



Press Release

Draper Triangle Leads in \$3 Million Financing Round for Robotics Maker Aethon, Inc.

March 26, 2003 — PITTSBURGH, PA — Robotics manufacturer Aethon, Inc. announced the close of a \$3 million dollar financing round led by a \$1.5 million investment by Draper Triangle Ventures, LP. Private local investors contributed the additional \$1.5 million in financing to expand Aethon's robotic delivery system for hospitals.

"In today's uncertain market, fewer startup companies are receiving venture capital financing," says Donald Jones, Managing Director of Draper Triangle, "so our investment in Aethon is a testament to this young company's promising future. They have a unique product that is very attractive to hospitals."

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. The TUG prototype, the result of 30 human-years of research and development, was refined in a year-long partnership with the UPMC Health System at their St. Margaret Hospital. UPMC Diversified Services is an investor in Aethon.

According to Aethon's founder and CEO, Henry Thorne, "This new financing solidifies Aethon's future by allowing us to expand our sales force and our field service department to meet the growing hospital demand for TUGs. We're very grateful for the continuing support of all our investors and we're proud to have received this investment from Draper Triangle Ventures."

Aethon's patented navigation technology enables the TUG to attach to carts and move them automatically and efficiently throughout hospitals. 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 patient caregivers for more important, productive jobs.

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About Aethon: Aethon (www.aethon.com) is a leader in providing low-cost solutions for automatically hauling materials indoors. Aethon's TUG uses patented wireless technology to navigate, avoid obstacles, and continuously track and correct its positioning. Based in Pittsburgh, Aethon is named after the mythological horse that pulled Helios' chariot with the sun as cargo.

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>.
