



Market Potential Assessment: Exoskeletons

Case Study

Market Potential Assessment: Exoskeletons

Client	Leading industrial and automotive hydraulic system supplier
Industry	Automotive, manufacturing, and others
Products	Compression, automation, and drive technology solutions

Context

- The client wanted to explore market opportunities for exoskeletons across various application areas, primarily in the healthcare sector.
- The study focused on assessing technical and statutory requirements of healthcare exoskeletons and current key challenges in actuators for exoskeletons, which helped the client in product development.

Key Business Questions

- How is the market split for exoskeletons based on application industry, exoskeleton type, body part, functionality, power type, actuator type, and geography?
- Who are the key players in the market and what are their future strategies in terms of component sourcing?

Engagement Scope

1 **Market Analysis**

Identification of the current and future market by -

- Type – Passive, Powered, Pseudo-powered, Hybrid, and Others
- Application – Rehabilitation & Assisted Living, Logistics, Production/Assembly, Construction, and Others
- Mobility – Fixed, Supported, and Mobile
- Body Parts Actuated – Full Body, Upper Extremities, Lower Extremities, and Others
- Target Markets – Global (Europe, the US, and Asia)

2 **Industry Trends & Challenges**

- Analysis of key players and their current status in the market
- Identification of key component suppliers and their strategies with respect to component sourcing for exoskeletons
- Mapping the market dynamics in terms of drivers & barriers, risk & challenges, and pre-requisites for market adoption/penetration

3 **Key Findings and Conclusion**

- Assessment of the current and future market size, technologies, and competitors
- Key challenges in actuators for exoskeletons

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Research Methodology

Secondary Research

- Conducted desk research to understand the overall market
- Referred to paid databases and identified the market size for exoskeletons

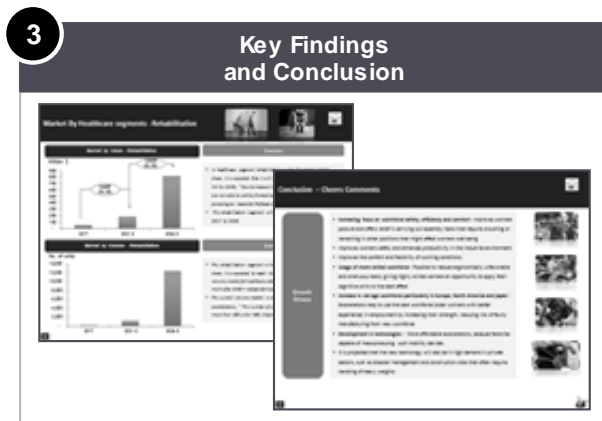
Primary Research

- 20+ telephonic interviews with manufacturers, distributors, industry experts, retailers, consumers, etc.

Benefits to Client

- The study recommendation led to the development of product requirements for healthcare exoskeleton actuators.
- Based on the study findings, the client was able to develop a business case for hydraulic actuators for exoskeletons in the healthcare industry.
- The study also provided key insights on the current industry situation with respect to competitors and potential customers.

Sample Analysis



Thank you

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