



# Poly Medicure Limited

## Corporate Presentation

***Innovation***

***safety***

***quality***

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## AGENDA

### History & Profile

- About Our Company
- Our Product Portfolio
- Key Milestones
- Key Financial indicator

### Strategy & Approach

- Market Opportunities
- Key Differentiators
- Strategic Priorities

### Business Operations

- Manufacturing Facilities
- Distribution Network and Marketing
- Research and Development

### Governance & Financials

- Board of Directors & Key Management Personnel
- Awards & Recognition
- Corporate Social Responsibility
- Financial Snapshot and Shareholding Pattern

## **HISTORY & PROFILE**



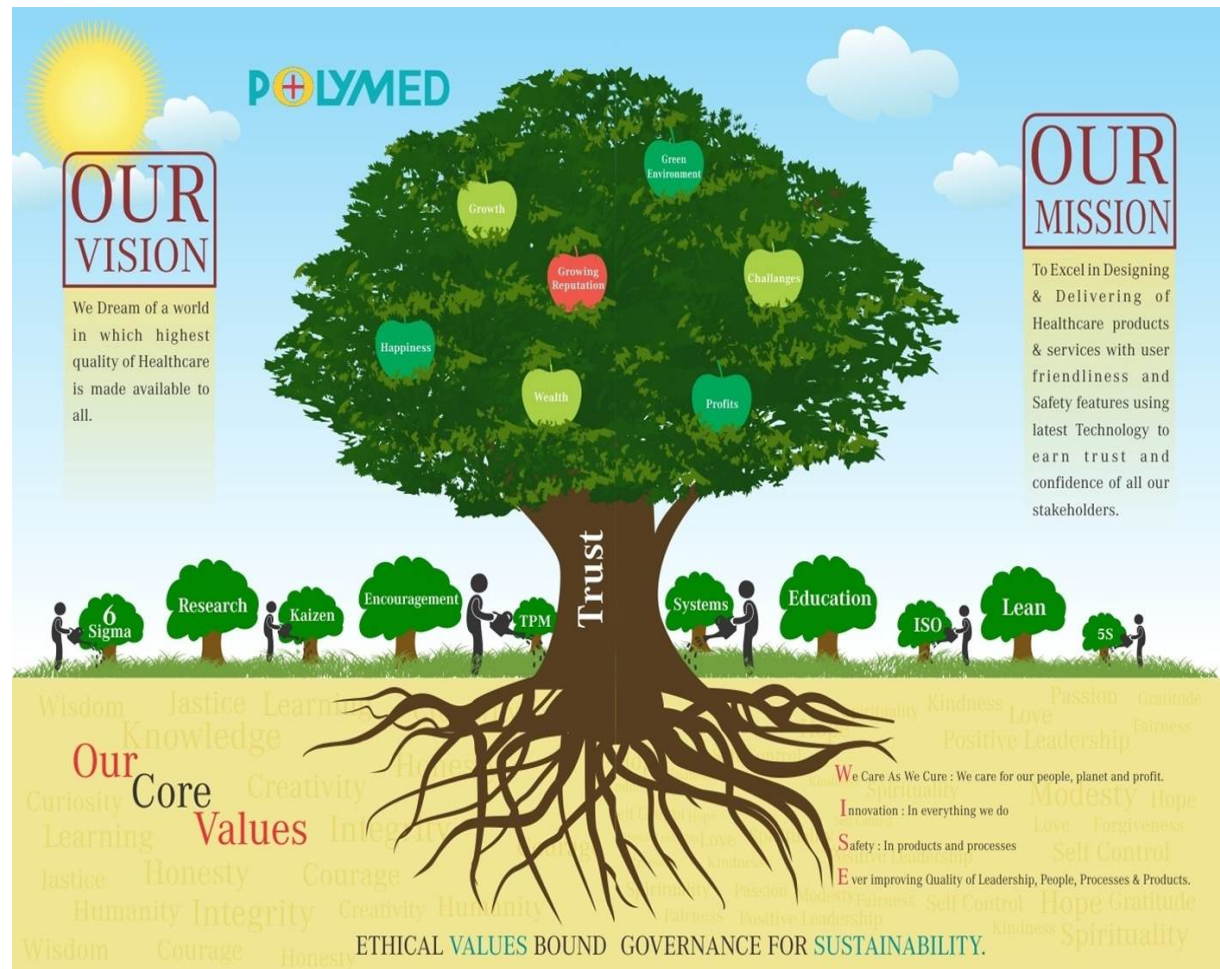
## ABOUT OUR COMPANY

### The Beginning

- Started manufacturing activities in April 1997 at Faridabad with a vision of providing highest quality healthcare at affordable prices to all

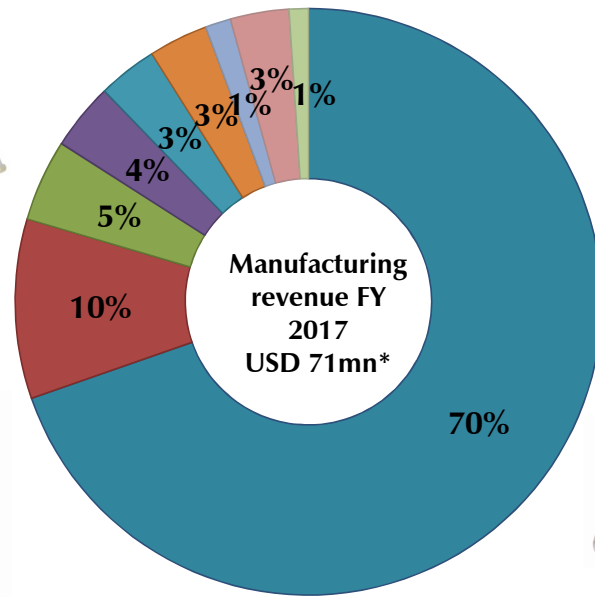
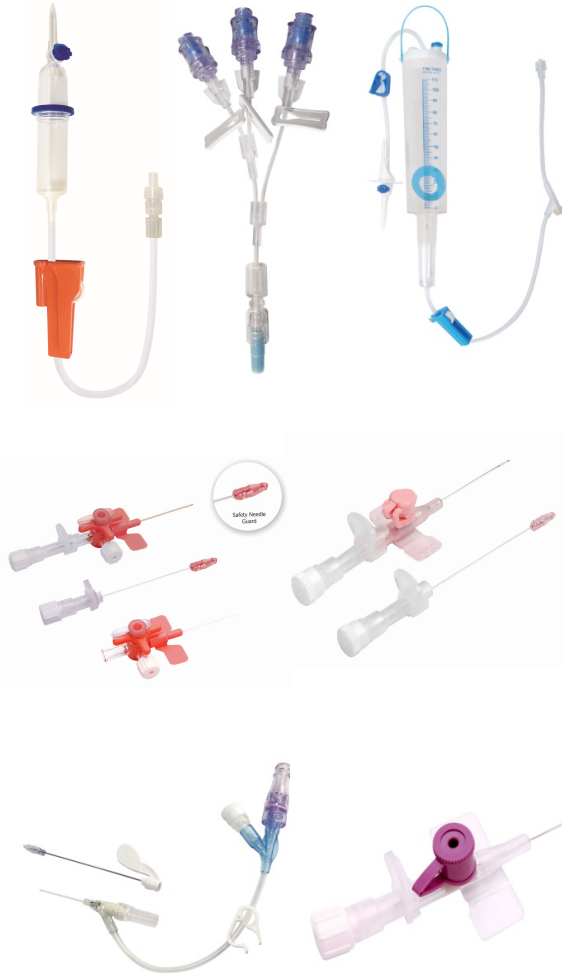
### The Company Today

- Largest Exporter of disposable Medical Devices from India
- Producing over 3 Million disposable Medical Devices per day
- Producing over 125 different disposable Medical Devices
- Products sold in over 100 Countries
- Over 2000 full time employee working at different facilities
- Over 145 patents



# OUR PRODUCT PORTFOLIO

Infusion Therapy/Vascular Access



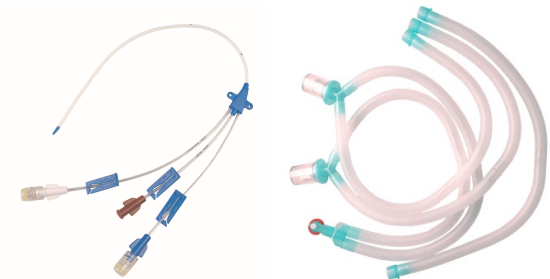
- INFUSION THERAPY/ VASCULAR ACCESS
- BLOOD MANAGEMENT SYSTEMS
- SURGERY AND WOUND DRAINAGE
- UROLOGY
- RESPIRATORY CARE
- CRITICAL CARE
- OTHERS
- DIAGNOSTIC
- GASTROENTEROLOGY



Surgery & Wound Drainage



Blood Management

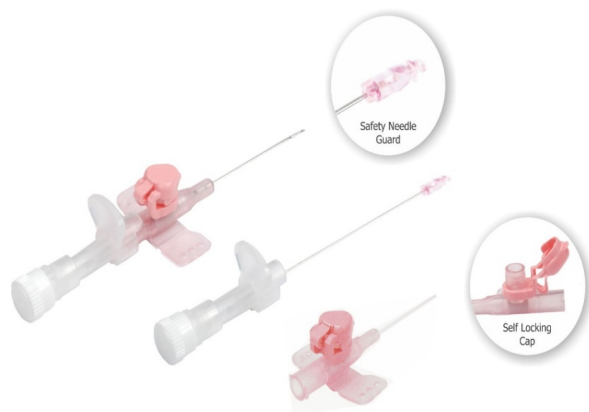


Others

\*Standalone FY 2017



## PATENTED PRODUCTS



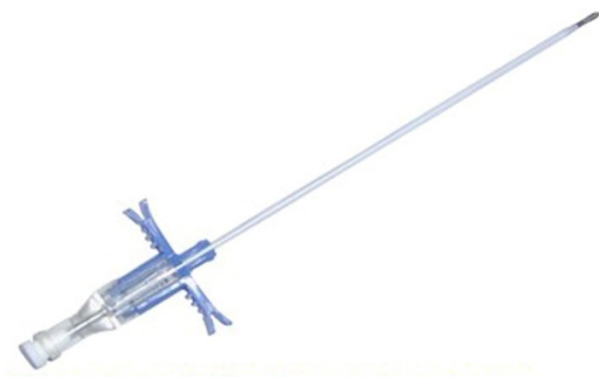
Safety I V Cannula



Blood Collection Needle



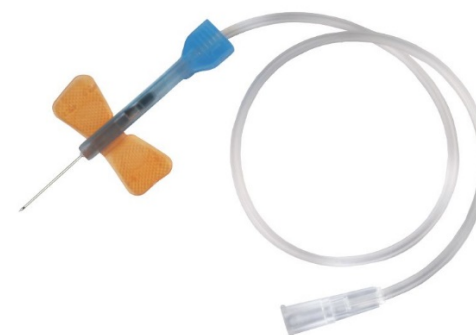
Safety Fistula Needle



Safety OTN Sheath  
Dilator



Safety Closed IV Cannula  
System

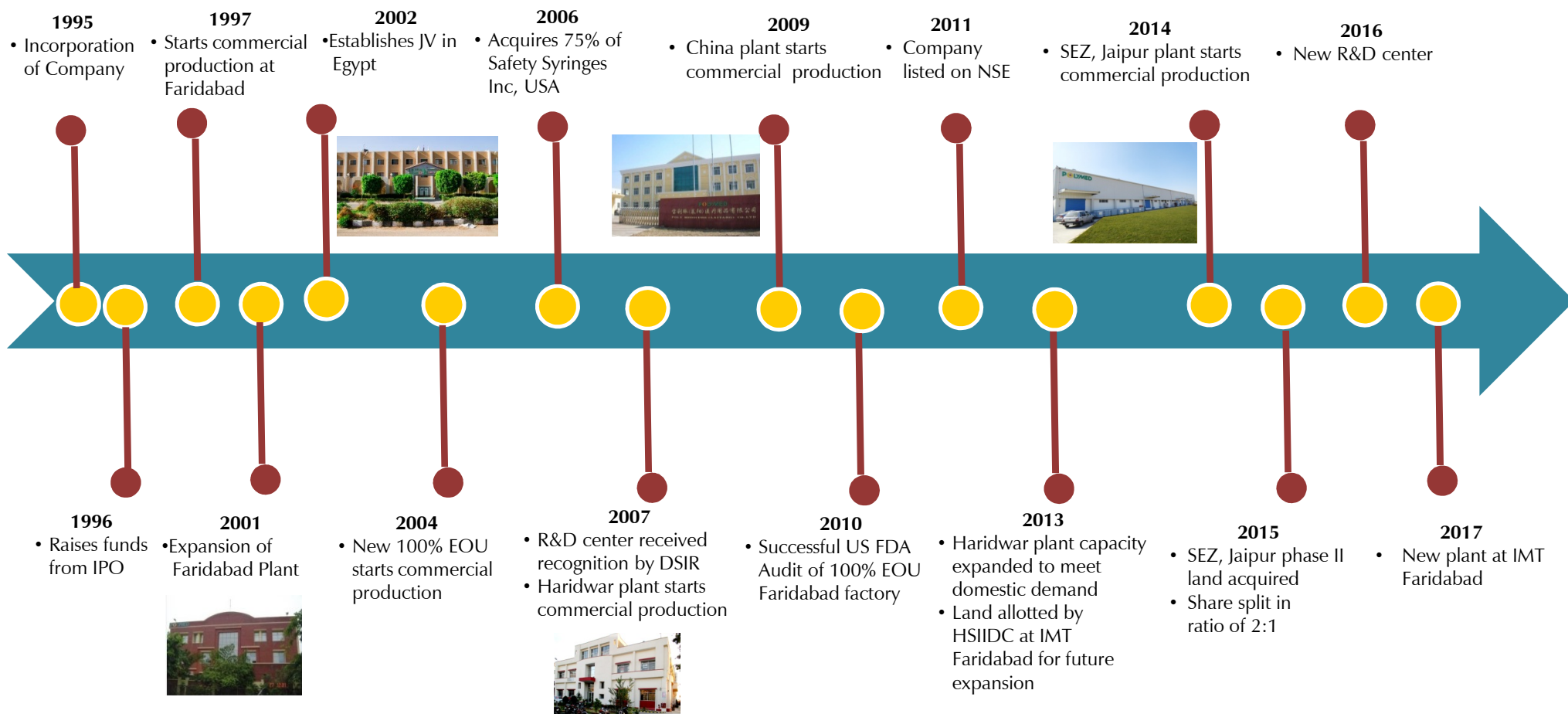


Safety Blood  
Collection Set



## KEY MILESTONES

### Creating Shareholder Value



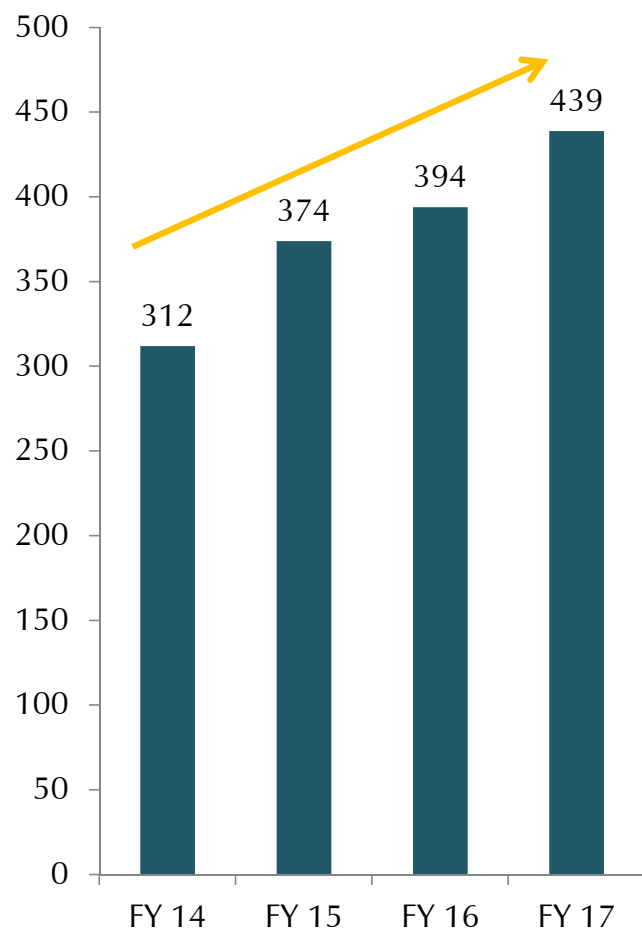




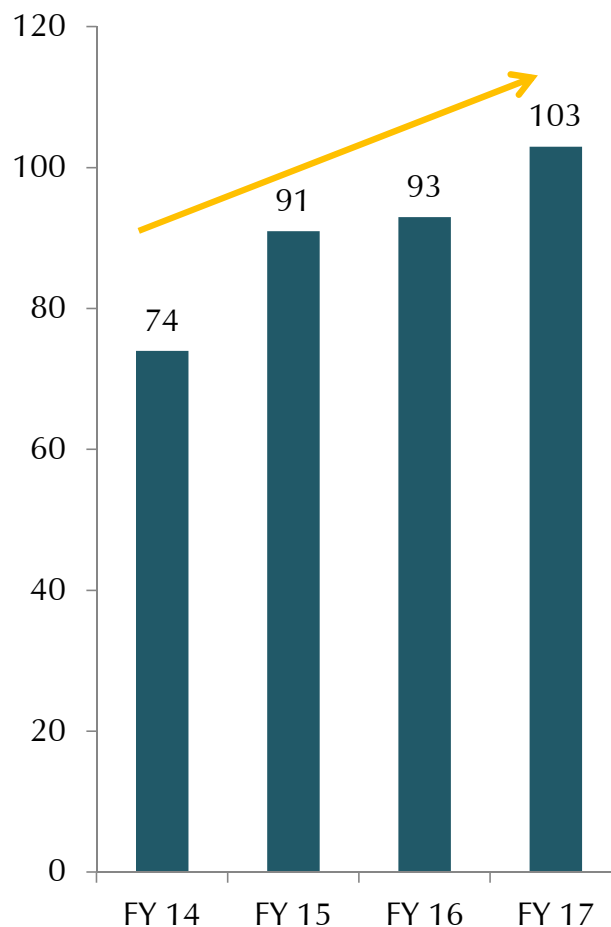
## KEY FINANCIAL PARAMETERS

Figures In cr  
**Standalone Financials**

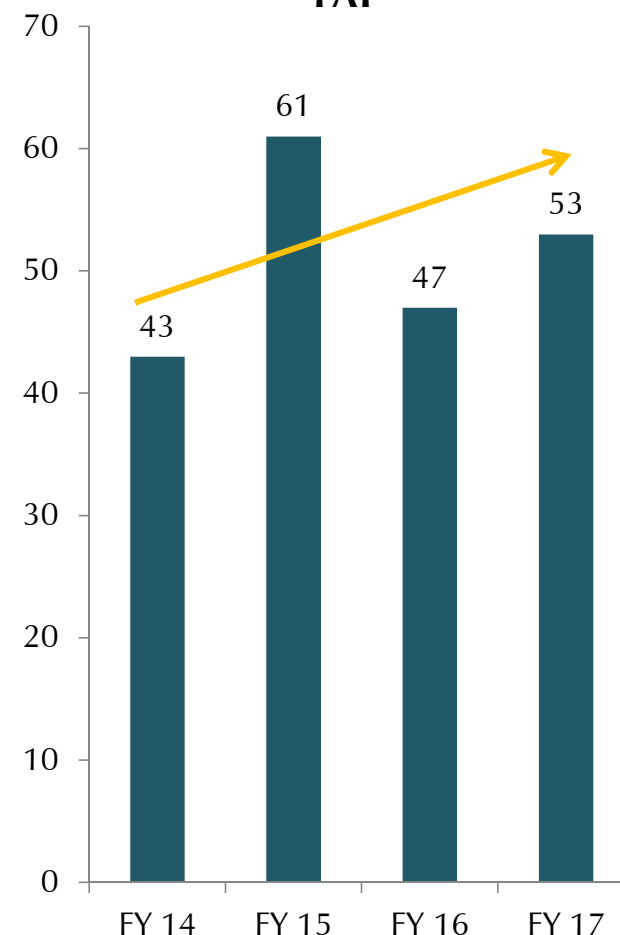
**Revenue**



**EBITDA**



**PAT**

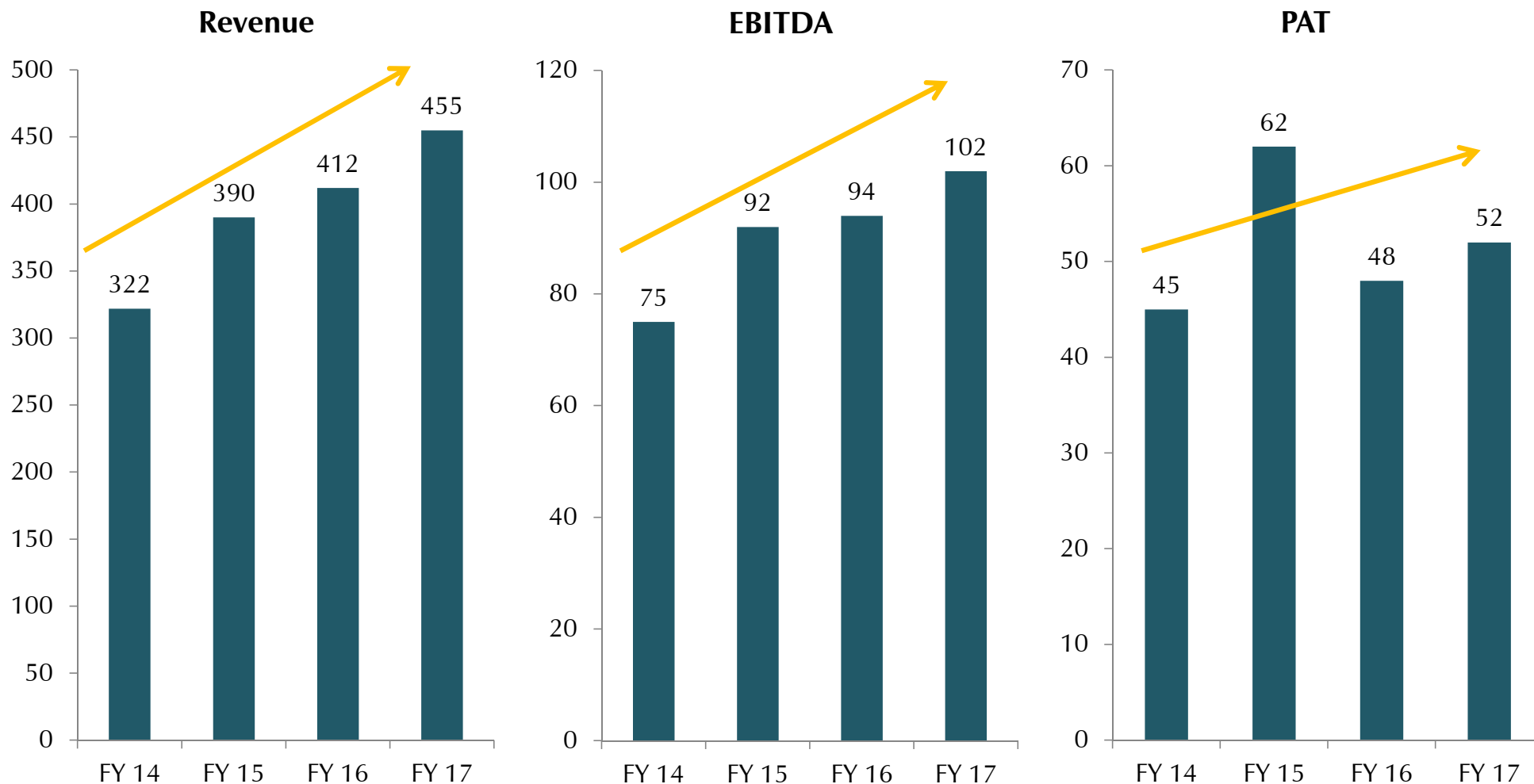


**Sustained Growth with improving top-line, EBITDA and bottom-line**



## KEY FINANCIAL PARAMETERS

Figures In cr  
**Consolidated Financials**



**Sustained Growth with improving top-line, EBITDA and bottom-line**

## STRATEGY AND APPROACH

## MARKET OPPORTUNITIES



### Affordability:

- National Health Policy 2017, which aiming to provide healthcare in an assured manner to all.
- Increasing public health expenditure to 2.5% of the GDP.
- The policy proposes increasing access, improving quality and reducing costs.

### Market Growth:

- High growth potential with rise in organized healthcare & increased awareness
- Focus on local innovation to improve access and affordability
- Demand for healthcare is growing rapidly

### Make in India:

- GOI has identified medical devices as a sunrise sector & has recommended promotion of manufacturing of medical devices in alignment with 'Make in India' strategy
- Company believes that it is well positioned to emerge as a preferred JV partner for international companies looking to strengthen their position in India with the introduction of 100% FDI in medical devices sector
- Increase in Custom Duty on Import of Medical devices in Jan 2016 by 5-8% & reduction in custom duty on raw material to 10% from 2.5%

### New Rules & Regulation for Medical Devices finalized in 2017:

- The new Rules & Regulations have been notified for the Medical Devices on 31 Jan 2017 to be implemented from 1<sup>st</sup> Jan 2018. Almost all Medical Devices will now be regulated & uniform Standards will be applicable on manufacturing of such Devices.
- The Company believes it is uniquely positioned to quickly corner a significant market share from unregulated players



## KEY DIFFERENTIATORS

### Diversified Product Portfolio

- More than 125 products covering varied therapeutic segments
- Wide geographical diversification (70% of revenues generated through exports to 100+ countries)



### Innovation Capability

- Over 145 patents granted and another 350+ patents filed across many countries globally
- Successfully defended IPs against MNC in Europe



### Manufacturing Competence

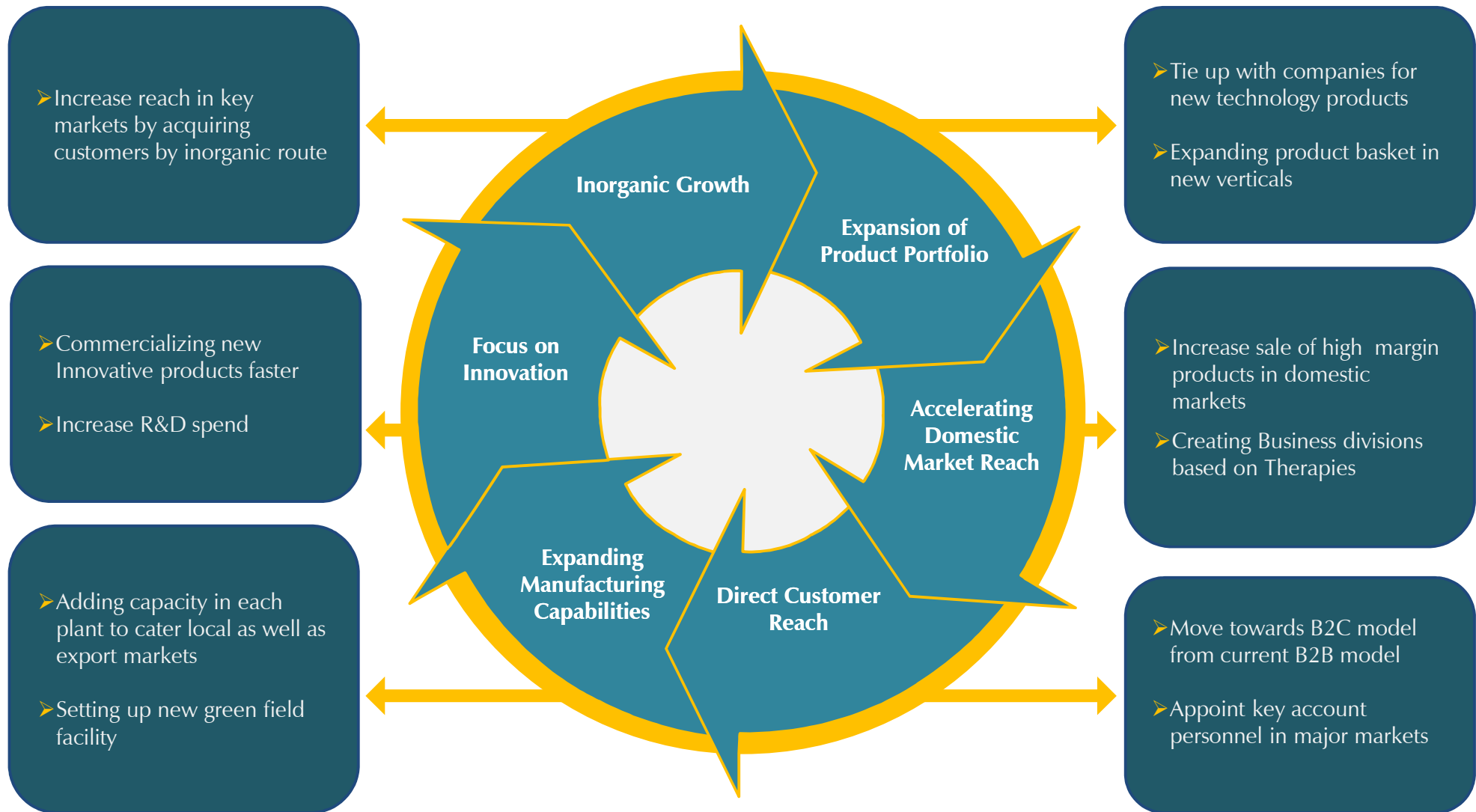
- 5 manufacturing facilities in India and 1 in China, 1 JV in Egypt.
- More than 50% of the export business generated from highly regulated markets



### Experienced Management

- Strong management with experience in Innovation, Product Development and Manufacturing
- Senior management has representation on prominent industry bodies (MD of the company is Chairman, CII Medical Devices Division, Co-Chairman of PHDCCI Health Committee and Member of the Governing Council of Healthcare Federation of India -NATHEALTH)

## STRATEGIC PRIORITIES



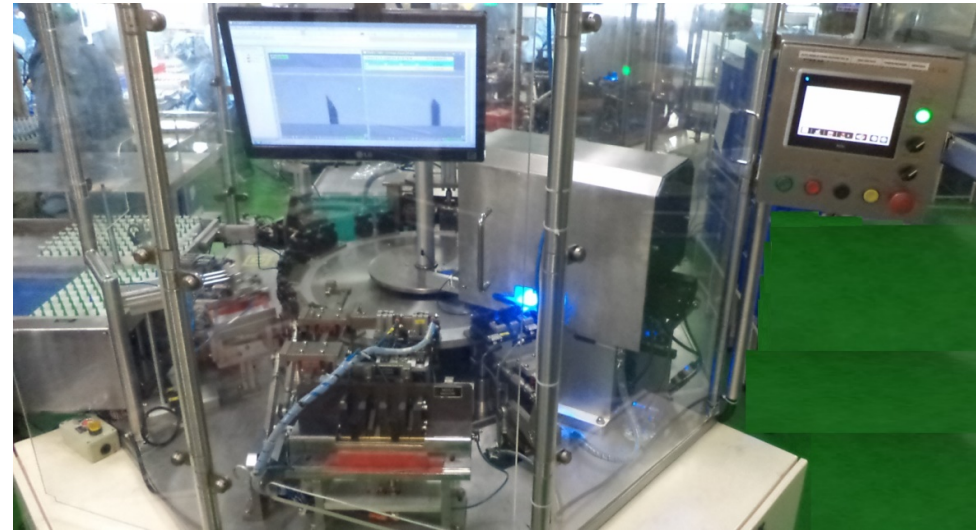


## **BUSINESS AND OPERATIONS**

## MANUFACTURING FACILITIES

### 5 Manufacturing Plants & additional land acquired for future expansion

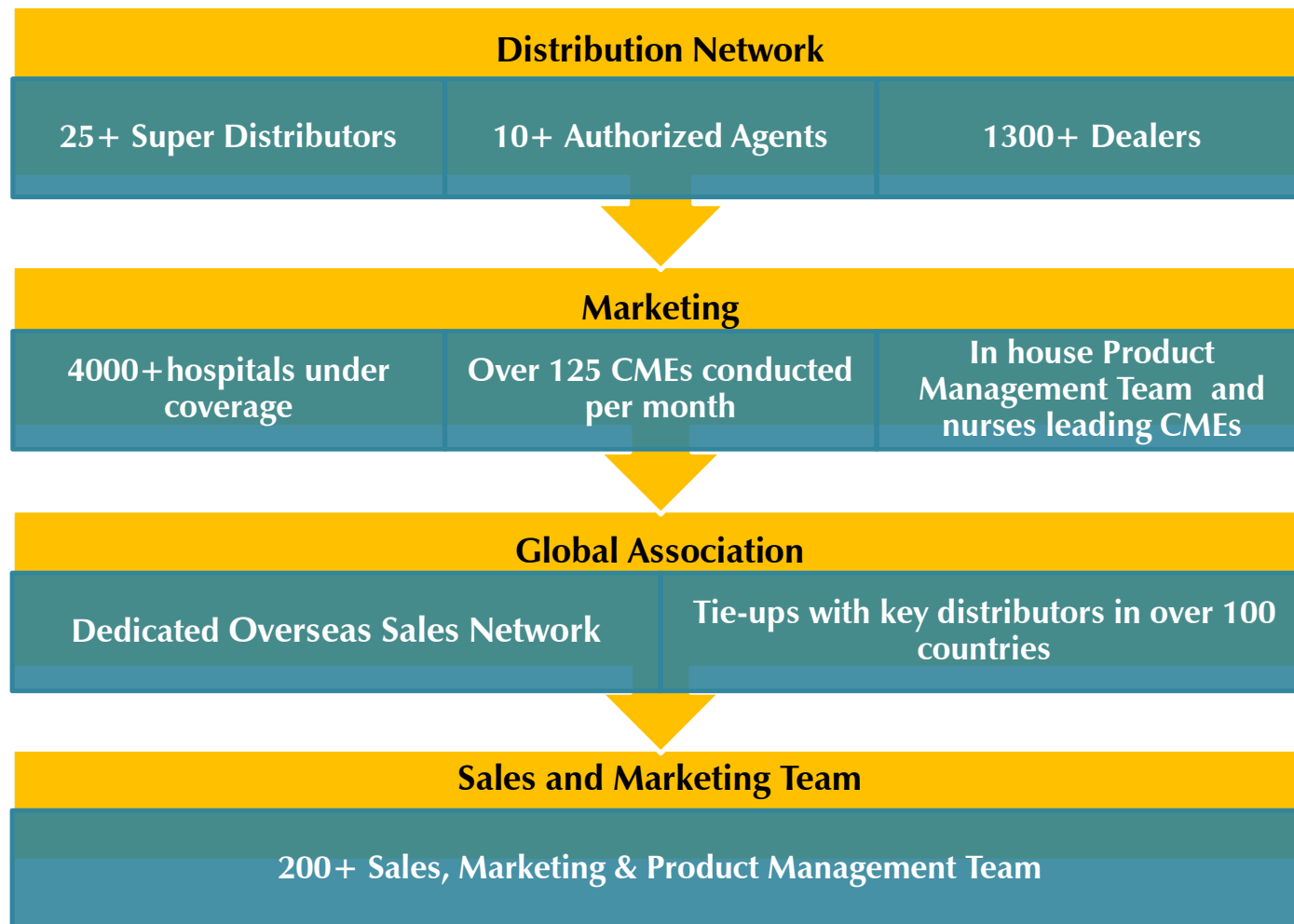
- Faridabad (3 facilities) and 1 each in Haridwar and Jaipur
- One facility in China (wholly owned subsidiary)
- State of the art facilities with capacity to expand rapidly
- All Manufacturing facilities are certified by EU (CE Certification); one facility USFDA Audited
- One dedicated R&D facility in Faridabad





## DISTRIBUTION NETWORK\*

### CMEs



\* As on 31<sup>st</sup> August 2017





## RESEARCH & DEVELOPMENT

R & D facility approved by Ministry of Science & Technology, GOI

30+ Engineers in new product development /design

20+ Engineers in value-engineering, operational excellence and automation

Over 145 patents granted and 350+ patents filed

## Business Standard

### Poly Medicure wins patent battle against B. Braun melsungen in European market

ANI | New Delhi [India] July 12, 2017 Last Updated at 17:35 IST

The German pharmaceutical and medical technology group B. Braun melsungen has lost a patent dispute with the Indian competitor Polymedicure since 2009.

This involves intravenous safety catheters, which had protected B. Braun with several European patents.

When a physician applies such a catheter to a patient, a needle guard automatically protrudes over the tip when the needle is withdrawn from the arm. This protects the doctor and nursing staff. Conventional catheters lack such a needle guard. Polymedicure also sells intravenous safety catheters, but their needle protection is somewhat different.

In May, the eight-year patent dispute between the two medical device manufacturers ended, as the European Patent Office (EPO) finally also rejected the last of the three patents. Thus, B. Braun has ultimately lost all three patents, and Polymedicure can freely use the European market. In addition to Germany, the dispute also concerned the Netherlands, Spain and Italy, informed Himanshu Baid, MD- Polymedicure.

The patent dispute between the two companies began at the Medica 2009 trade fair. At that time, B. Braun filed a provisional injunction against Polymedicure against the patent EP 1911486, thus dispensing with their measurements.

However, the injunction was revoked in February 2010 by the Regional Court of Appeals (District Court) Düsseldorf (District Court of Appeals 4b O 227/09) and in the second instance by the Oberl and esgericht (Higher Regional Court, Düsseldorf) (District Court I - 2 U 37/10) In parallel opposition proceedings, the European Patent Office (EPO) completely annulled the patent in September 2014. This led to a parallel discussion in Italy.

In addition, the Düsseldorf court had suspended the proceedings for the other two patents until their legal position had been clarified (Section 4b O 157/10).

The EPO had revoked EP 1604700 in 2014, and lastly, EP 1911487. Now only the publication of the decision of the regional court on the last patent has been published (line 4b O 115/13). At the same time, B. Braun had obtained an injunction in Spain and applied an interim injunction in the Netherlands.

## GOVERNANCE AND FINANCIALS



## KEY MANAGEMENT PERSONNEL



### Board of Directors

Mr. D R Mehta  
(Independent Director and Chairman)

Mr. Jugal Kishore Baid  
(Non Executive  
Director)

Mr. Prakash Chand Surana  
(Non Executive  
Independent Director)

Mr. Yeshwant Singh  
Choudhary  
(Non Executive  
Independent Director)

Dr. Shailendra Raj Mehta  
(Non Executive  
Independent Director)

Mrs. Mukulika Baid  
(Non Executive Director)

Mr. Himanshu Baid  
(Managing Director)

Mr. Rishi Baid  
(Executive Director)

Dr Sandeep Bhargava  
(Additional Director)

### Key Management Personnel

Mr. Vishal Baid,  
President – Corporate  
Sales & Marketing

Mr. Neeraj Raghuvanshi,  
Chief Operating Officer

Mr. Hemant Bhalla,  
Vice President –  
Sales & Marketing

Mr. J.K. Oswal,  
Chief Financial Officer

Mr. P.K. Gupta,  
Sr General Manager –  
Automation

Mr. Sujit Gupta  
Sr. General Manager -  
Exports

Mr. Rakesh Bothra  
Sr. General Manager -  
Shipping & Logistics

Mr. Amitabh Sagar,  
Chief Human Resources  
Officer

Mr. V.K. Sharma  
Sr. General Manager -  
R&D

Mr. Avinash Chandra,  
Company Secretary

\* As on 31<sup>st</sup> Aug 2017



## AWARDS AND RECOGNITION

### Innovation

- National Award being received by Mr. Rishi Baid, Executive Director from **Prime Minister of India, Mr. Narendra Modi** on 18<sup>th</sup> October 2016



## AWARDS AND RECOGNITION

### Export

- **Gold Award for Patents by Pharmaceuticals Export Promotion Council** in the Years 2010-11 & 2015-16 for commendable contribution to pharmaceutical Patents
- **Silver Patent Award by Pharmaceuticals Export Promotion Council** for the years 2009-10, 2010-11 & 2011-12.
- **Top exporter award by the Plastics Export Promotion Council, Govt. of India** for the Years 2011-12, 2012-13, 2013-14 & 2014-15
- **"Top Haryana State Export Award"** for the 4<sup>th</sup> consecutive year: 2012-13, 2013-14, 2014-15 & 2015-16.





## AWARDS AND RECOGNITION

### INTERACTION WITH PRIME MINISTER OF INDIA

**Prime Minister Mr. Narendra Modi** interacted with 212 young entrepreneurs at the "Champions of Change" initiative organized by NITI Aayog, Government of India at Pravasi Bharatiya Kendra, New Delhi on August 17 2017. Mr. Himanshu Baid, Managing Director was invited for this program and represented Medical Device Industry.



# CORPORATE SOCIAL RESPONSIBILITY

- Supporting Education and Socio Cultural activities
- Promoting education for visually & mentally challenged children
- Providing safe drinking water and toilets facility for girl child in schools
- Supporting various NGOs including Jaipur Foot involved in upliftment of physically challenged persons
- Relief supplies in Disaster prone Areas
- The Akshaya Patra Foundation recognized & appreciated the contribution of promoter director Mr. J.K. Baid for supporting mid-day meal scheme in schools. He was honored by Mr. Bill Clinton, Former President of United States of America, for the above contribution (July 2014)





## FINANCIAL SNAPSHOT & SHAREHOLDING PATTERN

Consolidated Figures In cr

Particulars	For the period ended 31 <sup>st</sup> March			
	2014	2015	2016	2017
Revenue From Operations (Net)	322	390	412	455
EBITDA	75	92	94	102
EBITDA Margin	23%	23%	23%	22%
Net Profit	45	62	48	52

### Consolidated Balance Sheet Summary

Particulars	As on 31 <sup>st</sup> March			
	2014	2015	2016	2017
Shareholder Funds	146	196	229	264
Long term loans	39	40	31	48
Short term loans <sup>1</sup>	10	21	33	32
Gross Fixed Assets	220	271	312	363
Current Assets	120	160	171	205
Current Liabilities <sup>2</sup>	89	113	109	119

### Shareholding Pattern (as on March 31, 2017)

Shareholding of Promoter and Promoter Group	
Indian	48.50%
Foreign	0.26%
<b>Total</b>	<b>48.76%</b>
Public Shareholding	
Institution	5.94%
Non Institution	45.30%
<b>Total</b>	<b>51.24%</b>

<sup>1</sup> includes current maturities of long term loan

<sup>2</sup> excludes current maturities of long term loan

All figures are rounded off



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**Thank You**