

**BSE:** 532391

**NSE:** OPTOCIRCU

**Market Cap:**

Rs. 3715 Crs \*

\*As on 31<sup>st</sup> Dec 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 segment) and interventional devices & tools (invasive segment)
  - 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
- Latest awards :
- Annual Export Awards for EOUs and SEZs 2011 -“Best Performer in Electronics Sector” 2007-08, “Best Performer in Electronics Sector” 2008-09, and “Overall Best Performance in VSEZ” 2009-10;
  - Forbes’ 200 Best Under a Billion Asian companies for 2011 - for the third time; and “The Best Comeback Performance 2011”

### Products

#### Medical Equipment & Consumables

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

#### Interventional Devices

- 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  
Joker

Freeway  
Genius Magic  
Amadeus Supercross  
eFlex

eTraq | Revo

**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 or equivalent 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

**Key Subsidiaries**

<b>Company</b>	<b>Business</b>	<b>Country</b>
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, development, manufacturing and marketing of interventional cardiovascular and endovascular products	Germany & India
Devon Innovations Pvt. Ltd. & Ormed Medical Technology Ltd.	Catheters & Implants	India
Opto Cardiac Care Ltd.	Design, development, manufacturing and marketing of vital signs monitoring, anesthetic monitoring, peripheral vascular diagnosis & testing equipment and advanced diagnostic & therapeutic cardiology devices and systems	USA

**Consolidated Financial Summary FY2011**

- Net Sales: Rs. 1586 crores
- Net Profit: Rs. Rs. 367 crores
- EPS: Rs. 19.7