

# GREAT STONE

industrial park



## PRODUCTION OF OPHTHALMOLOGICAL DIAGNOSTIC EQUIPMENT

**10%** of people with visual impairment completely lose it despite proper treatment (WHO). **Diagnosis of visual impairment** is indispensable in their treatment. Moreover, if in **2016** only **7%** of ophthalmic devices were diagnostic (**78.8%** - eye care and **14.2%** - surgical instruments), diagnostic equipment will become **one of the fastest growing segments in the next 15 years**. This is a fairly wide range of devices, differing mainly for their intended purpose.

✔ With a **high level of ophthalmologists training** and the **quality of services provided**, including for export, there is **no production of ophthalmologic equipment in Belarus**.

✔ **Manufacturers of accessories:**

- ✔ mirror ophthalmoscopes and various kinds of mirror lenses (**Optic**),
- ✔ optical parts and systems (**Peleng- Optic**),
- ✔ production of complexes and devices for photodynamic therapy (**LEMT**).

### World market

Key manufacturers are the companies of **Japan, Germany, Australia, Switzerland, the United Kingdom** and the **USA**. Their strategy is to expand their presence in other markets. For example, in **2016**, the **Swiss Alcon** launched the program **"Think About Your Eyes"** (**4 million US dollars**).



### Why Belarus?

**1221 practicing ophthalmologists, of whom 949 are of the highest level (2015)**

✔ **The largest republican ophthalmological centers** for both adults and children have been established, as well as modern non-governmental ophthalmologic centers **"New Vision", "Optimed", "VOKA", and "OkoMedSon"**. Eye microsurgery is performed in each regional hospital. **3074 patients** were operated (**113** of which were cases of complicated interventions, **661** - high-tech ones), **5925 patients** underwent complex examination and treatment (**2016**).

✔ **Modern ophthalmologic rooms** are open in **353** state polyclinics and hospitals, as well as a network of private medical centers throughout the country (**LODE, AlfaMed, Nordin, Kravira, Ecomedservice**). In **2016**, **316 704** cases of eye disease were registered, more than **85 thousand adult patients with eye diseases are registered** on a regular dispensary for diseases.

✔ **High level of scientific support:**

- ✔ **12** patents and author's certificates for inventions,
- ✔ **16** certificates for rationalization proposals,
- ✔ **3** doctoral and **6** candidate dissertations (**2016**).

## Market of Russia

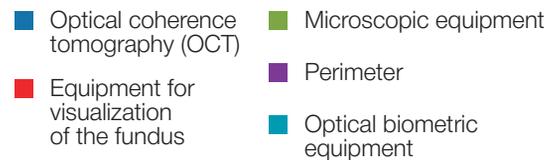
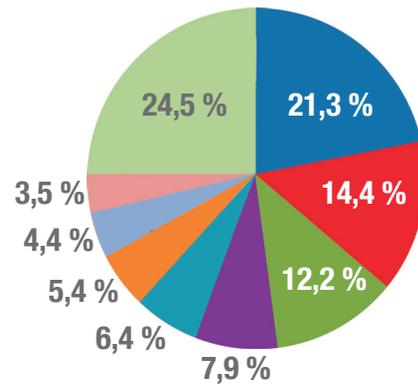
In Russia, there is also virtually no production of ophthalmic instruments and equipment. **Tech-noar-gus, Dixon** and **Source of Audio Trading** do not close the needs of the market. In Russia, imports of ophthalmic instruments and devices exceeded **76.7 million US dollars (2016)**.

**The main suppliers** are from the **USA, Germany** and **Switzerland**. At the same time, producers from the **EEA countries (Belarus, Russia, Kazakhstan, Kyrgyzstan, Armenia)** have prior access to **public procurement**.

To implement the project, it is necessary to organize **assembly production of ophthalmological diagnostic equipment** used in **ophthalmologic offices**. The estimated investment is **300 million US dollars**, an increase in net working capital - **60 million US dollars**.

**Revenues will be 35 million US dollars/year, net profit – 7 million US dollars/ year, an average level of return on sales - 25%**

**The main consumers** of diagnostic equipment are **hospitals and clinics (52.9%)** and **research laboratories (30.9%)**.



## Great Stone offers:

- ▶ **a ready site for the construction of a new plant with all the ready infrastructure;**
- ▶ **preferential conditions "10+" for the project economy;**
- ▶ **the best service conditions on the principle of "one station".**

## Project Performance Indicators

- 💰 **Net present value (NPV) – 10 610,2 thousand USD**
- 📊 **Simple payback period (PP)– 8,0 years**
- 📊 **Discounted payback period – 11,5 years**
- 👤 **Profitability index – 1,3**
- 📉 **Internal rate of return is – 16,8%**