

Smiles

January - 2013

A Newsletter from

TRIVITRON
HEALTHCARE
speaking your language

03 TRIVITRON ACQUIRES LABSYSTEMS
DIAGNOSTICS GROUP, GLOBAL
LEADER IN IVD SEGMENT

05 DIASORIN - TRIVITRON
JOIN HANDS IN
IMMUNODIAGNOSTIC
SEGMENT

06 FIDELITY ANCHORS ₹ 400
CRORES INVESTMENT IN
TRIVITRON HEALTHCARE

06 APOLLO-TRIVITRON
LAUNCHES
WHITE DENTAL SPA



**ENHANCING HEALTHCARE
ACCESS AND AFFORDABILITY
GLOBALLY**



PUTTING INDIA ON THE GLOBAL MAP OF MEDICAL TECHNOLOGY

Incepted in the year 1997, Trivitron was established with an ear-to-ground approach, understanding and speaking the customer's own language. For more than a decade, we have been providing cost-effective solutions that bring the

most innovative medical technology products to healthcare providers. With anticipated gross revenue of around INR 700 crores (FY13) and over 900 employees, Trivitron claims to be undisputed No. 1 position and being the largest Medical Technology Company of Indian Origin. Trivitron today is the most admired fully integrated healthcare organization integrating Innovation, Manufacturing, Distribution, Technical Support and End Patient Healthcare Delivery segments.

BRINGING YOU THE BEST OF TWO WORLDS

Trivitron has established the Trivitron Medical Technology Park (TMTP), South Asia's first state-of-the-art Medical Technology Park, to manufacture internationally accredited Medical Technology products in alliance with global pioneers in the medical technology space.

TMTP presently houses 2 facilities - the Aloka Trivitron Medical Technologies (ATMT) Park and Bio systems Diagnostics Private Limited (BDPL), the entire range of products adhere to the International standards of ISO 9000-2003, ISO 13485, US FDA & Japan MITI certifications. In the coming years, TMTP will house 10 global brands to manufacture MT products for India and emerging markets of the world.

In addition to TMTP, Trivitron manufactures cost-effective MT solutions using different facilities for Modular OT's and OT Pendants, Image Enhancement Solutions and Radiation Protection Apparels, X-Ray, CR and DR equipment's, neonatal screening, cardiac biomarkers etc. We have been associated with global players like Kiran Medical Systems (India), Lab Systems Diagnostics (Finland), Johnson (Sweden), Hitachi-Aloka (Japan) etc for manufacturing medical technology products.

COLLABORATIONS WITH GLOBAL PLAYER

Trivitron has entered into numerous technology partnerships with key global players in the Medical Technology industry for the manufacture of cost-effective solutions, as follows:

- Hitachi-Aloka, Japan - to manufacture Ultrasound and color Doppler.
- Biosystems, Spain - to manufacture biochemistry instruments and reagents
- Cardioline S.p.A, Italy - to manufacture cardiac diagnostics instrument
- Johnson-Medical, Sweden - to manufacture Modular Ultra clean operating room, pendants
- Vision Engineering, Pune India - to manufacture DR, CR, X-ray and C-arm systems
- Kiran Medical Systems, India - to manufacture image enhancement accessories and radiation protective products
- Johari Digitals, India - to manufacture Point of Care, Physiotherapy and Medical Aesthetics(Beauty and Wellness) product.
- Labsystems, Finland - to manufacture neonatal screening, infectious diseases, fertility kits and cardiac biomarkers screening products



FROM THE FOUNDER'S DESK

Greetings to you!

My heartfelt thanks to each one of you for your undue support and confidence placed in us over the years, which has helped us step into going global. FY2012 has been wonderful for the Trivitron Group of Companies.

"If you can dream it, you can do it". Those words were spoken by Walt Disney, and indeed, all of human evolution is testimony to our ability to dream. History is filled with instances of dreams that became reality and thereby transformed the course of human civilization forever. At Trivitron, we celebrate the power of dreams, and their ability to transform lives. And we strive everyday, in everything we do, to bring dreams to life.

Trivitron's mission is to innovate and provide Medical Technology products, services and solutions to make healthcare affordable and accessible to all across India and the emerging markets across the globe. We are working towards becoming the largest and the most admirable MNC medical technology company with global presence, promoting cost-effective products and services. We also aspire to be the most Innovative R&D focused on Multi- Disciplinary and Multi Product Medical Technology Company with focus on the emerging market in our key focus segments.

The next phase will witness a human-centered approach, focusing on development and preparing our team for higher responsibilities and productivity through soft skill training programs, employee engagement programs, leadership development programs, etc., and emphasis on global brand building.

Venture into own innovation and skill education for promoting access and affordability for MT products with specific relevance to Emerging markets is another area of expertise we wish to establish ourselves as a leader in the MT space.

Once again, I take this opportunity to thank you for your valuable patronage over the years and wishing you and your family a very successful and prosperous 2013.

With Warm Regards

A stylized, handwritten signature in black ink, consisting of a large 'G' and 'S' intertwined, followed by 'K.V'.

Dr. G.S.K.Velu
Managing Director
Trivitron Group of Companies

CORPORATE DESK

The Corporate desk at Triviron is an array of benchmarks and initiatives in the Medical Technology space over the years. Triviron today is a Multi-Modality MNC MedTech Company of Indian Origin with the most comprehensive solution provider for Imaging Sciences, Lab Diagnostics (IVD), Critical care & Life Support Solutions (CLSS), Cardiology and Implantable Devices (CID) and Ophthalmology.



TRIVIRON ACQUIRES LABSYSTEMS DIAGNOSTICS GROUP, FINLAND THE GLOBAL LEADERS IN THE IVD SPACE

A first of its kind for an Indian Medical Technology Company to have an overseas acquisition.

Triviron Healthcare announces the 100% acquisition of Ani LabSystems Diagnostics Group, a leader in the In-Vitro Diagnostic space with unique global position in the fast growing areas like Neonatal Screening and Cardiac Bio markers screening. The group has over 14 globally recognized patents in Point of Care Diagnostics, Neonatal Screening and Celiac testing areas. Ani LabSystems is a group of companies consist of Ani Biotech, Ani LabSystems, Biopoint, K3 and Orgenium.



From left to right: Dr Velu, Antti Kuusela, Auli Pere



Left to Right: Aapo Polho, Senior Counsellor, Ministry for Foreign Affairs Finland, Mika Saramaki, President, Ani Biotech Oy and Ani LabSystems Oy, Chandra Ganjoo, GM, HR & Admin., Triviron, Timo Lasola, CEO, LabSystems Diagnostics Group, His Excellency A Manickam, Indian Ambassador, N Srinivasan, Triviron Dubai, Antti Kuusela, Director of International Affairs, City of Vantaa, Finland, Dr. Velu, MD Triviron Healthcare, Geraldine Carrard, Consultant, Triviron Diagnostics Group of companies, Auli Pere, Chief Advisor, Bio and Health Technologies, Jari Sainio, Head of Business Development, City of Vantaa, Finland, Arno Latvus, former President of Ani LabSystems Board, and Aimo Niskanen, Chairman of Triviron's Scientific Committee.

We are acquiring all these four group companies and the merger is known as LabSystems Diagnostics OY- A Triviron Group Company. This joint venture brings forth access to global manufacturing facility.

While Neonatal Screening, Cardiac Biomarkers , Gastro and Respiratory diagnostics kits will continue to be manufactured in Finland, the Infectious Diseases and Women's health products manufacturing will be shifted to the Triviron Medical Technology Park based in Chennai.

With this acquisition, Triviron now has the capability to enter into Point of Care Diagnostics, Immuno Diagnostics and Molecular Diagnostics, three of the fastest growing In Vitro Diagnostics segments.

FOUNDATION STONE FOR BUILDING A NEW STATE-OF-THE-ART FACTORY TO MANUFACTURE IVD REAGENTS USING LABSYSTEMS DIAGNOSTICS TECHNOLOGY



Bhoomi puja for LabSystems Diagnostics, at Sriperumbudur, Chennai

Triviron, in 2009, established South Asia's first state-of-the-art Medical Technology Park, the Triviron Medical Technology Park (TMTP), to manufacture internationally accredited Medical Technology products in alliance with leading global MT players. The Triviron Medical Technology Park is spread over a 25 acres space housing a cluster of manufacturing facilities.



Bhoomi puja for LabSystems Diagnostics, at Sriperumbudur, Chennai

In TMTP, the first facility was established with an alliance with Aloka Medical Systems, Japan - Aloka Triviron Medical Technologies (ATMT) Park in 2009, and the second facility with Biosystems SA, Spain-Biosystems Diagnostics Private Limited (BDPL) in early 2012. This cluster will house other facilities to manufacture IVD reagents, electronic medical equipment & medical devices. It will also have an R & D Center, the Triviron Skills Development Center and a heavy machine tools plant for metal fabrication, injection moulding, etc.

With the recent acquisition of Ani LabSystems, Finland by Triviron the next project will be to create a state-of-the-art IVD reagents manufacturing facility which will house the production of the Anilabsystems range of POC Testing Kits, ELISA kits with in-house cell culture Lab, CLIA Kits, Biochemistry Reagents, Reagents for Molecular Diagnostics, Rapid Test Kits, Fluorescence Kits, etc. covering the entire gamut of IVD testing. Currently, LabSystems has over 14 globally recognized patents in Point of Care Diagnostics, Neonatal Screening and Celiac testing. The facility is likely to be completed by the end of 2013, with the products rolling out by early 2014.

This facility would incorporate modern construction technologies for a green and energy efficient setup with Class 10,000 clean rooms, low humidity rooms and energy efficient systems for cold storage at temperatures between -80°C and 25°C. It will use high quality purified water obtained by Serial RO systems to ensure high quality finished products. This unit will be spread over an area of approx. 35,000 sqft with an exclusive R&D unit setup within the manufacturing facility. Trivitron plans to scale up its manufacturing of reagents with this upcoming facility.

INAUGURATION OF BIOSYSTEMS FACILITY



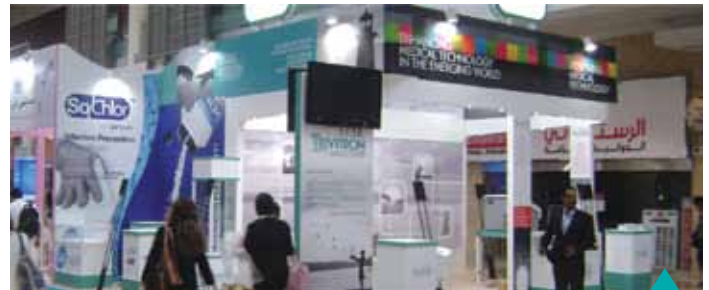
Inauguration of Biosystems Facility

Mr. Swaran Singh, IAS, Principal Secretary/ Chairman and Managing Director, SIPCOT, Govt of Tamil Nadu inaugurated South Asia's first state-of-the-art facility Trivitron Biosystems Diagnostics Pvt Ltd at Trivitron Medical Technology Park to manufacture In Vitro Diagnostics reagent in India for the emerging markets of the world. Trivitron has collaborated with Biosystems, Spain, one of the leading manufacturers of clinical chemistry reagents & instruments, immunofluorescence reagents & instruments, immunoturbidimetry reagents, etc for over 3 decades for a joint venture to establish this manufacturing facility. This is a step towards Trivitron's multi modality medical technology leadership with innovation and manufacturing facilities in medical technology space. This initiative to set up manufacturing unit in Irugatukottai will boost the image of India on global map and showcase indigenous manufacturing capabilities worldwide.

STAR TRIVITRON IS NOW TRIVITRON

Star Trivitron is now a 100% subsidiary of Trivitron Healthcare. Timo Lasola takes additional administrative responsibility as CEO of Star Trivitron and N. Srinivasan as Financial Controller. Trivitron will enter the Middle East and African region markets with its own innovative products, sold under the brand of Trivitron. This is part of our mission to provide cost effective medical technology solutions across emerging markets of the world.

GOLD SPONSOR AT ARAB HEALTH 2012



Gold Sponsor at Arab Health 2012

Trivitron presented itself at Arab Health 2012 as Gold Sponsor, thus positioning itself as a true MNC medical technology company, displaying its own manufactured and innovative products in Lab Diagnostics, Critical Care and Imaging segments. Arab Health, 2013 will witness launch of its newly acquired European IVD manufacturing products, Labsystems Trivitron Oy.

TRIVITRON HEALTHCARE FORMS JOINT VENTURE WITH DIASORIN GROUP TO BECOME LEADERS IN IMMUNODIAGNOSTICS MARKET

Trivitron Healthcare established Joint Venture with Diasorin Group, a global leader in the immunoassay segment, to enter immunodiagnostic market in India. The new Venture will be named - Diasorin Trivitron Healthcare Pvt Ltd. Trivitron has been a major contributor to this segment and has already installed Immunoassay analyzers in almost 70% of labs in India. The business will be led by Upendra Singh as Country Head and Matteo Piantoni as Financial Controller.



Announcing Triviron-Diasorin JV During a press conference at Park Sharaton, Chennai

kits, Molecular Diagnostics, New Born Screening, Cardiac Markers, Fertility, POC etc.

FIDELITY GROWTH PARTNERS INDIA (FGPI) HAS ANCHORED A ROUND OF INVESTMENT OF INR 400 CRORES (USD 75 MILLION) IN TRIVITRON HEALTHCARE PVT LTD.

Fidelity Growth Partners India (FGPI) has anchored a round of investment of approximately INR 400 crores (US\$ 75 million). Subsequent to this investment Raj Dugar and Robert Weiskoff joins the board of Triviron Healthcare Pvt Ltd. With the new fund infusion into the company, Triviron aims to become a global player in the imaging and lab diagnostics segments through organic growth as well as through acquisition of companies and technologies in Europe and the United States. Over the past few years, subsidiaries and joint ventures of Triviron have been steadily laying the foundations for manufacturing medical equipment.

SPREADING SMILES ACROSS THE COUNTRY



Dr. GSK Velu, MD Triviron Healthcare, Aishwarya Dhanush Rajnikanth, Dr. P.C Reddy, Chairman Apollo Group of Hospitals, Dr. Preetha Reddy, MD Apollo Group of Hospitals

Apollo Hospital Enterprise & Triviron healthcare join hands to form Alliance Dental Care initiating a chain of dental clinics across India as White Dental Care. The current network of 20 clinics which will be expanded to over 100 in the next 3 years.

TRIVITRON RESEARCH PARK AT IIT(M) RESEARCH PARK

Triviron is all set to launch its second innovation facility within IIT-Madras. This set up will house R&D of IVD in the areas of ELISA

WELCOME ABOARD

Dr. GS Bhuvaneshwar
Director Innovation & Education,
Research & Development

Mr. Veeraraghavan
CFO - Finance

Mr. Pankaj Sabharwal
General Manager,
CLSS & Key Accounts

Mr. BS Manjunath
SCM Head - Logistics

A close-up photograph of a male scientist with brown hair and blue eyes, wearing a white lab coat. He is holding a glass beaker filled with a vibrant red liquid. The background is a blurred laboratory environment with various pieces of equipment. A red rectangular box is overlaid on the bottom left of the image, containing white text.

INVESTING
INTO OWN
INNOVATION

ACADEMIC COLLABORATIONS FOR INNOVATIVE MEDICAL TECHNOLOGY

Trivitron teamed up with Indian Institute of Technology (IIT) Madras to set up the Trivitron Innovation Centre, a first of its kind industry academia collaboration for R&D of medical technology. A joint effort of Trivitron, IIT, Madras, one of the most reputed national institutes in higher technological education, this is a 'Centre of Excellence' for design and development of medical technology products that are cost effective as well as of the highest quality. The team has initiated work in focused segments including Critical Care, Ophthalmology and Clinical Diagnostics. Products under development are an Automated Diabetic Retinopathy Screening system, wireless ECG system and Syringe Pump.



Trivitron Innovation Center



Trivitron Innovation Centre @ IIT Madras

Trivitron Research Park, a dedicated research facility with infrastructure for development of advanced diagnostic test kits and instrumentation. This facility is another step towards making India self-sufficient in medical technology.

Another indigenous initiative for manufacturing In-Vitro Diagnostics instruments and reagents is in collaboration with Anna University, Chennai. We also have a strategic partnership with Sree Chitra Tirunal Medical Sciences and Technology, Thiruvananthapuram for research and development in cardiac and implantable devices.

Dr. G.S. Bhuvaneshwar has been inducted as Director to lead the company's prestigious initiative in "Innovation and Education". With over 36 years of experience at the Biomedical Technology Wing of Sree Chitra Tirunal Institute for Medical Sciences & Technology, Thiruvananthapuram in the successful development and commercialisation of critical medical devices, he brings with him a rich and wide experience in this critical segment of healthcare product innovation and

development.

He has been honoured with several awards including the Distinguished Alumnus Award of IIT Madras in 1999, shared FIE foundation award and NRDC-Awards for meritorious invention for Chitra Heart Valve in 1994, Material Research Society of India-Medal Lecture award in 2002 and the NRDC award for Spictra Membrane Oxygenator development in 2006.

His major contributions in medical device development are the tilting disc heart valve prosthesis (TTK-CHITRA HEART VALVE -TTK Health Care Ltd, Chennai), Hydrocephalus Shunt System (CEREDRAIN - Hindustan Latex Ltd, Thiruvananthapuram), Hollow Fiber Membrane Oxygenator (SPICTRA - SIDD Life sciences Ltd., Chennai) and Woven Arterial Prosthesis (developed in collaboration with South India Textile Research Association, Coimbatore. He has 2 US, 1 European and 5 Indian patents and has authored 25 research papers and a book chapter. The other eminent personalities involved in our Innovation initiative as key Research Leaders are: Prof. Krishnakumar (Dept of Engineering Design, IIT-M), Dr. K.R.Balakrishnan (Director & Chief Cardio Surgeon, Fortis Malar Hospital, Chennai), and Prof. Taraprasad Das (Director - LV Prasad Eye Institute, Bhubaneswar).

With USA, India and Europe based R&D teams of Scientists & Engineers to design and develop medical technology solutions, Trivitron looks forward to innovating technology that speaks your language today, as well as tomorrow.

IMAGING SCIENCES

In this industry where **seeing is believing**, Trivitron has set itself apart with its world-class imaging solutions. We have taken Imaging to the next level by manufacturing equipment indigenously with the introduction of most advanced technology in India.



News & Events

TRIVITRON RE-LAUNCHES HITACHI MEDICAL IN INDIA



Hitachi MRI

Trivitron and Hitachi – Aloka have been together for over a decade in becoming a formidable force in the imaging diagnostics sector. Trivitron's strategic partnership with Hitachi Medical Systems to provide high-end imaging solutions such as CT, MRI, Digital X-Ray and Ultrasound systems has helped Trivitron to scale its position in the imaging segment market across the country.

MAMMOGRAPHY SYSTEM INAUGURATION AT APOLLO HOSPITALS



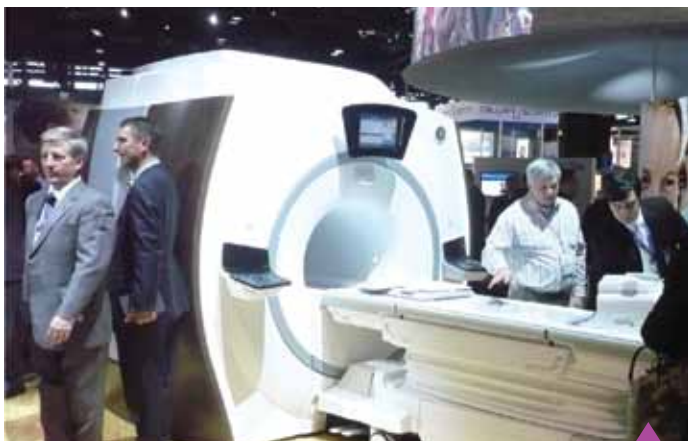
Mammography System Inauguration at Apollo



M4 Hologic Inc.

Selenia Dimensions Hologic Mammography system marketed by Trivitron was inaugurated at Apollo Hospital, Madurai.

INNOVATION THAT'S CHANGING THE SHAPE OF MRI- NEW 3Tesla MRI



Launch of Echelon Oval at RSNA 2012

Hitachi Medical Systems, global leader in imaging solutions, showcased their new 3T MRI, the Echelon Oval, at RSNA 2012 at Chicago. Echelon Oval is designed around the shape of the human body, allowing for an optimal patient experience with outstanding comfort, space and efficiency.

STATE- OF- THE- ART MOBILE ULTRASOUND LAUNCHED



Nobulus from Hitachi

Hitachi Medical Systems, one of the top global imaging solutions provider has launched yet another innovative ultrasonic diagnostic scanner, Nobulus which features the ultimate in versatility and adaptability for many clinical applications.

FIRST ECLOS CT AT KANCHEEPURAM



First ECLOS CT at Kancheepuram

Trivitron installs Kancheepuram's first ECLOS CT at Dr Nakeeran's Sathyam Scans.

TRIVITRON – KIRAN MEDICAL STRENGTHENS ITS GLOBAL PRESENCE



Radiation protection gloves

Trivitron Healthcare has increased its stake in Kiran Medical systems to 51%, thus becoming a major shareholder. Trivitron-Kiran Medical manufactures products such as cassettes, screens, grids, shields and computer radiography systems, with a leadership position in US, Europe, Japan and Latin America and exports its products to over 160 countries across the world with USA, Europe, Japan and Latin America being the primary markets. Kiran Medical, primarily a manufacturing company has world-class engineering capabilities and a state-of-the-art manufacturing facility measuring 70,000 sq. ft. in Mumbai.

PUTTING INDIA ON THE GLOBAL MAP OF MEDICAL TECHNOLOGY



Prosound Alpha 6 Manufactured at ATMT, Chennai



DRGEM Diamond

Trivitron commenced its export operations with CE certified Color Doppler manufactured at Aloka Trivitron Medical Technologies, Chennai and CE certified x-ray systems, manufactured at its Pune facility, to Japan, establishing world class manufacturing capability.

HITACHI RECEIVES FDA CLEARANCE FOR A NEW SHAPED MR SYSTEM



ECHELON Oval MRI

Hitachi Medical Systems America, Inc., a leading provider of diagnostic imaging equipment, announced FDA clearance to market its Echelon Oval 1.5T Ultra-Wide MR system. Echelon Oval sets a new standard for premium wide bore 1.5T MRI with its patient shaped design, resulting in a 74 cm oval bore—the widest in the industry. This latest innovation from Hitachi addresses the important aspects of patient accessibility, broad range of clinical capability and optimized workflow.

HITACHI ALOKA INTRODUCED ITS NEW COMPACT ULTRASOUND



ECHELON Oval MRI

Hitachi Aloka introduced the new ProSound F75 to the Cardiology Community. The new flagship showcased, for the first time, on the scan area, shows new breakthrough in the Ultrasound Imaging field. By combining all of their cutting-edge technologies, the ProSound F75 performs high spatial resolution. The accuracy of the eFLOW+, the next generation of Color Flow Mapping from the Color Doppler Inventor, provides the highest sensitivity and resolution, for an increased level of diagnostic accuracy.

Academic and Scientific Support

IRIA 2012



Triviron in IRIA 2012

Triviron, the Platinum sponsor for the IRIA 2012 held from the 28th to 31st January 2012 at HICC, Hyderabad. Triviron was the host to over 3500 Radiologists at the event's Gala Dinner.

ULTRAFEST 2012



Triviron in Ultrafest 2012

29th ULTRAFEST 2012, the conference by Maharashtra State branch of Indian Radiological & Imaging Association at Mumbai from April 6th to 8th 2012.

DR. HARNAM SINGH STATE LEVEL CME



Triviron in Dr. Harnam Singh State Level CME

Triviron participated in the three day state radiology conference & CME at IIT Chennai from the 13th to 15th of July 2012. Demonstrated the working of Prosound Alpha 6.

CT UPDATE 2012



Trivitron in CT Update 2012

Trivitron – Hitachi participated in the CT update held in Goa from the 20th to 22nd of July 2012 showcasing our products-Eclos and Scenaria. The conference was focused on CT applications and new developments in the CT field.

CUSP 2012



Trivitron in CT CUSP 2012

Trivitron participated in Cusp 2012, which was attended by over 1200 ultrasound users from across India, with focus on Aloka Trivitron's Alpha 6, Alpha 7 & Prosound2, the Hitachi Hivision models of Avius & Ascendus.

USCON 2012



Trivitron in USCON 2012

Trivitron participated in the Uscon Conference at Aurangabad from 19th to 21st October 2012 as one of the major sponsors which was attended by over 600 ultrasound practitioners, displayed and demonstrated Ascendus, Alpha 7, Alpha 6 & Prosound 2. Workshops on leading topics like Renal Doppler & Male Genetelia were performed using our Ascendus machine.

ABSICON 2012

Hologic joined hands with Trivitron to participate in the first International Congress of Association of Breast Surgeons of India (ABSI) that was held in association with the European



Trivitron in ABSICON 2012

Society of Breast Cancer Specialists (EUSOMA) from 18 - 20th May 2012 at the Marriott Convention Centre, Hyderabad.

CHANNEL PARTNERS TRAINING- IMAGING- PAN INDIA



Trivitron in ABSICON 2012

Hologic joined hands with Trivitron to participate in the first International Congress of Association of Breast Surgeons of India (ABSI) that was held in association with the European Society of Breast Cancer Specialists (EUSOMA) from 18 - 20th May 2012 at the Marriott Convention Centre, Hyderabad.

CUSTOMERS SPEAK



We are using Aloka Alpha 5 and Aloka Alpha 7 machines, performance of both the machines are good in both 2D and Doppler wise. Service provided by Trivitron service team is good. We are happy with the product as well as the service provided by Trivitron.

Dr B Srikanth, DMRD
GEM Hospital & Research Centre Pvt Ltd, Coimbatore

LAB DIAGNOSTICS (IVD)

Accuracy is everything, in Lab diagnostics. And, accuracy is the area of expertise at Trivitron. As one of the largest IVD player of Indian origin with global focus, we offer comprehensive solutions in In-Vitro Diagnostics combining Hematology, Clinical Chemistry, Microbiology, Immunoassay, Point Of Care Diagnostics, Molecular Diagnostics, Histopathology, and other niche areas like Neonatal Screenings, Electrophoresis, Diabetic testing etc.



News & Events

OWN MANUFACTURED REAGENTS HIT THE MARKET

This is a historical milestone in our Trivitron's History! Trivitron launches its own manufactured, Lyse (trademarked LyceL) reagents. The team has also launched indigenously manufactured EZ Cleaner and Probe Cleaner (trademarked EZCel , ProbeCel).

BRINGING SMILES TO WOMEN



Thin Prep 2000 from Hologic

Trivitron in association with Hologic Inc., USA has been working towards uplifting women's health in India with Thin Prep, Liquid Based Cytology technology, to perform Pap smear test for Gyneacs and non-Gyneacs applications.

TRIVITRON LAUNCHES NEONATAL SCREENING IN INDIA

Diagnostic Division within Trivitron has joined hands with Anilab Systems, a well-known global player in the neonatal segment to market neo-natal screening products in India. The segment is still in its nascent stage in India. We will be working closely with state and Central Government authorities to create public awareness and implementation of neonatal screening systems as a public health program.



Tecan Automated Instrument for Neonatal Screening

FIRST MINICAP FLEX PIERCING-THE MOST ADVANCED ELECTROPHORESIS SYSTEM INSTALLED IN INDIA

Trivitron Healthcare in association with Sebia installed its First Minicap Flex Piercing with the most advanced capillary

electrophoresis technology at Dr. Sanjay Arora's Suburban Diagnostics Center, Mumbai. This fully automated; walk away instrument can use primary barcoded tubes and whole blood for Hb variant analysis for detection of diseases like Sickle Cell Anemia and Thalassemia. HbA1c, an advance marker for diabetes can also be added on this equipment. This instrument can also process samples for Serum Protein and CDT (marker for alcohol consumption).



Minicap RVB

TRIVITRON INSTALLS FIRST HOLOGIC THINPREP 5000 – FULLY AUTOMATED PAP SMEAR PROCESSOR IN INDIA



Thin Prep 5000 from Hologic

Cervical cancer is major killer for Indian women. Every year 1,32,082 women are diagnosed with cervical cancer and 74,118 die from this disease. Trivitron has now brought complete solution for detection and diagnosis of cervical cancer with automation. Installed First ThinPrep 5000- Fully automated PAP Smear processor at SRL Diagnostics laboratory. This instrument can process 35 slides per hour with walkaway convenience.

ThinPrep Pap Test is advanced Liquid Based Cytology test for detection of cervical cancer with highest sensitivity with simplicity of use. Trivitron also offers Hologic Cervista HPV

DNA based test used for detection and confirmation of cervical cancer. Both tests are FDA approved. With ThinPrep and Cervista HPV, Trivitron now offers the complete and unique solution for cervical cancer detection with 26 installations across India.

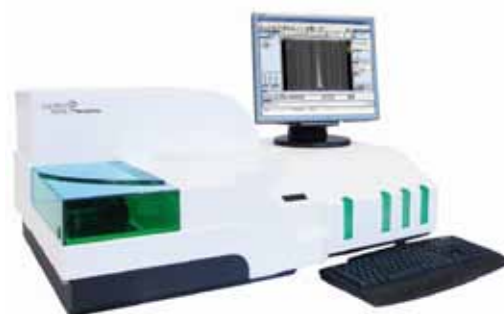
TRIVITRON LAUNCHES UNIQUE NUCLEIC ACID EXTRACTION AND REAL TIME PCR KITS FROM ALTONA, GERMANY

Tuberculosis is a major public health problem in India. Every year about 1.8 million people develop TB with 0.8 million infectious cases resulting in 3,30,000 deaths. Recently Government authorities have banned all serological tests for detection/ diagnosis of MTB. Valid tests are only blood culture and MDx test. Trivitron offers both these tests.

Trivitron is now associated with Altona, Germany for RTPCR MTB kit and Nucleic acid extraction kit. This test is very sensitive, fast and economical. Kits are being validated at major labs in India currently. Trivitron offers complete solution with instruments, kits and efficient after sales application support for detection of MTB and other pathogens like HIV, HCV, HBV, HSV, CMV and many others. All these kits have same cycling conditions and thus more than one assay can be used with same programme on one RTPCR instrument. Trivitron also offers MTB kit with conventional PCR format.

SEBIA TO DEVELOP A SINGLE TEST FOR THE DIAGNOSIS OF HEMOGLOBIN DISORDERS

Sebia announced its partnership with INSERM (National Institute of Health and Medical Research) and Inserm Transfert, a subsidiary in charge of the private valuation of works from its laboratories for the development and the market of a single test assay of alpha globin chain free patients beta-thalassemia.



Capillars 2 Flex Piercing CMJN

Academic and Scientific Support

CELEBRATIONS AT MEDICA, GERMANY



Labsystems at MEDICA 2012

Labsystems Diagnostics Oy - a Triviron Group Company celebrated its partnership at Germany, during MEDICA 2012. In the European TVT company's special focus was Anilabsystems neonatal screening product line for screening of infants, cardiac biomarker POCT products. During the exhibition Labsystems Diagnostics Group companies, Ani Biotech and Labsystems celebrated their 25th and 30th anniversaries respectively.

CME AT APOLLO HYDERABAD



Pan India training on Color Doppler and Ultrasound

Triviron conducted a CME on "A Decade of Innovation: The Thin Prep Pap Test using Liquid Based Cytology (LBC) Technology for screening cervical cancer at the Apollo Hospitals, Hyderabad, on the 2nd of August 2012.

CYTOCON 2012



Triviron in CYTOCON 2012

Triviron participated in CYTOCON 2012 as the Gold sponsor from the 30th November to 3rd December 2012 at Bhuvaneshwar with special focus on Thin Prep 2000.

EPIDURIA 2012



Triviron in EPIDURIA 2012

Triviron participates in EPIDURIA 2012, state level CME held at Christian Medical College, Vellore on the 14th of July 2012.

AOGIN 2012



Triviron in AOGIN 2012

Triviron participated in the Asia Oceanic research organization on Genital Infection and Neoplasia (AOGIN) on the 3rd and 4th of November 2012. Thin Prep 2000 equipment and consumables, was on demonstration to the gynecologists and obstetricians.

CUSTOMERS SPEAK



This is to certify that we are using Trivitron's K20 for 6 years, Rotorgene 6000 and Konelab 30 for the past 4 years, and the performance and service provided by the engineer is good.

Dr. Tapadia
Director, Tapadia Diagnostic Centre, Hyderabad



We are using Biochemistry Nanolab 240 and Cellenium 19 machine from Trivitron for 2 years, and we are happy with the services and overall treatment of the engineers concerned.

Dr. Ajit Shah, Sakthi Pathology lab



Protein electrophoresis is a well-established technique routinely used in clinical laboratories for screening serum samples for protein abnormalities (paraproteins). We are happy to announce that in Indraprastha Apollo Hospitals, New Delhi, we are performing protein electrophoresis on Sebia Minicap instrument based on capillary electrophoresis technique. Instrument was installed in our hospital biochemistry lab by Trivitron Healthcare Pvt Ltd on March 2011. We are happy with the performance of the instrument. Technical support and application support provided by company is also satisfactory.

Dr. Sharmila Verma
Senior Consultant
Indraprastha Apollo Hospitals, New Delhi

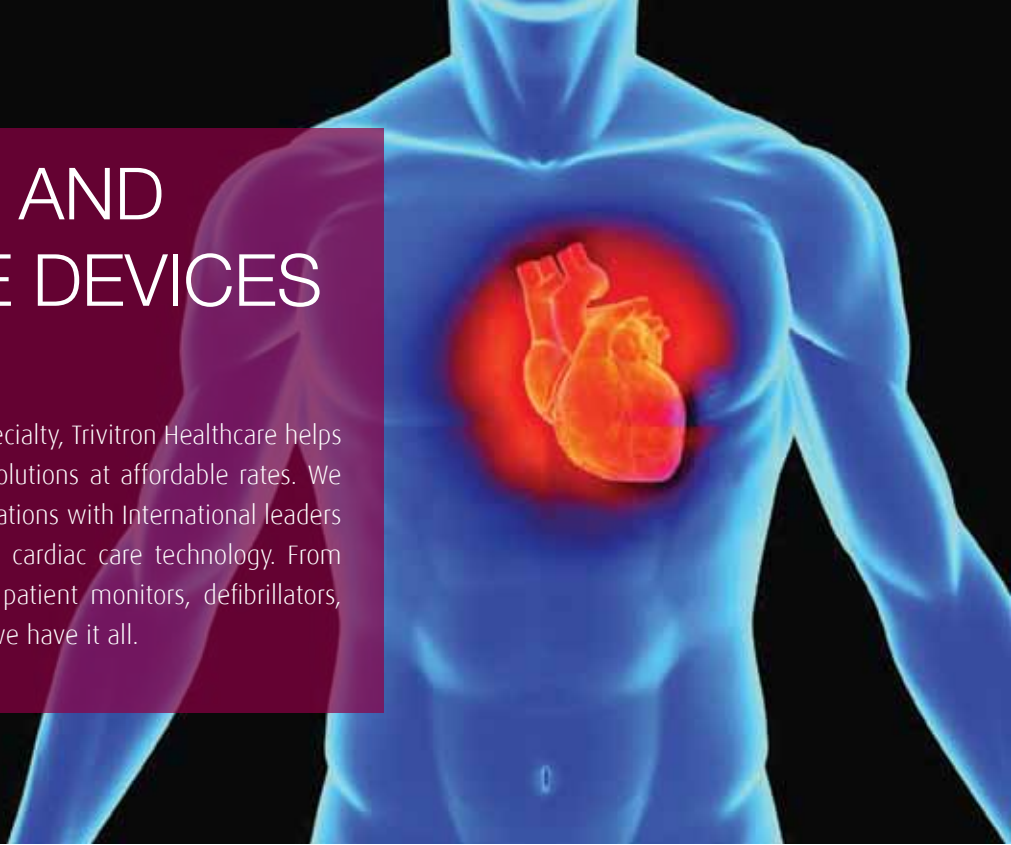


Liquid Based Cytology (LBC) is being increasingly adopted worldwide as the test of choice for cervical cytology. Apart from the benefit of producing an easy to review monolayer, and capture the entire cell sample, leading to a more representative smear, LBC has the utility in allowing a spectrum of adjunctive tests to be performed on residual material (eg: HPV PCR). We are happy to announce that we are using Liquid Based Cytology (LBC) instrument model TP-2000 in our diagnostic centre from last 3 years which was installed by Trivitron Healthcare Pvt. Ltd. The working performance of the instrument is very good, service and application support provided by the company is also excellent as per our satisfaction.

Dr. Sunita Kapoor
Director, City X-Ray and Scan Clinic Pvt Ltd, Delhi

CARDIOLOGY AND IMPLANTABLE DEVICES (CID)

With the latest technologies in cardiac specialty, Triviron Healthcare helps specialists provide the best healthcare solutions at affordable rates. We accomplish this through strategic collaborations with International leaders for manufacturing and innovation in the cardiac care technology. From cardio-diagnostic instruments like ECGs, patient monitors, defibrillators, Holter systems, drug eluting stents etc., we have it all.



TRIVITRON JOINS HANDS WITH CID, ITALY

Triviron joins hands with CID, Italy to launch their carbo-stent implantable devices in the Indian market. This will add to the gamut of offerings by Triviron which includes drug eluting stents, bare metal stents, cardiac diagnostic instruments, aneurysm coils, etc.



Stent

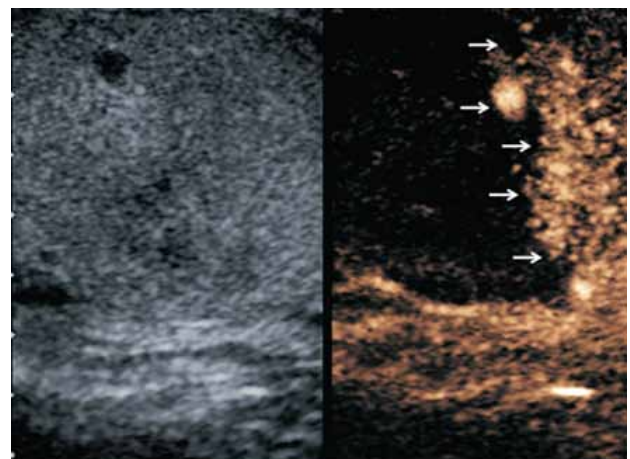
STRYKER LAUNCHES NEXT GENERATION TREVO PROVUE RETRIEVAL SYSTEM

Stryker recently announced the global commercial launch of the new Trevo ProVue Retriever. The Trevo ProVue Retriever is the first clot removal device fully visible during the procedure for precise positioning within the clot and optimized clot retrieval in patients experiencing acute ischemic stroke. The device has been granted 510(k) market clearance by the U.S.

Food and Drug Administration and is also available in International markets where it has been cleared for sale.

PARTNERED WITH BRACCO DIAGNOSTICS, WORLD LEADER IN CONTRAST MEDIA

Triviron through its partnership with IPI, India has partnered with then World Leader in Contrast Media, Bracco Diagnostic Inc., Italy, to become the leaders of the segment in India. Bracco Diagnostics Inc. markets a wide variety of ionic contrast agents for all key diagnostics imaging modalities: X-Ray Imaging, CT, MRI, Contrast enhanced Ultrasound and Nuclear Medicine through radioactive tracers in the US and Canada, which is entering the Indian market through the Bracco-Triviron partnership. The offer is completed by medical devices and advanced administration systems for contrast imaging products in the fields of radiology.



CRITICAL CARE AND LIFE SUPPORT SOLUTIONS (CLSS)

When many lives rely on your decisions, only the genuine deserve your trust. We understand how equipment that delivers accurate diagnosis is crucial to you. Our gamut of offerings include ultra-clean Modular OTs, OT pendants, OT tables, OT lights, patient monitoring systems, ECG recorders, stress test systems, holter systems, syringe and infusion pumps, hemodialysers, physiotherapy equipment, etc.

News & Events

TRIVITRON FORAYS INTO CRITICAL CARE AND LIFE SUPPORT SEGMENT



Own manufactured CLSS Products

In order to become an end-to-end Medical devices and equipment provider in India, Trivitron Healthcare forays into the Critical Life Support Solutions (CLSS) segment offering Cardiac and Critical care solutions, variants of Operating Rooms, Renal care solutions, Physiotherapy and OT design consultancy.

Trivitron forays into Cardiac and Critical Care, and Operating Rooms solutions with its own manufactured products as well as global collaborations. Introducing to the world,

the emerging focus area, Critical Life Support Solutions (CLSS), offering complete Operating Room solutions, ventilators, defibrillators, patient monitors, ECG systems, infusion pumps and syringe pumps. We also offer dialysis machines, stress systems, holter systems, etc.

TRIVITRON SETS FOOT AT BANGLADESH FOR MODULAR OT



Modular OT from Johnson Trivitron

Johnson-Trivitron, has set foot in Bangladesh with orders placed by the Central Medical Stores Depot (CMSD), Dhakha, Bangladesh for 2 Guided Air Flow Operation Theatres.

APOLLO DIALYSIS CENTRE @ ALLIANCE MEDICAP



Alliance Dialysis Centre

Another venture between Apollo Hospitals and Triviron Healthcare is the Alliance Dialysis Centres, offering renal care solutions. This venture will expand from the current 5 to 25 centres in the next 2 years.

TRIVIRON HEALTHCARE INKS PACT WITH JOHARI DIGITAL HEALTHCARE

The new partnership, Johari Digital Healthcare - Triviron Healthcare will market Johari-Triviron manufactured physiotherapy products.

Triviron Healthcare has entered into a partnership with Johari Digital Healthcare to market physiotherapy products, point of care diagnostic products for global markets and for obtaining patents in the field of physiotherapy. Named as Johari Triviron Medical Innovations, the new



Winstim

partnership will fulfill the requirement of contract design and engineering/ manufacturing. It will leverage contract research and development projects from the global partner. The new partnership between the FDA approved innovative medical device manufacturer Johari Digital Healthcare and Triviron Healthcare will enable marketing of Johari-Triviron manufactured physiotherapy products, wherein the products are manufactured by Johari and marketed by Triviron Healthcare.

Johari Digital's manufacturing facility is one of its kinds; US FDA approved facility, conforming to highest standards of technology manufactured in India.

FEW OF THE PRESTIGIOUS ORDERS BAGGED BY CRITICAL CARE AND LIFE SUPPORT SOLUTIONS

- ▶ Amidst tough competition, Triviron was awarded order for over 16 ventilators by JIPMER, Pondicherry, a prestigious Indian medical education and research institute
- ▶ Composite Operating Theatre solution was established in Wockhardt Hospital, Mumbai



Composite Operating Theatre

Academic and Scientific Support

LAUNCH OF CLSS PRODUCTS ACROSS TAMILNADU AND KERALA



Trivitron launches its own manufactured CLSS products across Tamil Nadu and Kerala

Trivitron launched its CLSS products with roadshows across Tamil Nadu and Kerala, showcasing and demonstrating its own Patient Monitor, Defibrillator and ECG systems.

CME ON PREVENTION AND MANAGEMENT OF KIDNEY DISEASES



Trivitron participates in CME on Prevention & Management of Kidney Diseases

Trivitron participated in the CME on Prevention & Management of Kidney Diseases held at Shanmukhananda Hall, Mumbai on the 29th of July 2012. Dr. Rajan Ravichandran, Dr. Kiran Sathe, Dr. Rushi Deshpande, etc., presented case studies in renal care and preventive management for kidney diseases.

CUSTOMERS SPEAK



I wish to share here that the ventilator which is installed at our intensive care unit by Trivitron Healthcare Private Limited., Chennai, we have been using the ventilator over 2 years and the service rendered by them are excellent and thanks for the support provided by them in all aspects.

Dr G Karthigeyan
Intensivist, Parvathy Ortho Hospital, Chennai



We have been using ventilator supplied and maintained by Trivitron Healthcare Private Limited, Chennai for over three years and we would like to share that the service support and response provided by them are excellent. I am highly impressed with the image qualities, new appliances, graphs, easy maintenance, etc. We would like to have continued best support from Trivitron and we wish them for good future and endeavor.

Dr Sal Kishore
Intensivist, St Isabel Hospital, Chennai



We are happy and proud to have 8 machines of Gambro. Trivitron has an excellent back up service and hence the breakdown time is minimal.

Dr Ambedkar
Kidney & Dialysis Centre, Ambedkar Hospital

OPHTHALMOLOGY

When surgery is involved, there are several techniques that ophthalmologists use, the most advanced being the LASIK surgery. We have tied up with the global leader in refractive-surgery based technology, Technolas Perfect Vision, to bring leading technologies in LASIK surgery that seamlessly integrate with your practice, allowing you to offer highly personalized ophthalmic surgeries to your patients.

News & Events

TRIVITRON OFFERS UNIQUE AND CUSTOMIZED ZYOPTIX PROCEDURE

Zyoptix 100



Trivitron-Technolas expanded its market share with installation of 217z100P excimer laser at Jan Jyothi, Jabalpur and Vasan Eye Care, Calicut, and the Technolas 217z100 excimer laser at SD Interlink, Baroda.

DR APJ ABDUL KALAM LAUNCHES VICTUS AT MAXIVISION

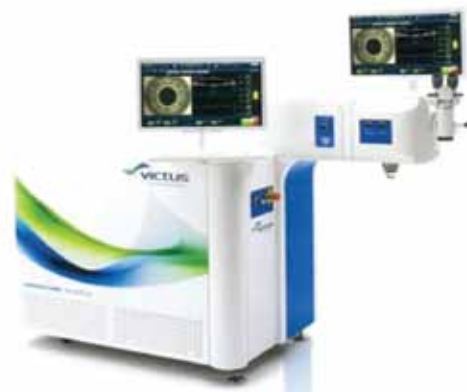


DR APJ ABDUL KALAM LAUNCHES VICTUS AT MAXIVISION

Maxivision Eye Care Hospital, a Medfort initiative - India's leading healthcare delivery organization focused on eye care; launched - VICTUS, South Asia's first Femtosecond Laser Platform in Hyderabad, under the leadership of Dr. Kasu Prasad Reddy, a renowned eye surgeon. The event was graced by the presence of Dr. APJ Abdul Kalam, former President of India.

The VICTUS platform is a State-Of-The-Art technology, capable of supporting Cataract, refractive and therapeutic procedures on a single platform. This technology will enable eye surgeons to perform accurate, precise and controllable incisions compared to the current standard procedures. Patients can be sure of the positive results of this technology as it records a success rate of 100%.

BAUSCH + LOMB AND TECHNOLAS PERFECT VISION RECEIVE 510(K) CLEARANCE FROM FDA FOR VICTUS FEMTOSECOND LASER PLATFORM VICTUS.



Femtosecond Laser Platform received 510(k) clearance from the U.S. Food and Drug Administration (FDA). The VICTUS platform is the first femtosecond laser capable of supporting cataract and corneal procedures on a single platform. The versatile system is designed to provide greater precision compared to manual cataract surgery techniques, potentially enhancing patient experience.

Academic and Scientific Support

AIOS 2012

Trivitron and Technolas Perfect Vision jointly participated in the All India Ophthalmology Society conference at Cochin from 3rd to 5th Feb 2012. Dr.K.P.Reddy, Maxivision presented his works with Femto second laser based Cataract surgery enable system - VICTUS, Supracor and Intracor.

DOS- (DELHI OPHTHALMIC SOCIETY) 2012



Trivitron - Technolas in DOS 2012

Trivitron -Technolas participated in the event with a stall promoting new Victus and 217P. Current innovation from Technolas Perfect Vision focuses on cataract surgery and correction of presbyopia with Supracor and Intracor.

IIRSI 2012



Trivitron - Technolas in IIRSI 2012

Trivitron- Technolas participated in the prestigious Annual Intraocular Implant and Refractive Society India (IIRSI) conference held at Hotel Le Royal Meridian, Chennai on the 7th and 8th of July 2012. A live cataract surgery by Dr Kasu Prasad Reddy at Maxivision, Hydrebad, was performed using our World's First Femto second laser based Cataract surgery enable system - VICTUS.

CUSTOMERS SPEAK



I have been using Technolas's 217z50 since 2006, Femto second laser since December, and have also placed an order for a 217z100 for my new centre that is coming up in Vizag very soon. I am very much impressed with the technology and experience. Also, Trivitron's excellent support system is really admirable.

Dr M N Raju,
Supersight Laser Centre



I have been using Zyotpix excimer laser 217z100 for the last 2 years and 217z50 for 4 years now and am very happy with the performance of the product. It is one of the most advanced techniques that we can now lay our hands on when it comes to ophthalmic surgery. Thanks to the service team from Trivitron, the equipment is functioning impeccably and we have not had any issues so far.

Dr Kala Thottam,
Lotus Eye Hospitals, Cochin



I have been using Technolas's Excimer and Femto machine in our centre and experience with them has been excellent. The Technology is latest and results are excellent. I also appreciate Trivitron's timely support which makes me a satisfied user of their system.

Dr Kasu Prasad Reddy,
Co-Chairman & Managing Director
Maxivision Eye Hospitals Network

TRIVITRONIAN FAMILY

“Equipping to serve you better”

An organization’s blueprint for success is designed by its adaptation to global market requirement. At Trivitron, we take pride in what we do and more so in those who make it happen for us. To build the global brand, Trivitron has taken initial steps in building world class IT and Team across business units. Few of the key initiatives have been mentioned below.

IT INITIATIVES

- ▶ SAP implementation: Trivitron has been scaling up its process and operations to match a truly global medical technology company. It has initiated up gradation of the current ERP to establish world class SAP across modalities and functions.
- ▶ An another initiative is Global Connectivity through various IT technologies for smooth and faster operations.

HR – KEY INITIATIVES

At Trivitron, we build people to build our business, offering immense opportunities to learn and grow. This ability to evolve, gain new capabilities and raise the bar of excellence forms the heart of our success. We provide an environment where people come and give their best not because they have to, but because they want to.

- ▶ Long Standing Contributions Rewarded Recognizing few of the Trivitronians who have been with us for over 10 years, contributing to the success of the organization.

MITR

MITR, Trivitron’s CSR initiative celebrated its 2nd year. St.Thomas School, Chennai which has been adopted by Trivitron for enhancing its education experience with healthy environment and support the education.



Felicitating the achievers during TAAL - the Trivitron Annual Day



Felicitating the achievers during TAAL - the Trivitron Annual Day

REWARDS AND RECOGNITIONS



01. ROCKSTARS

Achievements are special and need to be recognized and appreciated for which we have the “Rockstar” of the division of the month. This helps recognize and highlight the qualities of a real champion.

02. Star performers recognised: Trivitron felicitates its best performers and contributors for FY 2012

- ▶ Best Individual Sales Performer - Venkata Chalapathi (Diagnostics)
- ▶ Best Individual Customer Support - Sunkara Suresh (RCD)
- ▶ Best Individual Office Support - Gurinder Bir Kaur (HR)
- ▶ Trivitronian of the Year- Sameer Saral (Director – Operations)
- ▶ Best Performing Division - Medical Devices
- ▶ Best Growing Division - Diagnostics
- ▶ Best Managed Division - Medical Devices
- ▶ Best performing Zone - North Zone
- ▶ Best Performing JV organization - Biosystems
- ▶ Best Customer Support Team- Diagnostics
- ▶ Best Office Support Division- HR Team
- ▶ Kick Starter Division - Medical Devices
- ▶ Kick Starter of the year- Parul Pathak (Neuro)

03. Best Engineers on Engineer Day

On 15th Sept marked as the Engineers Day, we saluted the qualities and the efforts that all our TVT-engineers put in to their work and makes us proud each and every moment. Special credits as “Best Engineers” were given to the best engineer per division who has gone a step further in fulfilling their roles.

CELEBRATING INTERNATIONAL DAYS

As part of Organisation value of employee engagement and connecting with the world, Trivitron celebrated various International Days such as World Diabetes Day, World Heart Day, Breast Cancer Day, Osteoporosis Day, Physiotherapy Week, Engineers Day etc.

CREATING BEST-IN-CLASS LEADERS

Trivitron, as part of its mission to be most respected and admired medical technology company, has initiated leadership programs to groom its top management and middle management team as world class leaders to chart tomorrow’s growth phase. In first phase, completed training for top 50 employees in collaboration with Mercer Consulting Group.



Felicitating the achievers during TAAL - the Trivitron Annual Day



Felicitating the achievers during TAAL - the Trivitron Annual Day

REWARDS AND ACCOLADES



ENTREPRENEUR OF THE YEAR (MANUFACTURING) 2012

Adding more colorful feathers to the ever blooming cap of achievements of Dr. G S K Velu, Founder & Managing Director Trivitron Healthcare, is the prestigious Entrepreneur of the Year 2012 (Manufacturing) awarded at New Delhi on the 18th of May 2012.



Entrepreneur of the year (Manufacturing) 2012

ASIA'S BEST EMPLOYER BRANDING AWARD FOR THE INNOVATION IN RETENTION STRATEGY



Asia's Best Employer Branding Award for the Innovation in Retention Strategy - Singapore

Trivitron Healthcare has been awarded with Asia's Best Employer Branding Award for Innovation in Retention Strategy endorsed by Asian Confederation of Business. Global employer branding leader, Universum, announced this in their annual Universum Awards event which was held in Singapore on July 19th 2012 in conjunction with their partner - World HRD Congress & Employee Brand Institute.

PIONEERS AND EXCELLENCE IN HEALTHCARE BY TIMES OF INDIA



Trivitron awarded the Pioneers and Excellence in Healthcare by Times of India during TANCARE'12

Times Of India presented the award Pioneers and Excellence in Healthcare to Dr.G.S.K.Velu for his dedication and contribution to healthcare industry during FICCI Healthcare conference, TANCARE 2012 at Chennai.

INDIRA GANDHI SEVA RATNA PURASKAR/SHINING IMAGE OF INDIA AWARD

Dr.G.S.K.Velu, Managing Director, Trivitron Healthcare was awarded with Indira GandhiSeva Ratna Puruskar and Shining Image of India by All India Economy Survey Award Council at New Delhi in August 2012 for his outstanding and distinguished contributions to the Nation.



TRIVITRON GROUP LEADERSHIP TEAM

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Hiroya Nishida	Managing Director, Aloka Trivitron Medical Technology	nishi1518@hitachi-aloka.in.jp
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Prakash D'Souza	CEO, Biosystems Diagnostics Pvt Ltd	dsouzaprakash@biosystems.in
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N Srinivasan	Financial Controller	srinivasan.n@startrivitron.com
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Pankaj Sabharwal	GM, CLSS & Key Accounts	pankaj.s@trivitron.com

PRODUCTS OFFERED



CRITICAL CARE AND LIFE SUPPORT SOLUTIONS (CLSS)

OPERATION THEATRE

- ▶ Modular Ultraclean OT suites with Patented Guided Air
- ▶ Flowsystem™
- ▶ Conventional Modular Ultraclean OT suites.
- ▶ OT Pendants for the surgeons and anesthetists use
- ▶ OT Pendants for POWER and GAS
- ▶ ICU Pendants
- ▶ Gas Terminal Units
- ▶ Manual and Electric Operation Tables
- ▶ Shadowless Operation Theatre Lamps

CRITICAL AND CARDIAC CARE

- ▶ Patient monitoring systems
- ▶ ECG Recorders
- ▶ Holter / TMT / ABPM
- ▶ Biphasic Defibrillators
- ▶ Automated External Defibrillators (AED)
- ▶ Anesthesia Work Station
- ▶ Volumetric Infusion pumps & Syringe pumps
- ▶ Nebulizers
- ▶ ICU & Transport ventilators
- ▶ Adult / neonate ventilators

RENAL CARE

- ▶ HD systems
- ▶ RO units
- ▶ Blood tubings and AVF
- ▶ Dialysis concentrates

PHYSIOTHERAPY SYSTEMS

- ▶ Ultrasound Therapy
- ▶ Nerve & Muscle Stimulator
- ▶ Interferential Therapy
- ▶ Shortwave & Longwave Diathermy
- ▶ Continuous Passive Motion
- ▶ Multiwaveform Combination

IMAGING SCIENCES

- ▶ Colour Doppler & Ultrasound Scanners
- ▶ CT
- ▶ MRI
- ▶ X-ray Imaging Equipments
- ▶ C-Arm Image Intensifier
- ▶ Bone Densitometers
- ▶ Mammography Equipment
- ▶ Image Management Solutions
- ▶ CR
- ▶ DR

OPHTHALMOLOGY

- ▶ Fento second laser based cataract surgery enabler system - VICTUS
- ▶ Presbyopic solution - Supracor / Intracor
- ▶ Zyoptix Ultimate Personalised Procedures
- ▶ Zyoptix Diagnostic Workstation for Corneal 3D topography& aberrometry
- ▶ Precise Microkeratome for corneal flaps
- ▶ Technolas Femtosecond Workstation 520F for corneal flaps
- ▶ Software Modules (Applications)
- ▶ Corneal Therapeutic Treatments

LAB DIAGNOSTICS (IVD)

- ▶ Clinical Chemistry Analysers & Reagent kits
- ▶ Eelectrolyte Analysers
- ▶ Clinical Electrophoresis Systems & Reagent Kits
- ▶ Haematology Analysers & Reagents
- ▶ Coagulation Analysers & Reagents kits
- ▶ Urine Analysers and consumables
- ▶ Sperm Quality Analysers and consumables
- ▶ Microbial Culture, Detection, Identification and
- ▶ Susceptibility Systems & Reagent Kits
- ▶ Molecular Diagnostics (PCR and RTPCR) Systems & Kits
- ▶ Liquid Based Cytology Processor and Kits
- ▶ Point-of-care Diagnostics instruments and kits
- ▶ ELISHA Reader washer and Kits
- ▶ RAPID Diagnostic Test Kits

CARDIOLOGY & IMPLANTABLE DEVICES

- ▶ Coronary Stents (Bare Metal / Drug Eluting)
- ▶ Balloon Catheter
- ▶ Guidewires
- ▶ Guide Catheters
- ▶ Treadmills I Holter Systems
- ▶ RF Ablation System
- ▶ ECG Machines
- ▶ Stress Test Systems
- ▶ Echo Cardiogram (Colour Doppler)
- ▶ Automated External Defibrilators (AED)
- ▶ Pressure Injection System
- ▶ GDCi™ Aneurysm Coils
- ▶ Target Aneurysm Coils
- ▶ Micro Catheters
- ▶ Angiographic Catheter
- ▶ Needles
- ▶ Visualisation System
- ▶ Balloons
- ▶ Inflation Devices
- ▶ Locking Devices

Trivitron enters CLSS, eyes ₹3,000-crore market

Chennai, June 11: In order to become an end-to-end medical device and service provider, Trivitron's Chennai, June 11: In order to become an end-to-end medical device and service provider, Trivitron's Chennai, June 11: In order to become an end-to-end medical device and service provider, Trivitron's

Apollo Hospitals launches first White Dental Spa in Chennai



Dr. Prathap C. Reddy (right), Chairman, Apollo Hospitals Group; Ms. Preeti Reddy, Managing Director, Apollo Hospitals Group; Dr. G.S.K. Velu, Managing Director, Trivitron Healthcare; Ms. Aishwarya Dhurush, first director, at the launch of 'White', a dental spa by Apollo Hospitals and Trivitron Group, in Chennai on Monday. — Day Guek

Interview

Dr GSK Velu, founder, Trivitron Group of Companies, India

‘Medtech market is moving towards localization’



Within a span of 15 years, Trivitron has emerged as the largest Indian multinational in medical technology with group revenues of \$90 million (Rs 500 crore) for 2011-12. The company offers a value chain of end-to-end solutions, ranging from distribution to manufacturing and innovation in medical technology, in India, South Asia, South East Asia, Middle East and Africa.

Trivitron's focus areas are imaging diagnostics, laboratory diagnostics and cardiology (implantable device and equipment). Recently, it entered into a partnership with Johari Digital to market physiotherapy products and point-of-care diagnostic products for global markets.

The company has taken initiatives such as commissioning South Asia's first Medical Technology Park in Chennai, South India, and Trivitron's innovation leader draw to drive its vision of becoming a manufacturing leader in medical technology devices. In an email interview with Dr. G.S.K. Velu, founder, Trivitron Group of Companies, about the growth of the medical technology industry in India, he says:

What factors helped in the growth of medical technology industry in India?

Dr Velu: Trivitron Healthcare's growth is attributed to our focus on key medical segments, including cardiology or imaging, diagnostics, critical care and producing newer technologies and both value as well as premium products in both markets. We have kept our pace at par with rapid growth of the medical technology industry in India through infrastructure improvement, regulatory awareness and access across a wide network.

With the growth of medical technology industry in India, how do you see the global players?

Dr Velu: I see global players like GE, Philips, Siemens, etc., continuing to dominate the market. However, there is a growing trend of localization as Indian companies improve their R&D capabilities and manufacturing standards. This is particularly evident in the areas of imaging and diagnostics, where Indian companies are competing more effectively in the domestic market.

Trivitron picks up minority stake in Kiran Medical

Our Bureau
Chennai, Oct. 11
Medical device and technology provider Trivitron Healthcare has picked up a minority stake in Mumbai-based Kiran Medical Systems, a manufacturer of imaging devices.

Kiran Medical, which manufactures cassettes, screens, grids, shields and computer radiography systems, has a 70,000 sq. ft manufacturing facility in Mumbai.

Trivitron is currently present in the imaging market through a joint venture with Hitachi Aloka Medical, which offers ultrasound, Doppler technology and colour Doppler technology.

"The investment will help us to expand our presence in the imaging market and cater to the needs of hospitals, clinics and cardiologists across the globe," said a press release.

It will also strengthen Trivitron's presence in South-East Asia, West Asia and Africa and also make an entry into US, Europe, Japan & Latin America where Kiran has a strong presence, the release added.

Mr Ramesh Mohan Rao, CEO, Kiran Medical Systems, said, "The investment by Trivitron will help us to expand our presence in the imaging market and cater to the needs of hospitals, clinics and cardiologists across the globe."

Biosystems unit eyes ₹200 cr reagents production in 5 yrs

SANGEETHA G
Chennai

BIO SYSTEMS Diagnostics, a joint venture between Chennai-based Trivitron Healthcare and Spanish company BioSystems hopes to produce reagents worth Rs 200 crore in the next three to five years. The JV opened its manufacturing facility at Trivitron Medical Technology Park in Chennai on Monday.

BioSystems is one of the leading manufacturers of clinical chemistry reagents and instruments, immunofluorescence reagents and instruments as well as immunoturbidimetry reagents for over three decades.

The facility has a built-up area of 45,000 sq ft and has a capacity of one lakh litres of reagents per year. The JV has invested \$10 million in the facility.

Facility has a built-up area of 45,000 sq ft and a capacity of one lakh litres of reagents per year

"This plant would be incorporating all contemporary technologies and comply with European Standards for its operations and would be at par with the global standards in every way. The plant design is scalable to double the capacity in future. This facility will produce reagent worth over Rs 200 crore during next three to five years and it would not only cater to the domestic market but also supply to the other overseas markets."

The Indian market for diagnostic reagents is highly dependent on imports. Almost 80 per cent of the products are brought into the country from the developed world, mainly US and Europe. Apart from catering to the domestic market, the company will also look at exporting the products to emerging markets in Asia, Africa, Latin America and West Asia.

"Our association with Trivitron will successfully help the two leading companies to leverage its respective strengths in marketing and manufacturing," said Antonio Eklueque, CEO, Biosystems.

sangoothag@mydigitalfc.com



The Times of India, Diasorin Trivitron JV press meet 7th Nov '12

TRIVITRON ADVANTAGE

- ▶ Largest Medical Technology Company of Indian Origin
- ▶ All Products offered are CE and/or US FDA and/or Japan MITI Certified endorsing highest Quality Standards with in-house R&D and Innovation programs
- ▶ 24x7 Customer Support through +91 984007778
- ▶ Infrastructure Spread across the Globe: 900 Employees, 25 Support Offices, 12 Warehouses, 4 Innovation Centers, 5 Manufacturing Facilities
- ▶ Channel Partners in every location to supplement the Trivitron Support Team
- ▶ Continuous Medical Education, Customer Training and In House Med Tech Skill Development Programs for Medical and Para Medical Professionals
- ▶ Winner of Prestigious awards like Frost and Sullivan Growth Innovation & Leadership award 2010
- ▶ Manufacturing Excellence Award 2012, Best Employer Award 2012 etc
- ▶ Bringing the best of both worlds in Partnership with Un Disputed World Leaders and Own Innovation & Manufacturing Initiatives
- ▶ Ability to offer enterprise turnkey solutions for Operating Room / Intensive Care Units / Imaging Centers / Clinical Laboratory / Physiotherapy Units / Cardiac and Neuro Cathlabs / Eye Hospitals combining both Value and Premium products and solutions. Only company with 5 US FDA and/or CE Certified Imaging / IVD manufacturing facilities located in Mumbai / Chennai / Pune / Helisinki exporting across the globe



TRIVITRON GROUP OF COMPANIES

CORPORATE HEADQUARTER

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