

# ISCON

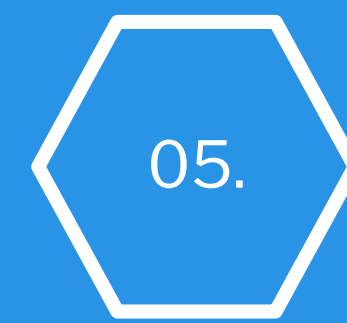
MEDITECH LIMITED



# Table of Contents



About Us



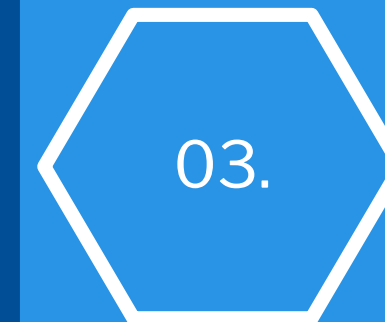
Promoters &  
Hierahy



Mission &  
Visions



Manufacturing  
Capabilities



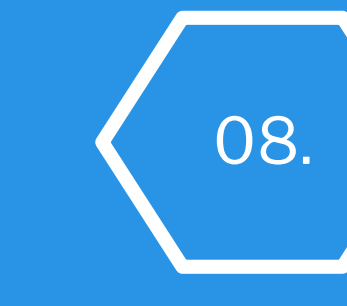
Product &  
Services



Market Presence &  
Distribution



Quality Standards  
& Certifications



Finance Projection



01.

# Overview of ISCON

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# Introduction of the ISCON

Established in 1978 by three techno-entrepreneurs, Jain Metal Components Pvt. Ltd. began its journey by specializing in the manufacture of high-precision machined metal components, sub-assemblies, and assemblies for diverse engineering applications. By 1980, the company had become a key supplier, delivering millions of brass hubs to BD, a global leader in hypodermic needles, a partnership that continued until BD's exit from India. In 1982, Jain Metal Components Pvt. Ltd. expanded its capabilities by establishing a plant dedicated to reusable hypodermic needles, gradually evolving to produce custom-fabricated specialty needles.

In 1994, recognizing the rising demand for single-use medical devices, the company expanded further with the launch of ISCON Surgical Ltd. This new entity, housed in a specialized facility, was established to meet the growing global need for various disposable medical devices, marking a significant expansion of the company's portfolio and capabilities in the healthcare sector.

# Milestones of ISCON

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**1980:** our company began supplying hypodermic needles to BD (Becton, Dickinson and Company), a global leader in medical technology. Over the years, we provided millions of hubs, contributing significantly to BD's product offerings and supporting healthcare systems worldwide. This partnership marked a crucial period of growth and collaboration, highlighting our role in the medical supply chain until BD's exit from the Indian market.

**1982:** we established a plant for manufacturing reusable hypodermic needles. Over the years, we progressively upgraded our capabilities to produce custom-fabricated specialty needles, enhancing our product range to meet specific medical needs.

**1993:** we expanded our operations by establishing a new unit dedicated to disposable medical products. This facility, set on a 40,000 square foot land area, enabled us to significantly increase our production capacity and meet the growing demand for high-quality, single-use medical items.

**1995:** we further diversified our product line by setting up a specialized manufacturing unit for microsurgical ophthalmology products. This new unit allowed us to develop and produce advanced surgical instruments specifically designed for delicate eye surgeries, thereby enhancing our contribution to the field of ophthalmology and improving patient outcomes.

# Milestones of ISCON

**2003:** We undertook a substantial expansion and automation of our syringe manufacturing capacity, significantly boosting production efficiency and output. Additionally, we began manufacturing a range of specialized needles, including miniature needles, body piercing needles, blood lancets, and Huber needles, catering to diverse and specific medical needs.

**2005:** We significantly expanded our needle manufacturing capacity and acquired Iscon Research Lab Pvt. Ltd., encompassing a 20,000 square foot facility. This acquisition enabled us to establish a state-of-the-art syringe and needle manufacturing plant, integrating the entire production process from injection molding to packaging under one roof.

**2010:** We expanded our product line to include Auto Disable Syringes in 0.1ml and 0.5ml variants, specifically designed for immunization purposes. Concurrently, we enhanced our capabilities by adding an additional disposable needle assembly line. As a result, we became a preferred supplier to the Ministry of Health, further solidifying our commitment to healthcare quality and safety.

**2015:** We expanded our Ophthalmic and Special Product division by adding an additional floor, bolstering our capacity to innovate and manufacture advanced medical devices. This expansion has been supported by continuous patronage from distributors in over 40 countries, underscoring our global reputation for excellence in healthcare solutions.

# Milestones of ISCON

**2017** we inaugurated a new facility dedicated to manufacturing Infusion Sets, equipped with a semi-automatic assembly line and an in-house PVC extrusion facility. This strategic expansion enabled us to enhance production efficiency and quality control, resulting in a significant increase in export volumes, reaching record highs.

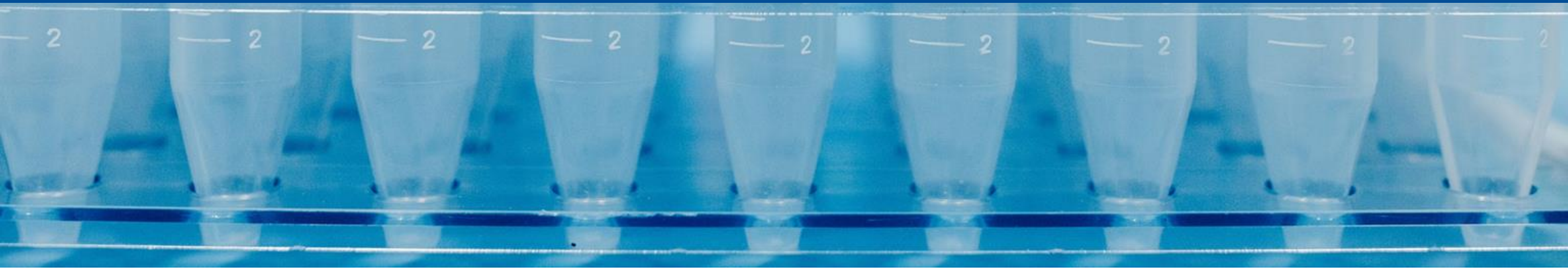
**2018** we undertook a major expansion initiative to increase our manufacturing capacity by 25%. This expansion included the addition of a state-of-the-art Class 1000 clean room, further enhancing our production standards and capabilities. Additionally, we introduced 2ml and 5ml Auto Disable (AD) syringes, catering to evolving healthcare needs and reinforcing our commitment to innovation in medical device manufacturing.

**2021** we introduced Low Dead Space Syringes, designed to minimize medication waste and improve dosage accuracy in medical applications. This innovation underscores our commitment to advancing patient care and safety. Concurrently, we undertook a significant installation of injection molding machines, enhancing our manufacturing capacity and capability to meet the growing demand for high-quality medical devices.



# Mission and Vision

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## **Our Mission:**

At the heart of our relentless quest is a commitment to create products that promote healing, well-being, and safety for patients. We are dedicated to continuously improving our existing products and researching new solutions in response to evolving customer needs and market dynamics.

## **Scaling Our Capacity:**

**New Project for Medical Devices:** In 2024, we are excited to announce our new project focused on manufacturing high-quality Medical Devices. This initiative is part of our mission to support the global immunization program with Unicef ensuring safety and reliability in medical devices and pharmaceuticals.

## **Expanding to Serve Africa:**

Our goal is to establish a state-of-the-art manufacturing facility for disposable medical devices in Tanzania. This strategic location will enable us to efficiently meet the growing demand not only within Tanzania but also across other African countries. By leveraging Tanzania's central position, we aim to enhance the accessibility and distribution of our products throughout the continent and to reach globally.

## **Our Dedication:**

We are dedicated to sourcing cutting-edge technology and maintaining the supreme standards in all our processes, ensuring the utmost quality and safety for our products. Our commitment to excellence drives us to continually innovate and adapt to meet the highest industry standards.

# Products of ISCON MEDITECH LIMITED

“We offers a diverse range of innovative medical devices designed to enhance patient care and improve healthcare outcomes and uncompromising quality in every medical device we manufacturer.”



03.



# Classification of Products

|  |  |   |
|--|--|---|
| <p style="text-align: center;"><b><u>Syringes</u></b></p> <ul style="list-style-type: none"><li>* Disposable Syringes</li><li>* Auto-disposable Syringes</li><li>* Reuse Prevention Syringes</li><li>* Low Dead Space Syringes</li><li>* Insulin Syringes</li><li>* Feeding Syringes</li></ul> | <p style="text-align: center;"><b><u>Hypodermic Needles</u></b></p> <ul style="list-style-type: none"><li>* Disposable Needles</li><li>* Safety Needles</li><li>* Pen Needles</li><li>* Blunt Needles</li><li>* Huber Needles</li><li>* Biopsy Needles</li></ul> | <p style="text-align: center;"><b><u>Transfusion</u></b></p> <ul style="list-style-type: none"><li>* Infusion Sets (Vented &amp; Non Vented)</li><li>* Flow Regulator IV Set</li><li>* Blood Transfusion Sets</li><li>* Micro Drip Sets</li><li>* Scalp Vein Sets</li></ul> |
| <p style="text-align: center;"><b><u>Anesthesia Needles</u></b></p> <ul style="list-style-type: none"><li>* Spinal Needles (Quincke, Whitacre Point &amp; Sprotte Point)</li><li>* Epidural Needles</li><li>* Epidural Kits &amp; CVC Kits</li></ul>   | <p style="text-align: center;"><b><u>Respiratory</u></b></p> <ul style="list-style-type: none"><li>* Oxygen Masks</li><li>* Nebulizer Masks</li><li>* High Concentration Masks</li><li>* Nasal Cannula</li></ul>   | <p style="text-align: center;"><b><u>Three Way Stopcocks</u></b></p> <ul style="list-style-type: none"><li>* Three way stopcocks ( Lipid &amp; Non Lipid Resistance)</li><li>* Three way Stopcocks with extension tube 10 cm -200 cm</li></ul>                              |

# Quality Standards and Certifications



04.

At Iscon Meditech, we uphold the highest standards for the reliability of our products and services. Quality assurance is integral to every aspect of our operations. Each product undergoes rigorous testing before reaching the market. Our Quality System includes extensive physical, chemical, biological, and microbiological tests, beginning with stringent monitoring of raw materials

**ISCON**  
MEDITECH LIMITED

## Commitment to Excellence

Effective Quality Management Systems  
Compliance with statutory and regulatory requirements  
-Innovative and Cost-Effective Technologies  
Continuous Improvement to ensure Excellence and satisfaction of end user.

## Commitment to Quality

Our manufacturing plant adheres to Good Manufacturing Practices (GMP), a benchmark set by the World Health Organization (WHO). Our goal is to produce zero-defect products. To achieve this, we have implemented a series of rigorous online and manual quality control measures at every stage of the raw material procurement, manufacturing, and packing cycle.

## Certifications and Compliance

Our Quality Control standards meet the stringent requirements of ISO 9001:2008, ISO 13485:2003, and the European Medical Device Directive 93/42/EEC certifications. Allowing us to proudly label our products with the prestigious CE mark.

# Promoters



**M. P. Jain**  
Director



**Puneet J.  
Chudasama**  
Director

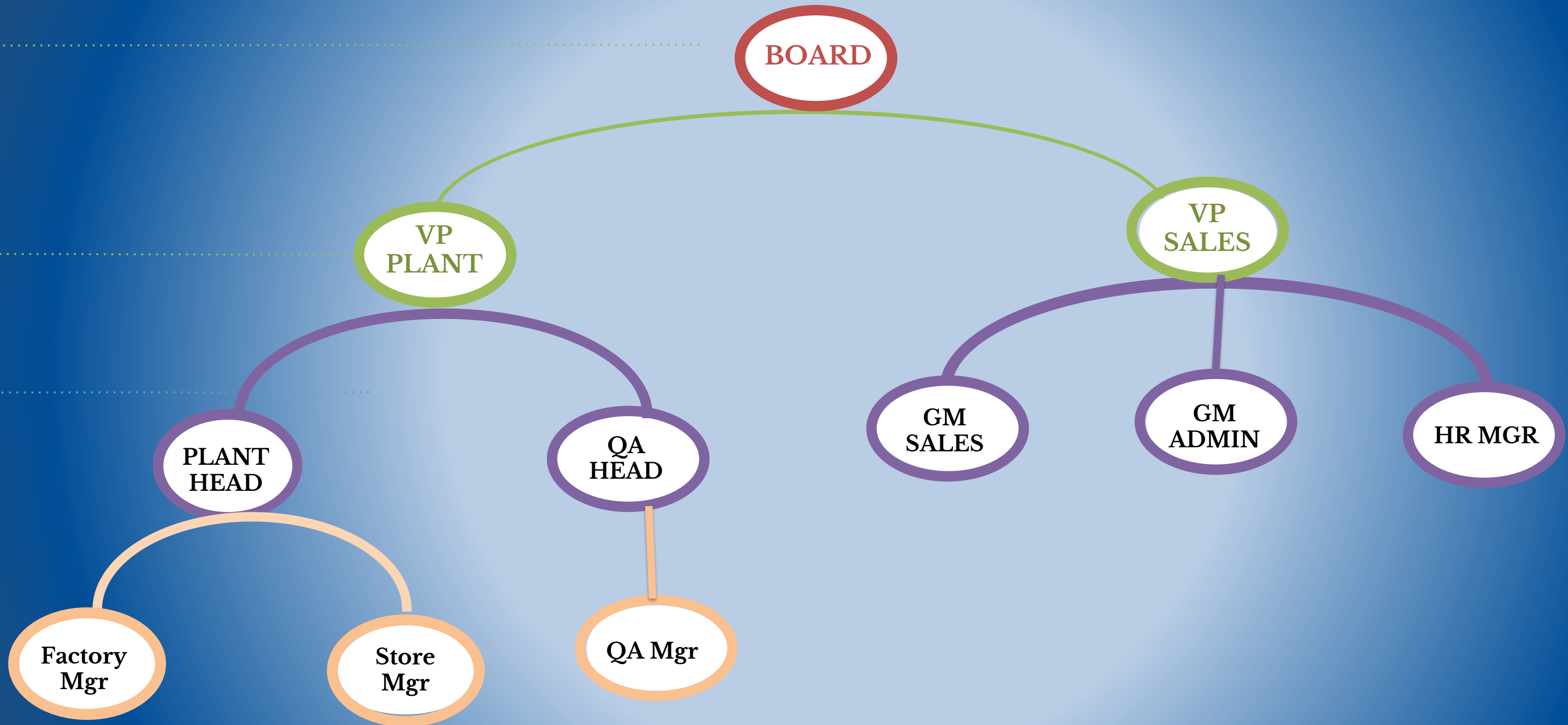


**Dharmen J.  
Chudasama**  
Director



**Sandeep  
Bhandari**  
Director

# Hierarchical Infographics of Iscon Meditech



# Manufacturing Capabilities

Manufacturing of Syringes & Needles is a Five Stage Process

06.

**MOULDING OF  
COMPONENTS**

**SCALE  
PRINTING**

**ASSEMBLY OF ALL  
COMPONENTS**

**PACKING**

**STERILIZATION**

# 1. MOULDING OF COMPONENTS

The moulding of components for medical devices at Iscon Meditech Ltd. exemplifies our commitment to precision and reliability. Utilizing advanced manufacturing technologies and stringent quality controls, we ensure that every moulded component meets exacting standards for safety and performance. Our process integrates from rigorous material selection, Mold design and meticulous moulding techniques. This approach guarantees that each component not only meets but exceeds regulatory requirements and customer expectations. By prioritizing quality and innovation in moulding, we contribute to the overall integrity and effectiveness of our medical devices, ultimately enhancing patient care and satisfaction.



# 2. SCALE PRINTING

Scale printing of medical devices at Iscon Meditech Ltd. is a crucial aspect of our manufacturing process, emphasizing precision and clarity in healthcare settings. By employ printing technologies to ensure accurate and durable markings on our devices. Each scale print undergoes quality checks to verify legibility, adherence to regulatory standards, and durability under various environmental conditions. By integrating advanced printing techniques with stringent quality assurance protocols, we uphold our commitment to delivering products that meet the highest standards of



## ASSEMBLY OF ALL COMPONENTS

The assembly process for syringes at Iscon Meditech Ltd. is a critical stage where precision meets innovation to ensure superior quality and reliability. Beginning with inspection of each component, including barrels, plungers, Gasket and needles, our assembly team adheres to rigorous standards at every step. Advanced automation and cutting-edge technologies streamline the assembly process while maintaining the highest levels of hygiene and safety. Each syringe undergoes thorough testing and quality checks to guarantee smooth operation and accurate dosage delivery.



## PACKING

Our packing process is meticulously designed to preserve the integrity of each syringe while ensuring ease of use and compliance with regulatory standards. Each syringe is carefully inspected before packaging to confirm it meets our stringent quality criteria. Utilizing state-of-the-art packaging materials and techniques, we ensure that syringes are securely sealed and protected against contamination throughout storage and transportation. Clear labeling and instructional materials accompany each package to facilitate proper usage by healthcare professionals. At Iscon Meditech Ltd., we understand the critical role packaging plays in maintaining the quality and usability of medical devices. Our rigorous approach to syringe packing reflects our commitment to excellence and dedication to providing



## ETO STERILIZING

ETO (Ethylene Oxide) sterilization of syringes at Iscon Meditech Ltd. represents a pivotal stage in ensuring the safety and efficacy of our medical devices. Ethylene Oxide is widely recognized for its effectiveness in eliminating microorganisms and achieving sterilization without compromising the integrity of sensitive materials used in syringes.

Our sterilization process adheres strictly to international standards and regulatory requirements. Each syringe batch undergoes comprehensive validation and monitoring to guarantee optimal sterilization conditions and efficacy. Through meticulous control of temperature, humidity, and exposure time, we achieve consistent and reliable sterilization results.

At Iscon Meditech Ltd., we prioritize patient safety and product quality. ETO sterilization not only ensures that our syringes are free from harmful pathogens but also maintains their functionality and performance.





# Market Presence & Distribution

07.

Iscon boasts a robust market presence and an extensive distribution network that spans across domestic and international markets, including the USA, Italy, Australia, Netherlands, Austria, Norway, Germany, Thailand, France, Hong Kong, Turkey, Nepal, Scotland, Romania, Poland, South Korea, Yemen, Israel, Indonesia, Sweden, Spain, Greece, and many more. Leveraging strategic partnerships and a deep understanding of market dynamics, we have successfully positioned our products in various healthcare sectors globally. Our commitment to quality, innovation, and customer satisfaction has earned us a reputable standing among healthcare providers and institutions.

Our distribution network is designed to ensure timely and efficient delivery of our medical devices, supported by a dedicated logistics team and advanced supply chain management systems. We work closely with a diverse range of distributors and healthcare facilities to ensure our products are accessible where they are needed most. Continuous market analysis and feedback integration allow us to adapt and respond to evolving healthcare needs and regulatory requirements.

Through our unwavering focus on excellence and reliability, Iscon Meditech Ltd. continues to expand its footprint, delivering high-quality medical devices that enhance patient care and meet the stringent demands of the global healthcare community.

08.

# Financials projection of ISCON MEDITECH



# ISCON MEDITECH PVT LTD. (DARE-SALAM TANZNIA)

|  |                |                   | Y1               | Y2               | Y3                | Y4                | Y5                | Y6                | Y7                |
|--|----------------|-------------------|------------------|------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| <b>Capacity Utilization</b>              | -              | -                 | <b>65%</b>       | <b>75%</b>       | <b>80%</b>        | <b>80%</b>        | <b>80%</b>        | <b>80%</b>        | <b>80%</b>        |
| <b>Sales</b>                             | -              | <b>11226771.2</b> | <b>7297401.3</b> | <b>8420078.4</b> | <b>8981416.96</b> | <b>8981416.96</b> | <b>8981416.96</b> | <b>8981416.96</b> | <b>8981416.96</b> |
| <b>Total Revenue</b>                     | -              | -                 | <b>7297401.3</b> | <b>8420078.4</b> | <b>8981416.96</b> | <b>8981416.96</b> | <b>8981416.96</b> | <b>8981416.96</b> | <b>8981416.96</b> |
| <b>Raw Material</b>                      | -              | <b>5457513.4</b>  | <b>3547383.7</b> | <b>4093135.1</b> | <b>4366010.72</b> | <b>4366010.72</b> | <b>4366010.72</b> | <b>4366010.72</b> | <b>4366010.72</b> |
| <b>Packing Material</b>                  | -              | <b>2916629.7</b>  | <b>1895809.3</b> | <b>2187472.3</b> | <b>2333303.76</b> | <b>2333303.76</b> | <b>2333303.76</b> | <b>2333303.76</b> | <b>2333303.76</b> |
| <b>Consumables</b>                       | -              | <b>56250</b>      | <b>36562.5</b>   | <b>42187.5</b>   | <b>45000</b>      | <b>45000</b>      | <b>45000</b>      | <b>45000</b>      | <b>45000</b>      |
| <b>Salary &amp; Wages</b>                | -              | <b>913500</b>     | <b>913500</b>    | <b>959175</b>    | <b>1007133.75</b> | <b>1057490.44</b> | <b>1110364.96</b> | <b>1165883.21</b> | <b>1224177.37</b> |
| <b>Power &amp; Fuel</b>                  | -              | -                 | <b>300000</b>    | <b>300000</b>    | <b>300000</b>     | <b>300000</b>     | <b>300000</b>     | <b>300000</b>     | <b>300000</b>     |
| <b>Misc Mfg Exp</b>                      | -              | -                 | <b>36000</b>     | <b>36000</b>     | <b>36000</b>      | <b>36000</b>      | <b>36000</b>      | <b>36000</b>      | <b>36000</b>      |
| <b>Total Mfg Exp</b>                     | -              | -                 | <b>6729255.5</b> | <b>7617969.8</b> | <b>8087448.23</b> | <b>8137804.92</b> | <b>8190679.44</b> | <b>8246197.69</b> | <b>8304491.85</b> |
| <b>Other Marketing &amp; General Exp</b> | -              | -                 | <b>364870.06</b> | <b>421003.92</b> | <b>449070.848</b> | <b>449070.848</b> | <b>449070.848</b> | <b>449070.848</b> | <b>449070.848</b> |
| <b>PBDIT</b>                             | -              | -                 | <b>568145.77</b> | <b>802108.57</b> | <b>893968.73</b>  | <b>843612.043</b> | <b>790737.521</b> | <b>735219.273</b> | <b>676925.112</b> |
| <b>Depriciation</b>                      | -              | -                 | <b>460750</b>    | <b>460750</b>    | <b>460750</b>     | <b>460750</b>     | <b>460750</b>     | <b>460750</b>     | <b>460750</b>     |
| <b>Interest</b>                          | -              | -                 | -                | -                | -                 | -                 | -                 | -                 | -                 |
| <b>Term Loan</b>                         | <b>4950000</b> | -                 | <b>297000</b>    | <b>534600</b>    | <b>415800</b>     | <b>297000</b>     | <b>178200</b>     | <b>59400</b>      | <b>0</b>          |
| <b>Un Secured Loan</b>                   | <b>842250</b>  | -                 | <b>50535</b>     | <b>50535</b>     | <b>40428</b>      | <b>30321</b>      | <b>20214</b>      | <b>10107</b>      | <b>0</b>          |
| <b>Working Capital</b>                   | <b>1000000</b> | -                 | <b>80000</b>     | <b>80000</b>     | <b>80000</b>      | <b>80000</b>      | <b>80000</b>      | <b>80000</b>      | <b>80000</b>      |
| <b>PBT</b>                               | -              | -                 | <b>-320139.2</b> | <b>-323776.4</b> | <b>-103009.27</b> | <b>-24458.957</b> | <b>51573.5206</b> | <b>124962.273</b> | <b>136175.112</b> |

# Production capacity for Tanzania Project

|                  | Installed Capacity | Capacity Utilization |           |
|------------------|--------------------|----------------------|-----------|
| Products         | Annual             |                      |           |
|                  | 12                 | 65%                  | 75%       |
| 0.1ml AD Syringe | 49766400           | 32348160             | 37324800  |
| 0.5ml AD Syringe | 49766400           | 32348160             | 37324800  |
| 2/3ml AD Syringe | 5500000            | 3575000              | 4125000   |
| 5ml AD Syringe   | 5500000            | 3575000              | 4125000   |
| 10ml AD Syringe  | 4000000            | 2600000              | 3000000   |
| 1ml              | 900000             | 585000               | 675000    |
| Insulin Syringe  | 1800000            | 1170000              | 1350000   |
| 2/3ml Syringe    | 78566400           | 51068160             | 58924800  |
| 5ml Syringe      | 68428800           | 44478720             | 51321600  |
| 10ml Syringe     | 50688000           | 32947200             | 38016000  |
| 20ml Syringe     | 300000             | 195000               | 225000    |
| 50/60ml Syringe  | 300000             | 195000               | 225000    |
| Needle           | 240000000          | 156000000            | 180000000 |
| Infusion Sets    | 2000000            | 1300000              | 1500000   |
| Scalp Vein Sets  | 750000             | 487500               | 562500    |
| Spinal Needle    | 250000             | 162500               | 187500    |
| 3 Way Stop Cock  | 300000             | 195000               | 225000    |



# Thank you!

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Thank you for your attention and interest in ISCON MEDITECH innovative medical solutions.

Together let's advance healthcare and improve lives worldwide.



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