

Opto Circuits posts Rs. 457 crs in Consolidated Net Sales for Q4FY13

Bengaluru, India | 31st May 2013

The Board of Opto Circuits (India) Ltd., a leading developer and manufacturer of medical equipment and interventional devices for the global markets, today considered and approved the company's audited financial results for the fourth quarter and full year ending March 31st, 2013.

Financial Highlights

	Q4FY13	Q4FY12	Y-o-Y	FY13	FY12	Y-o-Y
	Rs. Cr	Rs. Cr	%	Rs. Cr	Rs. Cr	%
Net Sales	456.8	662.7	(31.1)	2397.6	2356.9	1.7
EBITDA	69.5	165.1	(57.9)	586.7	630.1	(6.9)
Net Profit	12.3	209.4	(94.1)	379.8	571.9	(33.6)
Medical Equipment & Consumables [Non Invasive]	87.0%	77.0%	(22.1)%	81.7%	79.4%	4.6%
Interventional Devices & Tools [Invasive]	12.4%	22.3%	(61.6)%	17.7%	19.8%	(8.8)%
Non Medical	0.5%	0.7%	(50.1)%	0.6%	0.8%	(26.1)%

		FY13	FY12	Movement
Net Worth	Rs. Crs.	2114.5	1699.3	415.2
Net Block		763.0	711.1	51.9
Net Debt		1407.6	998.0	345.0
Net Operating Cycle	Days	297.6	178.3	119.3

Outcome of Board Meeting held on 30th May 2013

- Appointment of Mr. Ashwin Khemani as Alternate Director to Mr. Jayesh Patel, Director.
- Appointment of Mr. Vivek Ramnani as Alternate Director to Mr. Thomas Dietiker, Director.
- Appointment of Mr. Bodapati Bhaskar, Independent Director, as Chairman of Audit Committee.

NSE Symbol: OPTOCIRCU
BSE Code: 532391

Market Cap: Rs. 1461 crs*
[*As per the BSE closing price as on 31st March 2013]

Headquarters:
Bengaluru, Karnataka,
India

Industry: Medical
Technology

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

- FY2013 -

Consolidated Financials:
Net Sales - Rs. 2397.6 crs
Net Profit - Rs. 379.8 crs
EPS - Rs. 15.67

Disclaimer: Statements made in this document describing the company's objectives, projections, estimates, expectations may be "Forward-looking Statements" within the meaning of all applicable securities' laws and regulations. Actual results could differ from those expressed or implied. Important factors that could make a difference to the Company's operations include economic conditions affecting demand, supply and price conditions in the domestic and overseas markets in which the Company operates, changes in government regulations, tax laws, other statutes and other incidental factors.

Key Highlights – Q4 FY13

Corporate:

- Appointed Mr. Krishna Sudheendra as Group Chief Financial Officer on 1st March, 2013.
- Appointed Mr. Srinatha A N as Company Secretary and Compliance Officer.
- Sold Diagnostic Cardiology business of Cardiac Science Corporation (CSC) to Mortara Inc. for an aggregate consideration of roughly USD 21 Mn.

Medical Equipment and Consumables (Non Invasive):

- CSC began supplying Powerheart® G3 AEDs to all Chicago-area [Metra](#) commuter trains and other Metra facilities.
- CSC began multiple base deployments of AEDs for the Department of National Defense, Canada
- AED sales picked up in the utility vertical. A series of transactions that included Powerheart AEDs and Program Services were carried out with Southwest Gas, a major utility provider in the US.

Interventional Devices and Tools (Invasive):

- In vitro tests commenced for 3rd generation coating on DEB
- Eurocor announced interim results of the Freeway™ Stent Study at IROS Congress. The trend shows a very low target lesion revascularization (TLR) rate of 2.5%.
- 4 Tenders were won in Poland.
- 1st shipments of Freeway sent to Mexico.
- Eurocor DEBs began to be reimbursed in Germany.
- Started the pilot run for balloon manufacturing at Eurocor Asia (Malaysia) in May 2013.
- Approvals:
 - Freeway and DIOR in Panama, Egypt
 - Renewal of approval for DIOR in South Africa
 - Genius Magic CC, E-Magic, Genius Taxcor I, Amadeus Supercross, DIOR, Joker, Freeway 014/035 in Ukraine

About: Opto Circuits (India) Limited

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](#) 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 more information, please visit www.optoindia.com.

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