

SMILES

2018

BUILDING THE FUTURE OF HEALTHCARE WITH
**PERFORMANCE-DRIVEN
SOLUTIONS**

07 TRIVITRON'S KIRAN
LAUNCHED ULTISYS –
DIGITAL RADIOGRAPHY SYSTEMS

14 9 WORLD CLASS
MANUFACTURING
FACILITIES

80 AWARDED BEST MEDICAL
DEVICE COMPANY
OF THE YEAR 2017

LEADING THE WAY..



Dear Customers & Associates,

A very happy, healthy and prosperous New Year 2018!

Looking back, 2017 has been an eventful year with a lot of transformations in the Healthcare Industry. GST implementation in India, the increasing technological advances, development of new generation of products, new approaches in R&D and globalization have all contributed to both challenges and provided opportunities. We have navigated all these challenges as a team and emerged successful in every front. Trivitron is entering into the 20th Year of its existence. Thank you for the support and appreciation of our efforts.

Trivitron Healthcare, with over 100 years of combined medical equipment manufacturing experience, aims to make healthcare more accessible and affordable by speaking the language of care and has been providing breakthrough technology solutions in Radiology, In-Vitro Diagnostics, Renal Care, Intensive Care, Operating Room vertical and Turn-Key solutions.

We have a direct presence in several markets globally, and along with the strong base provided by our channel partners, we are operating in over 170 countries thereby giving us an edge over other solution providers in key market segments like New Born Screening and Radiation protection.



Some of the significant achievements of the Trivitron Group in 2017 include

- The launch of Kiran X-Ray equipment including Digital Radiography systems
- The launch of variety of Mass Spectrometry Reagents from our Finland/India and Turkey factories
- Substantial improvement in our market share and positioning in the New Born Screening system and
- Finalization of the joint venture with International Fund for Healthcare in Africa (IFHA) and International Finance Corporation USA.

In 2018, we are focusing on entering the US market and establishing a substantial presence there and the launch of Trivitron Africa on a large scale with IFHA & IFC as a part of our new market growth strategy. We are expanding our focus in the Imaging Instruments segment and we should be launching an array of new imaging equipment in 2018. We are expanding our own product portfolio in IVD by launching several new products in Chemistry, Haematology,

Immunoassays, Point of Care Diagnostics and Mass Spectrometry segments. Trivitron Projects will offer turnkey solutions for the construction of new hospitals, setting up of diagnostics centres/Operation Theatres/Intensive Care Units and Renal Dialysis centres with special focus on the South Asia/Middle Eastern and African Markets.

Our partnership initiatives with top MNC partners are expanding and we are in the process of launching new partnership initiatives to enter into new-generation technologies like Genomics, Metabolomics, Digital Pathology and Digital OT amongst others in 2018.

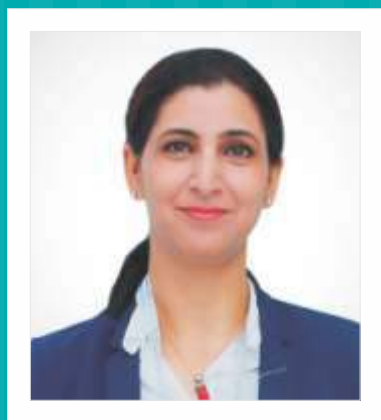
Looking forward, 2018 beckons us with newer and higher peaks to scale and contribute more and more for making diagnostics and healthcare affordable to every section of the population across all countries. Our customer focus, core values and commitment to the philosophy of 'Speaking your language of care' have been the key pillars to our growth and we will strive harder to be better and better.

We are indebted to you for your personal support throughout this continuing and eventful journey of Trivitron and we seek your blessing in coming years too.

A stylized, handwritten signature in black ink, appearing to read 'GSK VELU'.

Dr. GSK VELU

Chairman & Managing Director
Trivitron Group of Companies



Trivitron stands for ethics, relationships, determination, dependability and giving back to the society. These qualities are ingrained in all our employees and employees are the core strength of Trivitron.

Building a 'Multicultural Organization' with focus on innovation and improvement is the philosophy we believe in and with support from our internal and external customers, we have been able to make our own place in the Healthcare Industry. The secret of our success is the accountability and hard-work of every Trivitronian. I salute the spirit of team work and belongingness my people have. No matter which part of the globe they are, they all speak the same language of unity and respect. I wish each one of them a great year ahead with loads of happiness, good health and prosperity.

Happy New Year 2018!

Ms. CHANDRA GANJOO,
EXECUTIVE DIRECTOR & GROUP CPO



The Financial Year 2017-18 can be remembered as being the year of consolidation. The next year 2018-19 will be the year of growth, productivity enhancement and profit optimization in all group companies. Standalone, THPL has shown an improvement in performance in the current financial year as compared to last year. A range of new products will hit the IVD market shortly to further enhance the growth and profitability. We are expecting very positive outlook in FY 2018-19. Our team is ready to accept, face and deliver any emerging challenges in new financial year.

Mr. PARTHA SARATHI DE,
EXECUTIVE DIRECTOR & GROUP CFO



We, the Trivitronians, are committed and always energized to provide affordable and accessible healthcare solutions and delivering value to our customers and partners in all our endeavors.

We had set an ambitious goal to achieve operational excellence in all our activities. Our operational excellence model covers all our business processes, from manufacturing, quality & regulatory, and supply chain management to life cycle support. The core is built around our customer values.

Each of our business verticals redefined their strategies around 3 core values – Customer Satisfaction, Compliance and Delivering Value at optimal cost. We are enabling each of our employees to deliver their best and enhancing their productivity, through simple and transparent processes.

On this New Year, we pledge ourselves to make Operational Excellence as our 'Way of Life' in Trivitron.

Mr. PERIANAYAGAM PONNAMBALAVANAN,
GROUP COO

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CORPORATE DESK



DR. GSK VELU RECEIVED THE MOST RESPECTED ENTREPRENEUR AWARD IN MEDICAL TECHNOLOGY INDUSTRY

Dr. GSK Velu was awarded the 2017 Industry Achievement Award-Medical Technology, from the Founders of The Hurun India Rich List, Nirmal Jain and IIFL Investment Managers.



TRIVITRON'S KIRAN MEDICAL SYSTEMS WINS BEST MEDICAL EQUIPMENT COMPANY OF THE YEAR AWARD

JULY 28, 2017

Kiran Medical Systems, the Radiology Division of Trivitron Healthcare, won the "Best Medical Equipment Company of the Year" award at the CIMS Healthcare Excellence Award Ceremony.



DR. GSK VELU ON CNBC TV18

Dr. GSK Velu Chairman & Managing Director Trivitron shared the success story of the company with the world on CNBC-TV18's show 'THE LUXURY OF POVERTY' on 7th May, 2017. With Trivitron making headlines in the field of medical technology, he said that the company is focussed on bringing advanced technology to every facet of humankind at the most affordable cost. His future dream is to make available the most luxurious medical advancements to lay people across the world and he is working towards its fulfillment.



TRIVITRON HEALTHCARE LAUNCHES ITS STATE-OF-THE-ART ULTISYS – DIGITAL RADIOGRAPHY SYSTEM AT THE ARAB HEALTH 2017, DUBAI

ECONOMIC TIMES, JANUARY 31, 2017

Dubai, United Arab Emirates & Chennai, Tamil Nadu, India : Kiran Medical Systems, the radiology division of Trivitron Healthcare, introduced its innovation driven Ultisys range of radiography products during the Arab Health Convention in Dubai.





TRIVITRON OFFERING TURNKEY SOLUTIONS TO SET UP HOSPITALS

THE ECONOMIC TIMES, APRIL 12, 2017

Medical devices manufacturer Trivitron has begun offering turnkey solutions to governments and private individuals looking to set up hospitals, starting right from feasibility studies to operating full-fledged healthcare centres in a diversification move the company hopes will be a growth driver ahead of its going public in five years.



DR. GSK VELU AT THE ECONOMIC TIMES, ET INNOVATION IN MANUFACTURING ROUNDTABLE

THE ECONOMIC TIMES, JULY 14, 2017

Innovate or Perish; Innovation and Manufacturing should be separate departments; Innovation should happen in the R&D department; manufacturing should do the same thing again and again, properly – Dr. GSK Velu, Chairman & Managing Director, Trivitron Group at The Economic Times, ET Innovation in Manufacturing Roundtable.



TRIVITRON'S LABSYSTEMS DIAGNOSTICS AND BAEBIES JOIN HANDS TO PLACE INNOVATIVE NEWBORN SCREENING GLOBALLY

SEPTEMBER 13, 2017

Trivitron's Labsystems Diagnostics Oy announced their collaboration with Baebies, a company focussed on advancing new born screening (NBS) and paediatric testing. Both companies are experts in delivering newborn screening products and services and have declared a joint bilateral distribution agreement to deliver a wider range of NBS solutions across several global markets.



TRIVITRON CELEBRATES THEIR FOUNDER'S DAY BY PROVIDING FREE DIALYSIS

SEPTEMBER 21, 2017

Trivitron Healthcare, the leading medical technology company, observes their Founder's Day, by providing 100 free dialysis sessions to the underprivileged in Tamil Nadu by partnering with TANKER (Tamil Nadu Kidney Research) Foundation.

TRIVITRON CHAIRMAN DR. GSK VELU APPOINTED AS HONORARY CONSUL OF THE REPUBLIC OF ESTONIA

BUSINESSNEWSTHISWEEK.COM, JANUARY 5, 2017

Chennai: After years building and promoting international business collaborations, Indian entrepreneur, Dr GSK Velu, Chairman and Managing Director, Trivitron Group of Companies has been appointed as the Honorary Consul of the Republic of Estonia in Chennai. As Honorary Consul, Dr. GSK Velu will work towards strengthening relations for sustainable growth and development between India and Estonia – promoting business, culture, tourism, education and developing strategic business collaborations.

INDIA-ESTONIA RELATIONS AND HOW INDIA'S TECHNOLOGY SECTOR COULD BE

JULY 05, 2017

In 2005, Estonia became the first country to hold their elections online. With a population of only 1.3 million people, it has been easier to accommodate the petite populace in the development of science and technology as well to initiate E-residency. Estonia has won a distinguished space in history through inventions like Skype. It is the first nation make internet a 'basic human right' and promotes high-speed Wi-Fi broadband service across the entire nation.

TECHNOLOGICAL ADVANCEMENTS ARE TRANSFORMING THE ENTIRE HEALTHCARE INDUSTRY : DR. GSK VELU

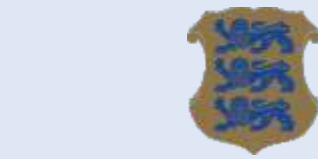
AUGUST 23, 2017

Now, we also have the technology to digitize a human being in highest definition, in granular detail, and in ways that most people thought would not be possible.

MOVING AHEAD WITH MY COMPANY

TIMESJOBS.COM, MAY 14, 2017

This Mother's Day Trivitron salutes the spirit of all working mothers and brings you the life journeys, experiences and advices of mothers who broke barriers and carved a niche for themselves.



THE REPUBLIC OF ESTONIA



MAKE IN INDIA

MAKE IN INDIA CAMPAIGN COULD PROVE TO BE A MAJOR BOON TO THE MEDICAL TECHNOLOGY INDUSTRY

OCTOBER 18, 2017

Making healthcare accessible and affordable not only to Indian population but to the underprivileged population across the world is the vision for which Dr. GSK Velu is working for over 28 years. Trivitron Healthcare in association with NeoGen Labs hosted the 2017 Newborn Screening Symposium on October 30, 2017 in Bangalore. Newborn Screening (NBS) is a test performed on babies, normally 24 to 72 hours after birth, to identify 'Inborn Errors of Metabolism', or IEMs, and to treat them before they can cause any adverse impact.



GST TO REPLACE 8 TAXES IMPOSED ON HEALTHCARE & PHARMA: DR. GSK VELU

PHARMABIZ.COM, MAY 30, 2017

The Union government's Goods and Services Tax (GST) will reform the taxation structure since eight different types of taxes are imposed on the healthcare and pharmaceutical industry at present. An amalgamation of all these taxes into one uniform tax will ease the process of operating businesses in the country by simplifying administration and enforcement.



ENSURING INFECTION-FREE ZONES, WITH THE RIGHT TECHNOLOGY HEALTH WORLD

MAY 02, 2017

2017 Globally, the challenges of healthcare delivery vary widely and providing an infection-free environment has always been one of the major dilemmas in the sector.

INDIA'S NEW MATERNITY BILL – SPREADING SMILES: ARTICLE BY CHANDRA GANJOO

WORLD HR DIARY, MARCH 27, 2017

On March 9, the Parliament of India took a historic decision by increasing the paid maternity leave for women from 12 weeks to 26 weeks. There will also be a leave of up to 12 weeks for a woman adopting a child below the age of three months. Crèche facilities for companies with more than 50 employees are yet another laudable initiative.



MAKE IN INDIA – A DREAM OR REALITY?

NOVEMBER 13, 2017

With many benefits for global investors, this policy has managed to grab international attention, which in itself is a laudable achievement.



ARAB HEALTH 2017

Trivitron Healthcare organized a stall in Arab Health 2017. All products were displayed and live demonstrations were conducted. Visitors from all over the globe had an opportunity to witness the latest medical innovations under a single roof covering various disease areas, technologies and platforms.

Kiran Medical Systems, the radiology division of Trivitron Healthcare, introduced its innovation driven Ultisys range of radiography products. The Ultisys system offers an affordable yet versatile platform for a wide range of clinical applications involving general radiography. Overall, the event was a phenomenal success as it was an ideal platform to reach our potential prospects.



AFRICA HEALTH 2017 – JOHANNESBURG, SOUTH AFRICA

The bustling metropolis Johannesburg witnessed a 3-day mega event that took place at Gallagher Convention Center from 7th-9th June 2017, covering a wide variety of topics related to health issues in Africa. Africa Health 2017 provides a networking platform for healthcare professionals and decision-makers to do business, exchange ideas. It offered us the opportunity to present our complete range of products to a number of international visitors.





CHANNEL PARTNER MEET

Trivitron organized a distributor/dealer meet to appoint new distributors for their diagnostic product portfolio. The event was organized in the following regions – Chennai (4th August), Delhi (10th August), Bangalore (19th August) and Kolkata (23rd August). The event was guided by Dr. Velu (CMD, Trivitron Group) with more than 80 channel partner participating in the event.



RSNA 2017 – CHICAGO

The Radiological Society of North America (RSNA) was a 6-day event held in between 26th Nov to 1st Dec at Chicago, USA. Kiran Medical Systems participated in this healthcare event and showcased a range of Radiation Protection Products and accessories. The Kiran booth acted as a convergence point for eminent radiologists from India and across the world. This event was a great platform to explore potential avenues for expanding in Latin America and USA. Overall it was a well-received and successful event.

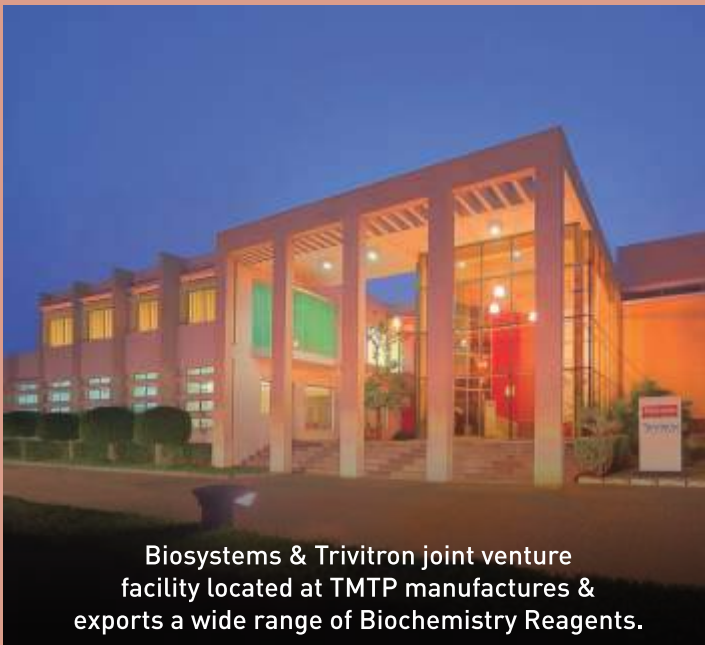


HEALTHSCAPE 2017 – BANGALORE

On November 30th and December 1st, 2017, it was time for Bangalore to gear up for the Healthcare Trade Summit held at the Hotel Lalit Ashok. Trivitron's products were displayed and demonstrated to various healthcare professionals such as doctors, lab-technicians, and other associates. It was a knowledge gathering session for the visitors and at the same time, it was also the ideal platform to demonstrate our capability. Overall, the exhibition was a huge success and has opened up ample opportunities for Trivitron to pursue strategic deals across India.



MANUFACTURING FACILITIES



Biosystems & Trivitron joint venture facility located at TMTP manufactures & exports a wide range of Biochemistry Reagents.



CE certified Trivitron facility manufactures and exports Operating Room products like Ultraclean Modular OT, Pendants, Bed Head Units, etc.



CE certified manufacturing facility exports products like ECG Machines, ICU Ventilators, Patient Monitors and Defibrillators.



CE/JGMP certified ATMT manufactures and exports over 1000 Ultrasound Machines every year.



CE / US FDA certified Kiran Medical Systems at Mumbai facility manufactures and exports Radiology accessories, components & Radiation Protection Products.



LabSystems Diagnostics facility in Finland manufactures and exports CE certified Newborn Screening and Diagnostics kits for Gastro, Cardiac Panel and Infectious Diseases.



CE Certified manufacturing facility in Chennai inaugurated by the Honorable Prime Minister of India, Shri. Narendra Modi and Prime Minister of Finland, Mr. Juha Sipilä manufactures and exports a wide range of IVD products.



AERB approved manufacturing facility at Kiran Mumbai & Pune manufactures and exports imaging products like X-Ray, C-Arm & Mammography to various countries.



Bome Sanayi Urunleri Dis Tic A.S. at Turkey is involved in research and development of newborn screening tests, hematology solutions, clinical reagents and Quality Control Materials.

With 9 manufacturing facilities, Trivitron occupies an enviable position in the healthcare industry by producing a wide range of equipment, laboratory reagents, diagnostic kits and even protective apparel for radiology departments. The products are used in health care setups and hospitals across the world.

LAB DIAGNOSTICS, INDIA



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Happy New Year and warmest greetings as we begin 2018!

We are now in an era when change comes fast and overturns established perceptions drastically. This is why it is so important that we achieve sustainable growth and at the same time continuously innovate to satisfy customer needs and capitalize on opportunities.

A quick snapshot of Trivitron's achievements during the past year include the launch of new products, achievement of milestones with regards to key customer orders and our new customer connect initiative etc.

The most important (and long awaited!) order for NBS Kits from KMSCL was received. The kits supplied under this program will be used in Kerala Government's NBS program across the entire state. This is one of the first and most important programs by a state government in India and we are really proud to be associated with such a noble and prestigious program. We expect similar orders from the TNMSC for NBS pilot project in Tamil Nadu. NBS kit orders were also received from Acquity Lab (Bangalore), one of the biggest private NBS labs in India. Neogen, another major NBS Private lab in India, continues to be our satisfied customer for NBS Kits.

The first order for our Neonat Capillary system for NBS, for Hb Variant assay and Capillary Flex Piercing System for adult and Cord blood Hb Variant assay was received from Lifecell, India's biggest cord blood banking company. We also installed the first Sakura SMART Automation with capability of reporting Histopathology sample on same day at the MVR Cancer Hospital in Coimbatore.

The product profile in Clinical Chemistry and Hematology was revamped to offer better products in line with market requirements. Two models of Hematology analyzers and two models of fully automated clinical chemistry analyzers were launched. All these instruments, manufactured in Europe to the highest quality standards, are rugged and offer excellent value throughout the life cycle of the instruments.

LCMS Kits for Immunosuppressant and Vitamin D were also launched which are manufactured in our factory in Chennai. These kits are available for reasonable prices and provide good quality results.

To get closer to customers and let the customers have a feel of our various products, product shows were organized successfully in tier II cities like Pune, Raipur, Indore, Aurangabad, Ranchi, Patna, Vizag, Ludhiana etc. Customer response to these shows was positive and encouraging.

To serve customers better, Trivitron had reorganized the division, so that Trivitron representatives are available to support customers across the country. IVD division is providing support in many small cities like Raipur, Meerut, Nagpur, Bhubaneswar, Dibrugarh, Guwahati and Imphal, in addition to major metro cities in India.

Trivitron is in Strategic partnership with Sebia, France to represent their products in India. Sebia had in turn acquired Interlab from Italy. With the total product line from Sebia and Interlab, Trivitron is the only company in India that offering the most comprehensive solution for Electrophoresis assays with the widest menu.

With the full infrastructure for R&D, Manufacturing, Sales & Marketing and After Sales Support, the IVD division offers the widest product range to cater the requirements of all types of laboratories (big hospital labs, Referral labs, stand-alone labs)

Customer Delight is one of Trivitron's important goal and hence we have a Customer First approach where each every aspect of our Products, service etc., are focused on offering the best value for customer throughout the life cycle of the instrument. We will continue to serve our customers in the best possible way and delight them in 2018.



MR. NITIN SAWANT,
PRESIDENT

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DIVISIONAL NEWS



ADOPTING DIAGNOSTIC TECH CAN CURB MISUSE OF ANTIBIOTICS

THE ECONOMIC TIMES, MARCH 28, 2017

Antibiotics are prescribed for infirmity caused by bacteria, not by viruses. The common cold and flu are caused by viruses, not by bacteria. Antibiotics do not work against viruses. When used prudently, antibiotics are a powerful medical tool to fight bacterial diseases. Cautious use includes taking antibiotics only for diagnosed bacterial infections and following the precise directions on the prescription.



INDIA BECOMING NEXT GLOBAL LEADER IN DIAGNOSTIC SOLUTIONS

SEPTEMBER 09, 2017

India is a land full of opportunities for players in the medical devices industry. The country has also become one of the leading destinations for high-end diagnostic services with tremendous capital investment for advanced diagnostic facilities, thus catering to a greater proportion of population, writes Dr. P Siva Kumar, CEO, Trivitron Healthcare, in this insightful article on the Indian healthcare industry.



EVENTS AND CONFERENCES



AIPNA INTERNATIONAL CME 2017

Trivitron participated in the 22nd ICP-AIPNA International CME 2017 in Pathology from 27th to 29th Jan 2017, hosted by the Tata Medical Centre, Kolkata. All the top pathologists and renowned KOLs were the visitors. We displayed one of our key products – SRM 200 Microtome. There were good responses from the customers, thus making the event a success.



PATHFINDERS – GLOBAL PATHOLOGY CONFERENCE – 2017

Trivitron's Diagnostic division participated in PathFinders – Global Pathology Conference – 2017, as a platinum sponsor. The event was held on October 7th & 8th at Bangalore. We launched our New Cellenium series (CE Approved) of Hematology Analyser at the event. PathFinders was hosted by Neuberg Diagnostics, one of the leading diagnostic brands of India. The event was very successful and was attended by 275+ delegates and key opinion leaders.



SCIENTIFIC SEMINAR - INDORE 2017

Trivitron Healthcare organized a scientific seminar on 'Improvement of Laboratory Quality by Using Quality Control' which was delivered by Dr. Selvakumar (Professor & Head of Clinical Biochemistry [Rtrd], CMC Vellore). The event took place at the Hotel Country Inn & Suites in Indore on 24th June 2017. More than 70 delegates attended the seminar and the event witnessed an overwhelming response from the visitors who showed keen interest on the topics.

APCON 2017 – BHOPAL

The 66th Annual Conference of IAPM & IAP-ID conducted by the Indian Association of Pathologists & Microbiologists – Bhopal Chapter held from 8th to 10th Dec 2017 in Bhopal. Our stall showcased the products Sakura Tissue-Tek Auto Section Automated Microtome, Sebia Minicap, Cellenium 380, Cellenium 30 Jr, Labmate, Clinreact, Elisa & Rapid Cards. Potential customers from various countries and pathology & microbiology KOLs across India attended the event and Cellenium 380, Cellenium 30 Jr were launched in the event by Dr. Reeni Malik. Event had a participation of 600 delegates and overall, it was a successful event.



CYTOCON 2017

Trivitron participated in the 47th Annual Conference of Indian Academy of Cytologists in collaboration with its partner Hologic by having a stall at this event on 10th-13th Nov 17. The conference was held by North Eastern Indira Gandhi Regional Institute of Health & Medical Sciences, Shillong, Meghalaya. The event was attended by over 450 delegates from various parts of the country. The pre-conference CME, orations and post-conference workshops covered all recent advances in cytology and cytotechnology.



CME, VELLORE

We participated in the CMC CME on UroPath on 3rd and 4th Feb and we displayed our products in a separate hall. Around 30 people visited our stall, and showed keen interest in our product range. We got a strong lead funnel on Pathology products from Apollo Specialty and PIMS, Pondy.



GAPM CONFERENCE

On Dec 16th and 17th 2017, The 41st GAPM Conference organized by Rajkot Association of Pathologists and Microbiologists was held at Hemu Gadhvi Hall in which Trivitron participated. This event had a participation of 600 delegates. Many visited the Trivitron booth to experience our IVD Product range. Products showcased were Minicap, Labmate, Cellenium 380, Clinreact, Elisa & Rapid Cards. Many Pathology & Microbiology KOLs across Gujarat also attended the event making it a successful one.



NEW PRODUCTS

CELLENIUM SERIES

Trivitron's Cellenium series is well known for delivering accurate cell counts for various sample types. We recently launched a brand new series of fully-automatic Hematology Analysers under the Cellenium Brand:

3 PART HEMATOLOGY ANALYSERS



Cellenium 30 Jr with throughput of 30 samples/hour



Cellenium 380 with throughput of 80 samples/hour

5 PART DIFFERENTIAL ANALYSER



Cellenium 5D with throughput of 60 samples/hour

NANOLAB SERIES

Trivitron's Nanolab series is well known for accurate and trustworthy results at very small footprints. Trivitron is adding more advanced instruments for biochemistry analysers in its Nanolab Series.

Following the huge success in the 220 sample throughput segment, Trivitron has recently launched Nanolab 500 which is a benchtop analyser with 500 test/hour throughput. Very soon Trivitron will launch Nanolab 700 analyser with throughput of 700 tests/hour.



LABSYSTEMS LCMS KITS

Trivitron has come up with emerging technologies such as Liquid Chromatography/Mass Spectroscopy reagent kits. These kits are used for determination of the immunosuppressive drugs Sirolimus, Everolimus, Tacrolimus and Cyclosporin.



NATsure

NATSURE - NUCLEIC ACID ISOLATION KITS

Modern laboratories that are employing testing via PCR technology usually require extraction of nucleic acid of the respective infectious agent for further testing. NATSURE Viral RNA and Viral DNA isolation kits serve the purpose of extraction/isolation of the respective nucleic acid from the sample and enable molecular testing. The kits employ easy to use and convenient spin-column to process serum and plasma samples.



QC SURE

Trivitron is the only manufacturer of 1 ml lyophilised human quality controls in the country with over 25 parameters available. More parameters will be added in due course of time to help laboratories to improve their performance. Laboratory QC is focused on ensuring that patient test results reported by clinical laboratories are accurate. QC is a measure of precision, or how well the measurement system reproduces the same result over time and under varying operating conditions.

NEOSCREEN PHOTOMETRY KITS

Neoscreen Photometry NBS kits are used to screen for disorders in newborns. India has a high birth rate, which means there is higher probability for children to be born with inborn errors. Awareness about these screening tests is limited to major cities in India. We at Trivitron wish to change current scenario under the Make in India initiative by manufacturing New born screening kits in our Chennai Manufacturing plant. We offer 17 OHP, TSH, G6PD, IRT, PKU, Galactose Photometry NBS Kits.



LABSYSTEMS ELISA KITS

Labsystems ELISA kits are used to detect infections like HIV, Hepatitis B Antigen and Hepatitis C virus in blood. HIV ELISA kit is the latest 4th generation kit which is able to detect P24 antigen along with antibodies against HIV. HCV kit employs a combination of structural and non-structural antigens like CORE, NS3, NS4 and NS5 for detection of IgG Antibodies to Hepatitis C Virus (HCV) infection with $\geq 99.0\%$ Sensitivity and Specificity $\geq 98.0\%$. All the three ELISA kits employ easy to follow protocols, break away well format, coloured reagents and ready to use substrates thereby minimizing error rates.

LABSYSTEMS BIOCARD

Biocard POCT – Rapid cards for screening of infection in blood for HIV, HBC and Syphilis were introduced in 2017. These cards offer a quick and easy method of screening blood and average time to perform the test is as low as 20 minutes. Biocards come with a built in control for monitoring the methods for assay performance. Convenient pack size, storage at room temperature and shelf life of up to 18 months helps customers and delivers total value as a product.



PRODUCT PORTFOLIO



Cellenium 380



Cellenium 30 Jr



Cellenium 5D



Nanolab 500



Nanolab 700



Labmate



Elite



Clinreact



QC Sure



Biocard



Celiac Disease Test



NS 2400



Neomass AAAC



Elisa Kits



Minicap FP



Capillars 2 FP



ThinPrep 2000



Smart Automation



NatSure Real-Time
PCR & Extraction Kits



VersaTrek
96 / 240 / 528



Sensititre

CUSTOMER TESTIMONIALS

The Sakura's Automatic Tissue Processor VIP 6 instrument having Serial No. 60321088-0215 was installed on 20-07-2016 in our histopathology department lab. The performance of the instrument is very good. The services provided by Trivitron Healthcare Pvt. Ltd. is very good and we are satisfied with the service support.

Dr. Hema Malini Aiyer
Dr. Lal Path Labs, New Delhi

This is to certify that we are using Konelab 60i, supplied from Trivitron Healthcare Pvt. Ltd. Chennai. We are satisfied with performance of the instrument and are getting good service support from the customer support team.

N M Medical Centre
Mumbai

This is to certify that we are using Capillarys 2 FP (Capillary Electrophoresis) instrument from Trivitron Healthcare Pvt. Ltd., Chennai for the past eight months. The instrument working is satisfactory and there is good and timely service support from the Trivitron customer support team.

Dr. Asthma Nilomeer
Apollo Hospital, Hyderabad

I am writing this letter as a humble note of appreciation for the outstanding customer service provided by your company and engineers. I really commend the prompt service provided by your local engineer. I am really pleased with the knowledge and skills of your staff. Great service makes your customers feel that you care about developing a long term relationship that means more than just making a sale. I would love to recommend your company to anyone who needs these types of instruments in the future. Keep up the good work.

Dr. M.K. Jain
Mahaveer Diagnostic Centre, Jaipur

LABSYSTEMS DIAGNOSTICS OY, FINLAND



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Year 2017 was a fantastic year in terms of new markets expansion, wherein we penetrated into the Philippines, Thailand, Vietnam, Palestine, and set the base for entering Latin America & the US markets. Labsystems also forged a strategic alliance with Baebies Inc, USA to market Baebies' NBS products outside of the USA and use the network of Baebies to introduce LDx products into the US market. R&D activities of 2017 also set the base for new products introduction in the first half of 2018 for LCMS, PCR and POC kits.

Awareness about LDx products amongst the Newborn screening product users also increased further in 2017, which also led to nervous knee-jerk responses from the leading competitors of NBS products to counter the LDx aggression. The proactive approach of the sales team, high-quality technical support and timely logistics did create a positive impression amongst the existing and potential NBS customers.

Streamlining the LDx operations with a lean structure has brought in cost efficiency which will get still better when LDx POC products manufacturing will move to India by second half of 2018, thereby maintaining identical quality at much lower costs.

Overall, 2017 was a very satisfying year and 2018 will be a focus year for growth into the markets of Middle East, Africa, Latin America & the USA.



Mr. SAMEER SARAL,
COO - LABSYSTEMS DIAGNOSTICS

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DIVISIONAL NEWS



TRIVITRON'S LABSYSTEMS DIAGNOSTICS AND BAEBIES, JOIN HANDS TO PLACE INNOVATIVE NEWBORN SCREENING GLOBALLY

SEPTEMBER 13, 2017

Trivitron's Labsystems Diagnostics Oy announced their collaboration with Baebies, a company focussed on advancing new born screening (NBS) and paediatric testing. Both companies are experts in delivering newborn screening products and services and have declared a joint bilateral distribution agreement to deliver a wider range of NBS solutions across several global markets.



PRICK THE HEEL FOR A HEALTHY LIFE

OCTOBER 02, 2017

Trivitron's Labsystems Diagnostics Oy, a company that manufactures and develops high quality diagnostic tests for clinical laboratories and doctors, announced their collaboration with Baebies, a company focused on advancing newborn screening (NBS) and pediatric testing. Both the companies which are experts in innovative newborn screening products and services and have declared a joint bilateral distribution agreement to deliver a wider range of NBS solutions across several global markets.



NEWBORN SCREENING: WHY IT IS IMPORTANT

NOVEMBER 23, 2017

Every parent will want to ensure that their baby grows up to be healthy child free from any disease. After birth, your baby might look healthy but, unfortunately, any underlying medical conditions are not detected until the baby completes 3 weeks or 1 month. Hence newborn screening is vital.

EVENTS AND CONFERENCES

NBS CONFERENCE, NORTHERN IRAQ

Labsystems Diagnostics along with our Channel Partner, FurMed, participated in the Fourth International Conference of Iraqi Kurdistan Pediatric Society on 4th & 5th May 2017. The event happened at Rixos Hotel in Dohuk-Kurdistan-Iraq. Considered the biggest event of the region, it became an ideal platform to display our NBS products and allowed us to explore a new territory. Overall, we received positive feedback and it gave us an opportunity to showcase our product strength.



ISNS 2017

The 10th ISNS Asia Pacific Regional meeting was held on 24-26 August 2017 in Ulaanbaatar, Mongolia. This was an excellent opportunity for all to discuss the conditions on Newborn Screening in the Asia Pacific Region and in Mongolia. LabSystem Diagnostics, a Trivitron enterprise participated in the event and around 100 people visited our stall. This event served as an ultimate platform to explore trends.



MEDICA 2017

Trivitron's LabSystems Diagnostic and Imaging division Kiran participated in MEDICA 2017- World forum of Medicine in Düsseldorf, Germany held from 13th –16th November. It is a premier global event and a total of 123,500 professional visitors from 130 different countries participated in the same.



PRODUCT PORTFOLIO



Neomass AAAC



Disc Remover Machine



Helicobacter Pylori POC Test



Biocard Celiac POC Test



NS 200 Reader



Newborn Screening
Automate NS2400



Neonatal DBS
Puncher NS496



NS Washer



B.pertussis Duplex PCR



Elisa Kits

CUSTOMER TESTIMONIALS

NeoGen Labs has validated Newborn Screening Instruments and associated kits based on Fluorescence Enzyme Immuno Assay (FEIA) technology manufactured by LabSystems, Vantaa, Finland. These systems have been installed in our laboratory in Bangalore in October 2015. These systems are used daily and have met our performance criteria.

Mr. Thomas Mookken, CEO
NeoGen Labs, India

During the last year we have tested all available test kits from LabSystems for suitability in Newborn Screening and also selective testing for inborn errors of metabolism and endocrinopathies. On the basis of the results of our evaluation, the children's hospital Zurich has decided to change to LabSystems test kits also for newborn screening.

PD Dr. Ralph Fingerhut
Universitäts-Kinderspital Zurich, Switzerland

During the last year we had evaluated Neonatal TSH, Neonatal 17 - hydroxy progesterone and Neonatal G6PD from LabSystems for suitability in Newborn Screening. These kits are based on Fluorescence Enzyme Immuno Assay (FEIA) technology. On the basis of the results obtained and the support system they offered, would recommend them without any reservation.

Dr. Pavai Sthaneshwar
Pusat Perubatan Universiti Malaya, Malaysia

IMAGING AND RADIOLOGY





Dear All,

Trivitron's motto has always been to equip healthcare providers with the right imaging technology that enables them to achieve “Conclusive Diagnosis” in every clinical case they encounter. In line with this, we wish to work diligently to achieve the best results and ensure that the satisfaction levels of customers are met beyond their expectations. Powered by high- end technology Ultrasound from Hitachi and Mammography & Bone Densitometer from Hologic, Trivitron continues its successful journey in Imaging in 2018 through World-Class technologies.

We are witnessing a visible shift in the customer preferences towards high-end technology and premium quality imaging ultrasound machines for better clinical diagnosis. This has helped Trivitron to achieve 40% growth in high end Ultrasound segment with Hitachi Arietta Series installations in Corporate hospitals like Jubilee Mission - Thrissur, KIMS - Trivandrum, St.Johns - Bangalore, Aster Medicty , KDAH, D.Y.Patil - Mumbai, Barnard Institute of Radiology - Chennai and prestigious government Institutions.

Intra-Operative Ultrasound market is rapidly growing and Hitachi's Ultrasound models are preferred for various Clinical scenarios like Robotic Surgeries, Oncology, Surgical Gastro & Urology applications etc. Installation of Arietta S70 with Robotic Probe at Kokilaben Hospital, Mumbai is under process where it will be used as a dedicated Ultrasound to be used with Surgical Robots in complex intervention procedures.

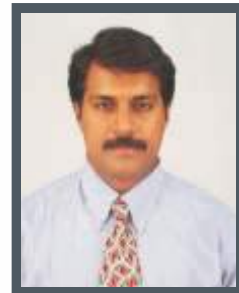
Arietta Precision & Prologue models are launched in India which are developed with breakthrough Ultrasound technology. Arietta Precision is a dedicated Intra-Operative Ultrasound machine for safe use in the operating room and will be a game changer in the Surgery Ultrasound Market. The 1st Arietta Prologue in the country is installed at Manjunatha Maternity Home, Bangalore. Arietta Prologue is poised for strong growth in 2018 because of Market's increasing preferences for High End Portable Ultrasound with superior image quality and easy workflow features like Touch Screen display Monitors and high end Probes. F37 with new light weight 4D probes and high end software has increased our opportunities to compete in the technology savvy 4D segment.

We are strongly committed to the “Make in India” initiative through the manufacturing of value and mid-end ultrasound in India and we also plan to manufacture high-end ultrasound in 2018. It is a matter of pride that we are the only company in India to manufacture Ultrasound Probes which includes the cutting and machining of crystals with high precision equipment.

We had a fantastic year in the Mammography Segment with Hologic's Full Field 3D Digital Mammography. We witnessed more than 200% growth in 3D FFDM Mammography segment taking our total to 25 FFDM installations in South & West regions and Trivitron Hologic maintaining its position as the Market Leader. We had more than 6 installations in notable institutions like Rajagiri Hospital - Aluva, Mahatma Gandhi Cancer Hospital - Vizag & Thane Municipal Corporation Hospital. A striking note is the breakthrough of 3D FFDM installations at individual customer sites like Dr Yojana, Radiologist - Mumbai & Dr. Amrita, Radiologist - Kochi, which were possible because of our excellent clinical & after sales support . 2017 witnessed breakthrough in high end DEXA segment as well with installation of India's First High end DEXA Horizon at Saifee hospital, Mumbai.

As a diversified and innovation driven organization, we at Trivitron will continue to work towards the dream of achieving a society where people truly enjoy healthy and productive lives with the help of our technologies.

As we begin the New Year, Thank you again for your support and wish you the best in 2018!



**MR. BRAHADEESH
MATHRUBHUTHAM,
PRESIDENT**



DIVISIONAL NEWS

'HITACHI ROBOTIC SURGERY ULTRASOUND PROBE' – EXPANDING THE CLINICAL VALUE OF SURGICAL ROBOTS!!



The ultimate aim of robotic surgery is to achieve minimally invasive surgery and the world's most advanced surgical robot is the Da Vinci Robot, which comprises of miniaturized surgical instruments that are mounted on three separate robotic arms. This gives the surgeon maximum range when it comes to motion or precision.

Hitachi's Robotically controlled ultrasound probe is an important accessory that allows surgical robots to be used for complex procedures like Nephrectomy surgery where the real-time imaging immediately provides valuable information necessary to assist in surgical planning and execution.

PORTABLE MAMMOGRAPHY DEVICES TO HELP SCREEN RURAL WOMEN



Whether the mamography machine used is analog or digital, the reports are sent through teleradiology for interpretation. While urban women themselves are apprehensive about undergoing the screening, the challenges faced by doctors to get women from rural pockets to come forward for screening is mammoth. The portable mamography machine will be a game changer in this regards.

RISE IN AWARENESS ABOUT BREAST CANCER IN INDIA – THE CRITICAL NEED OF THE HOUR!



Breast cancer is now the most common cancer in Indian women having recently overtaken cervical cancer. It is the most common female cancer worldwide representing nearly a quarter (25%) of all cancers with an estimated 1.67 million new cancer cases diagnosed in 2012. In India, the incidence is 25.8 per 100,000 women and mortality 12.7 per 100,000 women. The main reasons for this observed hike in mortality are due to lack of inadequate breast cancer screening, diagnosis of disease at advanced stage and unavailability of appropriate medical facilities.

TRIVITRON HEALTHCARE LAUNCHES 2 NEW HITACHI ULTRASOUND MODELS IN INDIA. ARIETTA PROLOGUE & ARIETTA PRECISION

ARIETTA PROLOGUE, a revolutionary Portable Ultrasound, enables clinicians to arrive at a conclusive diagnosis at a faster time in complex Point of Care scenarios due to its' simple & intuitive user experience enabled by a detachable Full Touch Screen display without complex set up requirements. An optimal preset can be selected easily by using the icons for the appropriate body part, body size and organ for study. Basic operations such as image size or gain adjustment can be made with one hand using touch screen gestures which saves lot of time. Using the advanced image processing technologies, ARIETTA Prologue offers excellent image clarity & wide field of view and supports a broad range of Clinical applications.



ARIETTA PRECISION, an innovative diagnostic ultrasound system, can be your reliable partner for interventional procedures and has been designed to fit into a confined space. ARIETTA Precision has a slim profile with a large 21.5" touch monitor fixed to an arm that can provide effortless manoeuvrability in the operating room. Additionally, with wireless communication, the monitor and base units can be separated. A tablet-style remote control replicates the same touch panel operation and real-time ultrasound image display as on the monitor. All parts of the unit are fully compatible with commonly-used disinfectant procedures, for safe use in the clean environment of the operating room. A comprehensive array of compatible transducers supports a broad range of procedures from minimally invasive through to open abdominal surgery.



EVENTS AND CONFERENCES



IRIA 2017, JAIPUR

The 70th Annual Conference of the Indian Radiological and Imaging Association (IRIA 2017) was conducted from 5th – 8th January 2017 at the B.M. Birla Science & Technology Research Centre, Jaipur. We had displayed Arietta S60 and F37 Ultrasound Machines and received a good response for the same. Kiran – the Radiology Division of Trivitron Healthcare was also a part of the event showcasing their Radiology Products. Over 250 delegates participated in this event, making it a successful one for us.



ULTRAFEST 2017 - MUMBAI

Trivitron Healthcare participated in the Ultrafest 2017 Conference held from 21st to 23rd April 2017 in JW Marriott Hotel, Mumbai. We displayed our wide range of Ultrasound Products and Kiran's Sonogel. More than 600+ radiologists participated in this event where we gave live demonstration of products to doctors and received a positive feedback from them. We built strong bonds with existing and prospective customers. Overall, it was a successful event opening gates to some potential leads.



MSK CONFERENCE

MSK Conference was held on 2nd July 2017 organized by IRIA, Gujarat State Chapter. The conference was focussed on Radiology where the gamut of eminent speakers discovered solutions and newer trends in Radiology. Highlights were the USG workshops from basics to advanced radiology and Interactive sessions with delegates. Trivitron Healthcare attended this conference and delegates had an eye-opening experience and achieved an expansive knowledge of our radiology products. The conference served an ultimate platform to reinforce upgraded trends.

KSOGA 2017

Karnataka State Obstetric and Gynecology Association conducted State Level Event at Shimoga Institute of Medical Sciences, Shivamogga. Trivitron participated and showcased Arietta S60, Alpha 6, F31 Hitachi Ultrasound machine. The event was attended by KOLs across Karnataka and gave good exposure to Trivitron's Ultrasound range and their OB/GYN clinical value. Event was held on 10th-12th Nov and was attended by more than 500 delegates.



HEALTH TECH INDIA 2017

Trivitron participated in the 1st edition of Health Tech India 2017, an Exhibition on Medical equipment, Technology, Pharma & Health services from 3rd to 5th February 2017 at Pragati Maidan, New Delhi. This exhibition gave us a platform to showcase our range of products and the latest technologies in the healthcare segment. Our stall was in a prominent location and we displayed some of our key products. The event was a successful one as a considerable amount of potential customers visited our stall and showed interest towards our product range.



LIFE CONFERENCE

Life Conference organized by International Institute for Training and Research in Reproductive Health was held from 1st to 3rd Dec 2017 at Hotel Le Meridien, Bangalore. Trivitron participated in the workshop & conference and it was a good platform to showcase the Clinical value of Hitachi Ultrasound, F31, and F37 to IVF Customers. We received a good response and over 150 delegates participated in the 3-day conference.



CME, IRIA – SHIMLA, INDIA

Trivitron Healthcare participated in the Indian Radiological and Imaging Association (H.P State Branch) CME cum Workshop (Fetal Medicine, Breast & Musculoskeletal Imaging) on 29th & 30th April 2017 at the Indira Gandhi Medical College, Shimla. This was co-participated with our channel partner M/s Techno Medical Services from Chandigarh. The event was a very successful one and we generated some positive leads.





MUSKON 2017

The conference was held in SN Medical College at Bagalkot on 19th February 2017. There were more than 300 delegates, who had registered for the conference and we had more than 100 delegates visiting our stall. This included a few of our Hitachi Aloka users as well. We displayed our F37 & Arietta S60 products and received a good response.



DELHI ULTRASOUND UPDATE 2017

Delhi Ultrasound Update 2017 was held at Hotel Le Meridien, Delhi on December 17th, 2017. Radiology KOLs from Delhi attended the event and 200 delegates visited Trivitron booth to experience Hitachi Ultrasound, Arietta S60 & F37, and its clinical value. The event anchored detailed lectures, impressive workshops, and free paper and poster presentations and was an ideal platform to take the scientific content to the next level.



CME – SAHARANPUR, INDIA

Trivitron Healthcare in association with Radiology centre at Saharanpur organised a CME (4D Ultrasound) on 15th May 2017 at the Saharanpur Club, Saharanpur - Uttar Pradesh. Imaging CLSS North India Team participated in this event and our wide range of ultrasound products was on showcase. The event was a very successful one and more than 150 Healthcare professionals – Radiologists/ Gynaecologists/ Physicians/ Nephrologists/ Hospital Owners from Saharanpur and nearby areas attended this event.



ULTRAVISION 2017

Ultravision 2017 was organized by Delhi State Chapter, IRIA on 'Obstetrics and Gynecology', held on 15th and 16th July 2017 at Dr.Baba Saheb Ambedkar Medical College & Hospital and Hotel Radisson Blu, Dwarka, New Delhi. More than 200 delegates attended the event and there was extensive knowledge sharing on the entire gamut of 'Obstetrics and Gynecology'. Trivitron Healthcare was one among the active participant and garnered unparalleled academic experience. The event served a platform to polish our skills and look at new trends emerging in the industry.

ULTRASOUND UPDATE

Trivitron participated and showcased high end Arietta S60 Ultrasound model in 'Ultrasound Update' event organized by Rajasthan Chapter of IRIA in SMS Hospital, Jaipur on July 30th, 2017. The key topics of discussion were Fetal Echocardiography, Scrotal Sonography in Male infertility, Ultrasound in Uterine Malformation etc., The speakers of the event included top KOLs in Ultrasound and was attended by 90 Delegates. FETAL MEDICINE UPDATE Trivitron participated in the 5th Edition of Fetal Medicine Update on Fetal Doppler & Fetal infections, organized by Faith Diagnostic Centre in IMA House Auditorium, Chandigarh on 20th August 2017. The Key Topics covered in the event were "Role of Ultrasound in 1st Trimester", "Role of Color Doppler in Fetal Growth Restriction", "Uterine Artery Doppler and Placenta Growth Factor" etc., The CME was attended by top KOLs in Fetal Imaging and was attended by 125 delegates.



BISICON 2017, GOA

We attended the Annual conference of Breast Imaging Society of India that was held between 22nd to 24th September, 2017 at GOA. Hologic, one of our partners, was a major sponsor for the event. We displayed 7 SVDX workstations with an MCP Stage and Vacuum Assisted Biopsy System for the workshop. A brief presentation on Hologic Selenia Dimensions was also delivered on stage. Many radiologists and breast surgeons from all over India were at the Conference and all the workshops were well received.



GNANADHARA 2017 - BANGALORE

Trivitron Healthcare participated in Gnanadhara event on 10th Dec 2017 at NIMHANS Bangalore. The event focused on the topics 'Fetal Gastroenterology & Fetal Medicine – Clinical applications'. We Showcased and demonstrated the Arietta S70, F31, F37 which drew the attention of a large number of radiologists & Sonologists. They were delighted by the image quality and ease of use of our new products. The highlights of this seminar included, Fetal GIT – Embryology to Management, Clinical applications of Fetal medicine with respect to maternal diseases like Maternal APLA & SLE. Event had a participation of 250 delegates. Many Ultrasound KOLs across South India attended the Workshop and CME. Trivitron's Arietta S70 was used in the Fetal Gastroenterology Workshop Mumbai.





MAHARASHTRA STATE IRIA, SOLAPUR

Trivitron participated in MSBIRIACON 2017, the Annual State Conference - Maharashtra Chapter of IRIA, between 15th to 17th September. We showcased the high end Arietta S70 in the event. The Conference was attended by Leading Radiologists and key opinion leaders from the State.

RAJASTHAN STATE IRIA, JAIPUR Trivitron participated in the Rajasthan State IRIA 2017, which was held on September 16th and 17th, 2017. The theme of the conference was 'Body Imaging'. We showcased the high end Arietta S60 & F37 and the machines received much appreciation.



USCON 2017

Trivitron participated in 26th Annual Conference of Indian Federation of Ultrasound in Medicine and Biology (IFUMB) – USCON 2017 on 3rd - 5th November 2017 at Lucknow. We showcased our Hitachi Ultrasound model Arietta S60 & F37. KOLs across India attended the event and visited the Trivitron booth to experience Hitachi Ultrasound and its clinical features. Key topics for discussions were Targeted Imaging for Fetal Anomaly (TIFFA) – 16 to 20 weeks and liver elastography, amongst others.



WEST ZONE DEALER MEET

Trivitron conducted Western Region Dealers Training and Meeting at the Mumbai office during December 2017. Hands-on training was arranged and demonstration and interactive sessions were conducted on the below topics: Ultrasound (Hitachi Aloka Models Arietta 60/70, F37, F31 and New Model Arietta 850), amongst others and introduction to the new products being introduced.



ASSAM IRIA 2017

Trivitron participated in State Level Event conducted by Assam Chapter of IRIA at North Eastern Indira Gandhi Regional Institute of Health and Medical Sciences, Shillong on 4th & 5th Nov 2017. Event Attended by KOLs in East and was a Good Branding opportunity for Trivitron in North East India. We showcased our Alpha 6 Ultrasound machine event attended by more than 200 delegates.

TN & PY IRIA 2017 - THOOTHUKUDI

On Dec 16th and 17th 2017, Tamil Nadu & Pondicherry IRIA 2017 was held at Hotel DSF Grand Plaza, Thoothukudi. Around 150 delegates of Radiology KOLs from Tamilnadu and Pondicherry attended Trivitron booth visited to experience Hitachi Ultrasound F31 and its clinical value.



IRIA 2017 - KOLKATA, WEST BENGAL

Radiology KOLs across West Bengal and East attended the West Bengal IRIA Conference 2017 held from Dec 15th to 17th at The Gateway Hotel, Kolkata. Around 500 delegates visited the event Trivitron booth to experience Hitachi Ultrasound, Arietta S60 & F37 and its clinical features. We conducted exclusive customer engagement activities which attracted a lot of delegates to the stall.



IRIA CONFERENCE - ODISHA

IRIA Conference was held on 9th and 10th of Dec 2017 at Odisha Cricket Association Conference Hall, Cuttack. Radiology KOLs across Odisha attended the event and many of them visited Trivitron booth to experience Hitachi Ultrasound and its clinical value. Our stall displayed Arietta S60 & F37 Ultrasound products and the Radiologists appreciated the functioning and quality of the products. We are glad that we received a note-worthy footfall at the event.



ANNUAL CONFERENCE OF MUSCULOSKELETAL SOCIETY - KOLKATA

The 'Annual Conference of Musculoskeletal Society – 2017' was held on September 15th and 16th at Kolkata. The focus of the event was Musculoskeletal Radiology and there were International and National key opinion leaders along with over 300 delegates present. Trivitron showcased the high end Arietta S60 & F37 Ultrasound models. This event also provided good visibility to Hitachi's Ultrasound's MSK capabilities.



PRODUCT PORTFOLIO

NEW



Arietta Prologue



Arietta Precision



Arietta S60



Arietta S70



F 37



ProSound - ALPHA 6



F 31



P2



Digital
Mammography



Whole body Dexa



Digital Radiography
System

CUSTOMER TESTIMONIALS

I am very happy with Trivitron's service. Earlier, I was using Hitachi Avius Ultrasound machine and now I have upgraded to Arietta S60 with Symphonic technology and Elastography. Machine image quality, color sensitivity, user friendliness is quite satisfactory. Moreover after sales, service response from Trivitron Healthcare is highly appreciable.

Dr. Kawaldeep Dham

Dham Diagnostic Centre, New Delhi

I am using Aloka Ultrasound machine since 14 years and now I have been using Model Arietta S60 machine from last 1 and half years and performance of the machine and after sale and service response from the Trivitron Healthcare Pvt. Ltd., Is outstanding and extremely satisfactory.

Dr. Jiten V. Sheth

Sheth Live 3D (4D) Sonography & Digital X-Ray Clinic, Gujarat

"With Selenia, we are observing an overall need for ultrasound screenings especially for dense breasts. The areas could appear equivocal on Ultrasound. The ability to pin -point and stereo tactically core biopsy these areas on 3D, even if they are camouflaged within dense glandular tissue is definitely a cutting edge which Selenia Dimensions has to offer."

Dr. Teena Sreeba

Consultant Radiologist, Rajagiri Hospital, Aluva, Kerala

I am a user of Aloka since 2001 to date. I am very much satisfied with the resolution of the machine. If I am to upgrade I would like to buy the better version of the model, I am presently using namely Arietta S60. I am extremely happy with the prompt service given by Trivitron and would like to associate with them in future.

Dr. Latha Vaidhyswaran

R.R. Scans, Chennai

KIRAN MEDICAL SYSTEMS



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A very happy New Year!

2017 was a fruitful year for Kiran. During the year, we saw our hard work result in the achievement of several important milestones to position Kiran for the future whilst capitalizing on our key strengths.

A quick look back in time shows what all we achieved and the way we need to move forward now.

Kiran has grown to become one of the top 5 brands in the global arena in the area of Radiation Protection and Radiology Accessories. The Radiology Equipment business is now a major strength and has reinforced our stand as a holistic radiology-focused organization. We achieved 400 plus installations of C-Arms in India and select countries in MEA and this happened within the last 2 years!

New products were also launched, including 1K 1K Surgical C-Arm System, Digital Radiography Retrofit as well as Full Room Digital Radiography System, K-Scan a non-ionic contrast medium, Latex free Radiation Protection Gloves and a completely new range of Radiation Protection Apparels featuring Anti-microbial Satin Touch Fabric. These were and continue to be well-received in the market and underline our motto of putting customers and their needs first and innovating to deliver the best solutions.

In line with achieving the vision of being a global leader in radiology, we have established direct operations in USA. Kiran was awarded a design patent for its X-ray and C-Arm systems. We are also working closely with Trivitron Group Enterprises like Bome, Labsystems and Star Trivitron to strengthen business presence in Turkey, Scandinavia and MEA respectively.

We have received the prestigious 'Best Medical Equipment Company of the Year' award at the CIMS Healthcare Excellence Award Ceremony 2017. Our manufacturing facilities continue to be approved by US-FDA, SGS-UK, PMDA-Japan, AERB-India and key regulatory agencies across the world and this has all been because of our collective hard work and passion to achieve.

The future looks bright and we are ready to capitalize on any opportunities. We aim to grow higher and let us all join hands in this journey toward a new tomorrow.



MR. SATYAKI BANERJEE,
CEO - KIRAN MEDICAL SYSTEMS

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Kiran has a reputation of being world class in radiology accessories and components. But in the last two years, we have put efforts in R&D, manufacturing and the outcome is world class C-Arm Systems and range of the Digital X-ray systems.

In C-Arm, we have 6 models suitable for private practitioners, corporate and Govt. Hospitals. In X-ray machines we have launched 30 kW, 40 kW & 80 kW variants and shortly coming with portable X-ray machines.

Kiran has launched DR Retrofit Kit and full room DR system available for sale with 300mA and 500mA machines. We are expecting a huge growth in this segment, in India as well as in export market.

This year was a big success for Kiran equipment and we achieved numerous installations in private, government setups and exports. Almost 120 machines in private and 80 machines in the government will be momentum for next year sales. We have successfully supplied C-Arm in Kenya, Tanzania, Nepal and Bangladesh and X-ray machines in UAE.

Our plan for 2018 is to complete the product basket and to launch all models in India as well as in export markets. Mammography and Cathlab will be our key products in R&D and these high end products with world class features will push Kiran brand as a leading brand in radiology segment.



MR. NAVJOT SINGH,
ASSOCIATE VICE PRESIDENT

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DIVISIONAL NEWS

KIRAN MEDICAL SYSTEMS SET TO EXPAND RADIOLOGY ACCESSORY PORTFOLIO WITH NEW OFFERINGS - 11th FEB

As part of expansion of its portfolio of radiology accessories, Kiran Medical Systems (KMS), a division of Trivitron Healthcare is set to launch a slew of new products including a full body radiation shield, mobile X-ray, analog and digital mammography systems over the next couple of years.

The full body radiation shield will be launched by KMS over next couple of months. The product has been designed specifically for interventional cardiologists and radiologists performing a number of procedures a day. By using the full body shield, they don't need to wear heavy apron. A light weight apron along with the radiation shield will take weight off their shoulder and hip joints, said Satyaki Banerjee, president of Kiran Medical Systems.



RADIATION EXPOSURE: WHY YOU SHOULD STAY PROTECTED?

Patient safety in radiation therapy is vital to limit damage to healthy tissues. Maximizing safety requires a team commitment and knowledge of the intricacies of advanced technologies. The safety of doctors and healthcare practitioners like radiologists, who are exposed to harmful radiation in laboratories and operating theatres is very important. Wearing the right protection apparel might not be enough since maximum exposure to harmful radiation is on their hands. Statistics reveal that such negligence by healthcare practitioners has resulted in the rise of deadly diseases like cancer among radiologists and doctors. Mr Satyaki Banerjee, President, Kiran Labsystems sheds light on the need for protection against radiation in labs.



PROTECTING THE PROTECTOR'S HANDS!

The protection from radiation during image guided procedures is an absolute necessity to keep safe the hands of surgeons that saves our lives, writes Satyaki Banerjee.



KIRAN MEDICAL SYSTEMS WINS BEST MEDICAL EQUIPMENT COMPANY OF THE YEAR AWARD

Kiran Medical Systems, the Radiology Division of Triviron Healthcare, won the 'Best Medical Equipment Company of the Year' award at the CIMS Healthcare Excellence Award Ceremony. Kiran Medical Systems is a leading radiology focused medical equipment manufacturer with a comprehensive range of innovation driven radiology equipment including Digital Radiography Systems, C-Arms, X-ray Equipment, Imaging Accessories and Radiation Protection Products.



HAND SAFETY IN RADIATION PROTECTION

The number of image guided procedures being performed across the world has increased manifold over the years; most procedures are performed under x-ray. This has led to a significant increase in the quantum of radiation exposure medical professionals are being exposed to. Statistics reveal a steady increase in radiation induced cancer incidences amongst medical professionals due to inadequate radiation protection measures.

Adequate radiation protection for medical professionals involved in image guided surgical procedures is vital to limit damage to healthy tissues due to extended exposure to ionizing radiation.



EVENTS AND CONFERENCES



RSNA 2017

The Radiological Society of North America (RSNA) was a 6-day event held in between 26th Nov to 1st Dec at Chicago, USA. Kiran Medical Systems participated in this healthcare event and showcased a range of Radiation Protection Products and accessories. The Kiran Booth acted as a convergence point for eminent radiologists from India and across the world. This event was a great platform to explore potential avenues for expanding in Latin America and USA. Overall, it was a successful event.



ARAB HEALTH

Trivitron Healthcare participated in the Arab Health 2017 from 30th January to 2nd February. We organized a stall during the event and displayed our products and presented exclusive demonstrations. The visitors from all around the globe observed solutions covering wide disease areas, technologies & platforms. It was their opportunity to witness all the latest medical innovations under a single roof.

Kiran Medical Systems, the radiology division of Trivitron Healthcare, introduced its innovation driven Ultisys range of radiography products. The Ultisys system offers an affordable yet versatile platform for a wide range of clinical applications involving general radiography. Overall, the event was a phenomenal success as it was an ideal platform to reach our potential prospects.

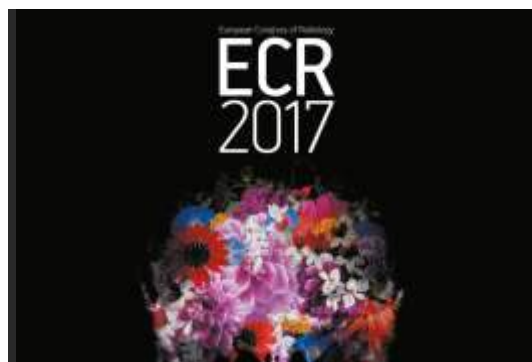


AFRICA HEALTH

The bustling metropolis Johannesburg witnessed a 3-day mega event that took place at Gallagher Convention Center from 7th–9th June 2017, covering a wide variety of topics related to health issues in Africa. Africa Health 2017 provides a networking platform for healthcare professionals and decision-makers to do business, exchange ideas. It offered us the opportunity to present our complete range of products to a number of international visitors.

ECR

Kiran Medical Systems – the Radiology Division of Trivitron Healthcare participated in the ECR 2017 (European Congress of Radiology Annual Meeting). The event took place in Vienna, Austria from 1st to 5th March 2017. This became the perfect platform for us to display our high-quality Radiation Protection Products, Radiology Equipment and Accessories. It also opened up the doors to our potential prospects in that region.



MEDICA 2017

Trivitron's Labsystems Diagnostic and Imaging division Kiran participated in MEDICA 2017- World forum of Medicine in Düsseldorf, Germany on 13th – 16th Nov. A total of 123,500 professional visitors from 130 different countries participated in the event.



WIROC

The Annual Radiology Conference WIROC was held in Mumbai from 1st to 3rd Dec 2017. Attended by 500 delegates from all over the country, it gave the delegates a peep into the new world of radiology. We displayed our C-Arm Machine with our wide Range of Radiation Protection Apparel. Our Radiation Protection Apparels received a great response from the delegates.

The key topics covered in the conference were Advances in Symposium Spine, Trauma CME, and Implant removal. Overall it was a good experience; we created extensive product and developed new relationships with doctors.



IOACON 2017

On 29th to 31st December, Kiran Medical Systems participated in IOACON at Indore. The Event witnessed excellent participation of radiologists from all the districts of Madhya Pradesh. In the stall, we demonstrated our C-Arm, DR Retrofit Kit and Aprons gaining a very good response from the IOACON delegates and from the regular crowd as well. Everyone appreciated the machine and it paved a way for some new leads.





NASHIKON

NASHIKON 2017 was a highly important conference held on 25th and 26th February 2017 in Nashik. Kiran Medical systems participated in this conference by displaying our C-Arm, Radiation Protection apparels and accessories. The conference turned to be a good platform in creating awareness about our Surgical C-Arm and we received a spectacular feedback from the Doctors for our 'Made in India' Initiative.



MOACON 2017

The Annual Radiology Conference MOACON was held in Mahabaleshwar from 3rd to 5th Nov 2017. Trivitron's Imaging Division Kiran Medical Systems displayed C-Arm Machine with wide Range of Radiation Protection Apparel. C-Arm Machine received a great response from the delegates. It was a positive experience for all stakeholders.



NZUSI LAPAROSCOPY WORKSHOP - KANPUR 2017

Trivitron Healthcare participated in NZUSI Laparoscopy Workshop, organised by the Kanpur Urology Centre. It was a 2-day workshop held on 17th and 18th of June 2017 at G.S.V.M. Medical College, Kanpur. The event was a great success and more than 50 visitors visited our booth and we got good interest from them for C-Arm/ Radiation Protection products.



UPORTHOCON

Kiran, the Radiology Division of Trivitron Healthcare participated in the UPORTHOCON 2017 from 24th to 26th March 2017. This 41st Annual Conference of UP Orthopedic Association took place at the Railway Officer's Club in Gorakhpur, Uttar Pradesh. Our C-Arm machine was displayed to more than 70+ customers and we received several appreciations.

TRAUMACON 2017

Traumacon 2017 was four days event held from 10th to 13th Aug 2017 at Renaissance Hotel & convention Center, Mumbai. The Key topics covered in the conference were Clinical Spectrum & Technology.

Attended by 300 delegates from all over the country, many delegates got a peep into the new world of radiology.

We displayed our C-Arm Machine with our wide Range of Radiation Protection Apparel. Our Radiation Protection Apparels received a great response of the delegates. The event was a great success and many on-the-spot bookings were done.



PRODUCT PORTFOLIO



Radiation Protection
Apparel



DR Retrofit
Kit



Radiation Protection
Gloves



Monitor



Contrast Media



Ultrasound Gel



Anti-scatter Grids



Ultisys

CUSTOMER TESTIMONIALS

We are using Kiran's Infinity C-Arm machine since 18 months. The image quality & performance of the machine is excellent. This is a top-in-class product with many useful & exclusive features like boost fluoro, paediatric mode & single shot fluoro, it provides a convenience during the surgery. It also offers lowest leakage radiation.

Dr. Gaurav Nijhara,
Nijhara Hospital, Delhi

We have been associated with Kiran for decades and promoting their Radiation Protection Products in UK and European countries. We have developed a deep business relationship with Kiran that is high in trust and reliability. Our customer are very happy with the product quality offered by Kiran. We are excited for the upcoming innovations in Radiation Protection with Satin Touch fabric and with Latex-free gloves.

Melanie Bartscheerer,
General Sales Manager, A. Somerville. Ltd, UK

We have been associated with Kiran for almost a decade and promoting their Radiation Protection Products and X-Ray accessories in Japan. We have developed many years business relationship with Kiran that is based on high trust and reliability. Our customers are extremely satisfied with the product quality offered by Kiran. We are eagerly waiting for the new the innovations of radiation protection products and Latex-free gloves that are been launched in Arab Health in 2018.

Yoshiaki Shibata
Flair Co. Ltd, Japan

CLSS & OT

CRITICAL LIFE SUPPORTING SYSTEMS & OPERATION THEATRE



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Since inception, Trivitron is one of the active contributors to the Critical Care, Renal & OT segments of Healthcare in India, by bringing state of the art solutions and systems enabling the healthcare provider to deliver high quality healthcare.

We as a group are equipped to offer Turnkey Solutions for setting up ICUs, Dialysis Clinics, and Operation Theaters. We partner with global leaders to bring state of the art critical care solutions.

We had launched our Dialysis Concentrates, from our world class manufacturing facility in the Medical technology Park in Chennai. We also offer the complete Dialysis kits to hospitals and clinics, and we are one stop solution for all your Hemodialysis needs.

Our integrated ICU & OR division is offering complete solution, from design to supply to integration, for ICU & OR segment. We have in-house facility to design complete operation suite and execute turnkey projects.

‘Make in India’ initiative - We had built a new factory at our medical technology park in Chennai, for manufacturing many OR components like Pendants, ‘Wall of information’ etc. We are building a ‘Design Studio’ in this factory, which will help our esteemed customers to experience a Virtual OR environment.

Today the Surgeons need a ‘Next gen OR’ which will give a Digitally Integrated OR thru which they can plan and perform surgeries with all information in one place. Also they need all tools to teach & train the next gen of surgeons. Our Digital integration solution provides all that is needed.

Minimally invasive surgery (Laparoscopic & Endoscopic), Precise Surgical intervention through Surgical Robots have necessitated quantum jump in adoption or induction of newer technology and medical surgical practices in Operating Room which is driving the demand for an integrated approach in the operation theatres and management of data flow which streamlines data inside & Outside OR Room.

2017 was a good year for our ICU Product Portfolio which grew in terms of New Products and installations at Key Healthcare Centers across India. Trivitron is committed to add more ICU Offerings in 2018 and grow its Product Portfolio stronger. Our Critical Care portfolio strategy is built around our core value of ‘Making healthcare affordable & accessible’.



**MR. PERIANAYAGAM
PONNAMBALAVANAN,**
GROUP COO

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EVENTS AND CONFERENCES

GUIDELINES CONFERENCE 2017



Trivitron Healthcare participated in the All India Guidelines Conference for the intensive/critical care experts. The conference was conducted on 7th and 8th January at the Deenanath Mangeshkar Hospitals, Pune. Around 300 intensivists across India attended the conference. We were the major sponsor for the event by taking up a stall to display our range of equipment, including intensive care products like Ventilators, Monitors & Pumps. Over 100 ICU Pendants installed in Deenanath Mangeshkar Hospitals were a major attraction and various doctors visited the ICU to have a first-hand experience. Through this, we had generated many enquiries for the equipment.

SOCIETY FOR DIALYSIS TECHNOLOGISTS & PARA MEDICALS (SDTP) - CHENNAI 2017



Trivitron Healthcare organised a one-day event on 'Society for Dialysis Technologists & Para medicals' (SDTP). The event took place at MMM Chennai, India's leading specialty hospital on 18th June 2017. A team of experienced technologists and specialists all under one roof have made this event a grand success. More than 70 customers experienced our product demonstration at the event.

PRODUCT PORTFOLIO



Hemodialysis Machine



Syringe Pump



Ventilator System



Mobile Pendant



ECG



Patient Monitor



Laminar Flow System



Portable ICU Ventilator



Anesthesia Workstation



Modular Operation Theatre

CUSTOMER TESTIMONIALS

We have been using 13 numbers of NIKKISO HD Machine DBB 27 since April 2017 and we feel it is more user technician friendly and Renal Parameters monitoring with a simple touch screen and provide trouble free performance. Special features like continuous UP monitoring. Conductivity and UF profile are present. It has minimal maintenance cost. The back support extended by M/s. Trivitron Healthcare (P) Ltd. Chennai have been exemplary.

Dr. Santosh Kumar

Chinmaya Mission Hospital, Indira Nagar, Bengaluru

We are pleased to inform that we are using MTV 1000 Multipurpose Ventilator in our Hospital, which has been supplied by M/s. Trivitron Health Care (P) Ltd. The MTV 1000 Multipurpose Ventilator has been put to use extensively in our ICU for the past 1 year. We are happy & satisfied with the Product Quality, Product support and Prompt Service back provided by Trivitron Healthcare and its personnel. We would definitely recommend Trivitron & its products to prospective buyers. Wishing Trivitron all the very best!

Dr. Bhavin Khambhatim


Pragati Multispeciality Hospital, Mumbai

This is to confirm that we are using ICCU Ventilators (Evolution 3 E) supplied by M/s. Trivitron Health Care (P) Ltd. for the past three years in our ICCU. The quality of product, reliability and service back up provide by Trivitron Health Care are quite satisfactory.

I am wishing the company all the very best!

Dr. Parag Ajmera

Arihant Heart Clinic & Nursing Home LLP, Mumbai



We wish to state that we have been happy customers of M/s. Triviron Health Care (P) Ltd. ICU products for the past 3+ years.

Triviron Health Care has during this period supplied various equipment including Ventilators (Inspiration 5i) and Infusion/Syringe Pumps (Intrafuse & Flogard Plus series).



The equipment have been used by us quite extensively in our Intensive Care Units (ICU) and based on our experience we have made repeat purchases from Triviron.

The Product Quality / Reliability of products supplied has been good and after sales, service provided by Triviron Health care and its personnel have been quite prompt.

We are pleased to recommend Triviron's ICU products to prospective buyers.

Dr. Allan Mark Pereira

The Children's Hospital, Mumbai



This letter serves to confirm that M/s. Triviron is the Kauvery Hospital's preferred supplier of many types of equipment inclosing ventilators.

We have purchased more than 10 numbers of evolution 3e HP ventilators manufactured by event Medical, USA and it is in an US FDA approved Product.

The performance of this ventilator is extremely good and our consultants are very much satisfied with this machine.

The support we have received from local team has been really good.

I would like to recommend this product which will help us to ensure the quality of the ICU care.

Mr. P. Selvaraju

Kauvery Medical Care Trichy Ltd., Trichy



STAR TRIVITRON



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Dear Colleagues,

First three quarters of 2017 was an extremely eventful and challenging year. While we began on a positive note, the after-effects of the economic slowdown were still felt. Expansion plans of healthcare facilities were put on hold, decision making process was delayed and competitors were aggressive with their pricing, offering credit terms unheard of in the past. In summary, the sustainability of the existing business was becoming difficult. Every decision needed to be re-looked and every project analysed for relevance and impact.

However, looking back, I am filled with pride at the way we evaluated these challenges, built strategies and performed admirably under such trying circumstances. We were not deterred at any step and pushed ourselves harder. It is rightly said that “all great changes are generally preceded by chaos”. We have gone past that phase and are at the cusp of achieving great heights in ST. It is all because of our focus and teamwork at every step.

Continuing with this, as a part of our long term strategy, which is to grow inorganically and improve our footprint in the region, we launched two programs, “Digitization Drive” & “Operation IDEA”.

The objective of launching the digitization drive was to identify customers who are currently using analogue solutions and offer them an upgraded digital solution. This initiative was launched in mid-Nov 2017 and I am happy to share that we have identified 142 customers, of which we have generated 28 leads. We have already submitted offers to 5 customers. This program was the brain child of Dr. Velu.

Operation IDEA, the objective of this initiative was to identify customers who were not in “our grid”. We identified 104 customers of which, 37 leads were generated. These programs will be our key growth drivers for UAE.

We also signed an agreement with Fuji Film dry chemistry & CryoCab (Cryo Technology) equipment. We are also communicating with other leading principal companies and I am confident that by the end of current financial year, we will partner with few more companies.

We now have a core international sales team covering 29 countries & collectively we have started generating business from key countries like Saudi Arabia, Sudan, Egypt, Jordan and Lebanon, to name a few. International coverage and subsequent sales will be another key growth driver for FY 2018-19.

Looking forward, capitalizing on opportunities, staying focused on our priorities and putting our customers first are the ways we can go on to realize our ambitions. These will certainly continue to be my priorities, I look forward to an exciting year ahead.



MR. MADHUR BOMB,
GENERAL MANAGER

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EVENTS AND CONFERENCES

ARAB HEALTH

Trivitron Healthcare participated in the Arab Health 2017 from 30th January to 2nd February. We organized a stall during the event and displayed our products and presented exclusive demonstrations. The visitors from all around the globe observed solutions covering wide disease areas, technologies & platforms. It was their opportunity to witness all the latest medical innovations under a single roof.

Kiran Medical Systems, the radiology division of Trivitron Healthcare, introduced its innovation driven Ultisys range of radiography products. The Ultisys system offers an affordable yet versatile platform for a wide range of clinical applications involving general radiography. Overall, the event was a phenomenal success as it was an ideal platform to reach our potential prospects.



AFRICA HEALTH

The bustling metropolis Johannesburg witnessed a 3-day mega event at the Gallagher Convention Center from 7th-9th June 2017, covering a wide variety of topics related to health issues in Africa. Africa Health 2017 provides a networking platform for healthcare professionals and decision-makers to do business and exchange ideas. It offered us the opportunity to present our complete range of products to a number of international visitors.



CUSTOMER TESTIMONIALS

Our engagement started way back in 1995 and Trivitron supplied the first computerized CR system in the region. We are happy with the versatility of the Agfa product supplied. There have been minimal breakdowns and after-sales service is excellent. I congratulate the Trivitron team and their CEO Dr. Velu in maintaining high standards all these years.

Dr. Deepak Shetty

Head of Radiology at Medic, Dubai



BOME, TURKEY

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As one wise man once said “The only place where success comes before work is in the dictionary!”

In 2017, I can safely say that the Bome team has worked really hard and, fortunately for us, luck has also been on our side. We were able to reach our annual goals and keep up with our 5 year strategic plan. As a team, we managed to move in unity and adapt successfully to the new conditions introduced by the company’s structural changes.

In 2017, we were able to renew our NBS services contract for the year 2018, giving us the opportunity to continue our privileged role and responsibility in one of the most significant national preventive healthcare programmes of the Turkish Ministry of Health. The year 2018 will be our 10th anniversary in this service!

As a subsidiary of Trivitron, one of our targets in 2017 was to expand the areas of business activities and show our capabilities in new projects, where we could add value by combining our service experience and infrastructure with the sales of locally manufactured and imported products. We were able to make project-based alliance with one of the biggest multinational diagnostic companies and hence, could make a 3 year laboratory-services contract with a prestigious hospital in Ankara. We plan to build more on this line in the years ahead.

Running such full-fledged laboratory services with the local manufacturer's hat preserves an additional value in it, as it will provide great insight and input to research and product development. So, I believe this new contract for complete laboratory services valid for a period of 3 years will soon fruit many local product ideas and R&D projects that will contribute both to our company and our country. Having said, I would like to congratulate our R&D team for their efforts and contributions towards developing our new IRT FEIA kit and the 25-Hydroxyvitamin D3/D2 HPLC kit, which have been launched in 2017.

And now, let us welcome the New Year ahead, a new year full of opportunities and possibly challenges. Let us stick to our most precious values; honesty in all our business activities and hard work. With our strengthened human resources and strong belief in our targets, we do have high expectations from 2018.

I wish you all a healthy, successful and peaceful year.



Ms. GULSAH SONMEZ,
CEO-BOME

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DIVISIONAL NEWS

R & D AND PRODUCT LAUNCHES

Adding a new CE-marked kit into its product portfolio almost every year, Bome gained leading position in Turkish Newborn Screening market. Following the launch of the most recent kit 'Trimaris Neonatal IRT FEIA' in late 2017, Turkish National Screening Programme will be run solely utilising Trimaris screening kits starting from 2018. With peer-groups of their own in the CDC-Newborn Screening Quality Assurance Program, CE-marked Trimaris Newborn Screening kits are ready to be acknowledged among the key players in the international neonatal screening market.

In 2017, in addition to the R&D activities in new born diagnostics line, BOME has set up a new R&D laboratory for developing HPLC and LC-MS/MS kits. The target of new chromatography R&D laboratory is to develop CE-marked and ready to use HPLC and LC-MS/MS analysis kits for different analyte groups. In 2018, Bome's chromatography R&D team will work in close cooperation with Labsystems's and Trivitron's R&D teams to complete the targeted product pipeline of the group.

SALES

A 3 year service contract has been signed with Gülhane Education and Research Hospital in November 2017. By cooperation with Beckman Coulter Turkey, we will be supplying products and services for around 5.5 million tests per year.

In 2017, Bome has agreed with GE for the supply of their RPA requirements for one project. Bome is targeting to agree with GE on a broader perspective and become their approved supplier for RPA for their future projects.

QUALITY SYSTEM

In August 2017, the annual audit process for CE certification by the Turkish Notified Body and the annual ISO 13485:2012 audits have been completed successfully.

DATA MANAGEMENT

In line with Trivitron Group policy, BOME successfully implemented SAP for Production, SCM, F&A. Implementation of pay roll through SAP is under discussion.



EVENTS AND CONFERENCES

28th NATIONAL CONGRESS OF BIOCHEMISTRY - ERZURUM, TURKEY



The congress was organised by Turkish Biochemistry Association on September 19th–22nd, in Erzurum. The congress was held with about 500 participants, 40 speakers and about 30 medical companies. We have exhibited our internal quality controls, biochemical reagents and instruments (KHB 350/400/1200), Trimaris new born screening kits, Labsystems expanded newborn screening kit, 25- hydroxyvitamin D2/D3 HPLC and LC-MS/MS kits and Immunosuppressive drugs LC-MS/MS kits.

38th NATIONAL RADIOLOGY CONGRESS



The congress was held on 29th October–4th November 2017 in Antalya under the name TURKRAD 2017 with about 600 participants, 30 speakers and about 15 radiology companies. These congress is traditionally held every year by the Turkish Radiological Society. Bome participated in this congress and gave the first signals of our steps in the radiology sector.

TRAINING



In 2017, Bome's technical support team participated in trainings held by Beckman Coluter for AU Chemistry systems and DxH Hematology systems. Trainings helped us to hone our skills in clinical chemistry and hematology.

CUSTOMER TESTIMONIALS

We are a customer of BOME for the past 6 years and we are impressed with the excellent attention and service. Special thanks to Mr. Mehmel Kara, system specialist for hematology analyser – SEAC Heco Plus who has been interacting with us throughout the 6 years and brings excellent commitment and support, no matter the time and place. We hope to maintain this wonderful partnership in future as well.

Dr. Gamze Can

Deputy Chief Physician of Acipayam State Hospital, Turkey



CORPORATE CUSTOMER ENGAGEMENT



PRODUCT EXHIBITION, COIMBATORE

The Manchester of South India – Coimbatore, also known as the Cotton City was the venue for one of our Product Exhibitions. The event was conducted on 21st January 2017 at The Grand Regent Hotel. The primary aim of the event was to display and demonstrate our healthcare products and solutions to the visitors who were predominantly doctors, lab technicians, and healthcare providers and experts. It was an opportunity to get a good visibility in an emerging city like Coimbatore and we achieved what we had set out to do.



PRODUCT EXHIBITION, VISAKHAPATNAM

As a part of our famous Product Exhibition campaign happening all across India, an exhibition was conducted in the port city of Andhra Pradesh – Visakhapatnam. The event was conducted on 28th January 2017 at the Green Park Hotel, Visakhapatnam, Andhra Pradesh. The visitors were from the healthcare industry and they actively participated in the display and demonstration of our healthcare products and solutions.



PRODUCT EXHIBITION, LUDHIANA

On 18th February 2017, our team conducted a product exhibition in Ludhiana. The event was conducted at an iconic hotel where our range of products was displayed and demonstrated to the customers visiting our exhibition. It was an opportunity for us to educate the customers about the various product segments we deal with and it also became a platform to demonstrate the products for a better understanding. Overall, it was a very successful event.



PRODUCT EXHIBITION, RANCHI

Trivitron Healthcare is renowned for conducting product exhibitions in prominent cities of India in order to reach out to the people directly. As a part of this campaign, it was time for Ranchi, the capital of Jharkhand to witness our product show. We displayed our products at the Chanakya BNR Hotel on 22nd April 2017. More than 140 customers visited and experienced our complete range of products.





PRODUCT EXHIBITION, BHUBANESWAR, INDIA

Trivitron Healthcare organized a product exhibition in Bhubaneswar, the capital city of Odisha. It is considered as the largest city in Odisha and it is also the epicentre of economic importance in Eastern India. In such a prominent location, we organized our product show at VITS Bhubaneswar Hotel on 29th April 2017. Around 120 healthcare professionals visited and experienced our complete range of products.



PRODUCT EXHIBITION, HYDERABAD, INDIA

The City of Pearls – Hyderabad was the final destination for Roadshow 2017. The event was held at Green Park Hotel, Greenlands on 20th May 2017. Our range of products was displayed and demonstrated to the customers visiting the Exhibition. It was an opportunity for us to educate the customers about the various product segments we deal with and it also became a platform to demonstrate the products for a better understanding. Overall, the event was a massive success.





HUMAN RESOURCE



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A Happy New Year to All

Now that we're few days into 2018, it's good to look ahead and think about what this year may bring us. But first, a quick look back.

The continuous Learning and Development Programs, open house interactions and self-improvement initiatives are few of the developments which remained the top focus for the team in year 2016-17. These initiatives had a very positive impact on our employees and has kept them motivated and has also improved their skills.....Thus, improving their productivity.

Automation of HR processes in all our verticals have made the entire organization tech savvy and has also made it possible for Trivitronians across the globe to be connected with each other. This has enhanced team work, cut down on silos and also ensured that information is available on a ready basis.

I see Year 2018 as a year of knowledge enhancement and personal growth for every Trivitronian. Global expansion of our teams, executive leadership programs for our potential leaders, workforce mobility across all verticals and reinforcement of our core values will be the principal of all our initiatives. The aim of these initiatives is to empower every employee to deliver their best and ensure that Trivitron continues to be the vibrant company it is.

Speaking the language of customer remains the fundamental of our existence. For every Trivitronian, fast and accurate response to our customers will remain a priority; they are being trained and groomed to become the first preference of every customer and we will continue investing heavily in this regard.

I wish my team all the success and I take this opportunity to wish all our partners a Very Happy New Year.



MS. CHANDRA GANJOO,
EXECUTIVE DIRECTOR
& GROUP CPO

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EMPLOYEE ENGAGEMENT

Employee engagement is at the heart of every successful organization. It's never truer than when the business is growing and expanding at a rapid pace. Clarity and effective communication along with motivation in environment helps to accelerate growth and the benefits multiply.

At Trivitron we believe that in order to keep our employees motivated and charged-up, we need to connect with employees at regular intervals. Engaged employees are the most productive employees and our Global exposure was instrumental to make us realize that people in every part of the globe understand the language of connectivity. It increases our strength as a team, make us respect each other's individuality and help us to make right decisions thereby making our organization a successful organization.



EMPLOYEE CONNECT

We have imbibed a culture which is largely based on the impassioned values of our employees thereby making them actively involved in the community. This desire has transcended throughout the organization and led to the creation of multiple HR initiatives. Such as:

INTERNATIONAL WOMEN'S DAY

We made sure to prove the acronym correct by making Women's Day special for all our ladies. Decorating their workstations, greeting them with bouquets, sharing the stories of special women in their life, cooking for them..... every detail was taken care and arranged by male employees. The day was truly special for all the Women!



W= Wonderful

O= Outstanding

M= Marvelous

A= Adorable

N= Nice

70TH YEAR OF INDIAN INDEPENDENCE

India's Independence Day is an annual observance celebrated every year on 15th of August. On this day, people pay tribute and remember all the freedom fighters who had contributed and fought for the Independence of India. We had celebrations all across our India offices and even our International offices had special celebration on this day. Employees decorated their workstations on patriotic theme. Dress competitions, quiz and talent shows was the highlight of the day.



FOUNDER'S DAY

It's been told, even a Banyan tree originates from a tiny seed.

A gentleman from a tiny south Indian village called Arulvaimozhi planted that tiny seed about 2 decades ago, which has grown up into the empire called Trivitron Group. In honor of this successful yet humble man, we at Trivitron Group celebrate his birthday as Founder's Day. This man is none other than our beloved Chairman and Managing Director, Dr. GSK Velu. 19th of September is celebrated as Founders Day across all locations of Trivitron. Trivitronians assemble from each geography and connect via video conference to wish Dr. Velu. It's a family bounding day for all our employees who make sure to make this day special in their own ways.



OPEN HOUSE

With a view to reach out to each employee of our organization and with a mindset of listening to the suggestions, grievances and opinions of our employees, we came up with a concept of HR Open House Sessions where complete HR team led by Executive Director & our Group CPO would listen to the gathering. General statistics reveal that one of the most pressing irritants faced by employees in any organization was 'No Response' from Management. We wanted to ensure that no Trivitronian should face a similar situation at work. The objective behind these sessions were to listen to the employee in detail and provide them with a solution. All the queries/suggestions are minuted and are addressed. The entire operation is monitored by the Group CPO in the form of weekly status reports from each location. This HR initiative is well received by the employees and we observed that it also proved to be a good ice breaker session between the management and the employees.

EMPLOYEE HELP DESK

It is important that employees are treated fairly and receive prompt responses to problems and concerns. For this reason, a new helpdesk has been launched and this help desk is responsible for resolution of issues raised by employee. This helpdesk runs directly under the supervision of Executive Director & Group CPO. The Office of ED & Group CPO is available to assist and committed to resolve the concerns/ issues. One can use this platform for any concern whether it's an individual's disagreement with his supervisor's action, HR policy, Company Policy, Discriminatory Harassment, Sexual Harassment, etc.

This platform is also used as a whistle-blower Corner, through which one can report genuine concerns of unethical, non-compliant or other improper acts, omissions or conduct taking place within the Company, without fear of reprisal or retribution of any kind.



CHAIRMANS CLUB

Nurturing talent is a way to recognize the positive effects generational differences have on diversifying workplace communication and operations and developing future Leaders. After identifying top performers and achievers among the Triviron Group, Triviron invited the final selected 'TOP 20' for three-day offsite interaction with our Chairman. Chairman's Club is an elite Club which is directly run by Chairman's office along with few external consultants. The members from the group are being directly mentored by the Chairman. Special training and coaching is conducted for each individual.



LEARNING & DEVELOPMENT

In Trivitron we believe in constantly evaluating our activities to determine gaps in performance and competencies and how to align with corporate goals and department goals and fill the identified gaps through a robust Learning & Development Practices. Our L&D strategy is the key to aligning training goals with corporate goals. It is important for us to measure the impact of our training materials as it should yield the success and progress towards corporate goals.

In line with our Learning Objective of the Organization, Team HR (L&D) is focussed and dedicated to identify the Performance and Competency Gaps and the alignment of Corporate and Department Goals by filling up the identified Gaps.

Year '2017' was yet another feather in the cap, the year was started with a fool proof Training Needs Assessment, with lot of additional and unique approaches..... Apart from our routine Training Need Identification, which is again through the Psychometric Tool which has been integrated with our Behavioural Competency Matrix of the



Mastery for the targeted audiences, along with the new initiatives such as Volunteer Programs. Successful Intervention in the form of Training Programs commenced across Group.

'Boot Camp- Skill Mastery' was the highlight and the most appreciated program of the year across the globe.

Group post successful validation of the scores. In Order to arrive at the Training Needs which we intended to deliver in 2017, we compiled and consolidated the categories such as: Urgently Required, Important and Good to know topics. Obviously, the tangent focussed on the Urgently Required category of programmes. We have also launched few unique programs on a Global level such as Coaching Interventions and Sales



MITR

MAKING INDIGNEOUS & TRANSCENDENT RELATIONS (CSR)



CSR

MITR (Making Indigenous and Transcendent Relations) a CSR Initiative of Trivitron Group has taken proactive measures to fulfill its diverse social responsibilities in its corporate activities. The initiatives in 2017 showcases our attitude towards fundamental and universal elements of corporate social responsibility.

CONNECTING PEOPLE TO NATURE

The theme of World Environment Day is 'Connecting People to Nature'. It is a campaign established to bring some positive environmental changes all over the world to make life better and closer to nature. It is to promote people to change their attitude towards the environment for making a safe future. We at Trivitron made small efforts for the Mother Earth by planting saplings in the vicinity of our offices to make it greener and beautiful.

EDUCATION

What is more in joy than helping out someone in fulfilling their dreams. Trivitron is known for the upliftment and supporting the education of the children of lower economic strata. We have done it in the past and will continue to support children who dream big and are interested to go for their higher studies. These kids are from financially weaker societies and we come across such deserving person from time to time. This year again higher education of few young students became the focus of our social responsibility. We will support them till the time they are independent and start contributing to their own growth. The entire programme is sponsored by the organization and the complete implementation is taken care by our employees.



FREE DIALYSIS

Trivitron had made a significant impact on the lives of many underprivileged people by contributing financially to a NGO called TANKER (Tamilnadu Kidney Research Foundation). Trivitron had sponsored the dialysis for patients who belong to lower economic strata and couldn't afford their weekly dialysis. Being in Healthcare we understand the need for such immediate support which can be life saving for the patients.

CHILDREN'S DAY

On the occasion of Children's Day, Trivitronians shared the 'Joy of giving' by taking their time off from their official duties and spending time with the children of St. Thomas Panchayat School in Uthandi adopted by Trivitron Group of Companies few years back. The relationship between the kids and Trivitronians is very special and is evident with the comfort the kids have with us in expressing their desires, dreams and future plans. We wish them a great future and a happy life ahead.



AWARDS & ACCOLADES



7th July, 2017



TRIVITRON HEALTHCARE WINS

"BEST MEDICAL DEVICE COMPANY OF THE YEAR 2017"

Trivitron Healthcare won 'Best Medical Device Company 2017' award at 'Times Influence, National Marketing Excellence Awards (For Excellence in Healthcare)'. It is

an honour to be acknowledged amongst the best and it will motivate us to scale higher peaks.

It also speaks volumes about our best practices and ethical approach and the culture we have nurtured so carefully over the years.

Congratulations to all Trivitronians.



23rd July, 2017

KIRAN MEDICAL SYSTEMS WINS

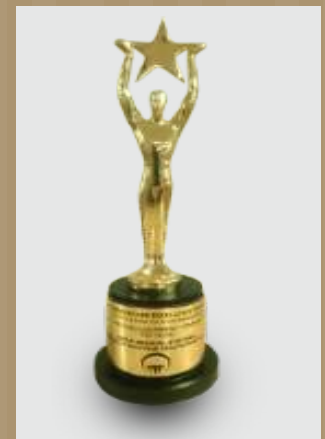
"BEST MEDICAL EQUIPMENT COMPANY OF THE YEAR 2017"



Kiran Medical Systems, the Radiology Division of Trivitron Healthcare, won the "Best Medical Equipment Company of the Year" award at the CIMS Healthcare Excellence Awards Ceremony. The event took place on 23rd July 2017 in Mumbai. Speaking on the occasion Mr. Satyaki

Banerjee, CEO of Kiran Medical Systems commented, "It's a great

honor for us to receive the prestigious CIMS Healthcare Excellence award of 'Best Medical Equipment Company of the Year'. We are committed to making healthcare affordable and accessible to everyone across the globe and Kiran is focusing extensively on research and development to develop robust, smart and practical imaging products that offer incredible clinical functionality at an affordable cost. Kiran has a strong legacy of in manufacturing and over the past few Years, Kiran has introduced a wide array of equipment that includes Surgical C-Arm systems with Digital 1K 1K Imaging System, Fully integrated Digital Radiography Systems and DR retrofit systems. Kiran has a strong R&D pipeline that includes digital mobile X-ray and mammography systems.



NEWS WALL

"Make in India" campaign could prove to be a major boon to the medical technology industry

Dr. Vikas Vaid
President, Planning Commission
Member, Ministry of Health and Family Welfare, Government of India

Q What is the current status of medical technology in India?

A The sector has been growing steadily over the last few years. The growth has been driven by the increasing demand for medical services, the increasing awareness of the importance of medical technology, and the increasing investment in the sector. The government has been supporting the sector through various initiatives, including the "Make in India" campaign.

Q How do you see the growth of the sector in the coming years?

A I believe the sector will continue to grow at a rapid pace. The government's focus on healthcare and the increasing demand for medical services will drive the growth. The "Make in India" campaign will also provide a major boost to the sector.

Q What are the challenges that you see in the sector?

A The main challenges are the lack of infrastructure, the shortage of skilled manpower, and the high cost of medical technology. The government is working to address these challenges through various initiatives.

Trivitron Offering Turnkey Solutions to Set up Hospitals

A New Lifeline

Trivitron Health Services Pvt. Ltd. is offering turnkey solutions to set up hospitals. The company has a team of experts who can help you with every aspect of the process, from site selection to equipment procurement. The company has a proven track record of setting up hospitals across India and abroad.

Q What are the services offered by Trivitron?

A Trivitron offers a range of services, including site selection, design, construction, equipment procurement, and staff recruitment. The company can handle the entire process for you, ensuring a smooth and timely setup.

Q What are the benefits of using Trivitron's services?

A The benefits include cost savings, time savings, and access to the company's extensive network of suppliers and staff. The company can also provide ongoing support and maintenance services.

The Make in India campaign serves as an effective catalyst that plays an important role in launching the new "turning a new leaf"

Dr. Vikas Vaid
President, Planning Commission
Member, Ministry of Health and Family Welfare, Government of India

The "Make in India" campaign has been a major success story for the Indian government. It has attracted significant investment from foreign companies and has created many new jobs. The campaign has also helped to improve the infrastructure and the business environment in India.

Q How has the "Make in India" campaign helped the medical technology industry?

A The campaign has provided a major boost to the industry by attracting investment and creating jobs. It has also helped to improve the infrastructure and the business environment, making it easier for companies to set up and operate in India.

Spot 'em early

Dr. Vikas Vaid
President, Planning Commission
Member, Ministry of Health and Family Welfare, Government of India

Early detection of cancer is crucial for successful treatment. The "Make in India" campaign has helped to improve the infrastructure and the business environment, making it easier for companies to set up and operate in India.

Q How can early detection of cancer be achieved?

A Early detection can be achieved through regular screening tests. The government is working to make these tests more accessible and affordable for all citizens.

PROTECTING THE PROTECTOR'S HANDS!

Dr. Vikas Vaid
President, Planning Commission
Member, Ministry of Health and Family Welfare, Government of India

The "Make in India" campaign has helped to improve the infrastructure and the business environment, making it easier for companies to set up and operate in India.

Q How can the health of medical professionals be protected?

A The health of medical professionals can be protected through regular health check-ups and the use of personal protective equipment. The government is working to provide these services to all medical professionals.

Universal healthcare: An affordable dream?

Dr. Vikas Vaid
President, Planning Commission
Member, Ministry of Health and Family Welfare, Government of India

Universal healthcare is a goal that many governments are striving to achieve. The "Make in India" campaign has helped to improve the infrastructure and the business environment, making it easier for companies to set up and operate in India.

Q How can universal healthcare be achieved?

A Universal healthcare can be achieved through a combination of government intervention and private sector participation. The government is working to provide a basic level of healthcare to all citizens, while the private sector is working to provide additional services and products.

Portable mammography devices to help screen rural women

Dr. Vikas Vaid
President, Planning Commission
Member, Ministry of Health and Family Welfare, Government of India

Portable mammography devices are being developed to help screen rural women. These devices are small, lightweight, and easy to use, making them ideal for use in rural areas. The government is working to make these devices more accessible and affordable for all women.

Q How can portable mammography devices be used?

A Portable mammography devices can be used by trained health workers in rural areas. The devices can be used to detect breast lumps and other abnormalities, allowing for early detection and treatment.

Q What are the benefits of using portable mammography devices?

A The benefits include increased access to mammography services, early detection of breast cancer, and improved health outcomes for rural women.

CUSTOMER CARE



- Trivitron is a company that takes pride in offering world-class customer support and turnkey solutions. As a multi-modal product and solutions company, we bring enviable standards to our activities and hold the distinction of offering medical technology solutions that are affordable and accessible for the entire population.
- What gives us reach and breadth is the fact that we have 9 manufacturing facilities that are GLP, GMP certified, spread across Chennai, Mumbai, Pune, Finland and Turkey, thereby marking a local and international presence. This is supplemented by various initiatives for continual improvement like lean manufacturing and frugal engineering to reduce overall manufacturing costs to help retain a competitive edge.
- Our network of innovation centres, in partnership with globally leading technical and medical education institutes, work to deliver low-cost high quality products. These centres are powered by the most knowledgeable individuals in the field, who in turn are supported by state-of-the-art technologies and a culture that encourages innovation.
- Products manufactured through synergies with local and global manufacturers are sold to the local markets and exported to over 165 countries, signalling brand acceptance amongst the physician population the world over. This in itself is a strong testament to the quality and value in our manufacturing endeavours.
- We have 1200+ channel partners who work in unison with the Trivitron team to ensure product reach across all territories and we have a dedicated 24x7 customer support team to tackle any installation issues.
- With Over 1500 people on the roles of the company, including medical and paramedical staff, who are being provided with Continuous Medical Education (CME) training and skill development to keep themselves abreast of the trends in the medical device space, it is no wonder that we are the largest medical technology company of Indian origin offering turnkey solutions across the continuum of care.

GLOBAL PRESENCE



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