

MIRA INFORM REPORT

Report No. :	527787
Report Date :	04.09.2018

IDENTIFICATION DETAILS

Name :	INSULET CORPORATION
Registered Office :	251 Little Falls Drive, Wilmington, Delaware
Country :	United States
Financials (as on) :	31.12.2017
Date of Incorporation :	20.07.2000
Legal Form :	Corporation
Line of Business :	Manufactures, and sells insulin delivery systems for people with insulin-dependent diabetes in the United States and internationally.
No. of Employees :	857

RATING & COMMENTS

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

MIRA's Rating :	C
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Credit Rating	Explanation	Rating Comments
C	Medium High Risk	Business dealings permissible preferably on secured basis

Status :	Moderate
Payment Behaviour :	Slow
Litigation :	Exist

NOTES :

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

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ECGC Country Risk Classification List

Country Name	Previous Rating (31.12.2017)	Current Rating (01.04.2018)
United States	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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UNITED STATES - ECONOMIC OVERVIEW

The US has the most technologically powerful economy in the world, with a per capita GDP of \$59,500. US firms are at or near the forefront in technological advances, especially in computers, pharmaceuticals, and medical, aerospace, and military equipment; however, their advantage has narrowed since the end of World War II. Based on a comparison of GDP measured at purchasing power parity conversion rates, the US economy in 2014, having stood as the largest in the world for more than a century, slipped into second place behind China, which has more than tripled the US growth rate for each year of the past four decades.

In the US, private individuals and business firms make most of the decisions, and the federal and state governments buy needed goods and services predominantly in the private marketplace. US business firms enjoy greater flexibility than their counterparts in Western Europe and Japan in decisions to expand capital plant, to lay off surplus workers, and to develop new products. At the same time, businesses face higher barriers to enter their rivals' home markets than foreign firms face entering US markets.

Long-term problems for the US include stagnation of wages for lower-income families, inadequate investment in deteriorating infrastructure, rapidly rising medical and pension costs of an aging population, energy shortages, and sizable current account and budget deficits.

The onrush of technology has been a driving factor in the gradual development of a "two-tier" labor market in which those at the bottom lack the education and the professional/technical skills of those at the top and, more and more, fail to get comparable pay raises, health insurance coverage, and other benefits. But the globalization of trade, and especially the rise of low-wage producers such as China, has put additional downward pressure on wages and upward pressure on the return to capital. Since 1975, practically all the gains in household income have gone to the top 20% of households. Since 1996, dividends and capital gains have grown faster than wages or any other category of after-tax income.

Imported oil accounts for more than 50% of US consumption and oil has a major impact on the overall health of the economy. Crude oil prices doubled between 2001 and 2006, the year home prices peaked; higher gasoline prices ate into consumers' budgets and many individuals fell behind in their mortgage payments. Oil prices climbed another 50% between 2006 and 2008, and bank foreclosures more than doubled in the same period. Besides dampening the housing market, soaring oil prices caused a drop in the value of the dollar and a deterioration in the US merchandise trade deficit, which peaked at \$840 billion in 2008. Because the US economy is energy-intensive, falling oil prices since 2013 have alleviated many of the problems the earlier increases had created.

The sub-prime mortgage crisis, falling home prices, investment bank failures, tight credit, and the global economic downturn pushed the US into a recession by mid-2008. GDP contracted until the third quarter of 2009, the deepest and longest downturn since the Great Depression. To help stabilize financial markets, the US Congress established a \$700 billion Troubled Asset Relief Program in October 2008. The government used some of these funds to purchase equity in US banks and industrial corporations, much of which had been returned to the government by early 2011. In January 2009, Congress passed and former President Barack OBAMA signed a bill providing an additional \$787 billion fiscal stimulus to be used over 10 years - two-thirds on additional spending and one-third on tax cuts - to create jobs and to help the economy recover. In 2010 and 2011, the federal budget deficit reached nearly 9% of GDP. In 2012, the Federal Government reduced the growth of spending and the deficit shrank to 7.6% of GDP. US revenues from taxes and other sources are lower, as a percentage of GDP, than those of most other countries.

Wars in Iraq and Afghanistan required major shifts in national resources from civilian to military purposes and contributed to the growth of the budget deficit and public debt. Through FY 2018, the direct costs of the wars will have totaled more than \$1.9 trillion, according to US Government figures.

In March 2010, former President OBAMA signed into law the Patient Protection and Affordable Care Act (ACA), a health insurance reform that was designed to extend coverage to an additional 32 million Americans by 2016,

through private health insurance for the general population and Medicaid for the impoverished. Total spending on healthcare - public plus private - rose from 9.0% of GDP in 1980 to 17.9% in 2010.

In July 2010, the former president signed the DODD-FRANK Wall Street Reform and Consumer Protection Act, a law designed to promote financial stability by protecting consumers from financial abuses, ending taxpayer bailouts of financial firms, dealing with troubled banks that are "too big to fail," and improving accountability and transparency in the financial system - in particular, by requiring certain financial derivatives to be traded in markets that are subject to government regulation and oversight.

The Federal Reserve Board (Fed) announced plans in December 2012 to purchase \$85 billion per month of mortgage-backed and Treasury securities in an effort to hold down long-term interest rates, and to keep short-term rates near zero until unemployment dropped below 6.5% or inflation rose above 2.5%. The Fed ended its purchases during the summer of 2014, after the unemployment rate dropped to 6.2%, inflation stood at 1.7%, and public debt fell below 74% of GDP. In December 2015, the Fed raised its target for the benchmark federal funds rate by 0.25%, the first increase since the recession began. With continued low growth, the Fed opted to raise rates several times since then, and in December 2017, the target rate stood at 1.5%.

In December 2017, Congress passed and President Donald TRUMP signed the Tax Cuts and Jobs Act, which, among its various provisions, reduces the corporate tax rate from 35% to 21%; lowers the individual tax rate for those with the highest incomes from 39.6% to 37%, and by lesser percentages for those at lower income levels; changes many deductions and credits used to calculate taxable income; and eliminates in 2019 the penalty imposed on taxpayers who do not obtain the minimum amount of health insurance required under the ACA. The new taxes took effect on 1 January 2018; the tax cut for corporations are permanent, but those for individuals are scheduled to expire after 2025. The Joint Committee on Taxation (JCT) under the Congressional Budget Office estimates that the new law will reduce tax revenues and increase the federal deficit by about \$1.45 trillion over the 2018-2027 period. This amount would decline if economic growth were to exceed the JCT's estimate.

Source : CIA

STATUTORY INFORMATION

Legal Name	INSULET CORPORATION
Trade Name	INSULET CORPORATION
ID	ID
ID Details	3256764
Creation Date	2000
Incorporation Date	7/20/2000
Legal Address	251 LITTLE FALLS DRIVE, Wilmington, Delaware, USA
Operative Address	600 TECHNOLOGY PARK DR STE 200 BILLERICA, MA, 01821-4150 United States
Telephone	(+1) 978-600-7000
Fax	978-600-0120
Legal Form	CORPORATION
E-Mail	NA
Registered In	DELAWARE
Website	www.insulet.com
Contact	Patrick Sullivan - Chief Executive Officer
Staff	857
Activity	SIC Code: 3841, Surgical and Medical Instruments and Apparatus NAICS Code: 339112, Surgical and Medical Instrument Manufacturing

BANKS

Name of Bank	Reported Amount
Bank of America	
Wells Fargo Bank	

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Description

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HISTORY

History

Insulet Corporation was founded in 2000.

Key Developments

Insulet Corporation Presents at American Association of Diabetes Educators Annual Conference, Aug-17-2018 12:15 PM

Aug 16 18

Insulet Corporation Presents at American Association of Diabetes Educators Annual Conference, Aug-17-2018 12:15 PM. Venue: Baltimore Convention Center, Baltiimore, Maryland, United States. Speakers: Trang Ly, Senior VP & Medical Director.

Insulet Extends Partnership with Glooko in Europe to Optimise Diabetes Data Management

Jul 12 18

Insulet Corporation announced that it has partnered with Glooko, Inc. to connect Insulet's Omnipod System user data with Glooko+diasend®, the most comprehensive diabetes data management system available, across Europe. Insulet and Glooko are dedicated to bringing innovation to diabetes management around the world. This combined platform makes their lives easier by allowing people with diabetes to review their blood glucose patterns on their smartphones and monitor the impact of their insulin regimen, diet and physical activity on their diabetes management. • Insulet's partnership with Glooko is further proof of its commitment to putting customers first, as it ensures Insulet can continue to be closer to the diabetes community and provide personalised support for Padders across Europe.

Parent Company

NA

PRINCIPAL ACTIVITY

General Description

Insulet Corporation develops, manufactures, and sells insulin delivery systems for people with insulin-dependent diabetes in the United States and internationally.



MIRA INFORM PRIVATE LIMITED
 605, Palmspring, Near D'Mart, Link Road,
 Malad (West), Mumbai - 400 064. INDIA
 Tel : 91-22-40448000 (44 lines)
 Fax : 91-22-40448045 / 40448046
 E-mail : mira@mirainform.com
 info@mirainform.com
 Website : http://www.mirainform.com
 http://www.miraglobalcheck.com
 http://www.miraglobalcollections.com

Service/Product Description	The company offers Omnipod Insulin Management System (Omnipod System), which consists of an easy-to-use continuous insulin delivery system; and Personal Diabetes Manager, a handheld wireless device. It also customizes the Omnipod System technology platform for the delivery of drugs over a specified interval of time, at an administered volume. The company sells and markets its Omnipod System through a combination of direct sales representatives and independent distributors.		
Sales	Wholesale and Retail		
Operations Area	National		
Employees	857 employees		
Payments With Suppliers	Slow		
Brands	Comments		
Brand			
Omnipod	-		
Clients	Comments		
Name of Client			
There are not informed clients			
Comments	The company offers its products to private companies and private customers.		
Suppliers	Comments		
Supplier Name			
There are not informed suppliers			
Comments	-		

LOCATION

Headquarters	600 TECHNOLOGY PARK DR STE 200 BILLERICA, MA, 01821-4150 United States
Branches	4370 La Jolla Village Drive Suite 250 San Diego, CA 92122, USA Bedford, MA 01730, USA

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GROUP STRUCTURE AND SUBDIARY COMPANIES

Listed at the stock exchange	Yes	
Capital	6.146B	
Shareholders (%)	Direct Holders	
	Holder	Shares
	SULLIVAN PATRICK J	279,577
	PETROVIC SHACEY	82,922
	THOMAS BRADLEY A	61,811
	LEVITZ MICHAEL L	55,103
	SPEARS MICHAEL P	35,621
	ALPUCHE CHARLES	33,196
	ZAKRZEWSKI JOSEPH S	30,558
	COLLERAN DAVID	30,558
	CRAWFORD SALLY	24,558
	SOMMER REGINA O	23,039
	Top Institutional Holders	
	Holder	Shares
	FMR, LLC	8,599,797
	Capital Research Global Investors	5,693,900
	Primecap Management Company	4,953,672
	Vanguard Group, Inc. (The)	4,828,146
	Wellington Management Company, LLP	4,746,206
	Blackrock Inc.	3,881,915
	Frontier Capital Management Company LLC	2,096,131
	ClearBridge Investments, LLC	1,962,060
	Alger (Fred) Management Inc	1,808,616
	Shaw D.E. & Co., Inc.	1,343,092
	Top Mutual Fund Holders	
	Holder	Shares
	Smallcap World Fund	3,734,000
	Primecap Odyssey Growth Fund	2,614,521
	Vanguard Explorer Fund, Inc.	2,187,381
	Primecap Odyssey Aggressive Growth Fund	1,964,956

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	Fidelity Growth Company Fund	1,935,764
	Vanguard Total Stock Market Index Fund	1,342,214
	Vanguard Small-Cap Index Fund	1,336,775
	Fidelity Select Portfolios - Health Care	1,180,894
	American Funds Insurance Ser-Global Small Capitalization Fund	1,145,900
	iShares Russell 2000 ETF	1,143,886
Management	Patrick Sullivan - Chief Executive Officer Aiman Abdel-Malek - Chief Technology Officer Charles Alpuche - Chief Operating Officer Eric Benjamin - Vice President, Research and Development Bret Christensen - Chief Commercial Officer	
Subsidiary Companies	Sub-Q Solutions, Inc - Delaware Insulet MA Securities Corporation - Massachusetts Insulet Singapore Private Limited - Singapore Neighborhood Holdings, Inc. - Delaware Neighborhood Diabetes, Inc. - Massachusetts Shelbourn Chemists, Inc. - New York	
Related Companies	New York Diabetic Supply Corporation - New York No related companies were found.	

FINANCIAL INFORMATION

General Description	We attach the company's last financial statements. Insulet Corporation announced unaudited consolidated earnings results for the second quarter and six months ended June 30, 2018. For the quarter, the company reported revenue was \$124,262,000 against \$109,756,000 a year ago. Operating profit was \$4,325,000 against operating loss of \$3,358,000 a year ago. Loss before income taxes was \$1,279,000 against \$7,666,000 a year ago. Net loss was \$1,691,000 against \$7,767,000 a year ago. Basic and diluted net loss per share was \$0.03 against \$0.13 a year ago.
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For the six months, the company reported revenue was \$247,840,000 against \$211,469,000 a year ago. Operating profit was \$4,325,000 against operating loss of \$8,666,000 a year ago.

Loss before income taxes was \$7,515,000 against \$17,547,000 a year ago. Net loss was \$8,260,000 against \$17,744,000 a year ago. Basic and diluted net loss per share was \$0.14 against \$0.31 a year ago.

For the year ending December 31, 2018, the company is revising its revenue guidance to a range of \$547 million to \$562 million, representing growth of approximately 18% to 21% (previously \$565 million to \$580 million), compared to 2017 revenue of \$463.8 million.

The Company is revising its expectations for its International Omnipod product line due to the short-term impact of transitioning to direct operations in Europe. The Company is raising its revenue expectations for U.S. Omnipod and Drug Delivery. The company is on track to achieve positive operating income in 2018. The company expects to deliver operating profitability this year, and are reaffirming expectation of full year 2018 operating margin in the low-single digit percentage range. The company continues to drive strong top line growth as well as significant gross margin expansion and positive operating income for the year 2018. The company is on track to achieve positive 2021 revenue and gross margin targets.

For the quarter ending September 30, 2018, the Company is introducing revenue guidance in the range of \$144.5 million to \$151.5 million, compared to third quarter 2017 revenue of \$121.8 million, representing growth of approximately 19% to 24%.

LEGAL FILINGS

Lawsuits

WILLIAMS v. INSULET CORPORATION
Plaintiff: WYSENIA WILLIAMS
Defendant: INSULET CORPORATION
Case Number: 2:2017cv04852
Filed: October 30, 2017
Court: Pennsylvania Eastern District Court
Office: Philadelphia Office
County: Outside the State of PA.
Presiding Judge: CYNTHIA M. RUFÉ
Nature of Suit: Personal Injury: Health Care

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Cause of Action: 28:1332
Jury Demanded By: None

Besley v. Insulet Corporation, et al
Plaintiff: Matthew Besley
Defendant: Insulet Corporation and Does 1 through 25
Case Number: 3:2017cv02119
Filed: October 16, 2017
Court: California Southern District Court
Office: San Diego Office
County: San Diego
Referring Judge: Jill L. Burkhardt
Presiding Judge: Larry Alan Burns
Nature of Suit: Other Labor Litigation
Cause of Action: 28:1441
Jury Demanded By: Plaintiff

Walker v. DeSisto et al
Plaintiff: Raqim Walker
Defendant: Duane DeSisto, Patrick Sullivan, Charles Lamos, Brian Roberts, Allison Dorval, John Fallon, Sally W. Crawford, Timothy J. Scannell, Steven T. Sobieski, Regina Sommer, Joseph Zakrzewski and Insulet Corporation
Case Number: 1:2017cv10738
Filed: April 26, 2017
Court: Massachusetts District Court
Office: Boston Office
County: Worcester
Presiding Judge: Mark L. Wolf
Nature of Suit: Securities/Commodities/Exchanges
Cause of Action: 15:78
Jury Demanded By: Plaintiff

A. C. v. Insulet Corporation et al
Plaintiff: A. C.
Defendant: Insulet Corporation and Does
Case Number: 3:2017cv03038
Filed: February 15, 2017
Court: Illinois Central District Court
Office: Springfield Office
County: XX US, Outside State
Presiding Judge: Sue E. Myerscough
Referring Judge: Tom Schanzle-Haskins
Nature of Suit: Property Damage Product Liability
Cause of Action: 28:1441
Jury Demanded By: Plaintiff

Trademarks

INSULET
Medical devices, namely, infusion pumps and parts and

attachments

Owned by: INSULET CORPORATION

Serial Number: 76434352

POD

Medical devices, namely, infusion pumps and parts and attachments

Owned by: INSULET CORPORATION

Serial Number: 78450417

INSPOD

Medical devices, namely, infusion pumps and parts and attachments

Owned by: INSULET CORPORATION

Serial Number: 78450429

GLUCO POD

Medical devices, namely, infusion pumps and parts and attachments

Owned by: INSULET CORPORATION

Serial Number: 78453495

ECLIPSE

Medical devices, namely, infusion pumps, infusion pump controllers and parts and attachments

Owned by: INSULET CORPORATION

Serial Number: 78489607

FLUID DELIVERY DEVICE, TRANSCUTANEOUS ACCESS TOOL AND INSERTION MECHANISM FOR USE THEREWITH

Publication number: 20140142508

Abstract: A fluid delivery device comprising a fluid reservoir; a transcutaneous access tool fluidly coupled to the fluid reservoir, the transcutaneous access tool including a needle or a trocar; and a transcutaneous access tool insertion mechanism for deploying the transcutaneous access tool, wherein the insertion mechanism is configured to insert and retract the needle/trocar in a single, uninterrupted motion.

Type: Application

Filed: April 1, 2013

Publication date: May 22, 2014

Applicant: Insulet Corporation

Inventor: Insulet Corporation

FLUID DELIVERY DEVICE AND TRANSCUTANEOUS ACCESS TOOL WITH BLOOD GLUCOSE MONITORING FOR USE THEREWITH

Publication number: 20140128839

Patents Registered

Abstract: An infusion device comprising a fluid reservoir for containing a therapeutic fluid; and a transcutaneous access tool fluidly coupled to the fluid reservoir for delivering the therapeutic fluid subcutaneously and for introducing a monitoring test strip subcutaneously, and methods of use thereof.

Type: Application

Filed: April 1, 2013

Publication date: May 8, 2014

Applicant: Insulet Corporation

Inventors: Steven Dilanni, Ian McLaughlin, Jason Brian O'Connor, Robert Campbell, Kevin Schmid

Method For Visual Output Verification

Publication number: 20050182366

Abstract: A verification method including the steps of displaying a visual output in a first region of a user interface and displaying at least a portion of said visual output in at least a second region of said user interface, said at least a second region being different than said first region, wherein said first and said at least a second region are disposed on a single surface of a device.

Type: Application

Filed: April 27, 2005

Publication date: August 18, 2005

Applicant: INSULET CORPORATION

Inventors: Marc Vogt, Stephen Gemmell

FLUID DELIVERY DEVICE

Publication number: 20050238507

Abstract: A fluid delivery device may include a fluid driving mechanism for driving fluid out of a reservoir and an actuating mechanism for actuating the driving mechanism. The fluid delivery device may also include one or more sensors for monitoring operation of the fluid delivery device. The fluid delivery device may also include a chassis providing mechanical and/or electrical connections between components of the fluid delivery device.

Type: Application

Filed: March 28, 2005

Publication date: October 27, 2005

Applicant: INSULET CORPORATION

Inventors: Steven Dilanni, Brian James, John Garibotto, David Zeller, Jason Daigle, Victor Sacco
No records found.

Renewals

UCC (Uniform Commercial Code)

No records found.

OFAC Sanctions List Search

The company is not listed in the OFAC list.

SUMMARY

Summary

Founded in 2000, Insulet Corporation is an organization in the Medical Instruments Industry headquartered in Billerica, MA. The company has 857 regular employees. It operates nationally. It is ACTIVE in business with negative profitability in its last financial figures.

We suggest working with guarantees and monitoring its progress for the following 12 months.

RISK INFORMATION

Debts	Medium
Payments	Slow
Cash Flow	Low
State	Active

INTERVIEW

First Name	NA
Position	NA
Comments	She confirmed the name of the company, the address of the headquarters and the name of the Chief Executive Officer. However, she was reluctant to provide any further information.

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 70.77
UK Pound	1	INR 92.36
Euro	1	INR 82.14
USD	1	INR 71.17

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)