

## MIRA INFORM REPORT

<b>Report No. :</b>	543289
<b>Report Date :</b>	07.12.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	OPTEL VISION INC.
<b>Registered Office :</b>	2680, Boul. Du Parc Technologique Québec (Québec) G1p4s6
<b>Country :</b>	Canada
<b>Financials (as on) :</b>	2017 (Summarized)
<b>Date of Incorporation :</b>	1989
<b>Legal Form :</b>	Joint stock company
<b>Line of Business :</b>	Develops, integrates, and maintains inspection and serialization solutions for pharmaceutical companies and contract packers worldwide.
<b>No. of Employees :</b>	370

### RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23<sup>rd</sup> January 2017)

<b>MIRA's Rating :</b>	A+
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Credit Rating	Explanation	Rating Comments
A+	Low Risk	Business dealings permissible with low risk of default

<b>Status :</b>	Good
<b>Payment Behaviour :</b>	Regular
<b>Litigation :</b>	Clear

#### NOTES :

Any query related to this report can be made on e-mail : [infodept@mirainform.com](mailto:infodept@mirainform.com) while quoting report number, name and date.

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**ECGC Country Risk Classification List**

Country Name	Previous Rating (30.06.2018)	Current Rating (30.09.2018)
Canada	A1	A1

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

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### CANADA - ECONOMIC OVERVIEW

Canada resembles the US in its market-oriented economic system, pattern of production, and high living standards. Since World War II, the impressive growth of the manufacturing, mining, and service sectors has transformed the nation from a largely rural economy into one primarily industrial and urban. Canada has a large oil and natural gas sector with the majority of crude oil production derived from oil sands in the western provinces, especially Alberta. Canada now ranks third in the world in proved oil reserves behind Venezuela and Saudi Arabia and is the world's seventh-largest oil producer.

The 1989 Canada-US Free Trade Agreement and the 1994 North American Free Trade Agreement (which includes Mexico) dramatically increased trade and economic integration between the US and Canada. Canada and the US enjoy the world's most comprehensive bilateral trade and investment relationship, with goods and services trade totaling more than \$680 billion in 2017, and two-way investment stocks of more than \$800 billion. Over three-fourths of Canada's merchandise exports are destined for the US each year. Canada is the largest foreign supplier of energy to the US, including oil, natural gas, and electric power, and a top source of US uranium imports.

Given its abundant natural resources, highly skilled labor force, and modern capital stock, Canada enjoyed solid economic growth from 1993 through 2007. The global economic crisis of 2007-08 moved the Canadian economy into sharp recession by late 2008, and Ottawa posted its first fiscal deficit in 2009 after 12 years of surplus. Canada's major banks emerged from the financial crisis of 2008-09 among the strongest in the world, owing to the financial sector's tradition of conservative lending practices and strong capitalization. Canada's economy posted strong growth in 2017 at 3%, but most analysts are projecting Canada's economic growth will drop back closer to 2% in 2018.

Source : CIA

## **STATUTORY INFORMATION**

<b>Legal Name</b>	OPTEL VISION INC.
<b>Trade Name</b>	OPTEL VISION INC.
<b>ID</b>	ID
<b>ID Details</b>	1142381830
<b>Creation Date</b>	1989
<b>Incorporation Date</b>	1992-08-20
<b>Legal Address</b>	2680, BOUL. DU PARC TECHNOLOGIQUE QUÉBEC (QUÉBEC) G1P4S6 CANADA
<b>Operative Address</b>	2680, BOUL. DU PARC TECHNOLOGIQUE QUÉBEC (QUÉBEC) G1P4S6 CANADA
<b>Telephone</b>	418-688-0334
<b>Fax</b>	418-688-9397
<b>Legal Form</b>	Joint stock company
<b>E-Mail</b>	-
<b>Registered In</b>	CANADA
<b>Website</b>	www.optelvision.com
<b>Contact</b>	Mr. Louis Roy, Founder and President
<b>Staff</b>	370
<b>Activity</b>	SIC Code: 3559, Special Industry Machinery

## **BANKS**

<b>Name of Bank</b>	<b>Reported Amount</b>
There are no informed banks	
<b>Description</b>	The company does not disclose its banking details.

## **HISTORY**

### **History**

Optel Vision Inc. was founded in 1989 and is based in Québec City, Canada with operations in Europe, Asia, and internationally.

### **Key Developments**

**OPTEL's vision for a better world through intelligent supply chains is officially recognized Feb 15, 2018,**

QUEBEC CITY, Feb. 15, 2018 /CNW Telbec/ - OPTEL GROUP is pleased to announce that the AI-Powered Supply Chain Consortium it is part of was named one of the five official winners of the Innovation Supercluster Initiative led by the Government of Canada. OPTEL's traceability technologies and vision are an integral part of the consortium project as it is this combination that will enable the intelligent supply chains required to create a sustainable economy. As the lead applicant of this consortium, OPTEL is very proud to be among the winners, as those selected are considered to have the highest potential to boost the economy and become the greatest growth drivers. "I am very excited about this win because intelligent supply chains lead to economic growth, as well as sustainability. The fact that my vision is shared and officially recognized by the government means we're definitely on the right track, from a business perspective and from a societal perspective," states Louis Roy, President of OPTEL GROUP. "This project is an excellent stepping stone for our overall mission—now we can really start changing the world!" adds Roy.

### **Parent Company**

The major holders of this company are:

ROY, LOUIS  
2796 rue de Poitiers Québec (Québec) G1W2B8  
Canada

FIDUCIE OPTEL VISION-ROY (2014)  
2680 boul. du Parc-Technologique Québec (Québec)  
G1P4S6 Canada

GESTION GROUPE OPTEL INC.  
2680 boul. du Parc-Technologique Québec (Québec)  
G1P4S6 Canada

## **PRINCIPAL ACTIVITY**

### **General Description**

Optel Vision Inc. develops, integrates, and maintains inspection and serialization solutions for pharmaceutical companies and contract packers worldwide.

### **Service/Product Description**

It offers TrackSafe, a track and trace system; PharmaProof, a package inspection solution; TabletProof 360, a vision system that offers a simultaneous 360° inspection of each and every pill/tablet/gel capsule; TabletProof, an inspection system for tablet identification; and CountSafe-Slat Counter, an automated vision inspection solution. The company also provides CountSafe, an electronic counter inspection solution; BlisterSafe, a blister verification solution; DoseSafe, a dose inspection solution; VialSafe, a vial inspection solution; PackSafe, a containers inspection solution; CartonTracke, a carton handling solution; and optical inspection solutions. It also serves pharmacies, manufacturers, repackers, and hospitals.

### **Sales**

Wholesale

### **Operations Area**

National and International

### **Export To**

COLOMBIA, MEXICO

### **Employees**

370 employees

### **Payments with Suppliers**

Regular

#### **BRANDS**

##### **Brand**

Optel Vision

#### **Comments**

-

#### **CLIENTS**

##### **Name of Client**

##### **Country**

##### **Comments**

EXXONMOBIL DE COLOMBIA  
S.A.

COLOMBIA

-

Merck S.A. De C.V.

MEXICO

-

### **Comments**

-

#### **SUPPLIERS**

##### **Supplier Name**

##### **Country**

##### **Comments**

There are no informed suppliers

**Comments** -

## **LOCATION**

**Headquarters** 2680, BOUL. DU PARC TECHNOLOGIQUE QUÉBEC  
(QUÉBEC) G1P4S6 CANADA  
**Branches** No branches found.

## **GROUP STRUCTURE AND SUBDIARY COMPANIES**

**Listed at the stock exchange** NO

**Capital** NA

**Shareholders (%)** The major holders of this company are:

ROY, LOUIS  
2796 rue de Poitiers Québec (Québec) G1W2B8  
Canada

FIDUCIE OPTEL VISION-ROY (2014)  
2680 boul. du Parc-Technologique Québec (Québec)  
G1P4S6 Canada

GESTION GROUPE OPTEL INC.  
2680 boul. du Parc-Technologique Québec (Québec)  
G1P4S6 Canada

**Management** Mr. Louis Roy, Founder and President  
Mr. Chris Stern, Director of Sales  
Francois Boivin, Secretary

**Subsidiary Companies** No subsidiary companies were found.

**Related Companies** OPTEL USA  
3033 Campus Drive, Suite W230  
Minneapolis, MN  
55441  
USA

OPTEL Ireland  
101 Pearse Road, Raheen Business Park  
Limerick, V94 KR67, Ireland

OPTEL Brasil  
Rua James Clerk Maxwell, 280 – Módulo 08  
Techno Park, Campinas  
SP – Brasil

OPTEL India Private Limited  
N6, Phase IV, Verna Industrial Estate  
Verna, Goa  
403722, India

## **FINANCIAL INFORMATION**

<b>General Description</b>	The company does not make its financial statements public. The following information has been provided by private sources:
<b>Year/Currency</b>	USD 2017
<b>Sales</b>	65.000.000
<b>Income</b>	10.000.000
<b>Money Flow</b>	Normal
<b>IMPORT FOB DOLLAR Year</b>	<b>Amount</b>
There are not Import Fob Dollar informed	
<b>EXPORT FOB DOLLAR Year</b>	<b>Amount</b>
There are not Export Fob Dollar informed	

## **LEGAL FILINGS**

<b>Lawsuits</b>	No found.
<b>Trademarks</b>	OPTEL VISION Packaging line inspection machines, namely, machinery used to inspect labels, blisters, liddings, electronic counters, slat... Owned by: OPTEL VISION INC. Serial Number: 77898528

OPTEL GROUP 10110 010100 01010  
Packaging line inspection machines; software for  
optimizing packaging line performance by facilitating  
the serialization...  
Owned by: OPTEL VISION INC.  
Serial Number: 86896423

OPTEL  
Packaging line inspection machines; software for  
optimizing packaging line performance by facilitating  
the serialization...  
Owned by: OPTEL VISION INC.  
Serial Number: 87109138

OPTEL MEDEVON  
Packaging line inspection machines; software for  
optimizing packaging line performance by facilitating  
the serialization...  
Owned by: OPTEL VISION INC.  
Serial Number: 87109179

BEHAVIORI  
Fundraising services, by means of organizing,  
arranging and conducting fundraising programs for the  
benefit of children,...  
Owned by: OPTEL VISION INC.  
Serial Number: 87111875  
No records found.

**Patents Registered**

**Renewals**

Date of update of the information status  
2018-02-27  
Date of the last annual update 2017-11-23 2017  
End date of the production period of the 2018 annual  
update statement  
2019-02-01  
End date of the production period of the 2017 annual  
update statement  
2018-02-01

**OFAC Sanctions List Search**

The company is not listed in the OFAC Sanctions List.

**SUMMARY**

**Summary**

Founded in 1989, OPTEL VISION INC. is an  
organization in the Special Industry Machinery Industry  
headquartered in Quebec, Canada. The company has  
370 regular employees and generates an estimated

USD\$65 million in annual revenue. It operates nationally and internationally, mainly exporting to Mexico and Colombia. It is ACTIVE in business with no negative records.

## **RISK INFORMATION**

Debts	Controlled
Payments	Regular
Cash Flow	Normal
State	Active

## **INTERVIEW**

First Name	Maryse
Position	Receptionist
Comments	She confirmed the name of the company, the address of the headquarters and location, the date of creation of the company, the website and the name of the President.

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 71.04
UK Pound	1	INR 90.30
Euro	1	INR 80.55
CAD	1	INR 52.83

**Note** : Above are approximate rates obtained from sources believed to be correct

**INFORMATION DETAILS**

Analysis Done by :	VIV
Report Prepared by :	KET

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**RATING EXPLANATIONS**

Credit Rating	Explanation	Rating Comments
A++	Minimum Risk	Business dealings permissible with minimum risk of default
A+	Low Risk	Business dealings permissible with low risk of default
A	Acceptable Risk	Business dealings permissible with moderate risk of default
B	Medium Risk	Business dealings permissible on a regular monitoring basis
C	Medium High Risk	Business dealings permissible preferably on secured basis
D	High Risk	Business dealing not recommended or on secured terms only
NB	New Business	No recommendation can be done due to business in infancy stage
NT	No Trace	No recommendation can be done as the business is not traceable

NB is stated where there is insufficient information to facilitate rating. However, it is not to be considered as unfavourable.

This score serves as a reference to assess SC's credit risk and to set the amount of credit to be extended. It is calculated from a composite of weighted scores obtained from each of the major sections of this report. The assessed factors are as follows:

- Financial condition covering various ratios
- Company background and operations size
- Promoters / Management background
- Payment record
- Litigation against the subject
- Industry scenario / competitor analysis
- Supplier / Customer / Banker review (wherever available)