

BSE: 532391

NSE: OPTOCIRCU

Fully-diluted

Shares:

18,63,99,544

Market Cap:

Rs. 5046 Crs *

52 –week range:

Rs. 327.90 – Rs.

210.00

*As on 31st March 2011

Company Vitals

- Established in 1992, headquartered in Bengaluru, Karnataka, India, presence in an evolving knowledge intensive medical technology industry
- Develops, manufactures and markets medical equipment and consumables (non invasive) and interventional devices (invasive)
- Leader in cardiac and vital signs monitoring, emergency cardiac care, vascular treatments and sensing technologies
- 168 patents and 53 pending patent applications
- USFDA listed and CE marked products
- Markets – more than 150 countries; predominant in North America, Europe and BRIC
- Forbes Asia award – one amongst 200 Best Under a Billion companies in AsiaPac (2009, 2008); Finalist at CNBC 9th Asia Business Leaders Awards, 2010
- FY - 2011 Consolidated Net Sales of Rs. 1585 crs and Consolidated Profit After Tax of Rs. 367 crs
- Publicly traded on Bombay Stock Exchange (BSE) and National Stock Exchange (NSE)

Products

Non-Invasive

- Patient Monitors
 - Pulse Oximeters
 - Vital Signs Monitors
 - Respiratory & Anesthesia Care
- Diagnostic and therapeutic cardiology devices & systems
 - Automated External Defibrillators
 - ECG Systems
 - Stress Test Systems
 - Holter Monitoring Systems
 - Related Products & Services
- PAD Diagnostic Equipment
- Consumables
 - Sensors
 - Disposable
 - Reusable
 - Accessories
 - Components

Invasive

- Cardiac
 - Bare Metal Stents
 - Drug Eluting Stents
 - Coated Balloons
- Peripheral Coated Balloons
- Replacement Implants
- Catheters

Brands

Quinton
Burdick
PowerHeart
CareCentre MD
HeartCentrix
Pyramis

eVision
Poet IQ
nCompass
nGenuity
eQuality
MediChek

Dior
Genius Taxcor
Magical
eMagic

Freeway
Genius Magic
Amadeus Supercross
eFlex

eTraQ | Revo

Addressable Market Potential

- The global market for patient monitoring systems was valued at around US\$7 Bn in 2008 and is forecast to exceed US\$8Bn by 2015 with a CAGR of 3%. [The Future of the Patient Monitoring Market to 2015 by Global Markets, September 2009]
- The global market for Anesthesia monitoring is valued at US\$4.8Bn and is forecast to be US\$7.3Bn by 2016 with a CAGR of 7%. [Anesthesia Device- A global market overview, Industry Experts, May 2010]
- The global market for external defibrillators, which was valued US\$1.6Bn in 2009, is forecast to grow at a CAGR of 6% over the period 2009-2016 to reach US\$2.4Bn by 2016. [External Defibrillators - Global Pipeline Analysis, Opportunity Assessment and Market Forecasts to 2016, Global Data November 2010]
- The North American Cardiac monitoring product market was valued at US\$335.4Mn in 2009, and is expected to reach US\$413.3Mn by 2016, a CAGR of 3% from 2009 -2016. [North American Cardiac Monitoring Product Market Outlook, Frost & Sullivan, June 2010]
- The global peripheral vascular equipment market was valued at US\$180Mn in 2009 and is forecast to reach US\$300Mn by 2016. [US Peripheral Vascular device market, iData Research, May 2010]
- Global coronary stent market is currently valued at US\$5.4Bn and expected to exceed US\$6.5Bn by 2016 [Interventional Cardiology Devices: A Global Strategic Business Report, Global Industry Analysts, Inc. April 2010]
- Global drug-eluting balloon market (DEB) is estimated to be US\$0.8Bn and expected to be US\$ 1.3Bn by 2016. [Global Drug-Eluting Balloons Pipeline Analysis, Opportunity Assessments and Markets Forecasts to 2016, Global Industry Analysts, Inc, April 2010 and company estimated]

Manufacturing Facilities

USA (3), India (6), Malaysia (1)

Regulation, Approvals and Certification

- Each country has its own regulatory body, although certain countries accept FDA 510k and/or CE certification
- We currently have a number of FDA 510k (US FDA) listings and CE markings for Europe - for most products in our non-invasive product portfolio
- We have the CE marking for most products in our invasive product portfolio

Design and R&D

- Design and development facilities
 - Bonn, Germany
 - Bothell, Washington
 - Deerfield, Wisconsin
 - Waukesha, Wisconsin
 - Bengaluru, India
- Each wholly owned subsidiary is headed by a CEO and has a Technology Manager who manages R&D
- Local universities are also used for some R&D projects
- OCI R&D division works for subsidiaries and also works on projects to be marketed by subsidiaries

Board of Directors

Vinod Ramnani - Chairman & Managing Director | Usha Ramnani - Executive Director
Jayesh Patel - Promoter Director | Thomas Dietiker - Promoter Director
Dr. Suleman A Merchant - Director | Dr. Anvay Mulay - Director
Rajkumar Raisinghani - Director | V.Balasubramanian - Director
Dr. William Walter O' Neill -Director

Share Holding (As on 31st March 2011)

Promoter	28.05 %
Institutions	39.54 %
Others	32.41 %
Total	100.00 %

Key Subsidiaries

Company	Business	Country
Advanced Micronic Devices Ltd	India Distribution Co. for Non Invasive products	India
Mediaid Inc.	Manufacture of Pulse Oximetry products	USA
Opto Eurocor Healthcare Ltd.	Design & Manufacture of interventional products	India
Eurocor GmbH	Design & Development of Cardiac Stents	Germany
Devon Innovations Pvt. Ltd. & Ormed Medical Technology Ltd.	Catheters & Implants	India
Criticare Systems Inc.	Patient Monitors & Respiratory and Anesthesia Products	USA
NS Remedies Pvt. Ltd.	Manufacturing Facility for Cardiac Stents	India
Unetixs Vascular, Inc.	Peripheral Vascular diagnosis and testing	USA
Cardiac Science Corporation	Advanced diagnostic & therapeutic cardiology devices and systems	USA

Consolidated Financial Summary

Year-ended March 31st	2011	2010
	Rs. Crs.	
Net Sales	1585	1077
EBITDA	475	359
PAT	367	260
	%	
EBITDA/ Sales	30	33
PAT/ Sales	23	24
	EPS (Rs.)	
EPS (Rs.)	19.7	13.95
Dividend* (%)	45	40

As on March 31st	2011	2010
	Rs. Crs.	
Net Block	441	272
Net Worth	1377	1044
Capital Employed	2308	1290

Note: FY2011 and FY2010 Profit & Loss and Balance Sheet figures are not comparable as the performance of the three acquisitions that were made in FY2011 has been consolidated with that year's figures.

*On face value of Rs. 10 per share