

Opto Circuits posts Rs. 405 crs in Consolidated Sales for Q1FY14

Bengaluru, India | 14th August 2013:

Opto Circuits (India) Ltd., a leading developer and manufacturer of medical equipment and interventional devices for the global markets, today announced its financial results for the first quarter ending June 30th, 2013.

Performance Highlight

	Q-o-Q		
	Q1FY14	Q4FY13	Growth
	Rs. Cr	Rs. Cr	(%)
Net Sales	405	457	(11.4)
EBITDA	100	70	43.8
Net Profit	51	12.3	316.7
Segment Contribution			
Medical Equipment & Consumables [Non Invasive]	86.7%	87%	
Interventional Devices & Tools [Invasive]	12.7%	12.4%	
Non Medical	0.6%	0.5%	

NSE Symbol: OPTOCIRCU
BSE Code: 532391

Market Cap: Rs. 577 crs*
*[*As per the BSE closing price as on 30th July 2013]*

Headquarters:
Bengaluru, Karnataka, India

Industry: Medical Technology

Key Products: AEDs, Patient Monitors, Cardiac Monitors, Vascular Diagnostics, Angioplasty Devices

- FY2013 -

Consolidated Financials:
Net Sales - Rs. 2397 crs
Net Profit - Rs. 379 crs
EPS - Rs. 15.67

Out Come of Board Meeting held on 13th August 2013

The Board of Directors of the company has approved inter-alia, issue of right equity shares to the existing shareholders of the company in the ratio of One (1) Equity share for every Six (6) Equity shares held at the rate of Rs 31/- per Equity share, to raise about Rs 125 crores subject to all necessary approvals.

Management Comment:

Vinod Ramnani, Chairman and Managing Director: “Our performance during the quarter was in-line with our expectations. Our focus on reducing operational cost, working capital cycle and debt in the books has started showing results and will be visible in the coming quarters. With our manufacturing facilities now operational in Malaysia and India, many cost-conscious customer segments have become accessible which will improve our margins and profitability further. We have a healthy order book of over USD 50 Million which shows the confidence reposed by our customers in our products.”

He also adds, “We are very proud to share that our life saving product, the Powerheart® G3 AED, was effective in saving the life of a 17-year old athlete in the United States last month. Powerheart® is being increasingly embraced by all kinds of customer segments across different continents and we are confident that our products will continue to save precious lives in the years to come.”

Key highlights in Q1FY14:

Medical Equipment and Consumables: (Non Invasive)

Cardiac Science (CSC)

- Cardiac Science was chosen as an official AED supplier of Football National Teams (10 Teams) for the next 4 years in Italy.
- CSC AED sales picked up in Japan.
- In Mexico, CSC have been able to secure a new distribution partner who was earlier one of the important distribution partner of our competitor. This confirms CSC is strengthening its position as a leading supplier of AEDs in Mexico.

Unetixs Vascular Inc

- Released its next generation MultiLab® vascular system: The innovative SeriesII LHS Ergo IDC at SUV conference held in San Francisco, California. This system is amongst the first in the vascular industry to adhere to Infectious Disease Control practices.

Interventional Devices and Tools: (Invasive)

Eurocor

- Micell Technologies, Inc. received CE (Conformité Européenne) Mark approval for its MiStent® Sirolimus Eluting Absorbable Polymer Coronary Stent System (MiStent SES®). The MiStent SES® brings higher level of safety without compromising on efficacy or deliverability. With this CE Mark approval for its MiStent SES®, Micell is planning to commercially launch MiStent SES® available in Europe and other markets where CE approval can expedite the registration process.
- Italy - ANCONA tender has been awarded to Eurocor for DIOR & FREEWAY.
- Freeway was successfully launched in Brazil during SOLACI Congress 2013.
- Sales of E-Magic Plus has picked up in the Indian subcontinent, Indonesia & Syria.
- Eurocor got the Approvals for Genius Magic CC in Egypt, DIOR and Genius Taxcor I in Venezuela and Amadeus Supercross in Australia

About: Opto Circuits (India) Ltd.

Opto Circuits (India) Ltd. (OCI) is a vertically integrated multinational medical technology Group that specializes in primary, acute and critical care products for the global markets. Group companies such as [Cardiac Science](#), [Criticare](#), [Eurocor](#), [Mediaid](#), [AMD L](#) and [Unetixs Vascular](#) are leaders in vital signs monitors, emergency cardiac care equipment, vascular treatments and sensing technologies. Our USFDA listed and CE marked products are marketed in more than 150 countries and sold through direct and indirect sales channels across many emerging and developing economies. We've been ranked in Forbes' *Asia's 200 Best under a Billion* lists in 2008, 2009 and 2011.

For information, please visit www.optoindia.com.

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