supported venture.

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Problem:



India: 3 Crore surgeries/year

The chances of infections in *patients* are very high during surgeries.

Surgeons are desperately looking for ways to prevent these infections & improve their success rate.

Hospitals want to deliver faster surgical care to increase operational efficiency & marginal returns.

Source: Financial Express

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Solution:



We make Antimicrobial surgical supplies
that destroy >99.9% germs,
and help prevent infections during surgery.

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Innovation: 4-year R&D with IIT & AIIMS Delhi

Fabium®: A fabric that destroys **> 99.9%** germs within **30 minutes** only.§



Fabium is the **most efficient, most affordable & safest** Antimicrobial fabric in the world.

IP PROTECTED

FDA ISO CE*

- Raised 200k $ via grants.
- Supported by DBT, MHRD, DST, PSA & Pfizer.
- Incubated at IIT Delhi & Nexus American Center.

*in process

§ Ordinary Antimicrobial fabrics are not High-performance Antimicrobial fabrics. They take 24 hours to inhibit microbes & are inefficient to prevent infection.

Supporters:

विज्ञान एवं प्रौद्योगिकी मंत्रालय MINISTRY OF SCIENCE AND TECHNOLOGY

जैवप्रौद्योगिकी विभाग DEPARTMENT OF BIOTECHNOLOGY

शिक्षा मंत्रालय MINISTRY OF EDUCATION

MAX Healthcare

Pfizer

PATH

Office of the Principal Scientific Adviser to the Government of India

birac Ignite Innovate Incubate

Products:

We can make 100+ Hospital supplies from our Fabium fabric.





☑ **Drapes**
❑ Bedsheets



❑ Masks



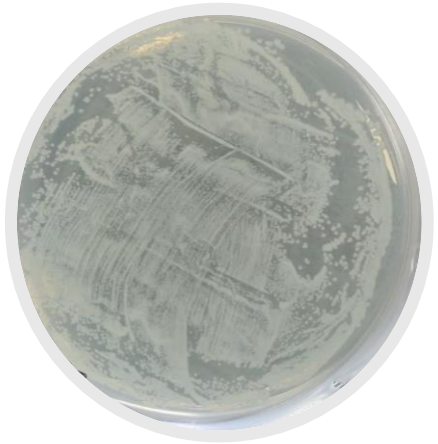
❑ Gowns & Scrubs

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Product Accreditations:

☑ Certified for performance & safety (*in-vitro* & *in-vivo* animal studies).

In-house testing



Regular Hospital Supplies
(full of bacteria)



Fabium Hospital Supplies
(Bacteria-free)

IIT Delhi

AIIMS Delhi

3rd party testing: Govt. labs



SITRA
Service for Excellence

THE SOUTH INDIA TEXTILE RESEARCH ASSOCIATION

3rd party testing: International labs

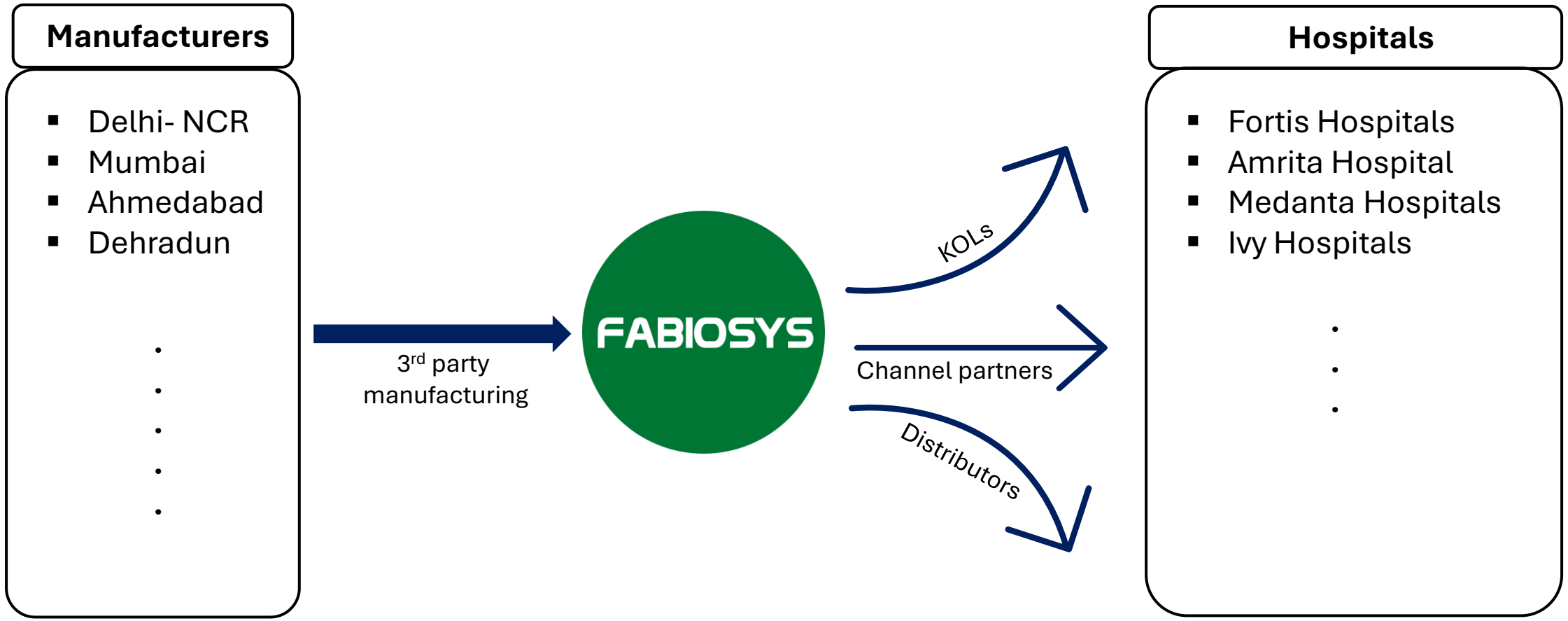


intertek
Total Quality. Assured.

eurofins

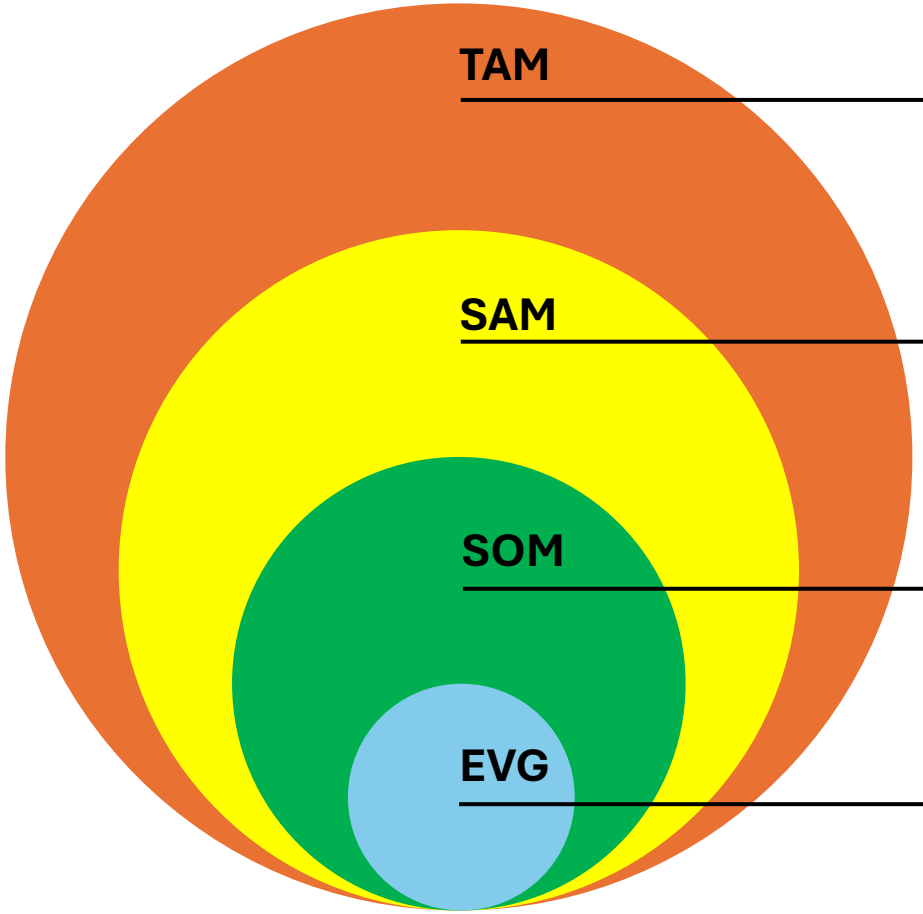
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Business Model:



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Market Opportunity:



Global: 29 Bn $ | Indian: 6 Bn $: Medical Textile market size

2.4 Bn $: Disposable Medical Textiles

0.520 Bn $: Disposable Surgical Drapes

65 Mn $: Disposable Surgical Drapes:
Neuro + Cardiac + Ortho

} Bottom-up

Source: Mordor Intelligence

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Unit economics:



Fabium Product	Cost price (₹)	Selling price (₹)
Drapes	220 (2.6 $)	600-750 (<9$)

(1 SKU)

65% margin

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Traction:

Supply: Established a strong pan-India manufacturers' network for 100+ Hospital Supplies.

Demand: Fabium products are currently being marketed to 10 Hospitals.

Fortis Hospital Chain

Amrita Hospitals

Red Cross

Pilot

Medanta Hospitals

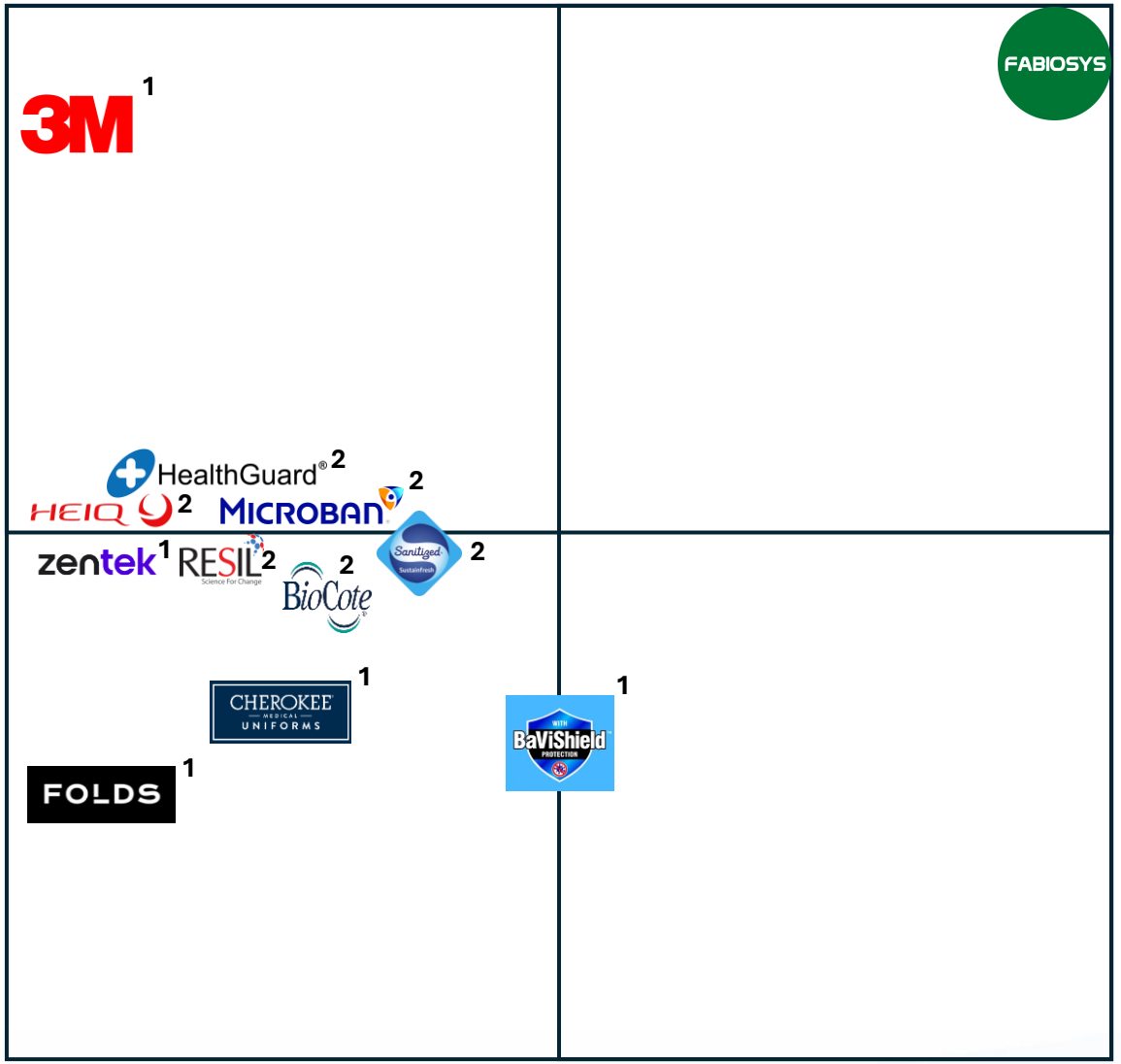
Max Hospital Chain

+ Leads...

Initial talks

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Competitive Landscape:



Fabium® is:

- 40% cheaper at end-product stage
- 50% cheaper at raw material stage.

Made in India

[1] Hospital Supplies supplier
[2] Chemical supplier

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Media Coverage:

TOI NDTV TIMES NOW ET निस्केयर NISCAIR The Indian EXPRESS JOURNALISM OF COURAGE DH DECCAN HERALD



Coronavirus: IIT-Delhi Develops Infection-Proof Fabric, Partners With AIIMS

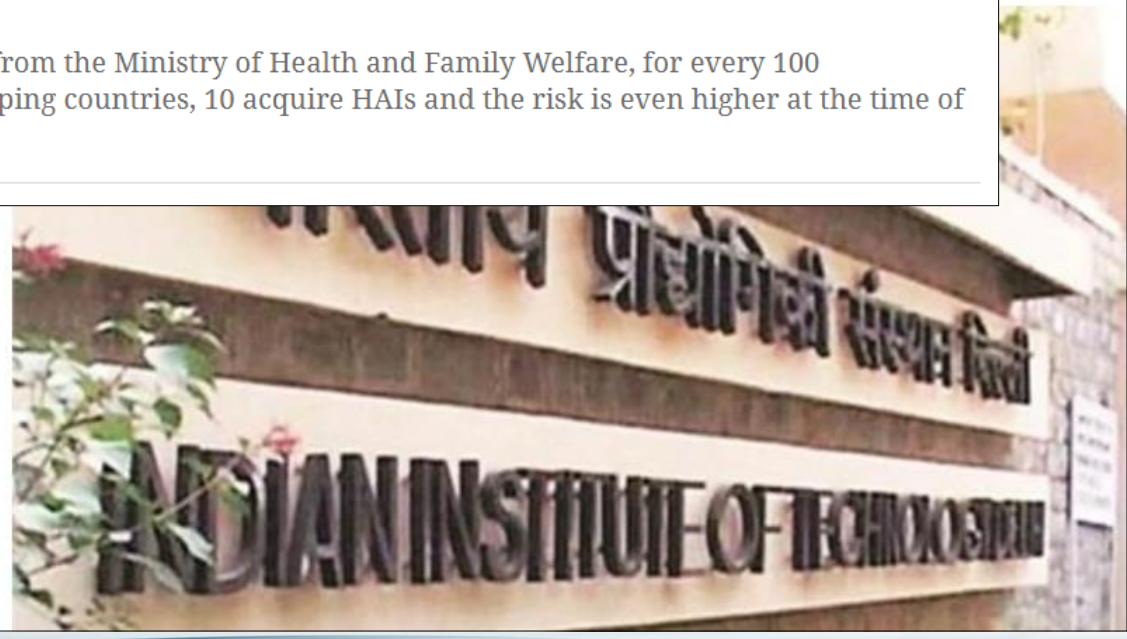
The development by "Fabiosys Innovations", a start-up incubated at IIT-Delhi, comes at a time when the world is dealing with the deadly coronavirus outbreak. However, the team has been working on the project for over a year with support from the government"s Department of Science and Technology.

Coronavirus Outbreak: IIT Delhi develops infection proof fabric to be used in hospitals

IIT Delhi has developed a fabric which will prevent infections in hospitals amid the coronavirus outbreak in the nation.

Coronavirus: IIT-Delhi develops infection-proof fabric

According to official statistics from the Ministry of Health and Family Welfare, for every 100 hospitalised patients in developing countries, 10 acquire HAIs and the risk is even higher at the time of a coronavirus outbreak.



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Recognitions:



Selected to showcase to PM Modi
at Biotech Startup Expo 2022



Awarded: Top 75 Impactful Smart Startups in India by DST.



Top 10 Startups:
Max Cancer Congress 2023



Special recognition: PHD Chamber of Commerce

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Bootstrapped journey:

2019

- Fabiosys Incorporated
- Formulation (PoC developed)

2020

- BIG Grant (BIRAC): 47 Lakhs
- Antibacterial fabric (Prototype developed)

2021

- PSA Grant CSR: 80 Lakhs
- BIRAC Grant 45 Lakhs
- Pfizer IP Innovation Grant
- Fabium v1 (Lab-scale)

2022

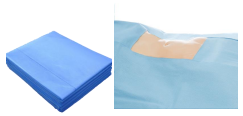
- 1st Business model B2B Chemical Selling
- Fabium (Industrial scale)
- Fabium (3rd party certified)



Fabiosys *2.0*

2024

- Receiving strong hospital interests + Paid pilots
- Final Business Model: Direct to Hospital (with channel partners)
- Manufactured Fabium Hospital Supplies



2023

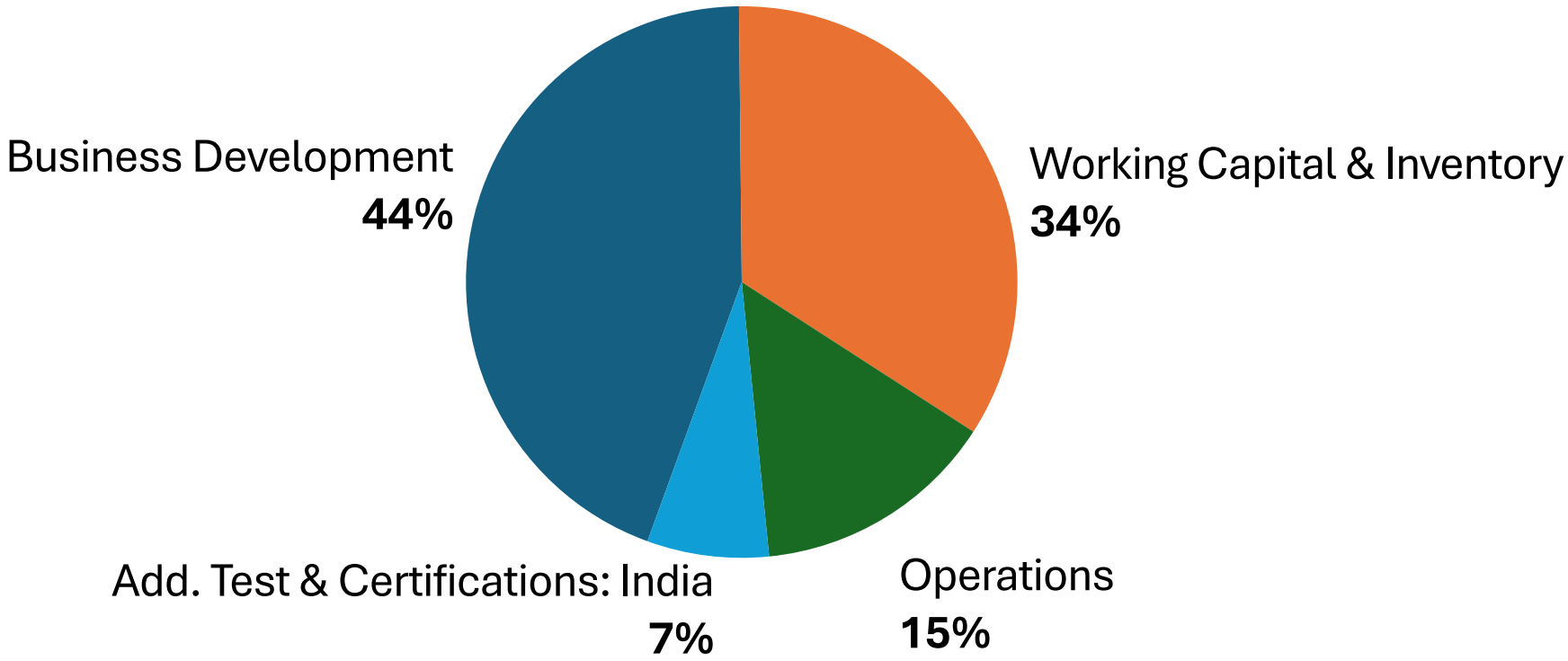
- 4th Business Model: D2C: BioBubble bedsheets
- 3rd Business Model: Distributor model (Scrubs + Bedsheet)
- 2nd Business model: B2B Fabric Selling



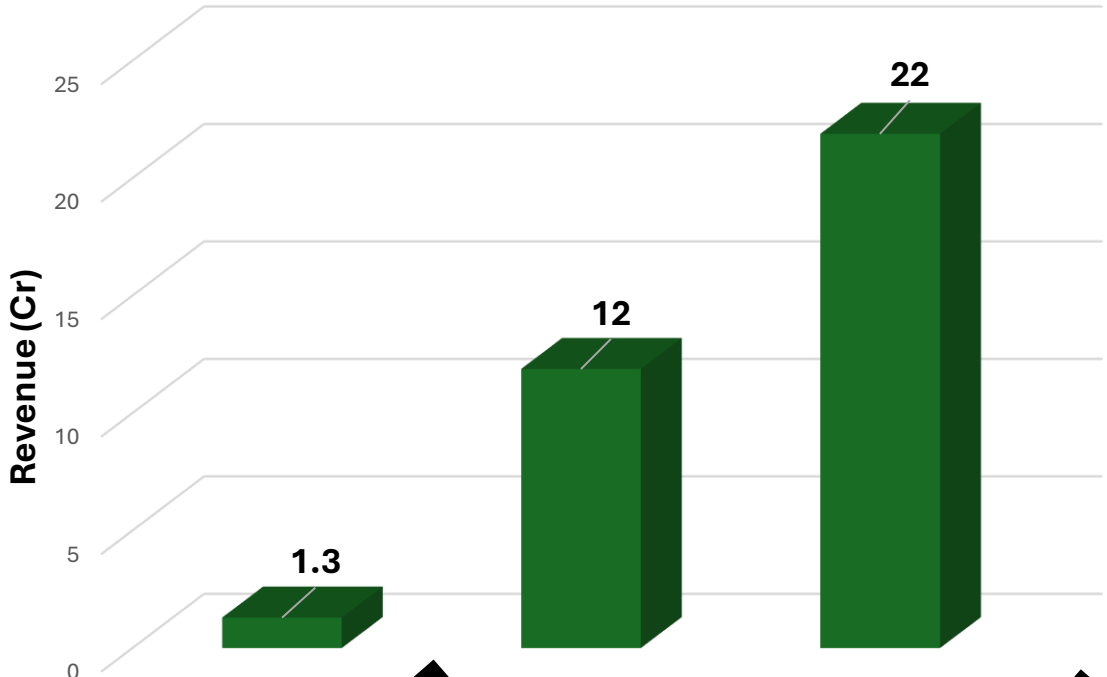
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Funding Ask & Use of Funds:

3.5 Cr



Growth Plan:



Pre-seed

3.5 Cr

Seed

profitable

Series A

Surgical Drapes

Hospital supplies

Surgical Drapes

Team:

Team members



Yatee Gupta
B.Tech, IIT Delhi
Founder & CEO



Vishvas Yadav
B.Tech, NITRA
Lead: Textiles



Shivaji Mishra
MS, Medical Microbiology
Lead: Clinical

Advisors



Mr. Gautam Khanna
CEO, Hinduja Hospitals
Business Advisor
34+ yrs experience



Prof. Samrat Mukhopadhyay
Faculty, IIT Delhi
Technical Advisor
20+ yrs experience



Dr. Amar Ranjan
Oncologist & Faculty, AIIMS Delhi
Medical Advisor
20+ yrs experience

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