

## Press Release

### Opto Circuits Q1FY12 consolidated Net Sales up 78 per cent at Rs. 520.81 crore

Bengaluru, India | July 26, 2011

Opto Circuits (India) Ltd. (OCI), 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 30, 2011.

For the first quarter ending June 30, 2011 (Q1 FY12):

#### **Consolidated Results**

- Net Sales stood at Rs. 520.81 crore as against Rs. 291.98 crore in the same period last year
- Net Profit at Rs. 116.38 crore as against Rs. 83.09 crore in the same period last year

#### **Standalone Results**

- Net Sales stood at Rs. 151.68 crore as against Rs. 127.49 crore in the same period last year
- Net Profit at Rs. 57.13 crore as against Rs. 56.95 crore in the same period last year

#### **Management Comment**

Vinod Ramnani, Chairman and Managing Director, OCI comments: "The Opto Circuits Group has efficiently integrated the operations and functions of its US businesses, strengthening it further. Keeping in line with this, we have also restructured our medical equipment and interventional devices business segments to save cost and obtain operational efficiency. We are confident of achieving our growth objectives for the year". He added, "Earlier this month we re-entered the lucrative Japanese AED market, with Powerheart AED. Japan is the second largest market in the world for AEDs."

#### **Key Highlights: Medical Equipment & Consumables**

Cardiac Science launched a new web-based 'ishop' for online shopping of all Cardiac Science products' accessories and supplies. The company was awarded a contract to deploy 650 Powerheart® AEDs in Girona, Spain, home to 700,000 Catalonians. With this initiative, Girona becomes the first Spanish city to implement a wide network of defibrillators to protect its citizens against sudden cardiac arrest. It was also awarded a contract to deploy Powerheart® AEDs in the metropolitan area of Medellín, home to 3.5 million Colombians. These AEDs will be placed in Metro de Medellín transportation stations and buildings to protect commuters against sudden cardiac arrest.

Cardiac Science received regulatory clearance from the Japan Ministry of Health, Labour and Welfare (JMHLW) to market its Powerheart G3 AEDs in Japan. Cardiac Science entered into an exclusive distribution agreement with Omron Healthcare Co. Ltd. to distribute the JMHLW approved Omron Automated External Defibrillator Powerheart G3 HDF - 3000 in Japan.

Advanced Micronic Devices Ltd. (AMD), a subsidiary of the Company, has appointed a new CEO, Arindam Sen. He comes to us with two decades of industry experience in the area of Energy and Healthcare. He has held a number of leadership positions in R&D, Operations, Product Management, and Supply Chain Management. He will be driving the Group's efforts to market and sell marquee

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cardiovascular equipment brands like Quinton, Burdick and Revo in the fast growing Indian healthcare market.

### Key Highlights: **Interventional Devices & Tools**

Eurocor presented the first nine months' data from the Argentinean Registry of the DIOR® balloon in diabetic patients, called DEAR Registry, at one of the leading cardiovascular congresses worldwide, EuroPCR in Paris. The aim of the registry is to assess major clinical events when a paclitaxel-eluting balloon (DIOR®) and a stent are used to treat coronary lesions in a diabetic population. The outcome in this challenging group of patients is a very low single digit TLR rate of 6.6 per cent.

Eurocor also announced the 12 months outcome of the Spanish Multicenter Registry that enrolled 250 patients in 10 Spanish centers. The study was conducted to investigate the outcome after DIOR® drug-eluting balloon (DEB) was used for the treatment of in-stent restenosis (ISR) lesions. The study proved that the treatment of coronary in-stent restenosis with the paclitaxel-eluting balloon DIOR® provides good immediate and midterm outcomes.

Eurocor launched the new DIOROCT trial, a prospective, multicentre, randomized trial which will include up to 100 patients with stable angina pectoris and 1 de novo lesion in a native coronary artery. The three arm trial is comparing the OCT outcome at four months on Eurocor's 2nd Generation Drug-Eluting Balloon (DEB) DIOR® vs. Bare Metal Stent (BMS) + DEB vs. BMS.

Eurocor's partner, Micell Technologies, presented positive preclinical data for the [MiStent™](#) Drug Eluting Coronary Stent System, at the EuroPCR in Paris, in a presentation titled: "MiStent DES: A Novel Third Generation DES with a Fully-absorbable Coating and Enhanced Drug Delivery Capabilities."

### About: **Opto Circuits**

Headquarters: Bengaluru, Karnataka, India  
BSE: 532391 | NSE: OPTOCIRCU

Opto Circuits (India) Ltd. (OCI) is an MNC in the business of design, development, manufacture and marketing of healthcare equipment and medical interventional products. The product profile includes USFDA-listed, CE-marked cardiac and vital signs and cardiology monitoring systems, anesthesia and respiratory care equipment, automated external defibrillators, stents, catheters, body implants and consumables. Some of OCI's well-known brands are [Cardiac Science](#), [Criticare](#), [Eurocor](#), [Ormed](#), [Mediaid](#) and [Unetixs Vascular](#). The company's key markets are North America, Europe and BRIC countries.

### Contact

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