

Opto Circuits Q2FY12 consolidated net sales stood at Rs 562.04 crores and PAT at Rs. 121.05 crores EPS for H1FY12 is at Rs. 12.75

Bengaluru, India | 8th November 2011

[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 second quarter and half year ending September 30, 2011.

For the Second Quarter ending September 30, 2011 (Q2 FY2012)

- Consolidated Net Sales stood at Rs. 562.04 crores and standalone Net Sales stood at Rs. 162.67 crores.
- Consolidated EBITDA at Rs. 149.56 crores and standalone EBITDA at Rs. 67.51 crores.
- Consolidated PAT at Rs. 121.05 crores and standalone PAT at Rs. 57.59 crores.

For Half Year ending September 30, 2011 (H1 FY2012)

- Consolidated Net Sales stood at Rs. 1082.85 crores and standalone Net Sales stood at Rs. 314.35 crores.
- Consolidated EBITDA at Rs. 297.68 crores and standalone EBITDA at Rs. 134.12 crores.
- Consolidated PAT at Rs. 237.62 crores and standalone PAT at Rs. 114.73 crores.
- Consolidated EPS for the period is at Rs. 12.75

Management Comment:

Vinod Ramnani, Chairman and Managing Director, OCI comments: “Both the businesses have performed in line with our expectations during the quarter. Our strategic initiatives, focus on emerging markets as well as cross selling due to successful integration of our US businesses has paid off and is reflected in our sales growth. We continue to see growing acceptance for our new Drug Eluting Balloon (DEB) and Automated External Defibrillator (AED) technology, globally. We will continue to work towards deepening our penetration in existing markets and adding to geographical coverage.”

Key Highlights: Corporate

- Opto Circuits was listed on Forbes Asia’s highest performing 200 companies with revenues under a Billion dollars. This list is compiled every year for publicly traded companies that show growth in both sales and earnings. This is Opto’s third time on the list.
- Vinod Ramnani, CMD – Opto Circuits, was nominated for NextGen Entrepreneur for the Year category in the Forbes Leadership Awards 2011. The awards recognize transformational leadership in the entire entrepreneurial sphere.
- M Srinivas, Head of Finance won the Business Today award in the Best CFO - Remarkable Leverage Management for a mid-sized company, 2011 category.

Key Highlights: Medical Equipment and Consumables

- This segment contributed 82% this quarter as against 70% in the same period last year. This shows an increase on account of acquisition of Cardiac Science Corporation.
- Cardiac Science Corporation entered into an exclusive distribution agreement with Omron Healthcare Co. Ltd. to distribute the Japan Ministry of Health, Labour, and Welfare (JMHLW) approved Omron Automated External Defibrillator Powerheart G3 HDF - 3000 in Japan.
- On the occasion of World Heart Day, Opto Circuits launched a campaign to create awareness around sudden cardiac arrest (SCA) and the role of community-led emergency treatment efforts towards saving lives of SCA victims. As part of this campaign, Opto Circuits will be presenting 50 patented US FDA Powerheart® G3 Plus AEDs to 50 organizations and public institutions across India. Enabling a Heart-safe environment, Opto Circuits has presented a Powerheart® G3 Plus AED to Bangalore Metro Rail Corporation Ltd. (BMRCL) and the Press Club Mumbai.

Key Highlights: **Interventional Devices & Tools**

- This segment contributed 17% this quarter as against 27% in the same period last year.
- Eurocor GmbH (Eurocor), appointed Dr. Antonino Laudani as Chief Operating Officer of the Company. In his new role, Dr. Laudani will be responsible for the operational set-up and over-all management of the Company.
- Eurocor participated in the Cardiovascular and Interventional Radiological Society of Europe (CIRSE), Munich and 66⁰ Congress Brasileiro de Cardiologia, Brazil where they successfully showcased Drug-Eluting Balloons – FREEWAY™ and DIOR®.
- Eurocor successfully launched FREEWAY™ peripheral drug-eluting balloons in Venezuela.

Key Highlights: **Others**

- This segment contributed 1% this quarter as against 3% in the same period last year.
- Mentor Graphics Corp. announced signing Advanced Micronic Devices Ltd. (AMD L) as a distributor in India. As part of this agreement AMD L will be responsible for market development, sales and pre- and post-sales support for the Mentor® simulation and analysis tools, the PADS® product and front-end design tools within the India region.

Notes to Editor

- Consolidated results for prior period do not include revenues of Cardiac Science Corp. and are hence not comparable.

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.

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