

Price & Reference Guide

Effective from August 2023



A Sonova brand

HANSATON
hearing & emotions

OUR STARS ON THE HORIZON

COMPLEMENTARY COLORS

HANSATON wave design on the RIC and BTE hearing aids in tone-on-tone for an elegant touch

IMPECCABLE DESIGN

Sophisticated refinement to delight your clients

MODERN BY TRADITION

HANSATON stands for beautifully designed hearing aids





Supremely Incredible Hearing Aids



German Origin + Swiss Technology

INDEX

- Fokus 4
- Stratos 7
- Excite Pro 14
- SHD 16
- Flow+ 19
- Accessories 21



HANSATON FOKUS

PERFORMANCE LEVELS

Each performance level includes the features from the lower level plus additional features.

9



Parties

Conversations in
the carConversations in
crowds or loud
placesSporting
events

Travel

7



Restaurants

Business
meetingsMusic –
live and
recorded

Shopping

5



Cafes

Noisy
transportationMost
TV programsConversation
partners with
quiet voices

3

Small group
dinners in quietLandline
phone callsGames with
a few people1 to 1
conversationsWireless
connectivityRechargeable
options

AQ sound FS R



LEVEL 9: FIRST

Spotlight the speaker from any direction. Speech is highlighted further than any other level. Specific feature for conversations in the car from all directions around you.

LEVEL 7: BUSINESS

Automatically detects where speech is coming from for focus to the front or sides. Additional features reduce noise beside and behind. Music is treated specially.

LEVEL 5: COMFORT

Automatically helps with conversations in some noise. The left and right hearing aids work together to recreate a more natural listening experience. Boosts quiet voices.

LEVEL 3: ECONOMY

The hearing aids automatically adjust to loud and calm situations plus an additional feature that assists with landline phone calls.

Easy connectivity for every day

Enjoy **hands-free phone calls**



Connect your hearing aids to **your mobile phone**



Explore **optional accessories**: TV Connector, PartnerMic, and Remote Control



Personalize your listening experience with the stream remote App

Energy for the whole day

Enjoy up to 24 hours of runtime with the advanced Lithium-ion technology and less than three hours of charging time.

**Complementary Colors**

HANSATON FOKUS hearing aids are available in a variety of complementary colors.



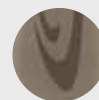
Sterling Silver



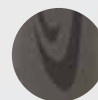
Metallic Anthracite



Carbon Black



Cashmere Beige



Mocha Brown

HANSATON FOKUS RICs

AQ sound FS RT



Hearing aids shown at actual size.

BE IN THE MOMENT

WITH HANSATON FOKUS HEARING AIDS

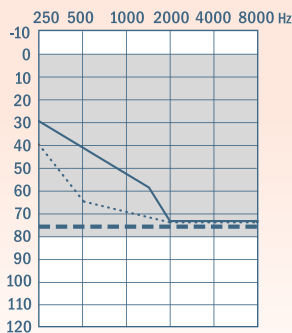


Fitting Ranges - **AQ sound FS R**

Launching
August 2023

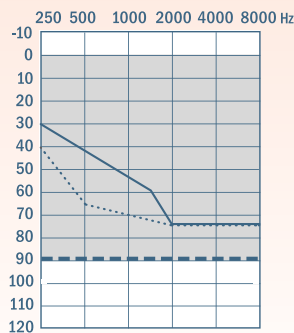
Performance Levels		9 - First	7 - Business	5 - Comfort	3 - Economy
AQ sound FS R	MRP (₹) per unit	3,76,000	195,000	95,000	55,000

Receiver Type S



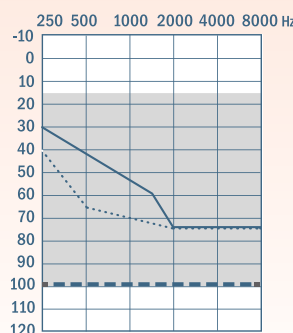
Output/Gain (2cc) 111/47 dB

Receiver Type M



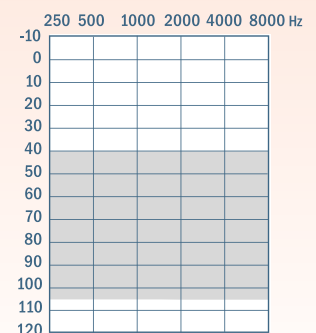
Output/Gain (2cc) 114/51 dB

Receiver Type P



Output/Gain (2cc) 122/59 dB

Receiver Type UP



Output/Gain (2cc) 132/71 dB

- Open Dome / Cap Dome
- - Vented Dome
- - - Power Dome / SlimTip

STRATOS

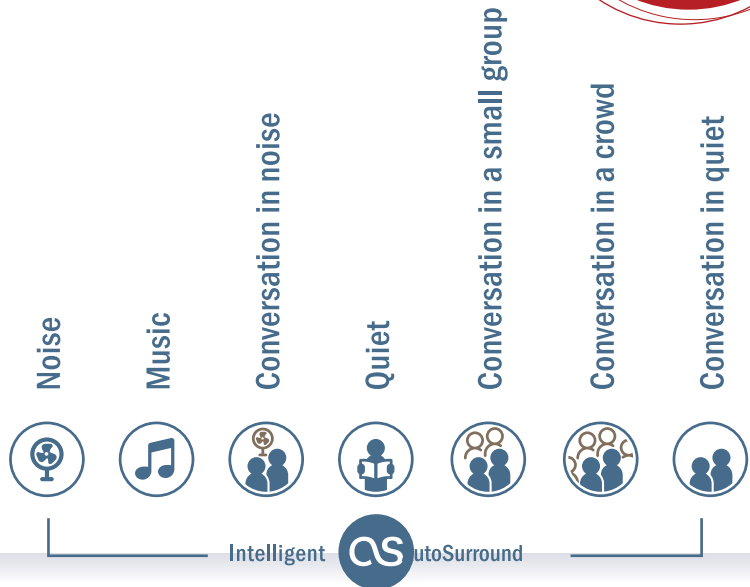
EXPLORE NEW GALAXIES
OF HEARING





The right level for every need

PERFORMANCE LEVELS



9

FIRST

For your clients who are **very social people**, appreciate **premium quality**, and spend time in **many different listening situations** with **a lot of background noise**.



7

BUSINESS

For your clients who are **social people** who appreciate **quality** and spend time in **many different listening situations** with **regular background noise**.



5

COMFORT

For your clients who are **occasionally social** and spend time in **a few different listening situations** with **frequent background noise**.



3

ECONOMY

For your clients who spend time in **very few different listening situations** with **almost no background noise**.



1

LOWER ECONOMY

For your clients who spend **most of their time in quiet listening situations** and can **manually adjust** their hearing aids.



	Adjustment Channels	Sound Impulse Manager	Active Wind Block	NoiseReduction	Intelligent NoiseReduction*	SphereSound*	SphereSound Natural*	BiPhone*	ConversationLift	ConversationBoost	SpeechBeam*	Dynamic SpeechBeam*	ConversationOptimizer*
20													
20													
16													
12													
12													

STRATOS

Performance Levels

Performance Levels	9 First	7 Business	5 Comfort	3 Economy	1 Lower Economy
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INTELLIGENT AUTOSURROUND

GOAL: Automatic, quick recognition of the acoustic environment

	9	7	5	3	1
UPDATED Intelligent AutoSurround	7	6	4	2	
Noise	✓				
Music	✓	✓			
Conversation in noise	✓	✓			
Quiet	✓	✓	✓		
Conversation in a small group	✓	✓	✓		
Conversation in a crowd	✓	✓	✓	✓	
Conversation in quiet	✓	✓	✓	✓	1
AutoStream (SpeechStream, MusicStream) ²	✓	✓	✓	✓	✓
SurroundSupervisor	✓	✓	✓	✓	



FOCUSING ON SPEECH

GOAL: Distracting noises filtered out, with focus directed towards speech

	9	7	5	3	1
NEW Dynamic SpeechBeam with Intelligent NoiseReduction ²	✓				
NEW SpeechBeam with Intelligent NoiseReduction ²		✓			
ConversationOptimizer ²	✓				
ConversationBoost	✓	✓	✓		
ConversationLift	✓	✓	✓	✓	✓
SoundRestore	✓	✓	✓	✓	✓



LOCALIZATION OF ACOUSTIC SIGNALS²

GOAL: Localization of sound sources for a multidimensional hearing experience

	9	7	5	3	1
SphereSound Natural	✓				
SphereSound	✓	✓	✓		

¹ AutoMicrophone

² Excluding jazz ST 10 & jazz ST 312

Performance Levels	9 First	7 Business	5 Comfort	3 Economy	1 Lower Economy
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COMFORT IN NOISE

GOAL: Suppressing interfering noise for more comfort

NoiseReduction	✓	✓	✓	✓	✓
Sound Impulse Manager			✓		
Active Wind Block			✓		
FeedbackManager			✓		
Tinnitus Manager			✓		



PERSONALIZED ADJUSTMENTS

GOAL: Continuous adaptation to the acoustic environment for optimal signal processing

UPDATED	Channels (G/AGC)	20	20	16	12	12
	FocussedFit	✓	✓	✓	✓	✓
	Intelligent Acclimatization	✓	✓	✓	✓	✓
	DataLogging	✓	✓	✓	✓	✓
NEW	Lifestyle Analyzer			✓		



WIRELESS CONNECTIVITY²

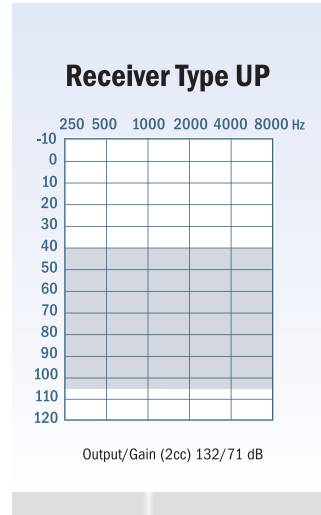
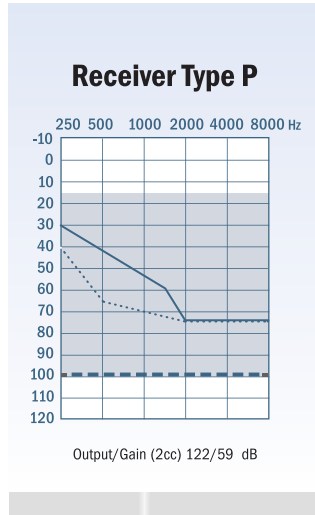
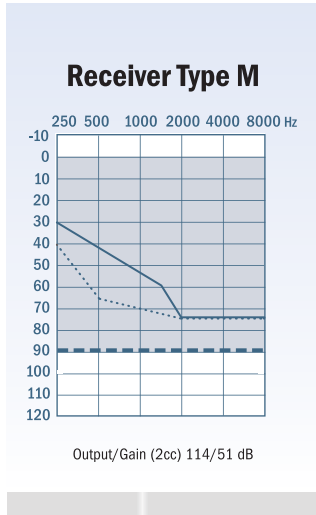
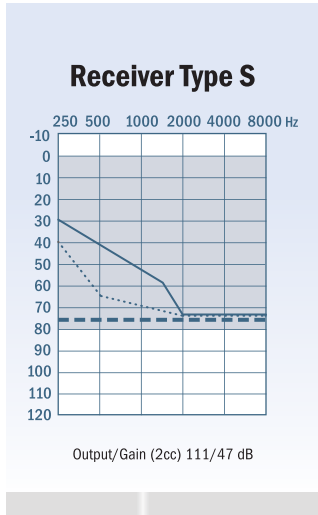
GOAL: Quick and intuitive connectivity options with smart multimedia solutions

	BiPhone	✓	✓	✓	✓	
	Made for all phones			✓		
	BiLink			✓		
UPDATED	Handsfree Bluetooth® phone calls			✓		
	Bluetooth® media streaming			✓		
	TV Connector			✓		
	PartnerMic			✓		
	Remote Control			✓		
	RogerDirect™			✓		
UPDATED	stream remote App			✓		

Fitting Ranges - AQ Sound ST R Sound ST R 312



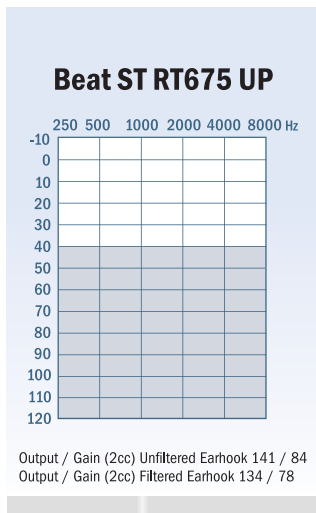
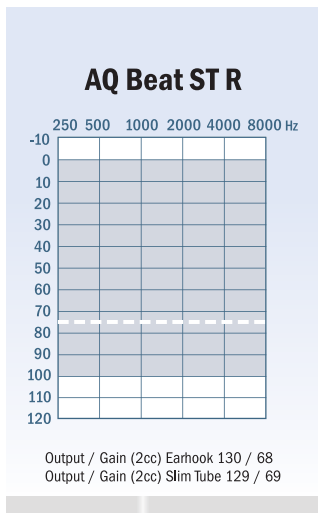
Performance Levels		9 - First	7 - Business	5 - Comfort	3 - Economy	1 - Lower Economy
AQ Sound ST R	MRP (₹) per unit	348,000	180,000	84,000	50,500	38,000
Sound ST R 312	MRP (₹) per unit	338,000	170,000	80,000	48,000	35,500



- Open Dome / Cap Dome
- - Vented Dome
- - - Power Dome / SlimTip

Fitting Ranges - beat ST RT675 UP AQ beat ST R

Performance Levels		9 - First	7 - Business	5 - Comfort	3 - Economy	1 - Lower Economy
AQ beat ST R	MRP (₹) per unit	348,000	180,000	84,000	50,500	38,000
beat ST RT675 UP	MRP (₹) per unit	338,000	170,000	80,000	46,500	34,000

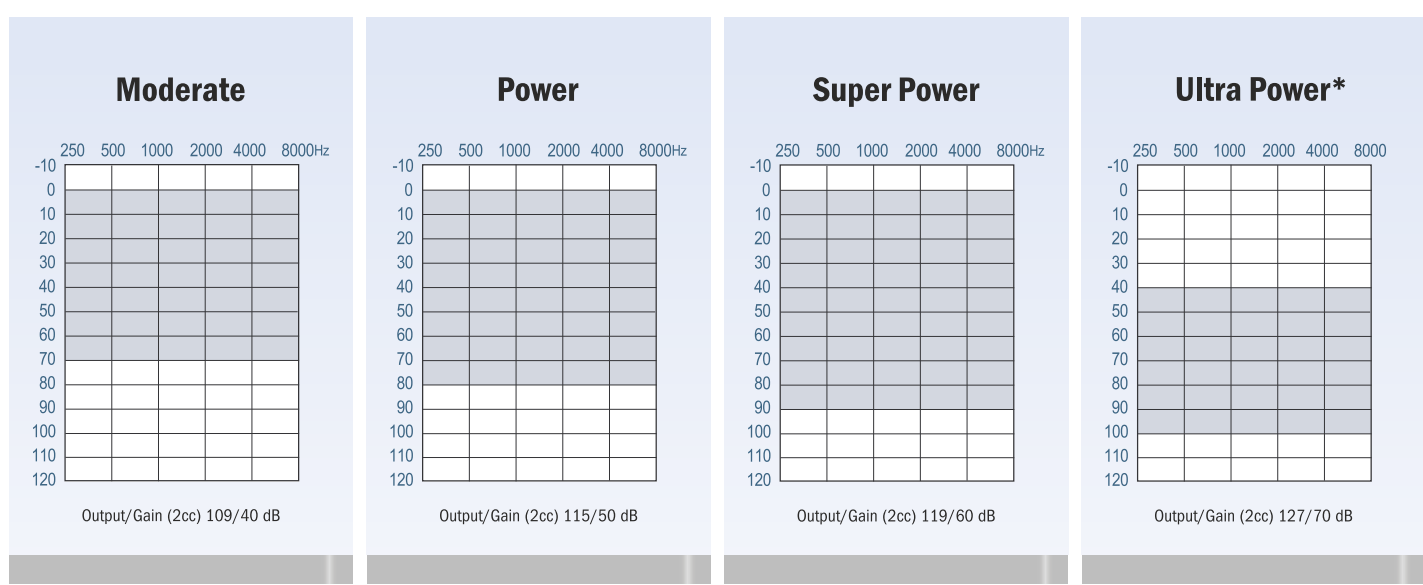


- - - Slim Tube

Fitting Ranges - jazz ST 312 Dir W jazz ST 312 jazz ST 10



Products		9 - First	7 - Business	5 - Comfort	3 - Economy	1 - Lower Economy
jazz ST 10 / 312 / 312 Dir W	MRP (₹) per unit	338,000	170,000	80,000	46,500	34,000



*applicable only for jazz XC Pro 312

Hearing Aids Features



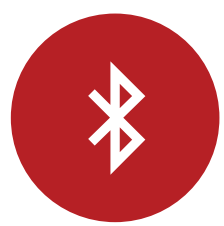
Tap Control



Lifestyle Analyzer



App Control



Bluetooth Connectivity



Rechargeable



IP68 Waterproof



Personalization



Multi Device Support



Hear like a Pro

Performance Levels	9 - First	7 - Business	5 - Comfort	3 - Economy
Channels	20	16	14	12
Programs (AutoSurround XC/ Manual / Wireless)	7 3 5	6 3 5	4 3 5	2 3 5
SurroundSupervisor XC	Y	Y	Y	Y
Conversation in a crowd	Y	Y		
Conversation in a small group	Y	Y		
Music	Y	Y		
Noise	Y	Y	Y	
Quiet	Y	Y	Y	
Conversation in noise	Y	Y	Y	Y
Conversation in quiet	Y	Y	Y	Y
AutoStream XC (SpeechStream, MusicStream)	Y	Y	Y	Y
SpeechBeam XC Natural	Y			
SpeechBeam XC		Y		
SphereSound XC Natural	Y			
SphereSound XC Personalized	Y			
SphereSound XC	Y	Y	Y	
ConversationOptimizer XC Pro	Y			
ConversationBoost XC Pro	Y	Y	Y	
Made for all phones			Y	
PhoneConnect			Y	
BiLink			Y	
BiPhone			Y	
Hands free Bluetooth® phone calls			Y	
Bluetooth® media streaming			Y	
TV Connector			Y	
Remote Control			Y	
Roger Direct			Y	
stream remote App - Updated			Y	
IP 68			Y	

*No wireless connectivity with Jazz SHD XC pro 10



Fitting Ranges - AQ Sound XC Pro R

Products		9 - First	7 - Business	5 - Comfort	3 - Economy
AQ sound XC Pro R	MRP (₹) per unit	335,000	167,000	68,000	49,000



Fitting Ranges - sound XC Pro R 312

Products		9 - First	7 - Business	5 - Comfort	3 - Economy
sound XC Pro R 312	MRP (₹) per unit	325,000	158,000	63,000	46,000



Fitting Ranges - AQ jam XC Pro R

Products		9 - First	7 - Business	5 - Comfort	3 - Economy
AQ jam XC Pro R	MRP (₹) per unit	335,000	167,000	68,000	49,000

Fitting Ranges - jazz XC Pro 10 jazz XC Pro 312



jazz XC Pro 10



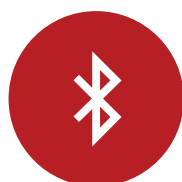
jazz XC Pro 312

Products		9 - First	7 - Business	5 - Comfort	3 - Economy
jazz XC Pro 10 / 312	MRP (₹) per unit	325,000	158,000	63,000	42,000

Hearing Aids Features



Rechargeable



Bluetooth Connectivity



Personalization



App Control



IP68 Waterproof

SphereHD

Use the
Super Power Pre-Set

beat SHD power
hearing system.

beat SHD



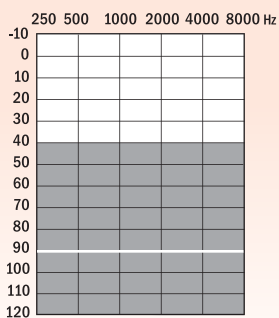
Performance Levels	9 - First	7 - Business	5 - Comfort	3 - Economy
Performance Level	9	7	5	3
Channels	20	16	12	8
Programs (AutoSurround SHD/Manual/Wireless)	7 3 3	7 3 3	6 3 3	3 3 3
AutoSurround SHD	Y	Y	Y	Y
AutoSurround SHD Quiet	Y	Y	Y	Y
AutoSurround SHD Conversations in Quiet	Y	Y	Y	Y
AutoSurround SHD Conversations in Noise	Y	Y	Y	Y
AutoSurround SHD Conversations in a crowd	Y	Y	Y	
AutoSurround SHD Conversations in a small group	Y	Y	Y	
AutoSurround SHD Noise	Y	Y	Y	
AutoSurround SHD Music	Y	Y		
SurroundSupervisor SHD	Y	Y	Y	Y
SphereSound SHD Dynamic	Y			
SphereSound SHD Personalized	Y	Y		
SphereSound SHD Static	Y	Y	Y	
SpeechBeam SHD 3	Y			
SpeechBeam SHD 2		Y		
SpeechBeam SHD 1			Y	
AcclimatizationManager Power	Y	Y	Y	Y
ConversationLift+ Power/ SpeechLift Power (SL)	Y	Y	Y	SL
NoiseReduction	Y	Y	Y	Y
FeedbackManager	Y	Y	Y	Y
Sound Implus Manager SHD	Y	Y	Y	Y
Active Wind Block	Y	Y	Y	Y
SoundRestore Power	Y	Y	Y	Y
Tinnitus Manager	Y	Y	Y	Y
IP 68	Y	Y	Y	Y



Fitting Ranges - **Beat SHD RS 675/13**

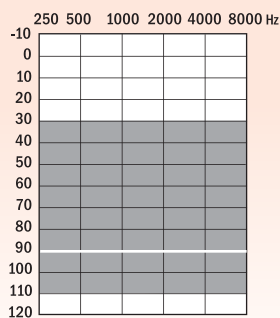
		9 - First	7 - Business	5 - Comfort	3 - Economy
Beat SHD RS 675 / 13	MRP (₹) per unit	131,500	79,000	38,000	27,500

Beat SHD RS 675



Output/Gain (2cc) 139 / 82 dB

Beat SHD 13



Output/Gain (2cc) 137 / 75 dB

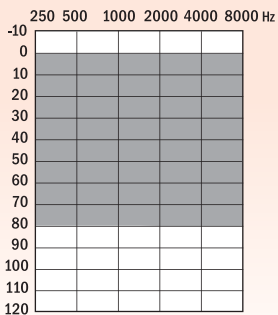
— Power Slim Tube



Fitting Ranges - **Sound SHD 3-S312**

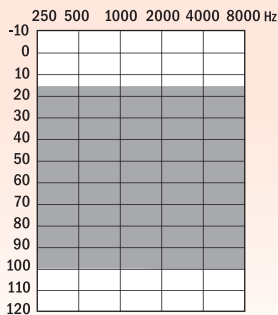
		3 - Economy
sound SHD 3-S312e	MRP (₹) per unit	27,500

Receiver Type - S



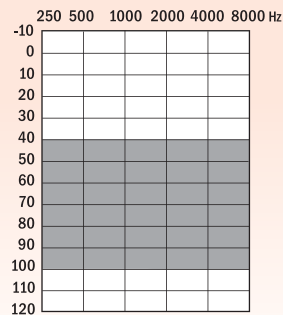
Output/Gain (2cc) 111 / 47 dB

Receiver Type - P



Output/Gain (2cc) 124 / 57 dB

Receiver Type - SP



Output/Gain (2cc) 125 / 62 dB



Fitting Ranges - Jam SHD 3-RS13 P

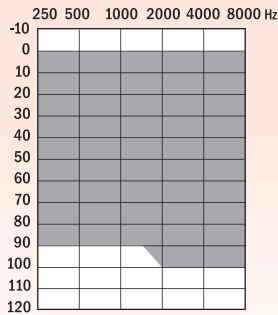
3 - Economy

jam SHD 3-RS13 P

MRP (₹) per unit

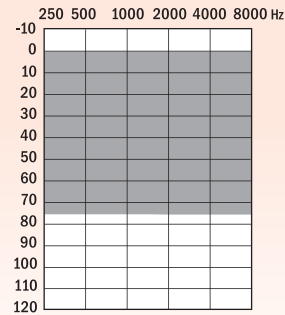
27,500

Regular Tube



Output/Gain (2cc) 131/66 dB

Slim Tube



Output/Gain (2cc) 126/58 dB

Fitting Ranges - Jam SHD 3 W 10 A Omni Jam SHD 3W 312 Dir Jam SHD 3 312 Omni



3 - Economy

Jam SHD 3 W 10 A Omni

Jam SHD 3 10 A Omni

Jam SHD 3 10 A Omni

MRP (₹) per unit

27,500

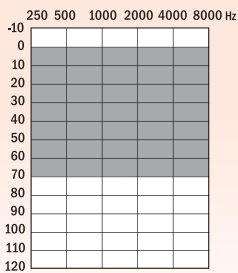
Jam SHD 3 W 312 Dir

Jam SHD 3 312 Omni

MRP (₹) per unit

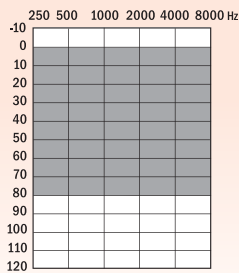
27,500

Receiver Type - M



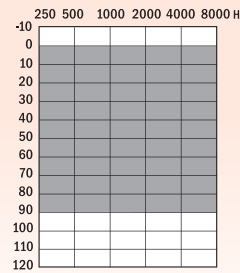
Output/Gain (2cc) 109/40 dB

Receiver Type - P



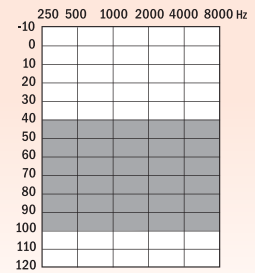
Output/Gain (2cc) 115/50 dB

Receiver Type - SP



Output/Gain (2cc) 119/60 dB

Receiver Type - UP*



Output/Gain (2cc) 127/70 dB

* Applicable only for jam SHD 3W 312 Dir

flow+

QUALITY AND DESIGN

Channels / Bands	12
Processing types	NAL-NL2/NL-1 DSLv5 WDRC &Linear
SIGNATURE FEATURES	
Auto Mic*	Y
Adaptive Directional*	Y
Fixed Directional*	Y
Manual Programs	Up to 4
AcclimatizationManager	Y
SoundRestore	Y
SurroundOptimizer	Y
SpeechLift	Y

NoiseReduction	Y
BiLink **	Y
FocussedFit	Y
FEATURES	
Manual programs	Upto 4
FeedbackManager	Y
Direct Sound Mangement	Y
Sound Impulse Manager 2	Y
Tinnitus Manager	Y
DataLogging	Y
Telecoil	Y
IP 68	Y

* Available for directional form factors (not the flow+ 10 ITE)
 ** Available for wireless form factors (not the flow+ 10 ITE)



flow+ 312 M BTE
 Push button
 Integrated telecoil
 Earhook or slim tube
 Battery Size 312

flow+ 13 P BTE
 Push button
 and Volume control
 Integrated telecoil
 Earhook or slim tube
 Battery Size 13

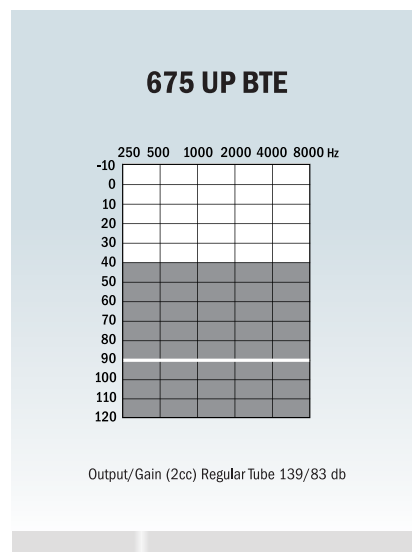
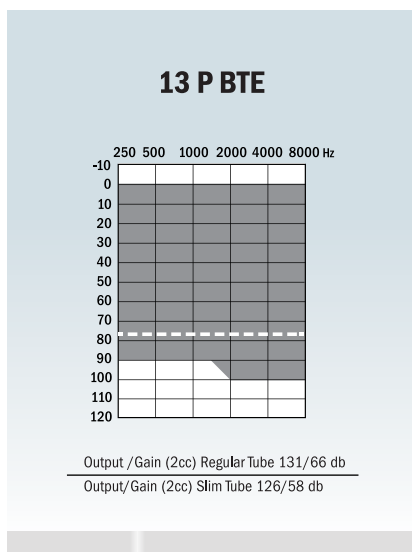
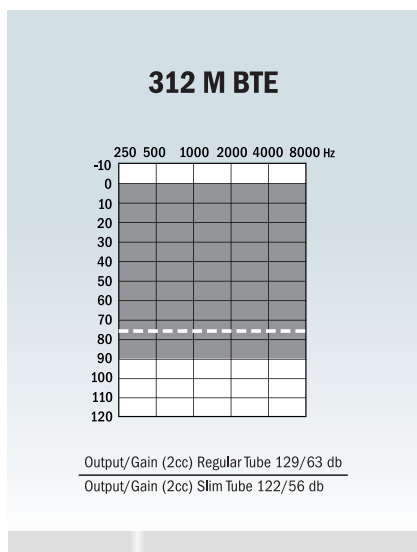
flow+ 675 UP BTE
 Push button and
 Volume control
 Integrated telecoil
 Earhook or slim tube
 Battery Size 675

Fitting Ranges

flow+ 312 M BTE, 13 P BTE, 675 UP BTE

Products

flow+ 675 UP	flow+ 13 P	flow+ 312 M	MRP (₹) per unit	24,200
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— Power Slim Tube
 - - - Slim Tube (power dome)

flow+ S312 RIC
 Push button
 Integrated telecoil
 Three receiver options
 Battery Size 312



Fitting Ranges flow+ RIC

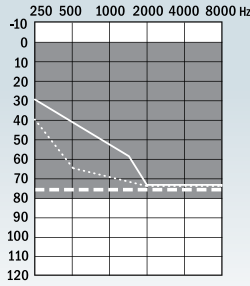
Products

flow+ S312

MRP (₹) per unit

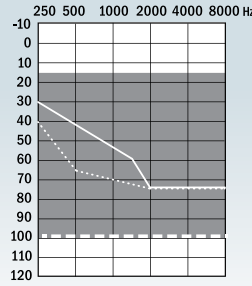
25,200

Standard



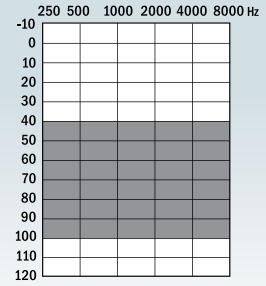
Output/Gain (2cc) 111/47 dB

Power



Output/Gain (2cc) 124/57 dB

Super Power



Output/Gain (2cc) 125/62 dB

- Open Dome
- - Closed Dome
- - - Power Dome / SlimTip

Fitting Ranges flow+ ITE



flow+ 10
 CIC
 Battery Size 10



flow+ 312 Dir W
 Mini Canal
 Battery Size 312

Products

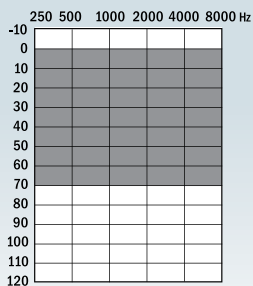
flow+ 312 DirW

flow + 10

MRP (₹) per unit

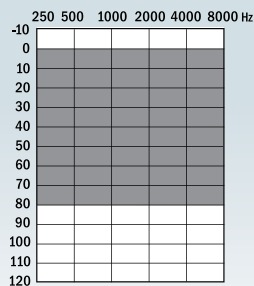
24,200

Moderate



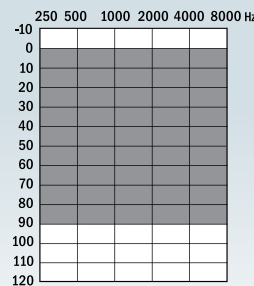
Output/Gain (2cc) 109/40 dB

Power



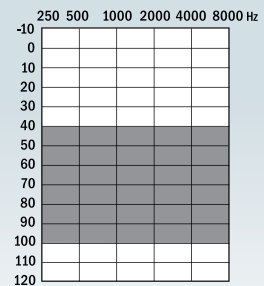
Output/Gain (2cc) 115/50 dB

Super Power



Output/Gain (2cc) 119/60 dB

Ultra Power*



Output/Gain (2cc) 127/70 dB

*Only for flow+ 312 DirW

Accessories

Chargers



Comfort Power Pack

The Comfort Power Pack has a built-in Lithium-ion battery that can charge hearing aids up to seven times.



TV Connector

Top rated sound quality streaming



Remote Control

Lets your clients discreetly adjust volume and switch programs at their convenience.



Roger On™ iN

Versatile microphone dedicated for all conversation where background noise is present

Includes: Power supply with USB cable, docking station, optical audio cable, analog audio cable, lanyard, case



Roger Select™ iN

adaptive microphone suitable for all listening situations

Includes: micro-USB charging cable, power supply, docking station, Toslink cable, micro-USB audio cable, clip, lanyard, storing pouch

Colors: Champagne (P5)



PartnerMic

Easy-to-use lapel worn microphone for one-to-one conversations

Includes: USB-C charging cable, US power supply, pouch, lanyard

Color: Champagne (P5)



Charger	
Product	MRP (INR)
Charger	5,500
Comfort Power Pack	5,000

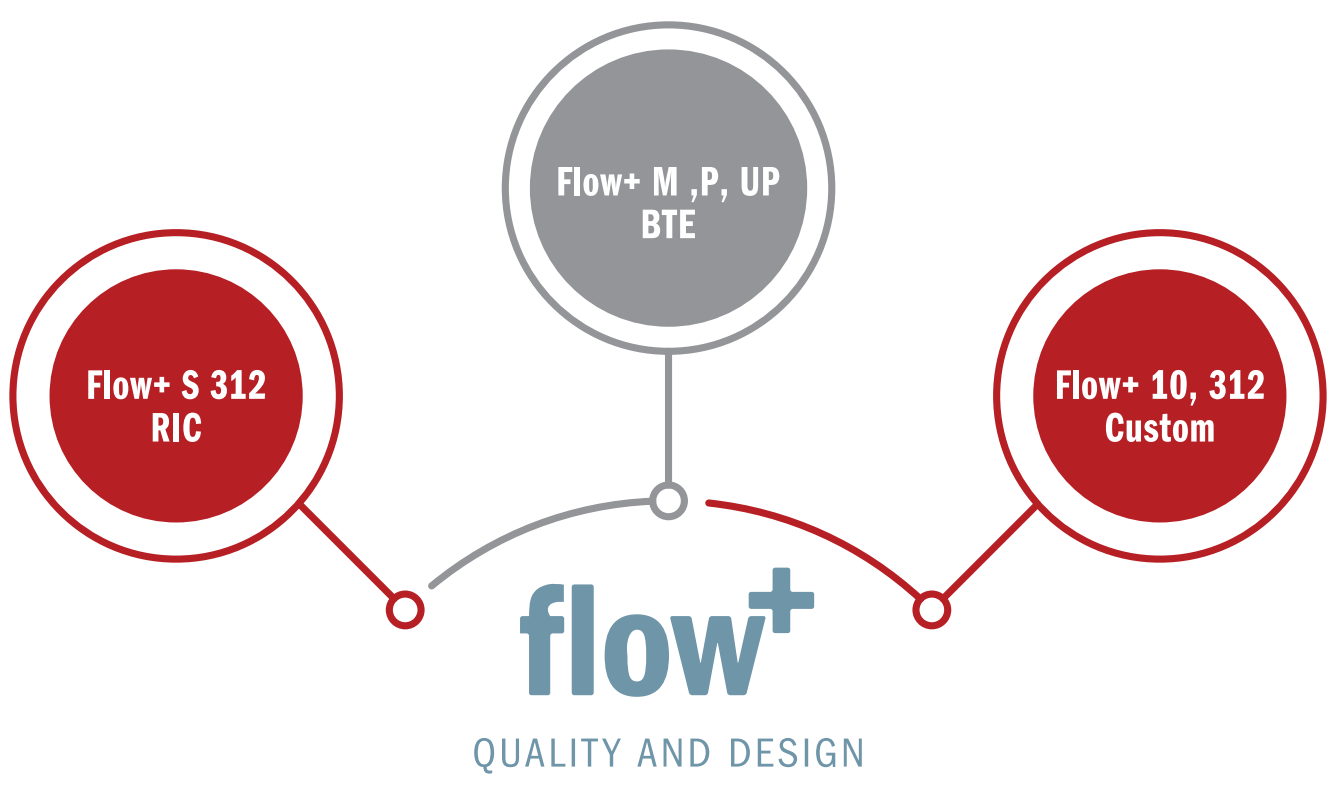
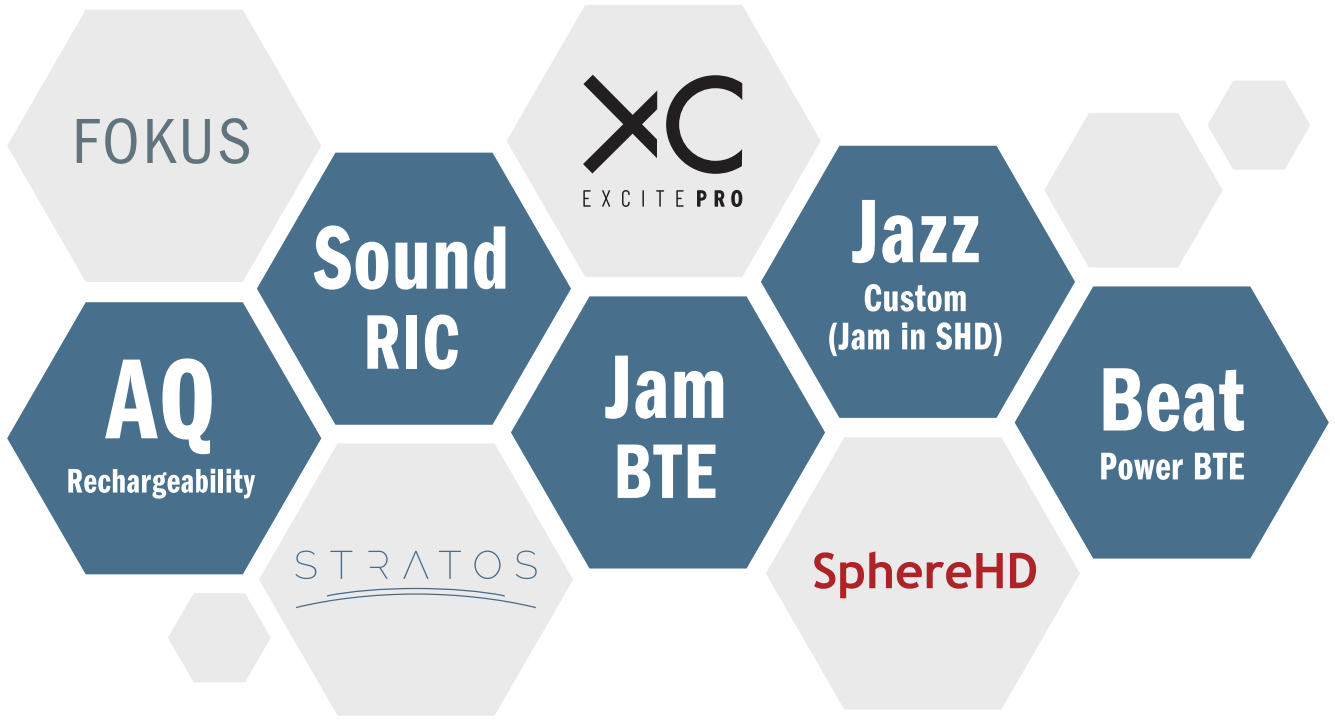
Accessories	
Product	MRP (INR)
Roger On™ iN	86,500
Roger Select iN	75,000
PartnerMic	19,000
TV Connector	10,000
Remote Control	10,500

*Non- wireless hearing instruments

* Price list effective from

This price list supersedes all previous price lists and is subject to changes without any prior notice.

Hansaton Naming Structure



Made For All Devices & People



TV



Laptop



Android



iOS



Other Bluetooth
Connected Smart Devices



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