

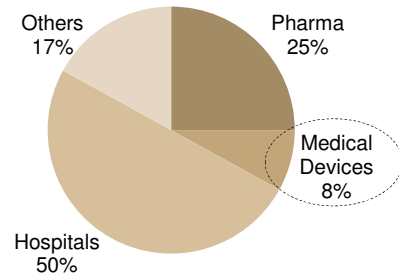
The Indian medical equipment industry forms about 8% of the Indian healthcare sector and was worth USD 2.8 bn in 2008. It has grown at a CAGR of 15% and is expected to grow to USD 5.0 bn by 2012. The increased focus of the Government on healthcare, increasing incidence of lifestyle diseases and rising proportion of senior citizens are expected to boost the demand for medical equipment in the country. Ambitious expansion plans of corporate hospitals coupled with increased outsourcing of manufacturing by foreign companies, which are under pressure to reduce costs, are expected to further the growth of the industry.

The Indian medical equipment industry being a highly fragmented industry with 65% of the manufacturers falling in the SME category, is witnessing increasing deal activity. Several foreign manufacturers have setup shop in India and have been actively pursuing strategic tie-ups / acquisitions with their Indian counterparts.

Several Indian companies, in order to compete with the foreign players, have either acquired assets abroad that give them access to technology or have tied up with international companies for research and development and technical innovations.

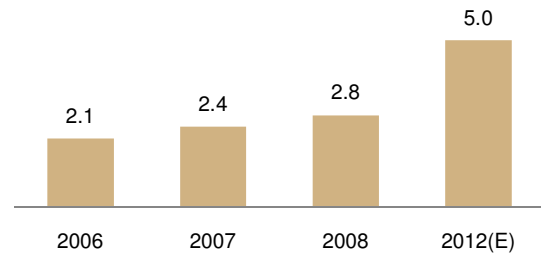
Given the changing dynamics of the industry and growing complexity of diseases and number of players competing in the market, the Indian Government has proposed to introduce new regulations in order to regulate the industry which was until now remained one of most unregulated industries in India.

**Exhibit 1: Indian Healthcare Sector, 2008**



Source: o3 Capital Analysis

**Exhibit 2: Indian Medical Device Sector, 2008**



Note: Figures in USD bn; Source: o3 Capital Analysis

Against this backdrop, o3 Capital has come up with an industry analysis of medical devices sector in India. The report comprises eight sections and discusses in detail the overall Indian medical equipment sector, with brief discussion on some of the major global markets, industry growth drivers, key challenges faced, emerging trends, and past transactions. Report also includes profiles of major player's profiles, key product segments overview and future outlook.

For a detailed report, please mail to [prashant.jain@o3capital.com](mailto:prashant.jain@o3capital.com)