



Press Release

Salix Ventures Leads in \$7 Million Financing Round for Aethon, Inc.

June 18, 2004 — PITTSBURGH, PA — Robotics manufacturer Aethon, Inc. announced the close of a \$7.0 million dollar financing round led by a \$2.0 million investment by Salix Ventures of Nashville, TN. Two other new Aethon investors, Ascension Health Ventures and Pacific Venture Group, also provided major funding in the round. Previous investor, Draper Triangle Ventures, invested for a second time.

The Aethon TUG is the first robotic delivery system for hospitals to economically and reliably move supplies and equipment, freeing valuable hospital staff from running errands and pushing supply carts. A typical 300-bed hospital spends about \$3 million per year for staff to haul materials and supplies from one part of the hospital to another. The TUG can help hospitals reduce these costs while freeing caregivers to do their real jobs.

“Aethon has a unique product, which has been enthusiastically received by hospitals,” says David Ward, General Partner of Salix Ventures. “With their experienced management team leading the way, we expect Aethon to have a significant impact on the way hospitals move and deliver goods throughout their facilities”.

"In this challenging healthcare environment, few companies have the ability to deliver compelling savings and improvement in healthcare quality to hospitals," says Sean McDonald, Chairman of Aethon. "I believe that Aethon's platform technology has the ability to fundamentally change how goods and services are delivered and tracked and improve how almost every department in the hospital conducts its business."

Aethon's CEO, Aldo Zini, commented, "We're proud to have received this investment from these leading national healthcare investors. Their involvement in the growth of Aethon is as important as their investment."

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About Aethon: Aethon (www.aethon.com) is the leader in providing low-cost solutions for automating transport in hospitals. Aethon's TUG uses patented wireless technology to navigate, avoid obstacles, and continuously track its positioning while freeing valuable staff time so they can focus on patient care.

About Salix Ventures: Salix Ventures (www.salixventures.com) manages two venture capital partnerships with approximately \$180 million in capital commitments from limited partners. Salix invests primarily in early-stage healthcare services and healthcare information technology companies. With offices in Andover (Mass.), Nashville and San Francisco, Salix Ventures assists companies across the country through all stages of development.

About Ascension Health Ventures: Ascension Health Ventures, LLC (www.ascensionhealthventures.org) is as a wholly-owned subsidiary of Ascension Health. AHV provides strategic venture funding to companies that offer innovative new products, services and technologies that will help Ascension Health's ministries serve their communities and transform the future of healthcare. AHV considers investment opportunities that offer

operational, clinical or financial benefits in priority areas for Ascension Health's hospitals and other facilities.

About Pacific Venture Group: Pacific Venture Group was founded in 1995 as a privately held venture capital partnership focused exclusively on investments in the healthcare industry. The firm currently manages two venture funds whose limited partners include pension funds, financial institutions, and healthcare companies. In addition, the firm manages side-by-side funds consisting of limited partners who are leading healthcare entrepreneurs and executives.

About Draper Triangle Ventures, LP: Draper Triangle Ventures is the Pennsylvania-based fund of Draper Fisher Jurvetson, the leader in start-up venture capital, having invested in over 400 technology companies. Draper Triangle Ventures focuses on technology businesses with enormous market potential. They provide early and seed stage investment. The Draper Group has seen over 20 of its companies complete an IPO, and has seen successful sales of the same number of companies to the likes of Microsoft, Yahoo, Cisco, America Online, Amazon and many others.

High-resolution photos in digital format are available at <http://www.aethon.com/pressroom/hires.html>.