Investor Presentation – Q3 and 9M FY 25 Results

3rd February 2025

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Agenda

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Agenda

Polymed Overview and Way Forward

Polymed Key Differentiators

- **Legacy** – Operating since 1997
- **Leadership** – Among the top five medical device industry companies in India by operating income (Source: CRISIL)
- **Focus on innovation** : Granted 334 patents in India and globally
- **Manufacturing powerhouse** – Backward integrated manufacturing facilities with annual capacity of over 1.7bn devises across 200+ product categories; 12 operational plants and 3 under construction
- **Global Business** – ~70% of revenue from Exports
- **Established Distribution Network** – 475+ Sales associates and 600+ distributors in India; 240 distributors globally
- **Solid Financial Performance** : Revenue, EBITDA and PAT Growth of 22%, 30% and 33% respectively between FY 22 - FY 24; Zero Net Debt Balance sheet with significant cash reserves

Polymed at a Glance

12
Specialities

~ 12
Manufacturing Plants Across 4 countries

125+
Countries

200+
Medical Devices

3000+
Employee Base

475+
Sales Associates

334
Patents Granted

1.7 Billion+
Devices Manufacturing Capacity Per year

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Navigating the Path

Building Tomorrow's Healthcare Solutions

Started In 1997

Commencement of Manufacturing Operation

Transition

Value Based Supplier

2002-09

Product and facility expansion

Preferred Supplier

Supplier of 1st Choice

2011-19

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

Solutions Partner

Driving Delivery of Health Care

2020-24

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

2025 - 27

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

2028 & beyond

- Through a strategic focus on continuous **innovation**, global expansion, we will drive **sustainable growth**, enhance patient outcomes, and aim to solidify our presence in the medical device industry.

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Way Forward

Research & Development

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

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

Manufacturing

Enhance manufacturing capacity to meet growing global demand

Protect Our Planet

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

Clinical Footprint

Targeted clinical engagements with key stakeholders, fostering innovation and enhancement of patient outcomes

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Agenda

Q3 and 9M Financial Performance Summary

YoY Performance Summary Q3 FY 25

Figs in Rs. Crs unless specified

Metric	Q3 FY 25	YoY Change	Q3 FY 24
Consolidated Revenue	**424.2**	***24.9%***	339.6
Consolidated EBITDA	**116.3**	***27.9%***	90.9
Consolidated EBITDA %	**27.4%**	***63BPS***	26.8%
Consolidated PAT	**85.2**	***31.1%***	65.0
RoCE*	23.9%		
Net Cash	1074.3		
# of Devices Sold (units in crs)	**32.2**	***23%***	26.2
# of Patents	334		
Increase in Sales Associates		*23*	

*Excludes the amount raised through QIP in August 2024, EBIT has been computed by annualizing the 9M actual EBIT after excluding the treasury income generated from the QIP Funds; calculated on the basis of Standalone Financial Statement

YoY Performance Summary 9M FY 25

Figs in Rs. Crs unless specified

Consolidated Revenue	Consolidated EBITDA	Consolidated EBITDA %	Consolidated PAT	RoCE*
1229.0	**336.7**	**27.4%**	**246.7**	23.9%
23.2% ⇧	***27.6%*** ⇧	***95BPS*** ⇧	***29.9%*** ⇧	
997.7	263.9	26.5%	189.9	

Net Cash	# of Devices Sold (units in crs)	# Patents	Increase in Sales Associates
1074.3	**96.4**	334	*64* ⇧
	18.9% ⇧		
	81.1		

*Excludes the amount raised through QIP in August 2024, EBIT has been computed by annualizing the 9M actual EBIT after excluding the treasury income generated from the QIP Funds; calculated on the basis of Standalone Financial Statement

Key Updates for the Quarter

Key Operational and Financial Highlights	• Received regulatory approval for Drug Eluting Stent; commercialization expected soon. • Signed JV agreement with AMPIN to set up a 9.9MW Solar power plant at Sirsa, Haryana; PML's investment commitment of Rs. 3.6crs • Ground -breaking ceremony held at Palwal plant; largest plant being set up by the company • Consolidated Q3 and YTD revenue growth 24.9% and 23.2% resp. ; Standalone Q3 and YTD revenue growth of 28.1% and 24.8% resp. • YTD standalone domestic and export revenue growth of 16.7% and 28.6% respectively; Q3 domestic revenue growth of 23.8% • YTD Consolidated EBITDA and PAT Growth of 27.6% and 29.9% respectively; YTD EBITDA margin of 27.4%, increase by 95BPS over 9MFY 24 • Adequate liquidity with Net Cash balance of Rs 1074.3crs as at December 31, 2024
Product R&D Highlights	• Applied for 3 new patents • Launched over 18 projects across Critical Care, Cardiology, Vascular Access, Respiratory Care & Wound Drainage
ESG Highlights	• The Solar Power JV to support Scope-2 emission reduction and aligns with ESG commitments • ISO 14001:2015 certified (Environmental Management system)- currently 50% of our manufacturing facilities are certified. • Signed up for Nordic swan ecolabel certification
Awards and Recognition	• CII Industrial Innovation Awards 2024 • CII Industrial Intellectual Property Awards 2024

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Consolidated Financial Performance Summary

Figs in Rs. Crs unless specified

Particulars	Q3 FY 25	Q3 FY 24	Growth %	9M FY 25	9M FY 24	Growth %
Revenue from Operations	424.2	339.6	24.9%	1229.0	997.7	23.2%
Cost of Good Sold	146.5	118.0	24.1%	407.3	351.4	15.9%
Gross Profit	**277.7**	**221.6**	**25.3%**	**821.7**	**646.3**	**27.1%**
Gross Profit %	*65.5%*	*65.2%*		*66.9%*	*64.8%*	
Employee Benefit Expenses	77.9	60.4	29.0%	226.8	176.5	28.5%
R&D Expenses	4.0	4.7	-15.2%	13.3	14.1	-5.5%
Other Expenses	81.3	66.2	22.7%	247.9	194.2	27.7%
Total Expenses	**163.2**	**131.3**	**24.2%**	**487.9**	**384.7**	**26.8%**
Share of Profit of an associate	1.7	0.7	141.0%	2.9	2.3	26.4%
EBITDA	**116.3**	**90.9**	**27.9%**	**336.7**	**263.9**	**27.6%**
EBITDA %	*27.4%*	*26.8%*		*27.4%*	*26.5%*	
Other Income	21.8	16.6	31.6%	64.8	43.8	48.1%
Depreciation	21.5	16.2	32.7%	62.0	47.7	29.9%
Finance Cost	3.3	3.5	-4.0%	9.8	8.2	20.2%
PBT	**113.2**	**87.8**	**28.9%**	**329.7**	**251.8**	**30.9%**
Tax	28.0	22.8	22.7%	82.9	61.9	34.0%
PAT	**85.2**	**65.0**	**31.1%**	**246.7**	**189.9**	**29.9%**
PAT %	*20.1%*	*19.1%*		*20.1%*	*19.0%*	
EPS – Basis (in Rupees)	8.5	6.8	25.1%	25.2	19.8	27.3%
EPS – Diluted (in-Rupees)	8.5	6.8	25.3%	25.2	19.8	27.4%

Standalone Financial Performance Summary

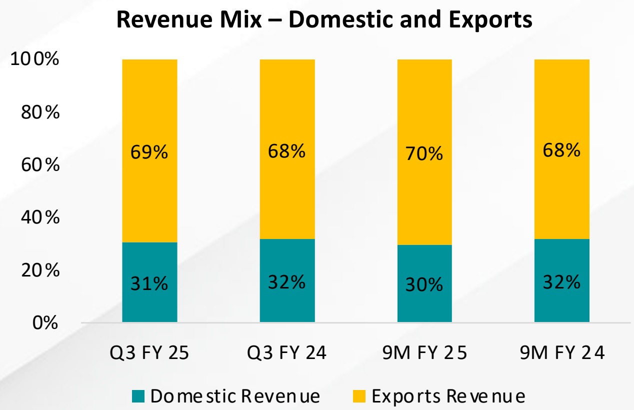
Figs in Rs. Crs unless specified

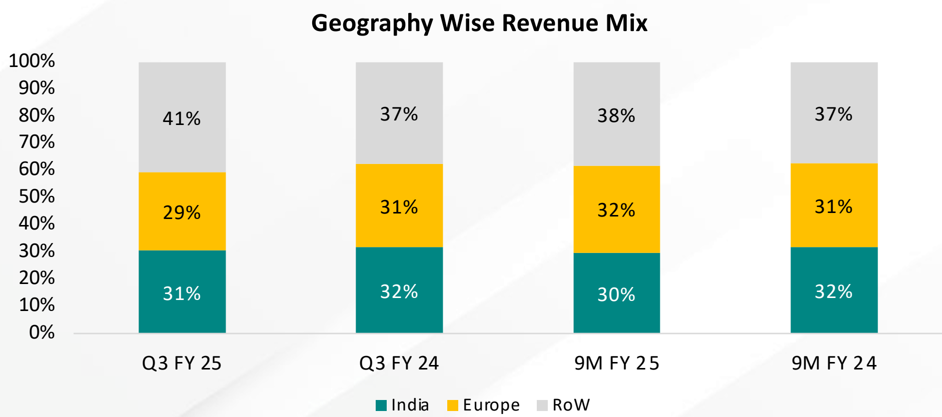
Particulars	Q3 FY 25	Q3 FY 24	Growth %	9M FY 25	9M FY 24	Growth %
Revenue from Operations	410.9	320.9	28.1%	1180.8	946.3	24.8%
Cost of Good Sold	140.2	111.0	26.3%	387.9	328.7	18.0%
Gross Profit	**270.7**	**209.8**	**29.0%**	**793.0**	**617.6**	**28.4%**
Gross Profit %	*65.9%*	*65.4%*		*67.2%*	*65.3%*	
Employee Benefit Expenses	72.8	57.1	27.6%	212.2	166.6	27.4%
R&D Expenses	4.0	4.7	-15.3%	13.3	14.1	-5.6%
Other Expenses	78.3	63.7	23.0%	237.8	184.9	28.6%
Total Expenses	**155.1**	**125.4**	**23.6%**	**463.3**	**365.5**	**26.8%**
EBITDA	**115.6**	**84.4**	**37.0%**	**329.7**	**252.1**	**30.8%**
EBITDA %	*28.1%*	*26.3%*		*27.9%*	*26.6%*	
Other Income	21.7	16.6	31.3%	65.8	42.5	54.8%
Depreciation	20.8	15.5	34.2%	59.9	45.9	30.6%
Finance Cost	3.1	3.4	-6.6%	9.2	7.8	18.4%
PBT	**113.4**	**82.1**	**38.1%**	**326.4**	**240.9**	**35.5%**
Tax	28.2	20.6	36.9%	81.7	59.7	36.8%
PAT	**85.2**	**61.5**	**38.5%**	**244.7**	**181.2**	**35.0%**
PAT %	*20.7%*	*19.2%*		*20.7%*	*19.1%*	
EPS – Basis (in Rupees)	8.5	6.4	32.3%	25.0	18.9	32.3%
EPS – Diluted (in Rupees)	8.5	6.4	32.5%	25.0	18.9	32.4%

Standalone Sales Financial Performance Analysis

Figs in Rs. Crs unless specified

Particulars	Q3 FY 25	Q3 FY 24	Growth %	9M FY 25	9M FY 24	Growth %
Domestic Revenue	126.1	101.9	23.8%	351.4	301.2	16.7%
Exports Revenue	284.8	218.9	30.1%	829.5	645.1	28.6%
Total Operating Revenue	**410.9**	**320.9**	**28.1%**	**1180.8**	**946.3**	**24.8%**
Geographical Revenue Mix						
India	126.1	101.9	23.8%	351.4	301.2	16.7%
Europe	117.9	98.7	19.4%	379.7	291.9	30.1%
RoW	166.9	120.2	38.9%	449.8	353.2	27.3%
Total Operating Revenue	**410.9**	**320.9**	**28.1%**	**1180.8**	**946.3**	**24.8%**





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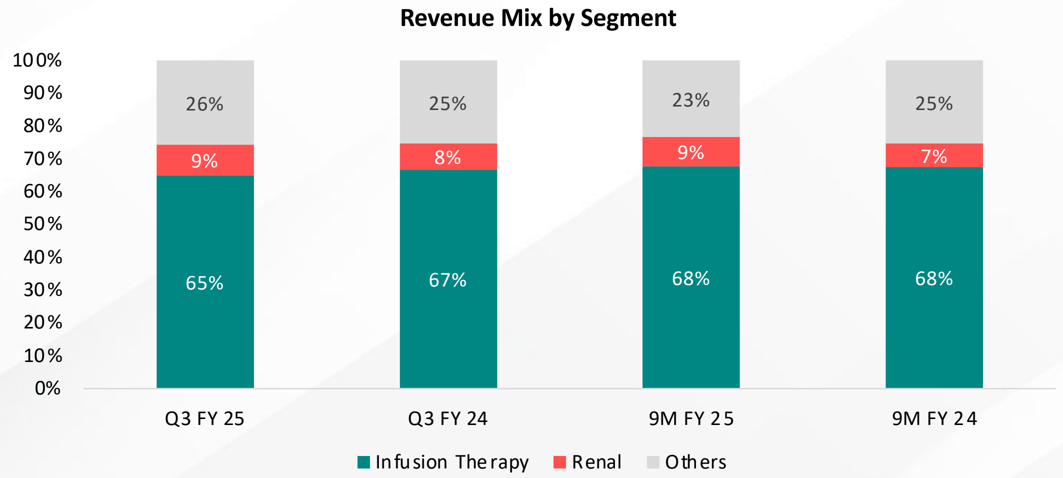
Segment Wise Sales Performance Analysis

Figs in Rs. Crs unless specified

Particulars	Q3 FY 25	Q3 FY 24	Growth %	9M FY 25	9M FY 24	Growth %
Infusion Therapy	267.1	214.2	24.7%	800.3	639.7	25.1%
Renal	38.0	25.3	50.4%	104.6	66.9	56.4%
Others	105.8	81.4	30.0%	276.0	239.8	15.1%
Total Operating Revenue	**411**	**321**	**28.1%**	**1181**	**946**	**24.8%**



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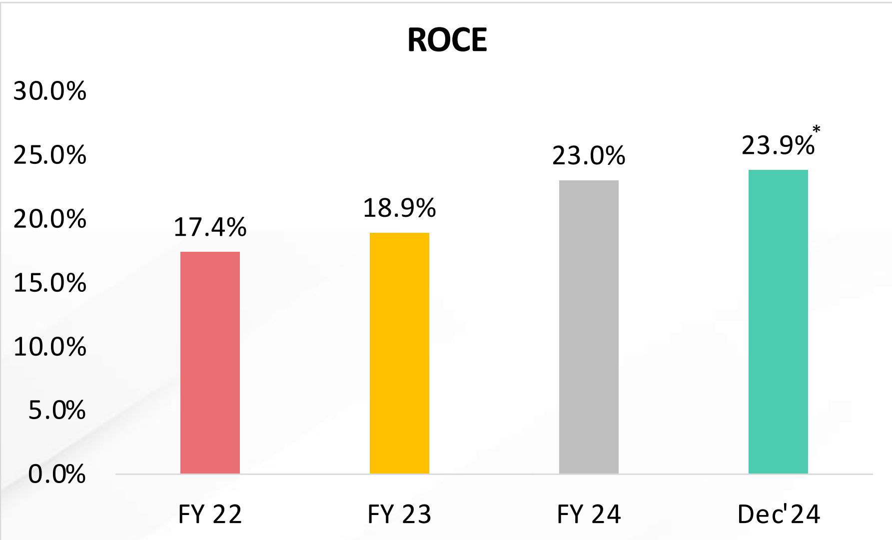
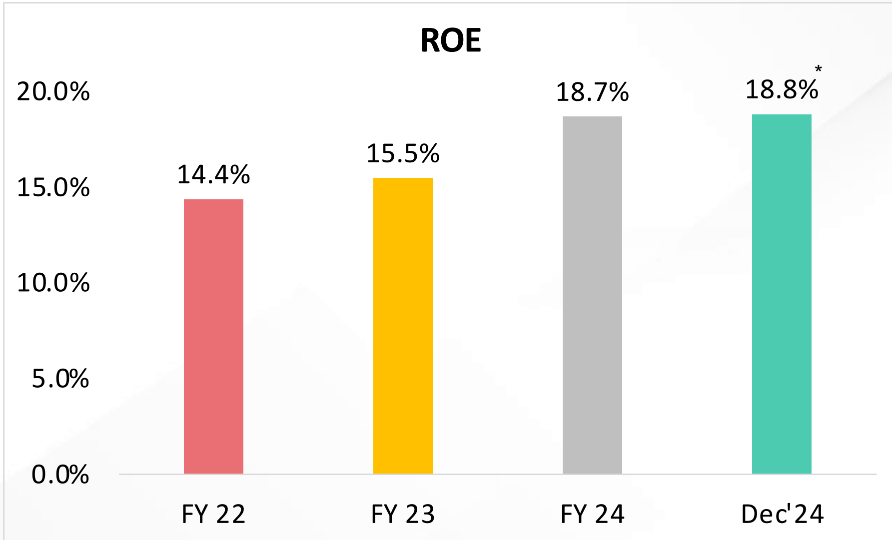
Return Ratios Basis Standalone Financials





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Thank You

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