



Poised for great opportunities to work differently
with health care providers “beyond the device.”

October 2019

www.polymedicure.com

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Polymed at a Glance

Our Story & Global Footprints

Financial Outlook

Innovative and Winning Product Range

R&D Capability

Manufacturing Excellence

Training, Education & CSR

Responsible Manufacturer & Future Direction

PURSUIT OF QUALITY & AFFORDABLE HEALTHCARE

Poly Medicure Ltd is one of the **leading** medical devices manufacturer and exporter in India with a dominant position in medical consumables market with the focus on **Innovation, Safety, and Quality.**

We are one of the **Fastest Growing** Medical Devices Company in India.

INR 611 Cr.

Consolidated Annual Turnover

125+

Medical Devices

110+

Countries Presence

1950+

Employee Base

3 Million

Medical devices
Manufacturing capacity per day

Amongst the Top 5

I.V. Cannula Manufacturer
in the world

1st

Indigenous Dialyzer Manufacturer

250+

Sales Associates

5000+

Hospitals Reach

20+

Clinical Specialists

40,000+

HCP's Reach

Largest Exporter

Largest exporter of Consumable
Medical Devices from India for **last 6**
years in a row.

INNOVATION, AN INTEGRAL PART OF POLYMED STORY

Creating value by developing innovative
healthcare products, which are **Safe** for
medical fraternity and patients.

Curing Millions of patients daily with
products manufactured in POLYMED
plants across **Four Countries**.

“India Medical Device Company of the Year”



Polymed Bagged the prestigious honor as the India Medical Device Company of the Year by Department of Pharmaceuticals, Government of India on **Feb 18, 2019.**

Awards and Recognition

Medical Device Company of the Year 2018

By DoP, Govt. of India



Gold Award

By PHARMEXCIL for
commendable contribution to
medical devices patents



Export Excellence Award

By FIA, Haryana



*National Award Being Received By Mr. Rishi Baid,
Executive Director From **Prime Minister** Of India,
Mr. Narendra Modi On 18th October 2016*



Top Exporter Award

By PEC, Dept of Commerce,
Govt. of India



Star Performer Award

By EEPC India regional award
(Northern) for Export Excellence



Dare to Dream

By Zee Business in the category of
Emerging Company of the year

Board of Directors & Management



Mr. Devendra Raj Mehta
(Chairman,
Non Executive Independent Director)



Mr. Jugal Kishore Baid
(Non Executive Director)



Mrs. Mukulika Baid
(Non Executive Director)



Dr. Shailendra Raj Mehta
(Non Executive Independent Director)



Mr. Prakash Chand Surana
(Non Executive Independent Director)



Dr. Sandeep Bhargava
(Director)



Mr. Alessandro Balboni
(Non Executive
Non Independent Director)



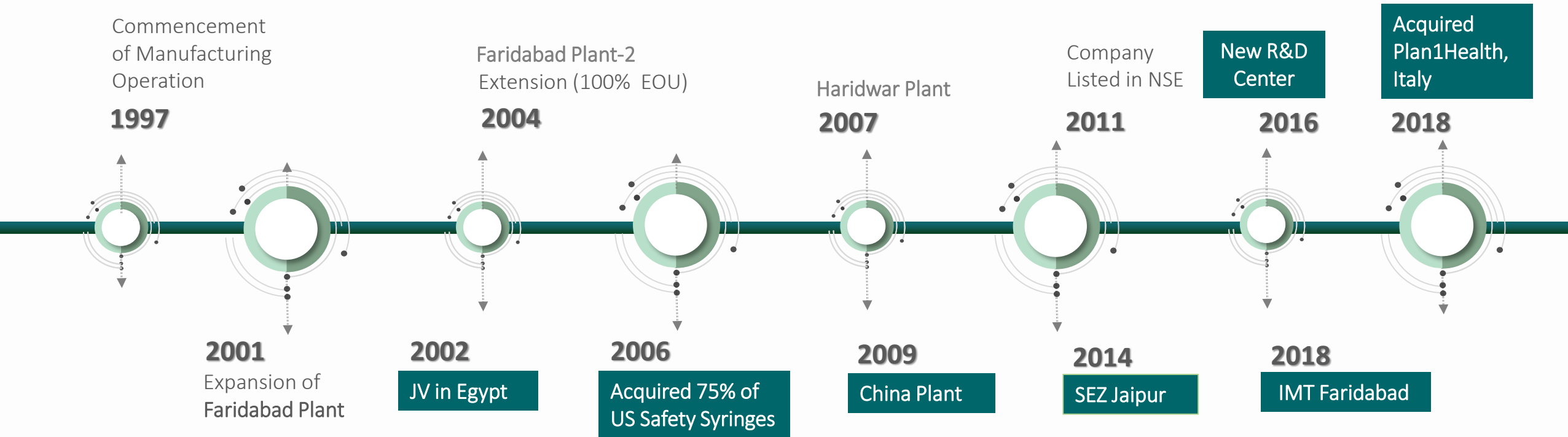
Mr. Himanshu Baid
(Managing Director)



Mr. Rishi Baid
(Joint Managing Director)

Strong Management with experience in Innovation, Product Development and Manufacturing

Established in 1997, Polymed is a key player in the Indian Medical Devices Industry

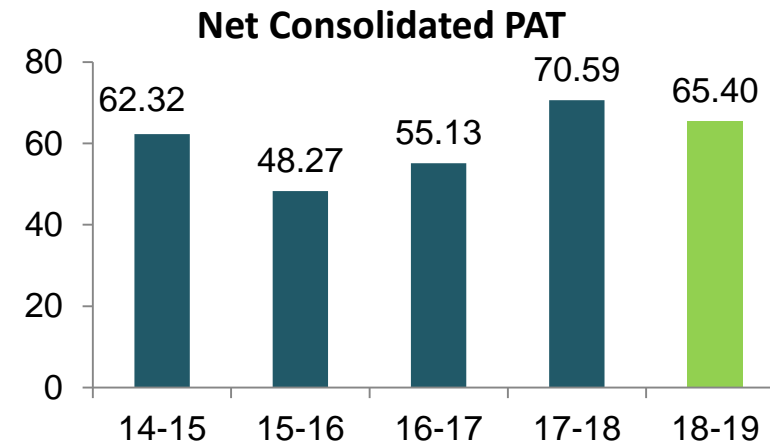
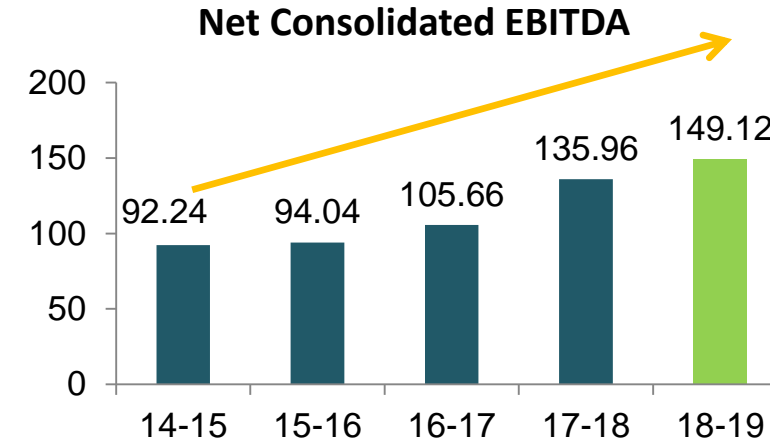
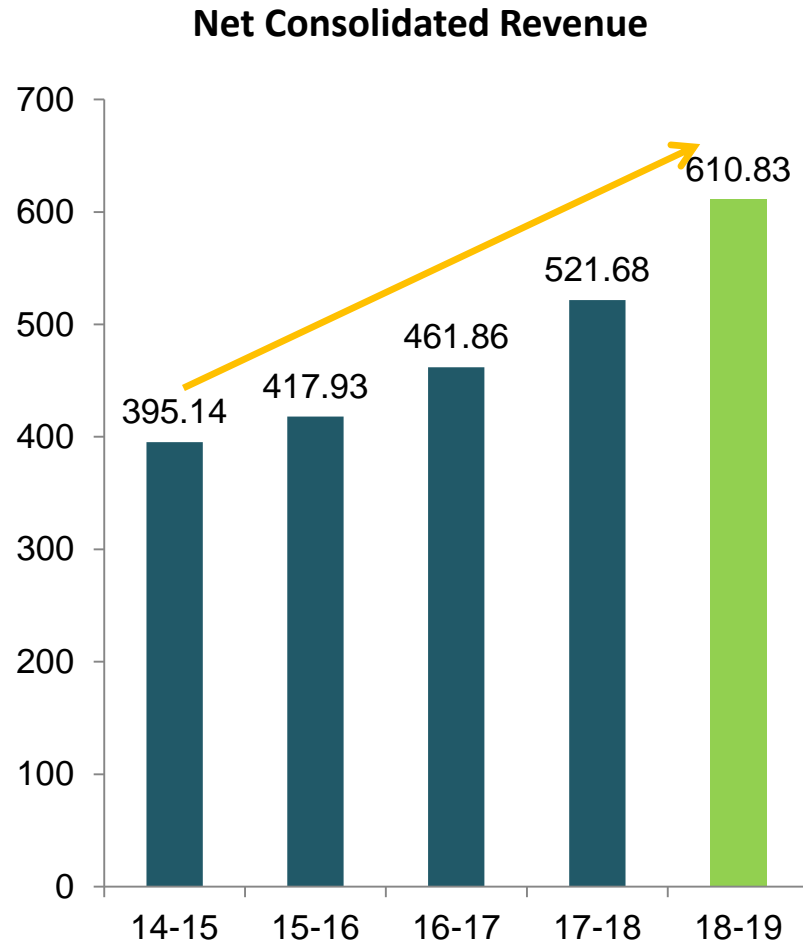




ACROSS THE **WORLD**, WE SERVE PEOPLE IN OVER
110+ COUNTRIES

Financial Snapshot

Figures In INR Crore

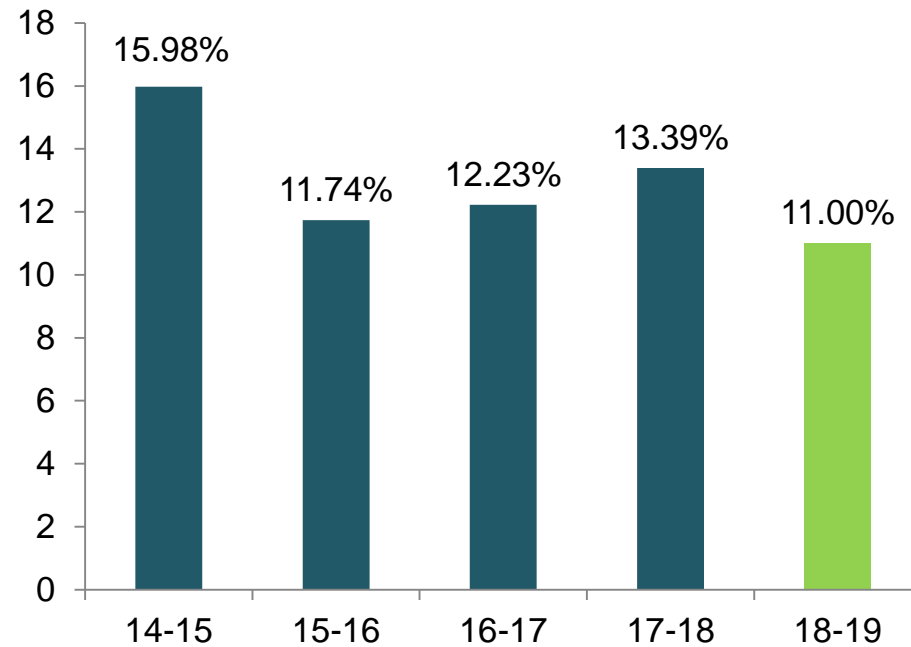


Sustained Growth with improving top-line, EBITDA and bottom-line

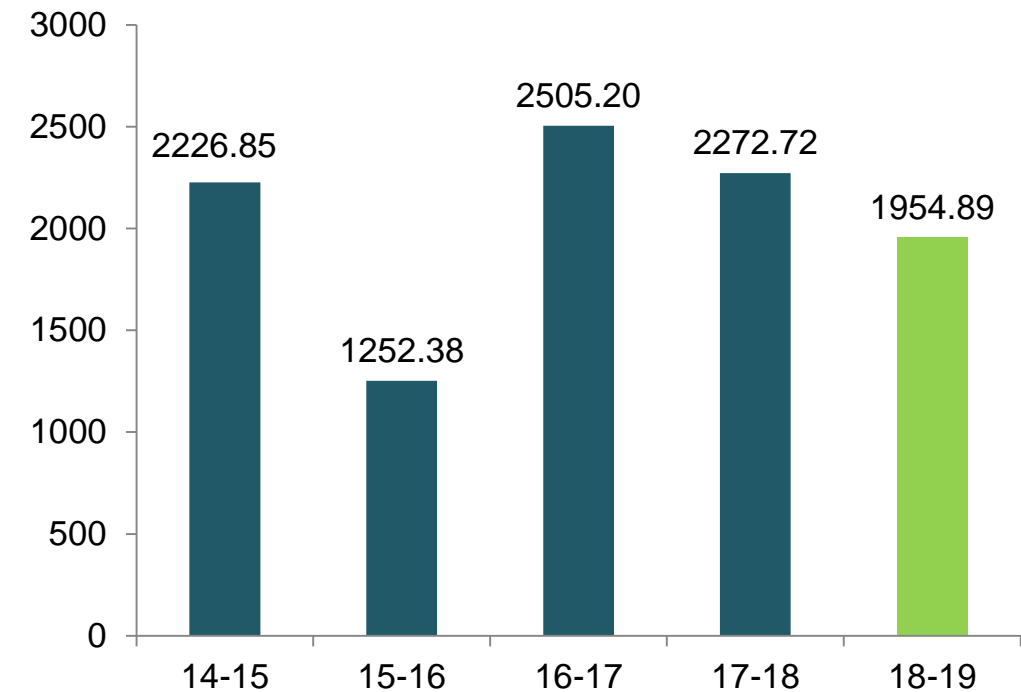
Financial Snapshot

Figures In INR Crore

Net Profit Margin%

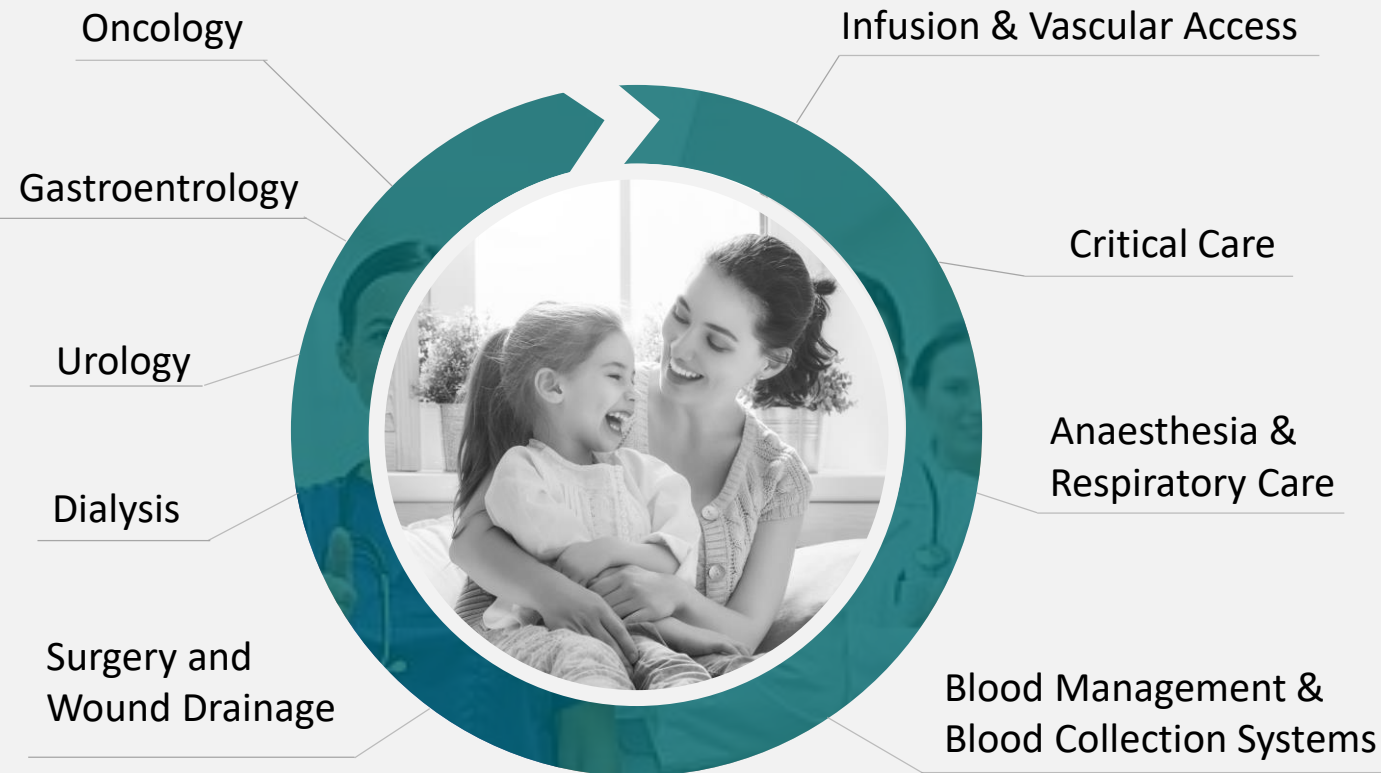


Market Capitalisation



Leading Medical Technology and Innovative Solutions

Comprehensive Product Range



Our Growth Verticals

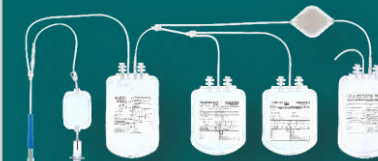
Vascular Access



Renal Care



Blood Transfusion



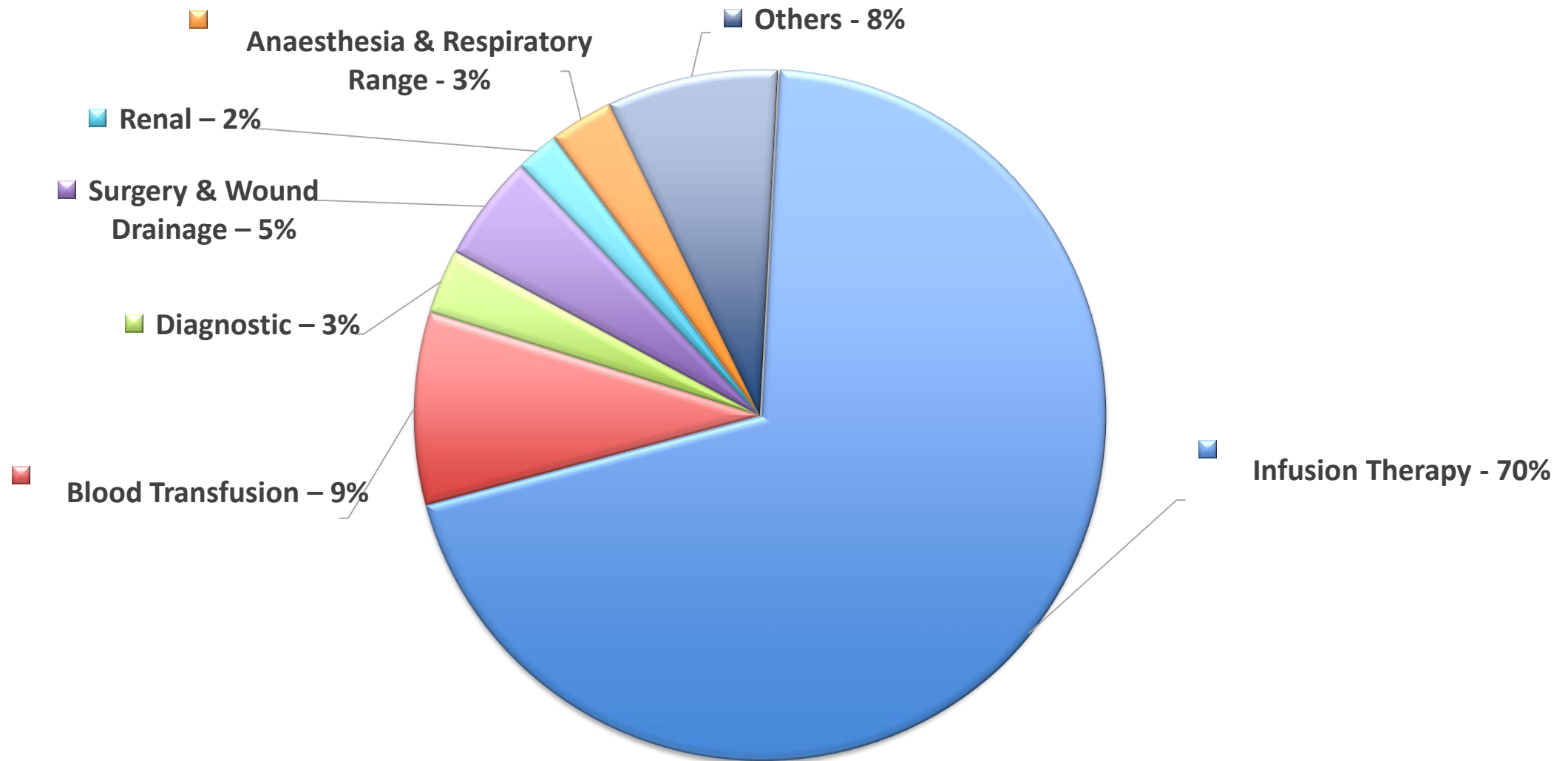
Diagnostic



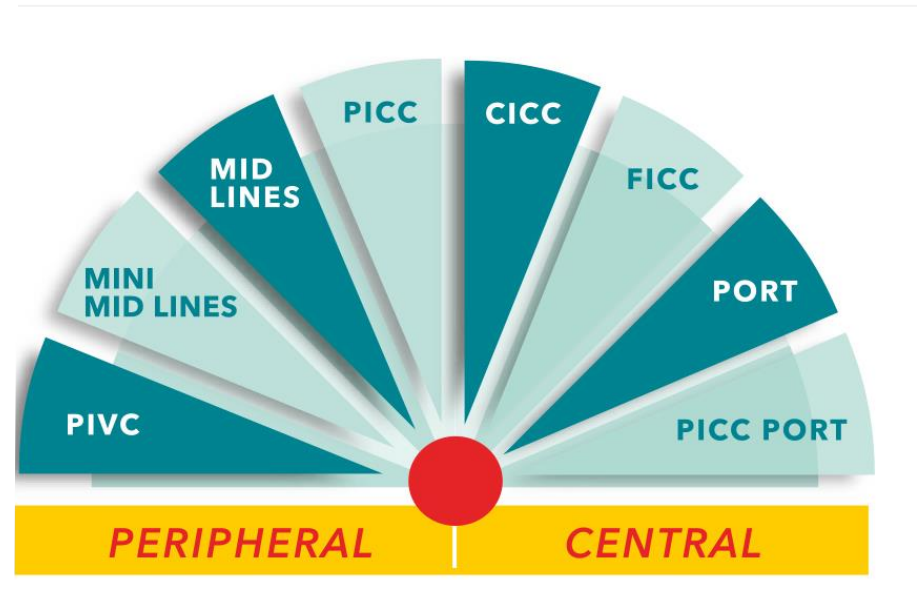
Portfolio of more than **125 Medical Devices**

22 Years of manufacturing excellence

Business Distribution – Products Category



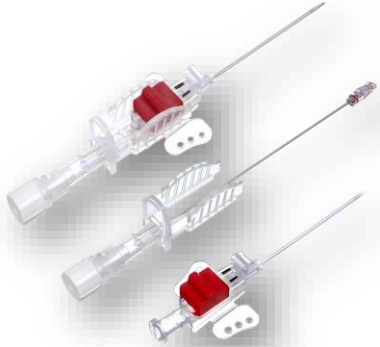
Addressing unmet needs in Vascular Access



- Short PIVC's
(Peripheral IV Cannula)
- Mini MID Lines
- MID Lines
- CVC (Central Venous Catheters)
- PICC (Peripherally Inserted Central Venous Catheters)
- PICC Ports



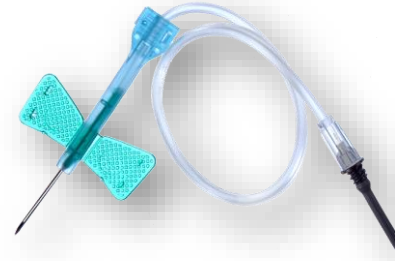
Our Patented Products



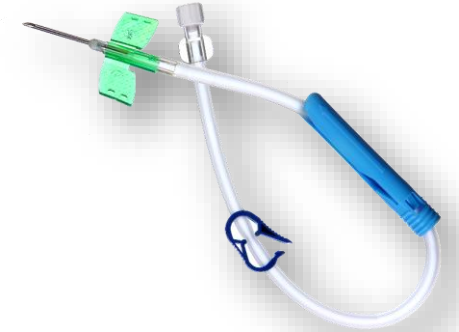
Arterial Cannula



Safety I V Cannula



Safety Blood
Collection Set



Safety Fistula Needle



Our Patents Recognition

Gold Award by PHARMEXCIL for commendable contribution to medical devices patents.

Our Patented Products



Auto Air Stop



Vial Access Spikes



Blood Safe I.V. Cannula



Closed System
I.V. Catheter

R&D, Regulatory and Process Capabilities

- R&D facility approved by the Ministry of Science & Technology, Government of India.
- All products are CE certified (EU Regulatory Compliant).



Manufacturing across four Countries

1st Medical Device
Company from India to
have overseas plants.



Over 200 Injection
Moulding Machines &
800+ Injection Molds



More than 100 automatic
assembly machines with
vision control systems.

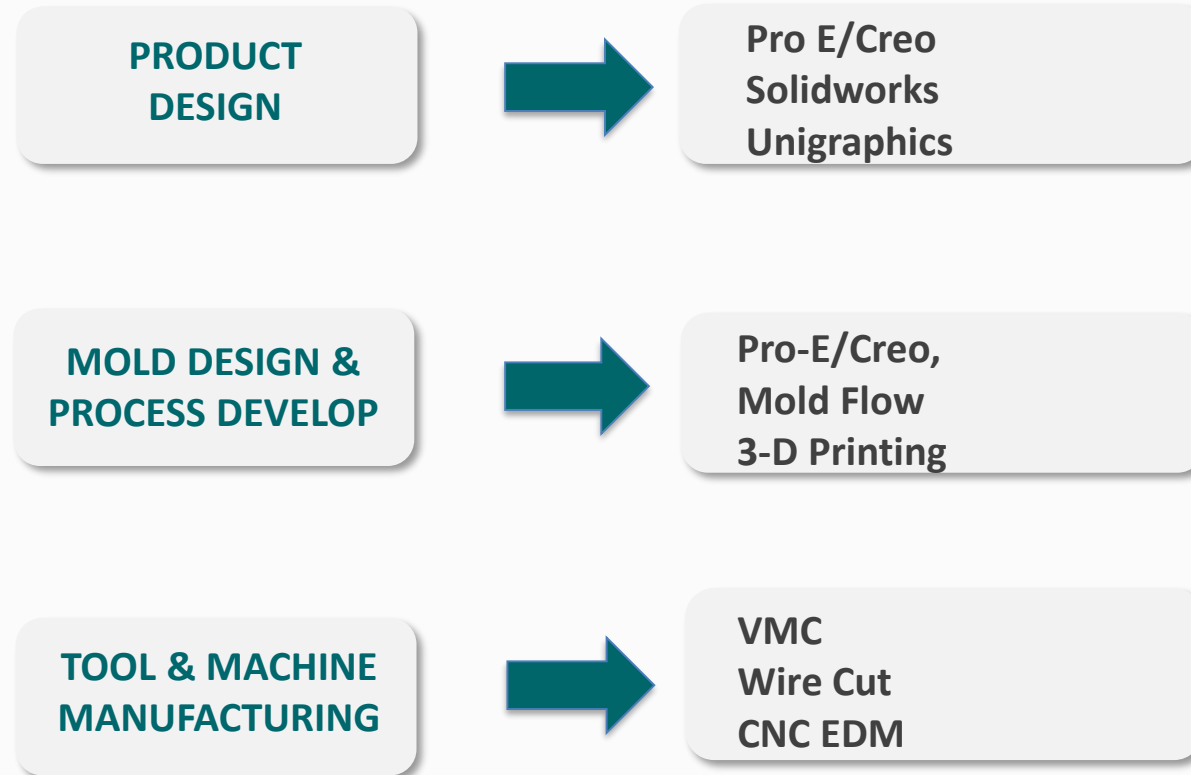


Manufacturing Excellence



Across four countries, we ensure our product maintains highest global standard.

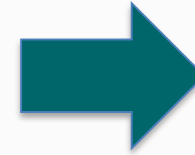
Fully integrated from Product Design to Manufacturing



Industrial Capabilities at Polymed

Volume Production Capacity

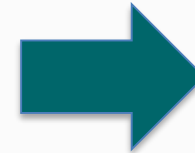
- 3 Million medical devices manufacturing capacity per day
- Adding 0.5 Million devices capacity per day by early 2020



**HIGH GLOBAL
VOLUME**

Clean Room

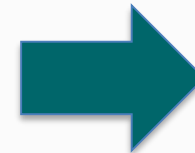
- Total clean room surface 100,000 square feet
- Additional 25,000+ square feet new clean room available by early 2020



**CLEAN ROOM
AVAILABLE IN INDIA
FOR NEW PRODUCTS**

Highly Qualified Team

- Regulatory team specialized in EC, FDA regulations
- Clinical Specialists Team
- International Customer Services Team

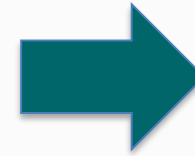


**TEAM WORKING FOR
PROJECT SUPPORT**

Industrial Capabilities at Polymed

Development Orientation

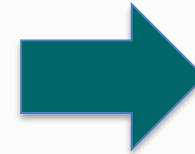
- R&D Team with 50+ engineers
- Process Engineering 30+ engineers
- Ability to create molds internally



**INFRASTRUCTURE FOR
JOINT DEVELOPMENT
AND TESTING**

Versatility in Solutions

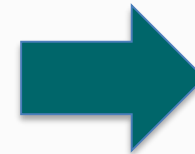
- Multiple technical solutions
- Multiple material handling capability



**ABILITY TO MEET
ANY NEED FROM
DIFFERENT MARKETS**

High Efficiency

- Robotized manufacturing
- Machine making capability
- In-house Tooling facility

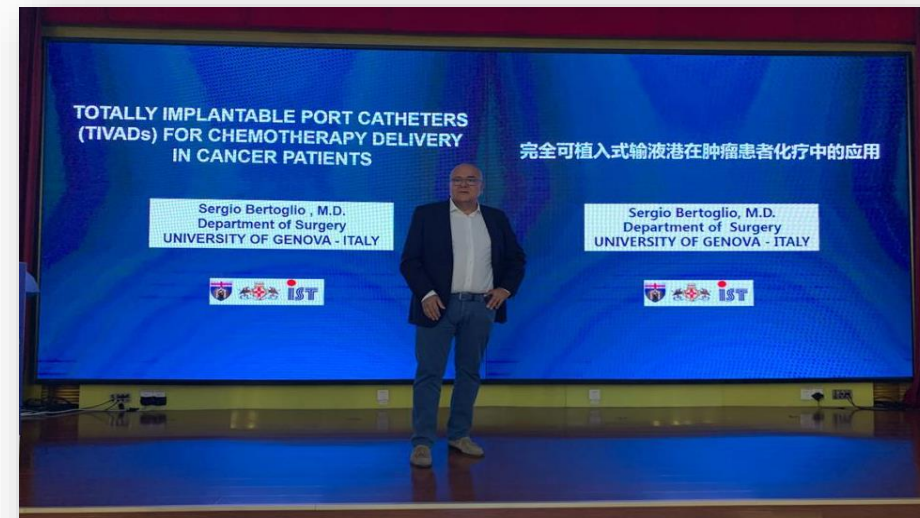


**EFFICIENCY AND COST
LEADERSHIP IN
MANUFACTURING
PROCESS**

Focus on Training & Continuous Medical Education



Focus on Training & Continuous Medical Education



Corporate Social Responsibility



Supporting Education and Socio cultural activities for underprivileged children in various school. Promoting education for visually & mentally challenged children.

Corporate Social Responsibility



Providing safe Drinking Water, Meals and Toilets for Girl Child in many schools. Supporting various NGOs including Jaipur Foot involved in Upliftment of Physically Challenged Persons Promoting Female Hygiene.

Future Direction

Inorganic Growth

- Increase reach in key markets by inorganic route.

Expansion of Product Portfolio

- Expanding product basket in existing and newer therapy areas.

Focus on Innovation

- Commercializing new innovative products faster.
- Increase R&D spend to 5% of revenue.

Advance Global Reach

- Increase footprints in the developed countries.
- Expand manufacturing capabilities in new geographies.

Direct Customer Reach

- Expand direct customer connect in domestic and global markets.
- Clinical engagement programs.

Our **mission** is to excel in designing & delivering of healthcare products and services with user friendliness and safety features using latest technology to earn trust and confidence of all stakeholders.



POLYMED For Healthcare Providers

Providing high quality
Medical Devices at optimal
cost and skill support.



POLYMED For Patients

Providing access to quality
and affordable medical
technologies.



POLYMED for Society & Sustainability

We Integrate sustainability
principal into our innovation,
and manufacturing.



POLYMED for Employees

Safe and equal
opportunities at the
workplace.

Thank You

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