

Investor's Presentation

Poly Medicure Ltd.
July 2024



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We are commanding a formidable presence in the medical devices space

Polymed at a Glance



12
Specialities



~ 12
Manufacturing Plants
Across 4 countries



125+
Countries




200+
Medical Devices



4000+
Employee Base



400+
Sales Associates



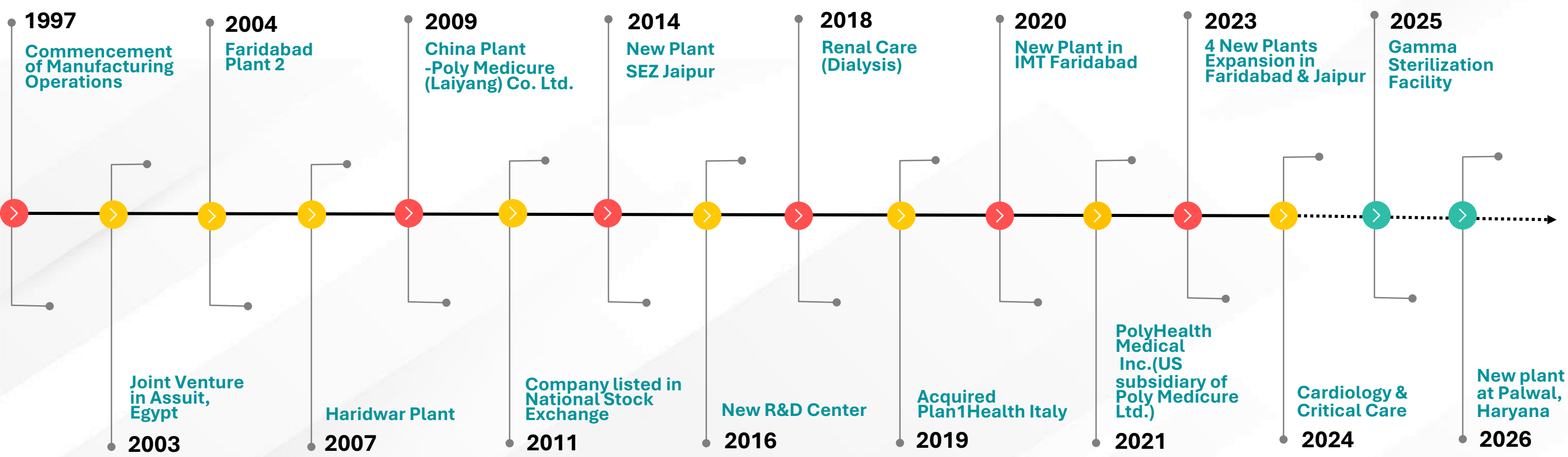
325+
Patents Granted
40+ applications pending



1.5 Billion+
Devices Manufacturing Capacity
Per year

Navigating Our Journey

Polymed's Path of Milestones and Triumphs



Comprehensive Integration

Our Solutions **Enhance Care** Across the Hospital Spectrum

IPD



ICU



Blood Bank



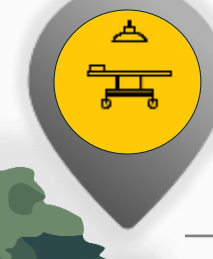
Emergency



Dialysis Unit



Operation Theatre



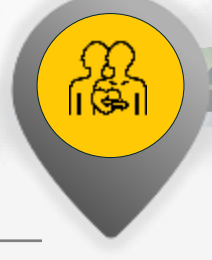
Pathology Lab



**Chemotherapy
Day Unit**



Cath Lab

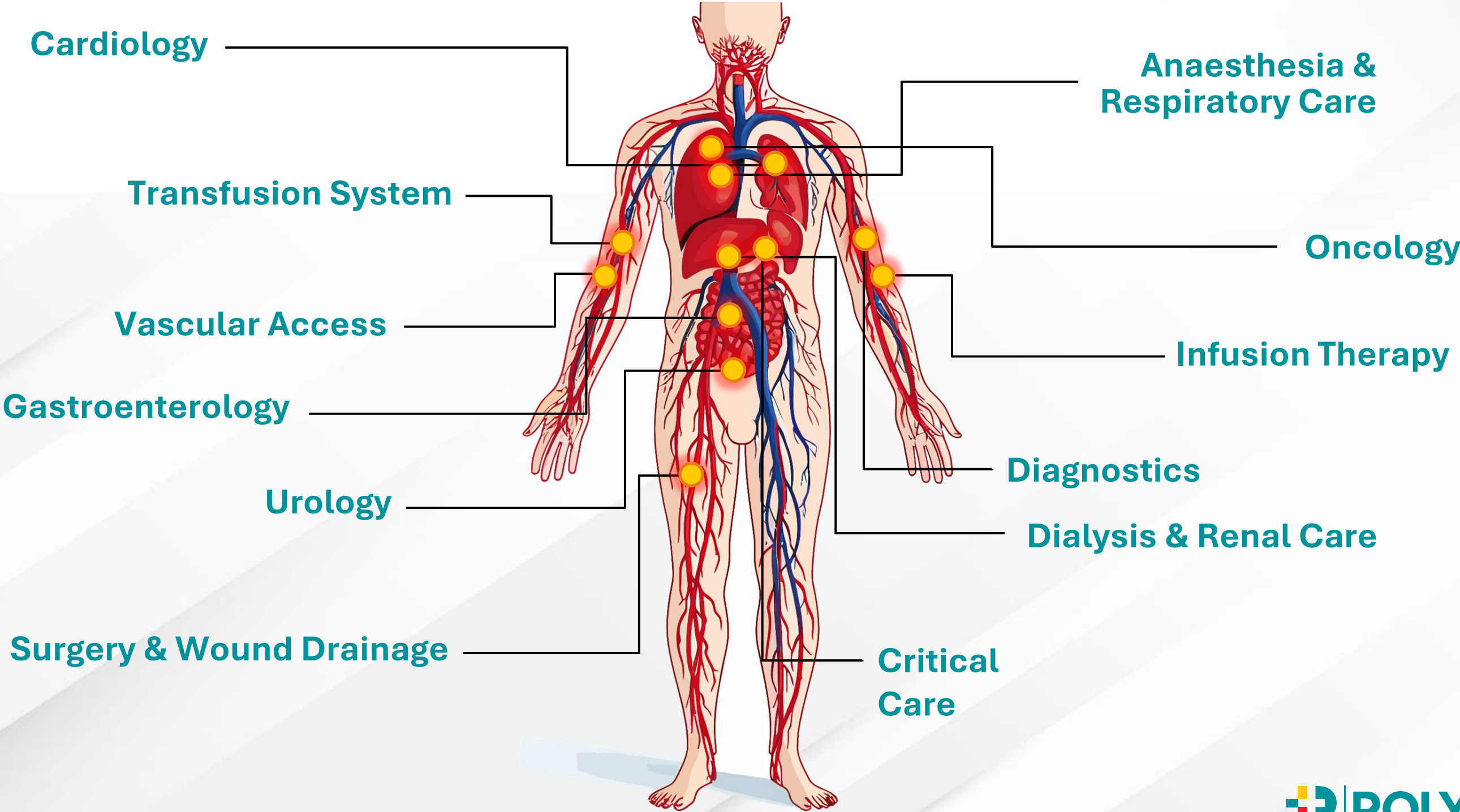


**Specialty Treatment
Units**

Gaestrontology, Urology



Our Innovations Deliver Vital Care to Key Clinical Specialties



Diving into Our Product Portfolio

Vascular Access



IV Cannula



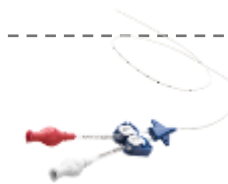
Arterial Catheter



Central Venous Catheters



Mini Mid Lines - OTN



Peripherally Inserted Central Catheter



Peripherally inserted Venous Catheters



Safety Introducer Needle



Safety Winged Infusion Set

Infusion Therapy



Extension Lines with Needle Free Connectors



Infusion Set with Flow regulator



Three Way Stop Cock with Extension Tube



Vial Access Spike with Integrated Valve



Manifolds



Arterial Blood Collection Syringe

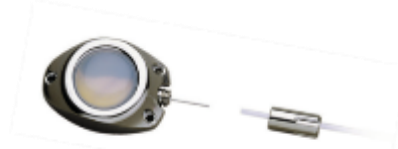


Prefilled Saline Syringe



Needle Free Connectors

Oncology



Implantable port



PICC Catheter



Mini Mid Lines- OTW



Safety IV Cannula With Blood Control



Safety Huber Needle



Disinfecting Cap



IV Infusion Set For Photosensitive Drugs



Safety Closed IV Catheter System



Photosensitive HP Line

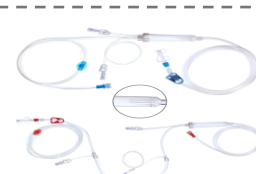
Dialysis



Dialysis System



Dialyzer



Blood Lines



Fistula Needle



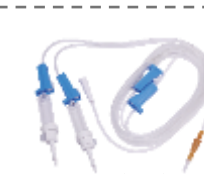
Hemodialysis Catheter



Hemodialysis Kit



Peritoneal Dialysis Set



Peritoneal Dialysis Transfusion Set



Transducer Protector

Transfusion System



ACD Bag



Blood Bag Systems



Blood Bag with Safety Device & Sampling Bag



CPD-SAGM-TOTM Bag System



Blood Bag with In-Line RBC Filter



Top & Bottom Extraction Bag System



Blood Administration Set



Transfusion Pump Set

Diagnostics



Blood Collection Tubes



Safety Blood Collection Set



Rapid Kits



Fever Panel



VTM Kit

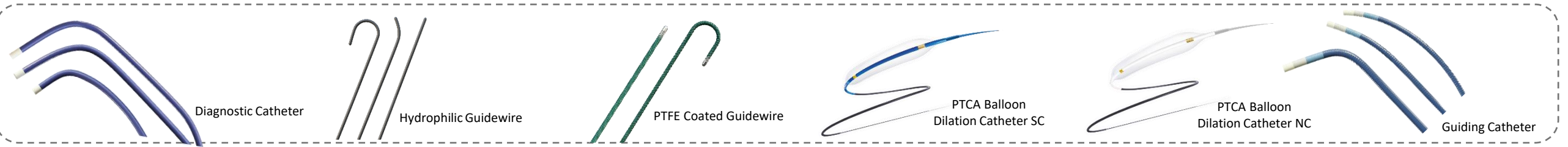


Standard Needle Holder

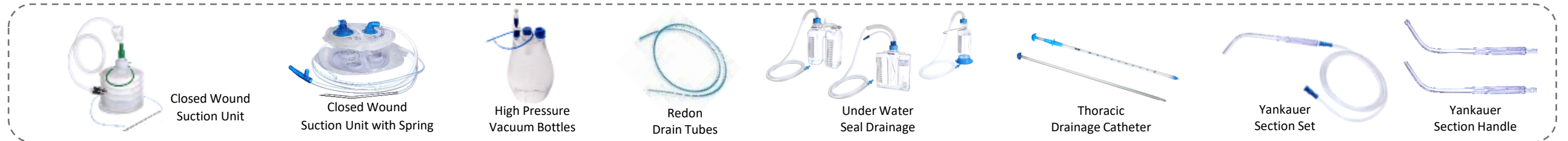


Blood Collection Needle

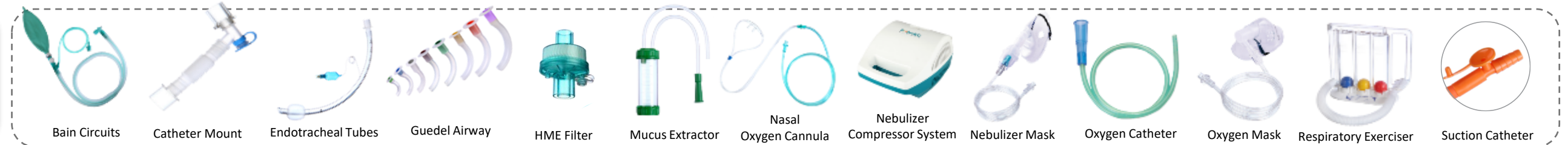
Cardiology



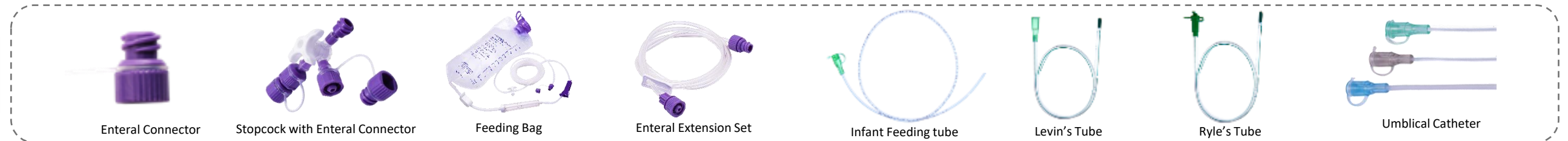
Surgery and Wound Drainage



Anesthesia & Respiratory Care



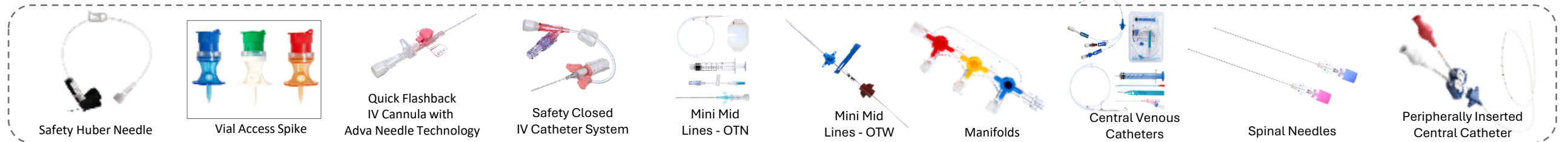
Gastroenterology



Urology



Critical Care



Value Creation Through Innovation and Streamlined Operational Models

GROW

- Foster **sustainable** revenue expansion, Striving for Margin Growth
- Build **direct presence** in key markets
- Extend our **reach** in developed countries
- Establish local **distribution** points
- Inorganic **opportunities**



Commercial

INNOVATE

- **Strategic Investments** in High-Growth Areas - Cardiology, Critical Care, Oncology & Renal Care
- **Emerging technologies** in automation



Innovation

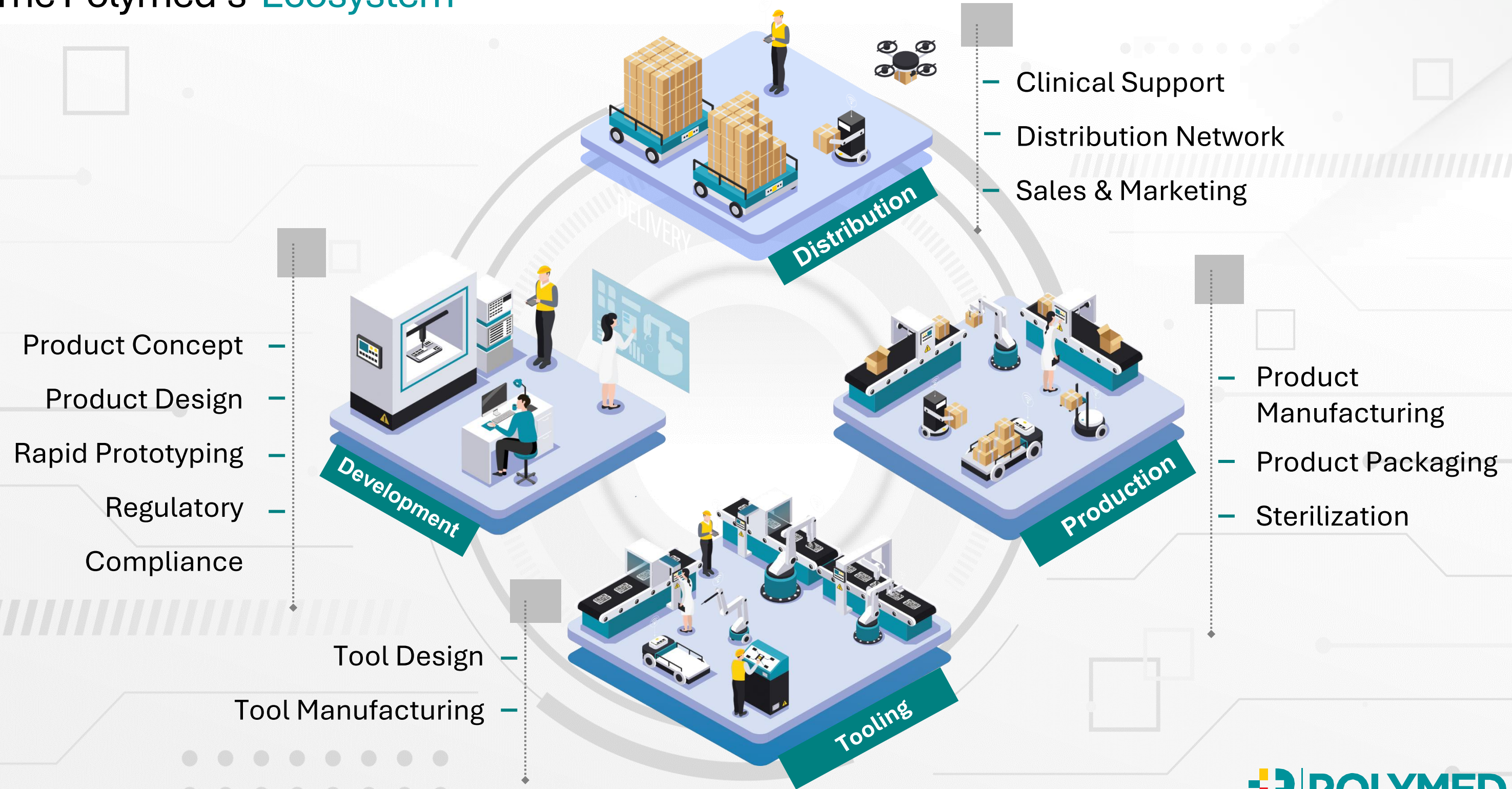
SCALE

- **Enhancing** Manufacturing Capacities to global scale.
- Build flexibility into manufacturing processes to **quickly adapt** to changing market demands
- **Optimize** inventory management systems



Operations

The Polymed's Ecosystem



Polymed's Robust Manufacturing Footprint

12 State-of-the-Art Facilities across 3 continents



117, Faridabad, India



IMT 1, Faridabad, India



SEZ 2, Jaipur, India



115-116, Faridabad Plant, India



SEZ 1 Jaipur, India



Laiyang-qingdao, China



104-105, Faridabad Plant, India



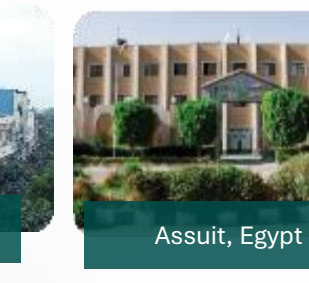
R & D Centre, India



Amaro, Italy



Haridwar Plant, India



Assuit, Egypt



IMT 2, Faridabad India



The first Indian medical device company with **international manufacturing facilities**

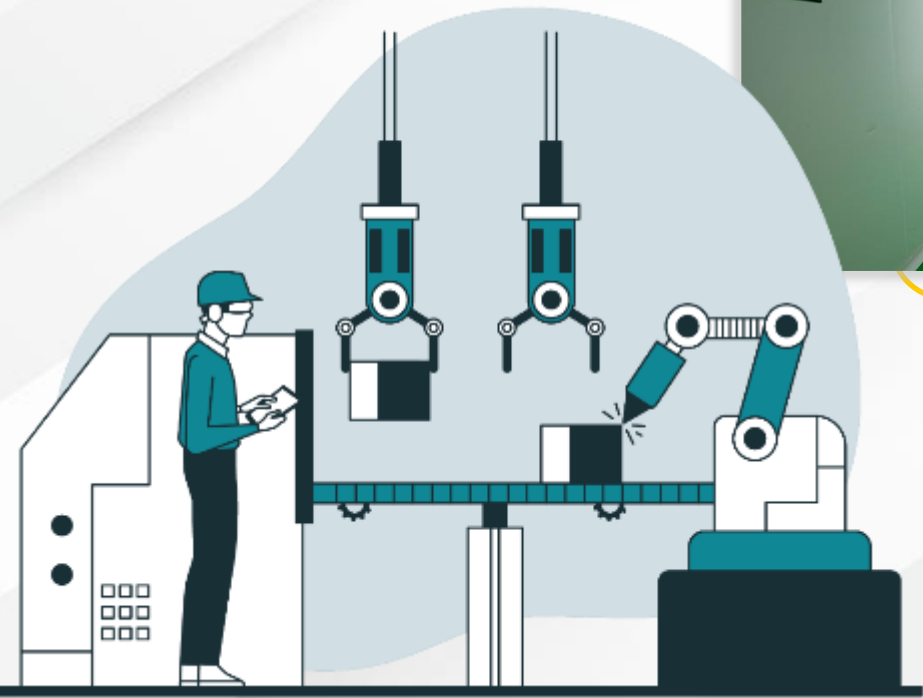
350+ Moulding Machines and 1500+ Molds & Dies

200+ Automatic Assembly Machines

100+ Robots employed in our manufacturing processes

Mastering Manufacturing

Striving Towards **Operational Excellence**



Navigating the Path

Building Tomorrow's Healthcare Solutions

Started In
1997

2002-09

2011-19

2020-24

2025 - 27

2028
& beyond

Commencement
of Manufacturing
Operation

Product and facility
expansion

New R&D Center,
Acq of Plan 1 Health,
New Manufacturing
Plants

Transition

Preferred
Supplier

Solutions
Partner

Value Based
Supplier

Supplier of
1st Choice

Driving Delivery of
Health Care

- › Launched **differentiated products** in premium markets & geographies
- › Accelerate **growth** in developed markets

- › Prioritize the expansion of **transformative verticals** – Cardiology, Critical Care, Oncology, Renal Care
- › Expand global footprint with direct presence

- › Through a strategic focus on continuous **innovation**, global **expansion**, regulatory excellence we will drive **sustainable growth**, enhance patient outcomes, and solidify our position as a **leader** in the medical device industry.

Recent Accolades



“Export Excellence Award”
by PLEXCONCIL

Largest Exporter of medical disposables
from India
Year 2021-22 & 2022-23



Economic Times
Best Healthcare Brands 2024



Way Forward



Emphasizing Inorganic Growth

Strategic Alliances to foster **synergies** and expanding market reach



International Strategy

Improve brand **visibility** & enhance direct presence to gain deeper insights into local market dynamics



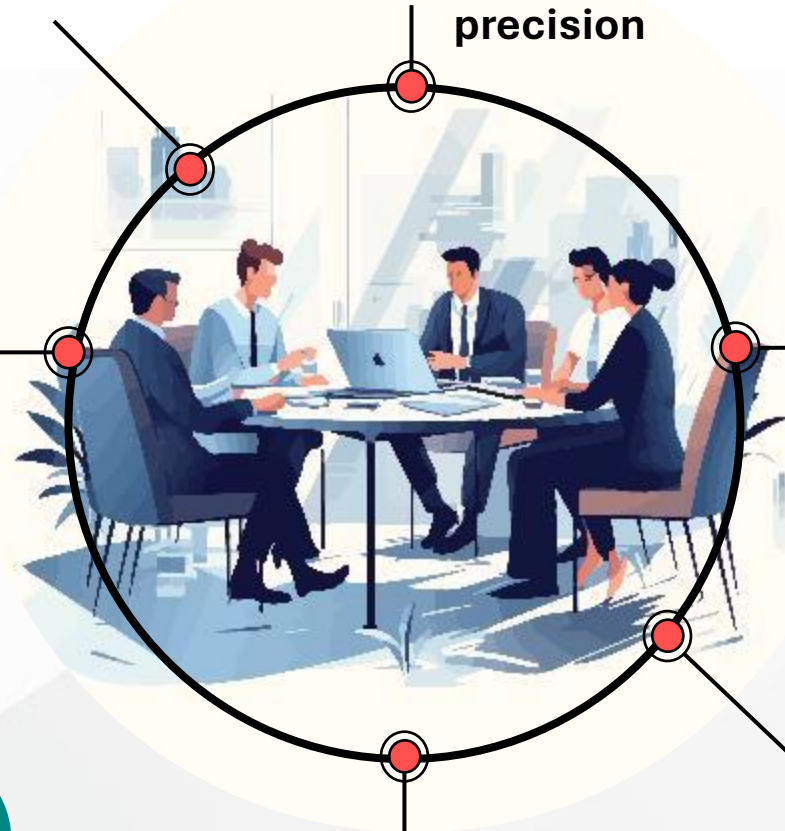
Clinical Footprint

Targeted clinical engagements with key stakeholders, fostering **innovation** and enhance patient outcomes



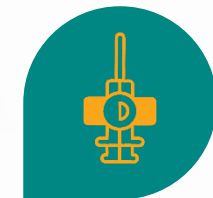
Research & Development

- Targeted R&D investments towards **transformative** therapeutic areas, aiming to pioneer breakthrough innovations
- Integration of AI and IoT technologies to enhance efficiency & precision



Manufacturing

Enhance manufacturing capacity, poised to meet growing global demand



Protect Our Planet

Implementing **sustainable** practices across all operations, aiming to minimize environmental **impact**

Promising Medical Device sector

Govt.'s initiatives in last 5 years to bolster sector capabilities

Initiatives	Manufacturing of high-end devices	R&D promotion	Workforce development	Regulatory Reforms
Policy on R&D and Innovation	✓	✓		✓
PRIP Promotion of Research & Innovation in Pharma, MedTech		✓		
NMDP National Medical Device Policy	✓	✓	✓	✓
NRF Bill National Research Foundation		✓		
AMD-CF scheme Assistance to Medical Device Clusters for Common Facilities	✓	✓		
PLI Production Linked Incentive	✓			
Medical Device Parks	✓	✓		

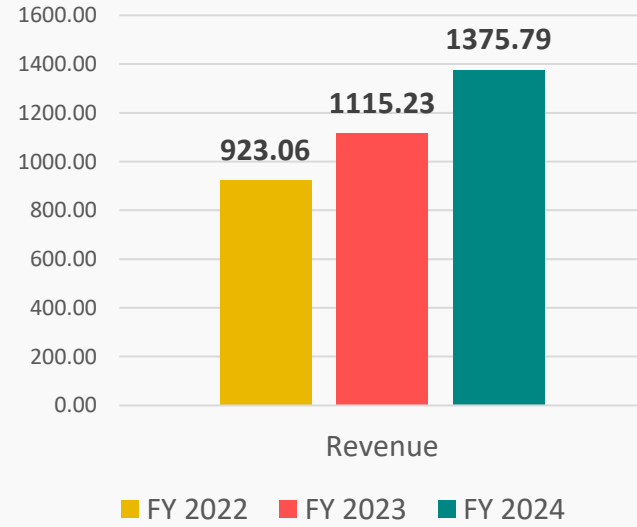
Revenue Mix



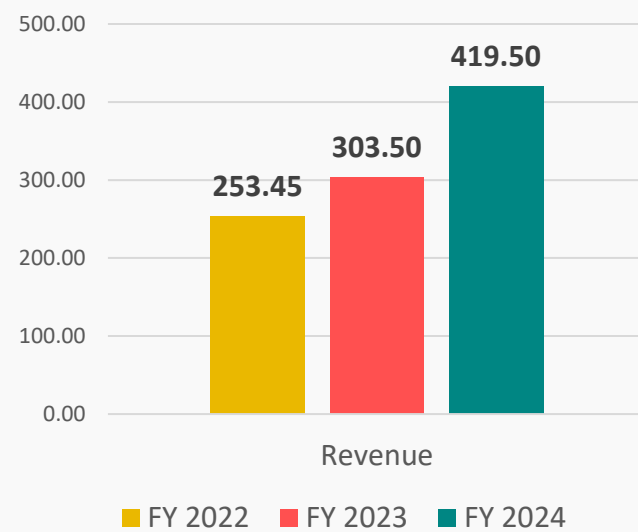
Our Strength: Consistent all-round growth



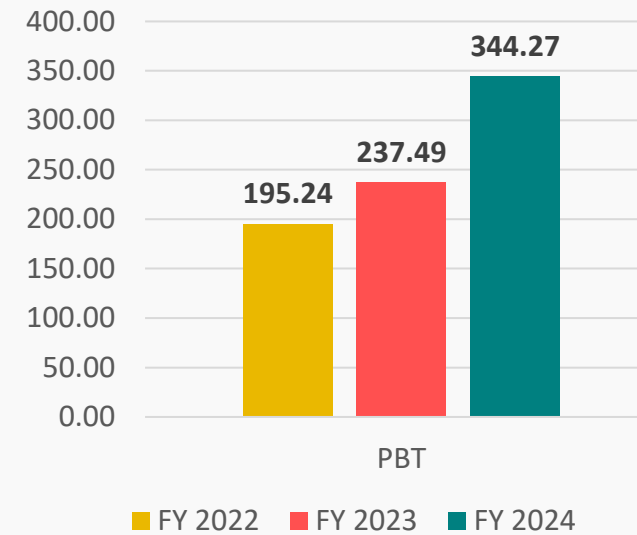
REVENUE (₹ Crs)



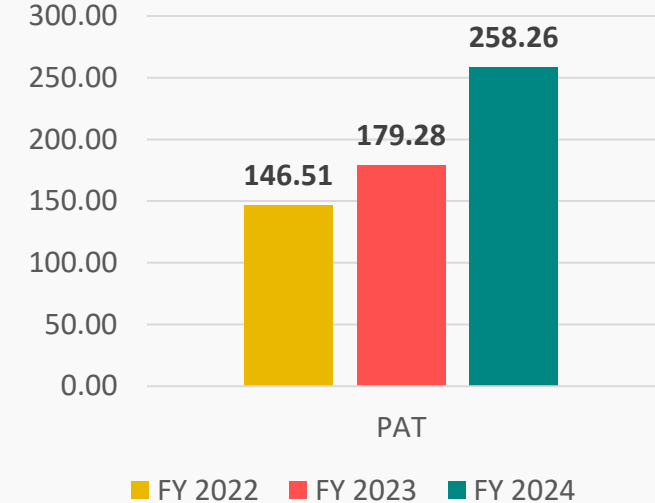
EBIDTA (₹ Crs)



PBT (₹ Crs)



PAT (₹ Crs)



Year	Revenue	CAGR
FY 2022	923.06	22%
FY 2023	1115.23	
FY 2024	1375.80	

Year	EBIDTA	%
FY 2022	253.45	27.46%
FY 2023	303.50	27.21%
FY 2024	419.50	30.49%

Year	PBT	%
FY 2022	195.24	23.13%
FY 2023	237.49	21.15%
FY 2024	344.27	25.02%

Year	PAT	%
FY 2022	146.51	17.28%
FY 2023	179.28	15.87%
FY 2024	258.26	18.77%

Financial Performance Comparison

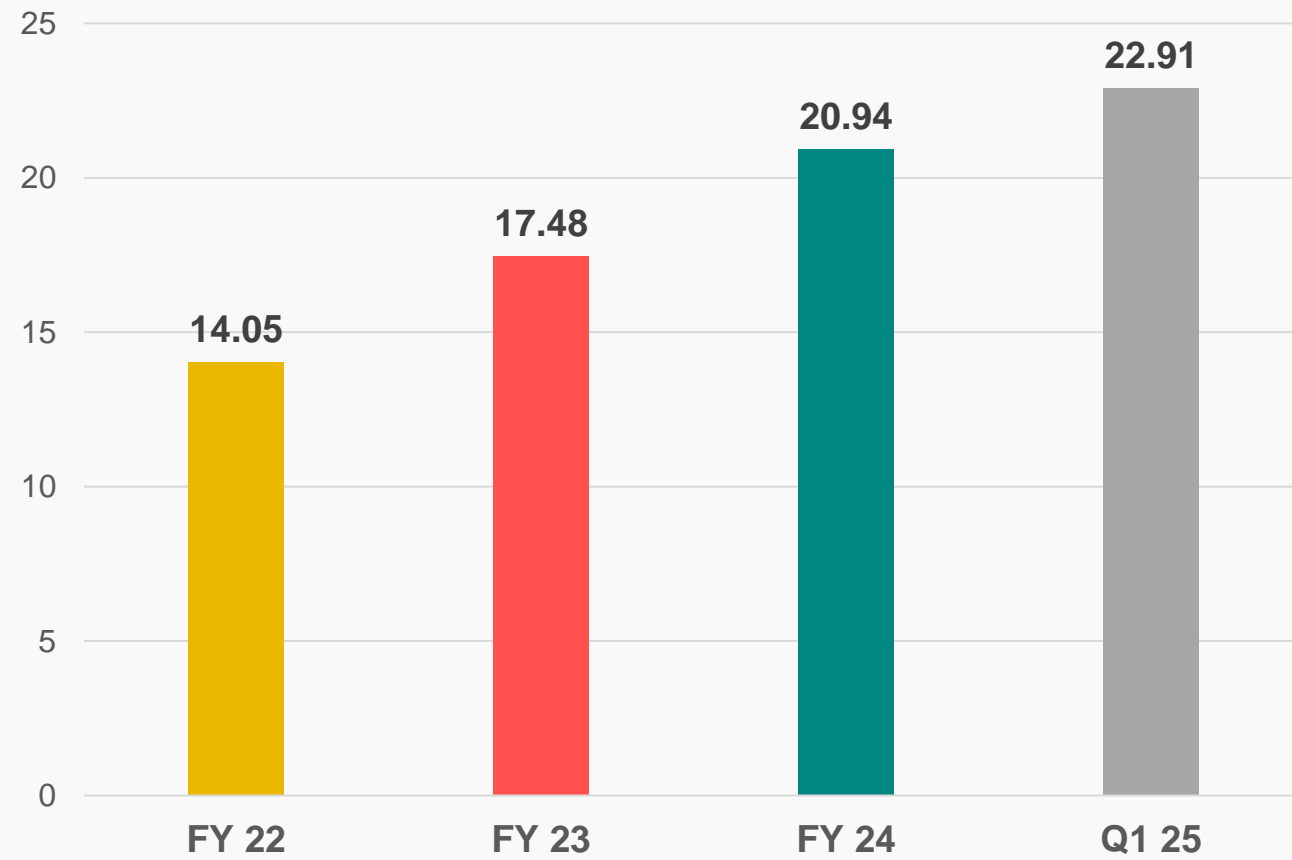
(Standalone & Consolidated)

(₹ in lacs except per share data)

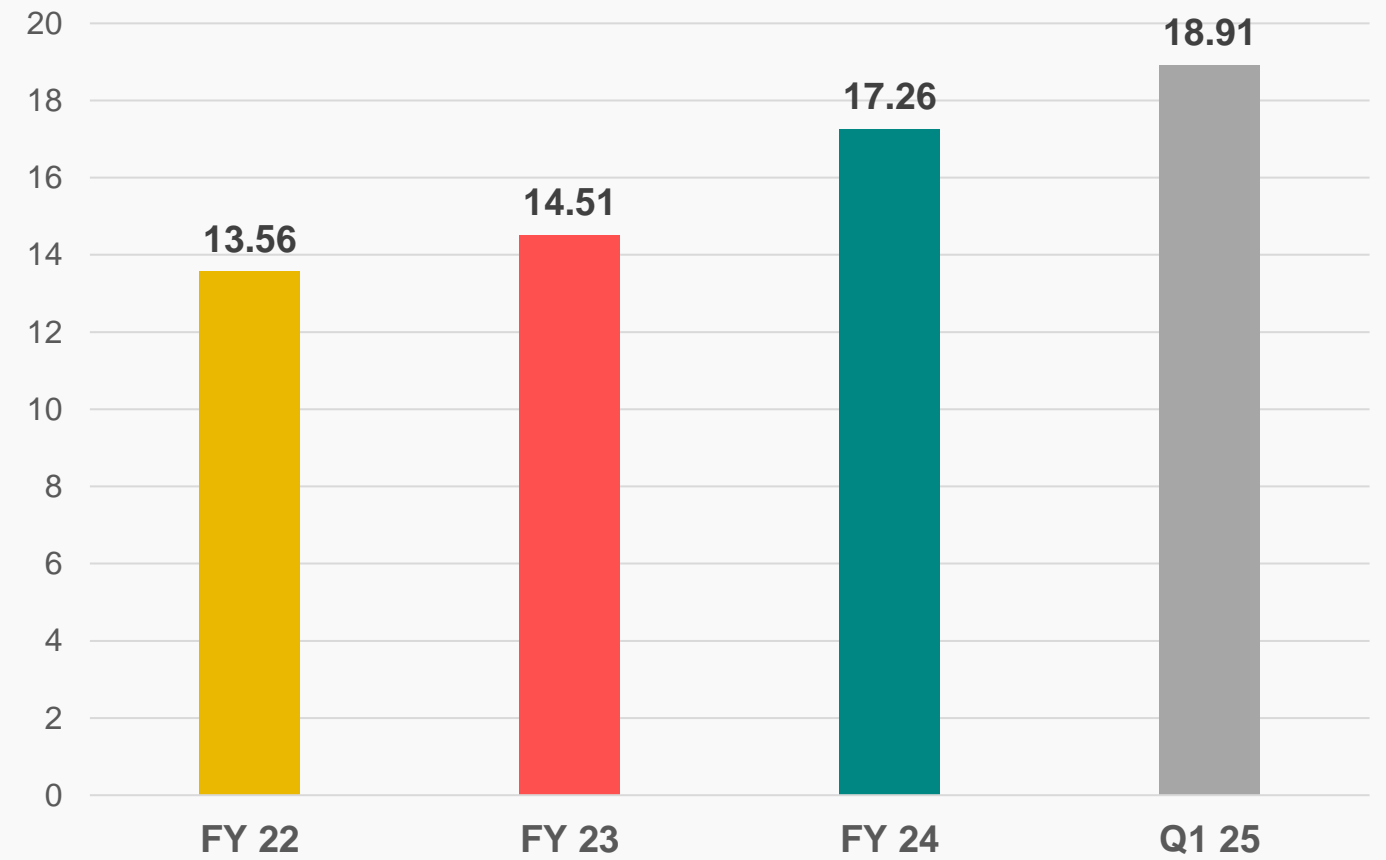
	Standalone			Consolidated		
	Quarter Ended			Quarter Ended		
	30.06.2024	31.03.2024	30.06.2023	30.06.2024	31.03.2024	30.06.2023
	(Unaudited)	(Audited)	(Unaudited)	(Unaudited)	(Audited)	(Unaudited)
Total income from Operations	38,425.62	37,658.75	31,872.79	40,169.55	39,304.72	33,394.49
Profit before tax	9,607.53	9,397.23	8,086.80	9,845.73	9,245.67	8,304.07
Profit after tax	7,230.25	7,053.25	6,052.42	7,403.94	6,835.78	6,269.56
Total Other Comprehensive Income	(129.22)	(0.12)	(9.39)	(137.58)	(8.41)	(23.89)
Paid-up equity share capital	4,798.58	4,798.58	4,797.23	4,798.58	4,798.58	4,797.23
Earnings per share (Quarterly not annualised) :						
Basic (₹)	7.53	7.35	6.31	7.71	7.12	6.54
Diluted (₹)	7.53	7.35	6.30	7.71	7.12	6.53

Ratio's (in %)

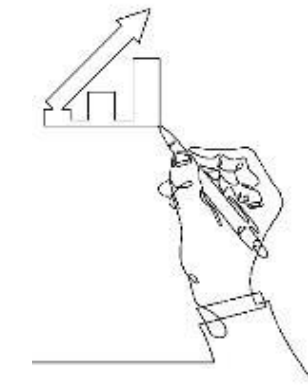
ROCE



ROE

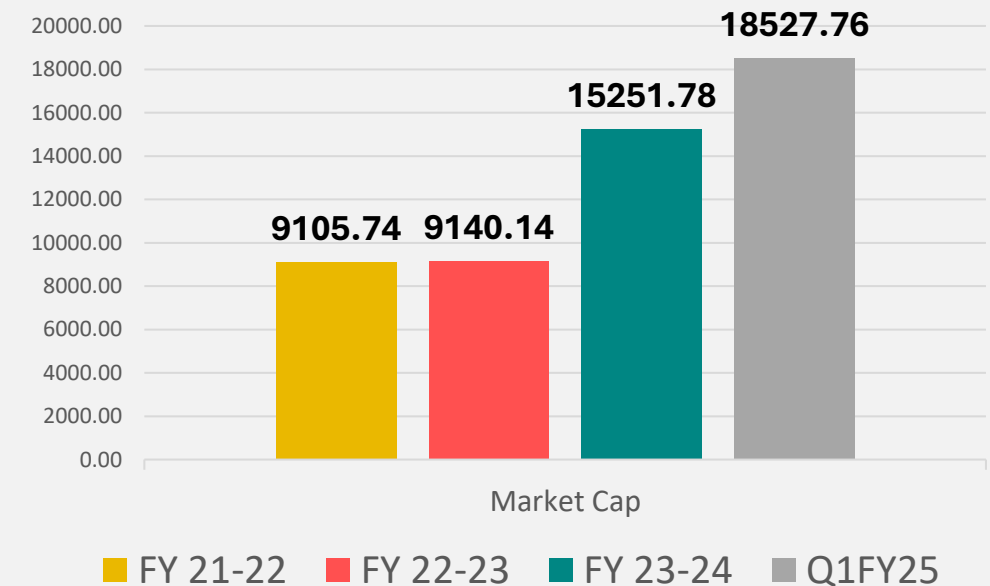


Delivering on our commitment of Value Creation



Shareholder Category in %	30 June'23	30 June'24
Promoters	53.31	66.03
Institutional Investors	19.86	19.25
Private Corporate Bodies	14.94	2.57
Indian public	11.89	12.15

Market Capitalization (in INR Crs)



No. of Folios increased from **36,141** as on 30th June' 23 to **36,852** as on 30th June'24



Shareholders Return

Market Beating Performance

The stock has delivered a return of **109.48%** over the past 3 years.



Consistent Success

Consistent Positive Performance over the Past 7 Quarters



Maximizing Returns

- ROCE at 21.91 %



Driving Growth

- The NET SALES (Q) Highest at Rs 384 crs

Investors Returns* (3 years)

Period	6 Months	1 Year	2 Year	3 Year
Stock (%)	41.03 %	80.93%	162.18%	109.48%
Sensex (%)	12.72%	20.73%	43.58%	52.37%

*Source : BSE

Towards our Commitment to a **(Sustainable World)**

**6.14% HSD Saving
30 KL**

by convert Steam Boilers with
PNG & minimize HT Line faults

(FUEL SAVING)



**Power consumption per
production unit remains steady**
despite a 6% rise in production
and the launch of two new plants

(POWER CONSUMPTION)



**26 Pits for
Rain Harvesting;**
**90% of the wastewater is
being reused**

(WATER RECYCLING)



Produced **Solar Energy**
13,92,089 KWH
Helped combat greenhouse
gas emissions

**(SOLAR POWER
GENERATION)**



SUSTAINABLE DEVELOPMENT

(DIGITAL INITIATIVES)

Reduction of approx. 45 tCO₂e
aligned with:

SDG 7 – Affordable and Clean energy

SDG15 – Life on land



Thank You

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