

Deal Release



## Strategic partnership of Kiran Medical Systems with Trivitron Healthcare

*Equirus Capital acted as the exclusive advisor to Kiran Medical Systems*

**11<sup>th</sup> October 2011:** Medical device and technology provider Trivitron Healthcare has picked up minority stake in Mumbai-based Kiran Medical Systems, a player in the image enhancement and radiation protection space.

**Equirus Capital acted as the exclusive strategic and financial advisor to Kiran in this transaction.**

“We are excited to partner with Trivitron, which is leading Indian player in the medical technology space. The imaging product portfolio of Kiran is synergistic with Trivitron’s imaging portfolio. The partnership is a win-win situation for both Kiran and Trivitron due to our complementary product portfolios as well as the marketing and financial strength of Trivitron. Kiran will also benefit from the stronger organization capabilities and processes of Trivitron which will help Kiran in achieving its next level of growth”, said **Mr. Ramesh Modi**, President and CEO of Kiran.

“The investment in Kiran will help Trivitron extend its imaging product portfolio and cater to the needs of radiologists and cardiologists across the globe. It will also strengthen Trivitron's presence in South/ South-East Asia, West Asia and Africa and also make an entry into US, Europe, Japan & Latin America where Kiran has a strong presence”, said **Dr. GSK Velu**, Founder and Managing Director of Trivitron.

“The indigenous medical technology industry in India is still in its nascent stage and the market is dominated by global MNCs. The partnership with Kiran will further strengthen Trivitron’s position as a leading Indian major in this space”, said **Mr. Abhijeet Biswas**, who heads the Healthcare practice of **Equirus Capital**.

### **About Kiran Medical Systems**

Kiran is a global leader in the field of imaging accessories and radiation protection products. Kiran products are made with precision and responsibility at its state-of-the-art testing facilities. For the past three decades, medical facilities in over 160 countries trust Kiran for their imaging and protection needs. Kiran is also partner-of-choice for some of the world's leading imaging products manufacturers like Fuji, Agfa, and Carestream (Kodak). For more details log on to: <http://www.kiranxray.com>

### **About Trivitron Healthcare**

Trivitron Healthcare is the largest medical technology company of Indian origin, developing, providing and supporting quality medical technology and related services to health care providers across India.

Trivitron today already reaches across India with its technology products and a support network that is the industry's best. With over 400 products catering to 15 medical specialties and growing, it has been at the forefront of Medical Technology in India for some time.

Trivitron is committed to cutting edge medical technology that truly enhances the quality of health care, makes it affordable and brings it within reach of the millions of patients across the nation and the emerging world. For more details log on to: <http://trivitron.com/>

### **About Equirus Capital**

Equirus Capital, founded in July 2007, is a boutique investment bank operating in mid-market segment with presence in Mumbai, Bangalore and Ahmedabad. Equirus product portfolio includes private equity syndication, mergers and acquisitions advisory, structured finance and capital market transactions.

Equirus has strong capabilities in cross-border advisory and is part of Clairfield Partners, an international corporate finance partnership with presence across around 15 global markets. For more details log on to: [www.equirus.com](http://www.equirus.com).