Spanish company is looking for distribution parthnership for developped high-tech industrial exoskeletons for lumbar and upper-limb support in manual handling operations.

Summary

Profile type
Business Offer

Company's country
Spain

POD reference
BOES20250528026

Profile status
PUBLISHED

Type of partnership
Commercial agreement
Investment agreement

Targeted countries
• World

Contact Person
Enrico FRANZIN

Term of validity
29 May 2025
29 May 2026

Last update
29 May 2025

General Information

Short summary

Spanish SME, spin-off of a biomedical robotics group, offers a family of passive and semi-active industrialexoskeletons that cut muscular load on shoulders and lower-back, reducing injury risk and improving productivityin manufacturing, logistics, construction and agro-food sectors. The company seeks commercial distribution agreements to expand to new possible international markets and is also open to strategic investment to scale its production.

Full description

A privately-owned Spanish engineering SME based in the Basque Country has developed a unique line of wearable textile exoskeletons designed for workplace use. The company is the only one in Spain that fully conceives, designs, and manufactures industrial exoskeletons in-house.

These devices are aimed at preventing musculoskeletal disorders, which represent 60% of all occupational illnesses in the European Union and cost an estimated EUR 25 billion annually due to sick leave and compensation. According to EU-OSHA (European Agency for Safety and Health at Work), repetitive overhead tasks and manual load handling are two of the main causes of these injuries.

Most existing solutions on the market fall into two categories: rigid, bulky frames that limit freedom of movement, or single-joint supports that offer limited load transfer. The company's approach combines textile comfort, modularity, and validated ergonomic performance, bridging the gap between usability and protection.

Its modular portfolio includes EXOHEAD and EXOSHOULDER, textile-based shoulder supports equipped with artificial elastomer muscles that provide up to 7 kgf of assistance for overhead work. EXOSOFT is a lightweight lumbar support system with a detachable hip module, weighing less than 2.9 kg, while EXOARMS combines back and arm assistance for logistics applications. All systems are compatible and built on the same ergonomic platform. Additionally, the company has developed MONITOREX, a cloud-based analytics tool that uses embedded sensors and AI to quantify risk reduction and return on investment.

All exoskeletons are CE-marked as Personal Protective Equipment (Category II) and have been tested under ISO 11228 and EN 1005-4 standards in collaboration with independent ergonomics laboratories.

The company is currently seeking international distributors and integrators to introduce its solutions to new markets, deliver user training, and first-level maintenance services. It is also open to strategic investment to scale its production capacity through the automation of sewing processes and the industrialisation of elastomer-muscle extrusion, with the aim of reaching 20,000 units annually.

Distribution partnerships are offered on a non-exclusive, performance-based basis.

Advantages and innovations

Textile architecture: breathable fabrics and quick-release closures keep body temperature < 1 °C above ambient,improving user acceptance.

Artificial elastomer muscles: silent, maintenance-free actuation; no batteries needed for passive models.

Validated impact: independent studies show up to 60 % reduction in lumbar effort and 30 % fewer lost-time injuries after six-month deployment in food-processing plants.

Modularity: shoulder, back and arm modules snap together; one platform covers five task categories, lowering total cost of ownership.

Digital twin: MONITOREX analytics quantify MSD risk and productivity gains, supporting data-driven purchasing decisions.

Technical specification or expertise sought

Stage of development

Already on the market

Sustainable Development goals

- **Goal 9: Industry, Innovation and Infrastructure**
- **Goal 8: Decent Work and Economic Growth**
- **Goal 3: Good Health and Well-being**

IPR Status

IPR granted

IPR Notes

Partner Sought

Expected role of the partner

The company is looking for partners in the following categories:

Distributors / Integrators (Commercial Agreement)
To promote the exoskeleton product line within their territory, organise demo days, carry out fit-testing, provide first-level maintenance, and report feedback on ergonomics KPIs. Experience in personal protective equipment (PPE), industrial automation, or occupational health is required.

Strategic Investors (Investment Agreement)
To support the scaling of manufacturing capabilities, including the setup of an ISO 13485-compliant cleanroom for the medical variant, and to co-finance international certification efforts (CSA, JIS, UL).

Partners should have proven access to end-users in sectors such as manufacturing, logistics, construction, or agro-food, and the capacity to deliver training in the local language

Type of partnership

Commercial agreement

Investment agreement

Type and size of the partner

- **SME 50 - 249**
- **SME 11-49**
- **University**
- **Other**
- **R&D Institution**
- **SME <=10**
- **Big company**

Dissemination

Technology keywords

Market keywords

- **05007007 - Other medical/health related (not elsewhere classified)**
- **08005 - Other Industrial Products (not elsewhere classified)**
- **08006001 - Process control and logistics**

Targeted countries

- **World**

Sector groups involved

Media

Images

Exosqueleto.png