



Surgical Instruments Market – India

January 2012

Executive Summary

Market

- Surgical instruments market in India is growing at a CAGR of x% over 20---20--e
- A large number of domestic manufacturers exist in the market and they earn high revenues by exporting their products
- Surgical robots are still at a nascent stage and its development will significantly boost the market

Drivers & Challenges

Drivers:

- Increasing surgical procedures
- Improving hospital infrastructure
- Growing medical tourism
- Increasing lifestyle diseases
- Changing demographic structure
- Increasing healthcare spending

Challenges:

- Improper sterilization procedures
- Reluctance to use by medical centers

Technological Trends

- Powered Surgical Tools
- Minimally Invasive Surgeries
- Robotic Surgeries

Competition

Major Domestic Players		Major Foreign Players	
Company 1	Company 3	Company 5	Company 6
Company 2	Company 4	Company 6	Company 7



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- **Introduction**
 - Market Overview
 - Import-Export
 - Drivers & Challenges
 - Surgical Trends
 - Competition
 - Strategic Recommendations
 - Appendix

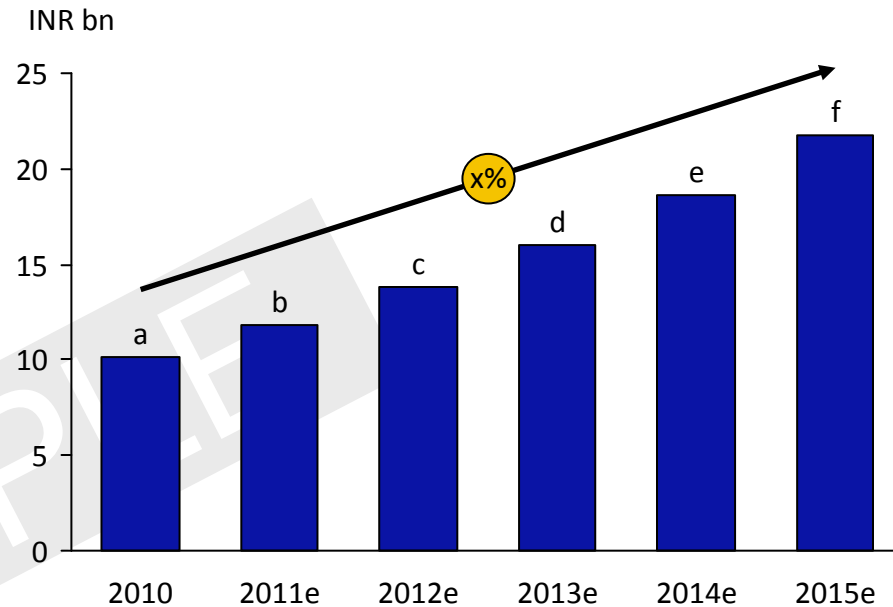


Market for surgical instruments in India is poised to grow at a steady rate in the coming years

Surgical Instruments Market – Overview

- Market for surgical instruments is poised to grow in coming years, providing strong opportunities to present and potential players to earn higher revenues and increase profits
 - Surgical instruments are used in various therapeutic segments such as cardiology, dermatology, oncology, neurology, general surgery and gastroenterology
 - Traditionally, surgical instruments were hand tools though powered surgical instruments are rapidly being taken up to make surgical procedures as less invasive as possible
- A large number of domestic manufacturers exist in the market
 - Most domestic companies are small scale companies operating in small regions in the country
- Unlike for most other medical devices, the market for surgical instruments is not import dependent
 - Domestic manufacturers are able to earn high revenues by exporting their products
- Market is likely to get a huge boost in future with growth in the use and acceptance of surgical robots

Market Size & Growth



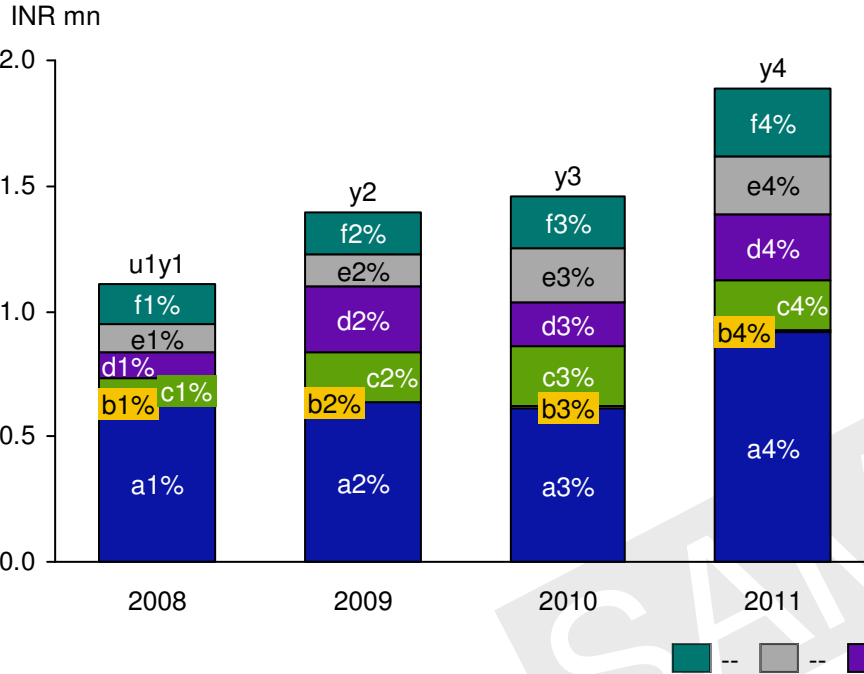
Growth is mostly restricted to urban areas with semi-urban and rural areas remaining largely untapped, thus providing a huge growth opportunity

Source:

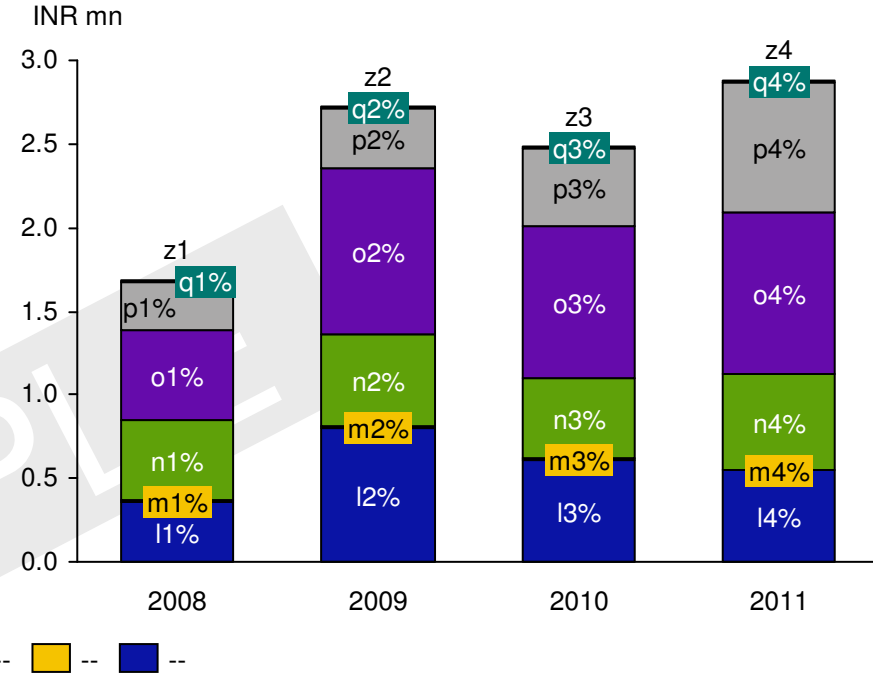


Unlike other medical devices, surgical instruments' market is not import dependant with high export earnings

Imports



Exports









HS Code	HS Code Description
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Source:

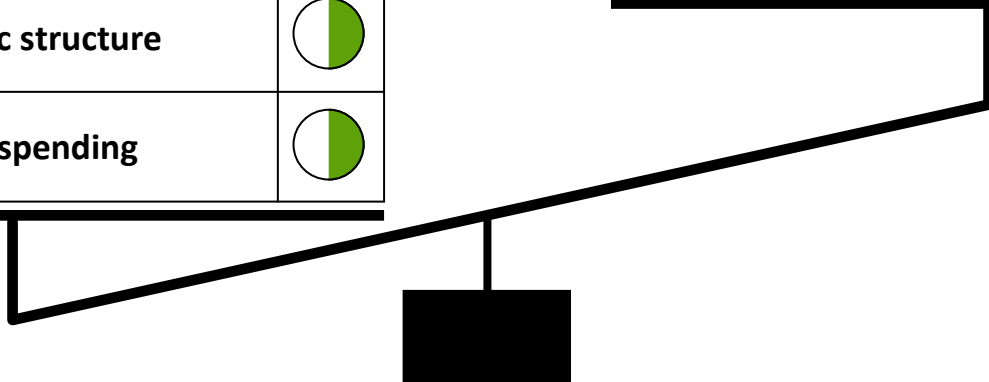
Note: Figures are for respective financial years



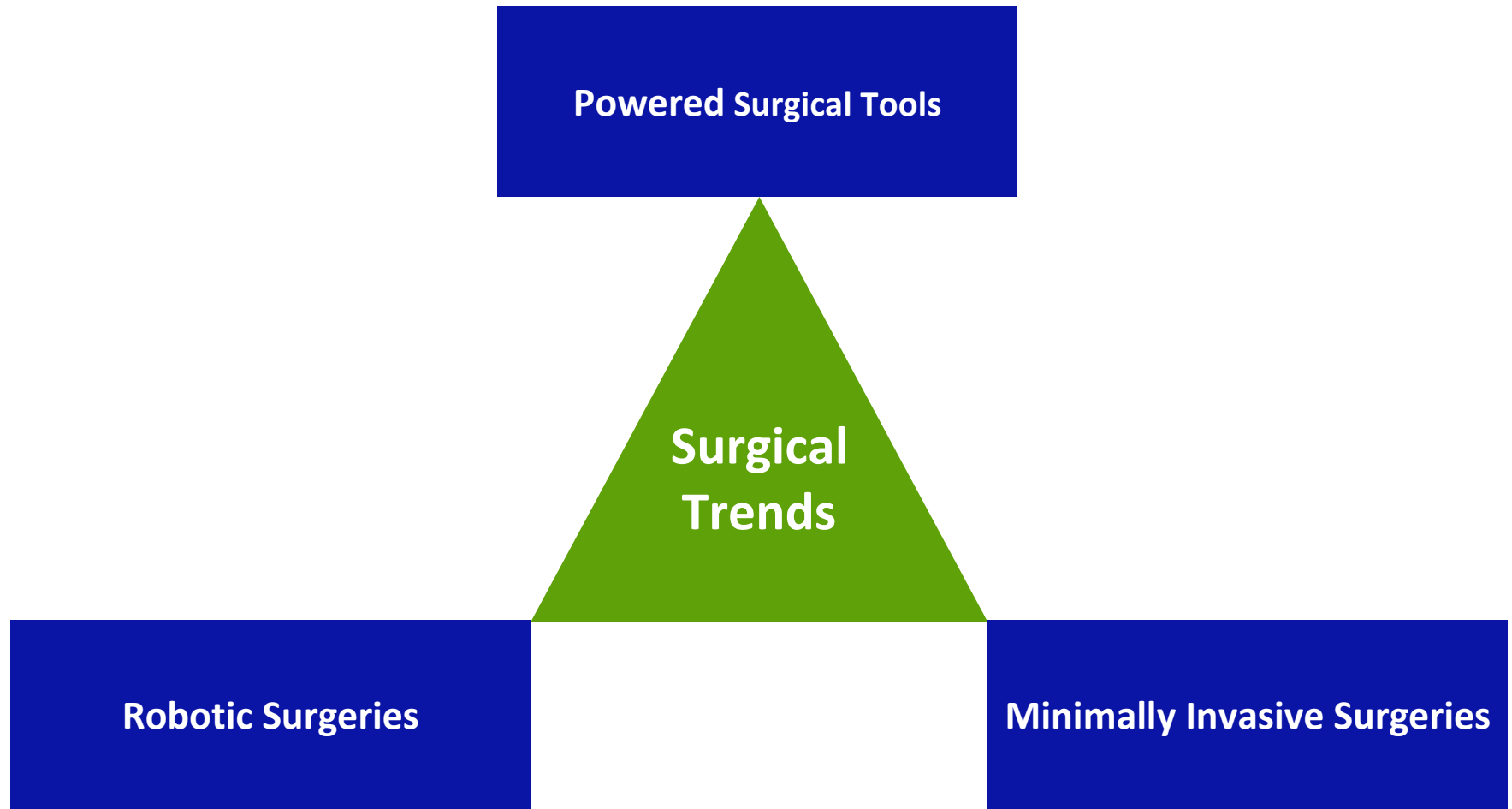
Drivers & Challenges – Summary

Drivers	
Increasing surgical procedures	
Improving hospital infrastructure	
Growing medical tourism	
Increasing lifestyle diseases	
Changing demographic structure	
Increasing healthcare spending	

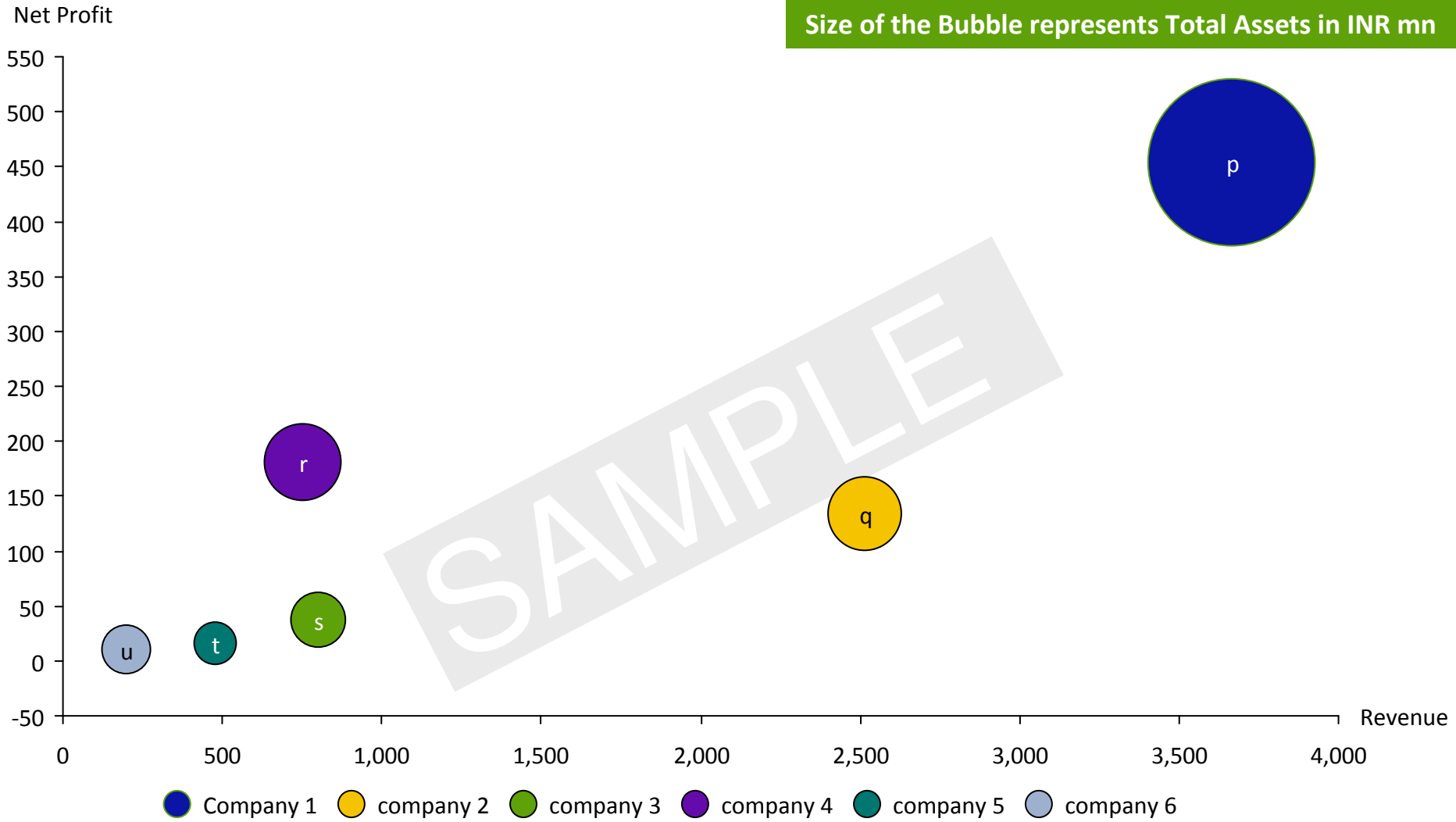
Challenges	
Improper sterilization procedures	
Reluctance to use by medical centers	



Surgical Trends – Summary



Major Companies – Summary



Source:

Note: All figures are in INR mn for FY 2010



Public: Domestic Company – Company 1

(1/3)

Company Information

Corporate Address

Tel No.

Website

Year of Incorporation

Ticker Symbol

Stock Exchange

Products and Services

Products/Services

Product 1, Product 2, Product 3, Product 4, Product 5, Product 6, Product 7, Product 8, Product 9, Product 10

Offices and Centres – India



† Head Office

Key People

Name	Designation
Person A	Chairman & MD
Person B	Executive Director
Person C	Chief Operating Officer
Person D	Chief Financial Officer

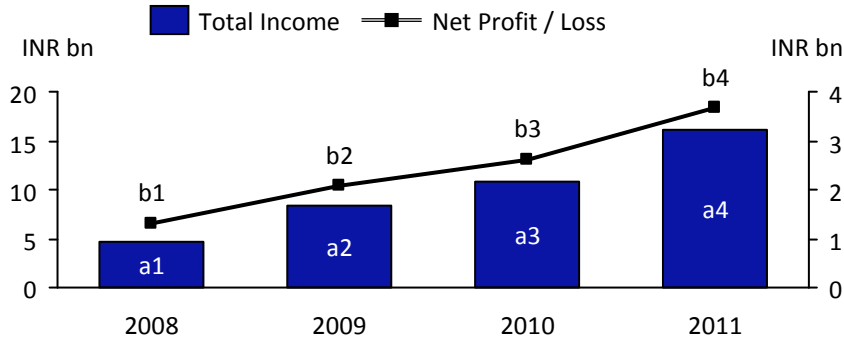
Source:



Public: Domestic Company – Company 1

(1/3)

Financial Snapshot



Financial Summary

- The company incurred a net profit/net loss of INR X mn in FY 20XX, as compared to net profit/net loss of INR Y mn in FY 20YY
- The company reported total Income of INR XX mn in FY 20XX, registering an increase/decrease of X per cent over FY 20YY
- The company earned an operating margin of X.X per cent in FY 20XX an increase/decrease of X.X percentage points over FY 20YY
- The company reported debt to equity ratio of X.XX in FY 20XX, an increase/decrease of X.X per cent over FY 20YY

Financial Summary

Indicators	Value (dd/mm/yyyy)
Market Capitalization (INR)	

Key Ratios

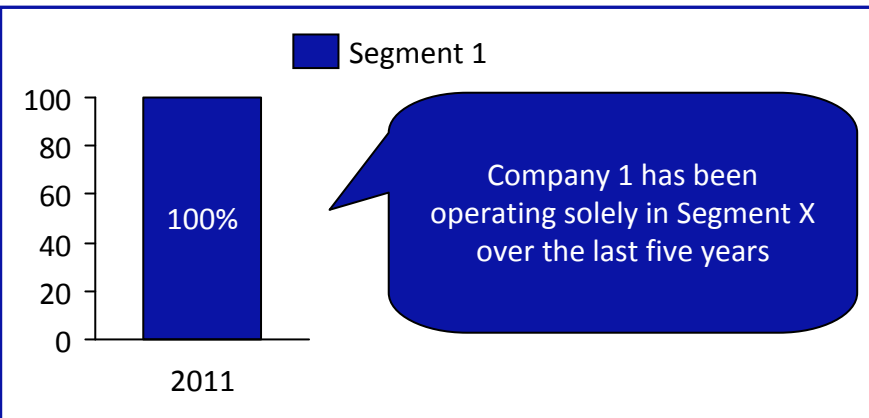
Particulars	y-o-y change (2011-10)	2011	2010	2009	2008
Profitability Ratios					
Operating Margin	↓				
Net Margin	↓				
Profit Before Tax Margin	↓				
Return on Equity	↑				
Return on Capital Employed	↓				
Return on Working Capital	↑				
Return on Assets	↓				
Return on Fixed Assets	↑				
Cost Ratios					
Operating costs (% of Sales)	↓				
Administration costs (% of Sales)	↓				
Interest costs (% of Sales)	↑				
Liquidity Ratios					
Current Ratio	↓				
Cash Ratio	↓				
Leverage Ratios					
Debt to Equity Ratio	↓				
Debt to Capital Ratio	↓				
Interest Coverage Ratio	↑				
Efficiency Ratios					
Fixed Asset Turnover	↑				
Asset Turnover	↓				
Current Asset Turnover	↓				
Working Capital Turnover	↑				
Capital Employed Turnover	↑				

↑ Improved ↓ Decline

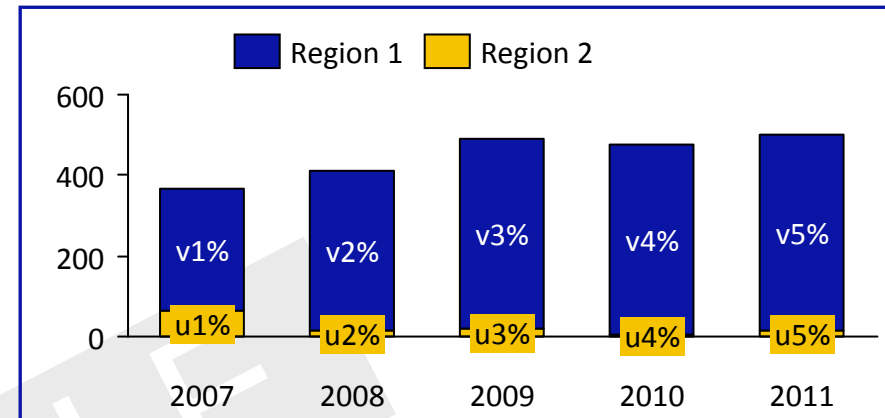
Source:

Public: Domestic Company – Company 1 (3/3)

Key Business Segments



Key Geographic Segments



Business Overview

Description	News
Overview	<ul style="list-style-type: none"> • Is an ISO 9001:2000 and ISO 13485:2003 certified company • Manufactures and sells various kinds of surgical sutures materials, micro sutures, absorbable and non absorbable sutures, bone wax, polyester fibre tape, future dispenser, micro surgical cellulose swabs • Introduced Good Manufacturing Practice (GMP) into all aspects of production and quality control which includes maintaining detailed batch records, a recall system, control of procedures, staff training and a controlled production environment

Source:

