



Uniquely positioned to deliver value and solutions
“beyond the device.”

June 2020

www.polymedicure.com

Content

Polymed at a Glance

Our Story

Global Footprints

Financial Snapshot

Innovative and Winning Product Range

R&D Capability

Manufacturing Excellence

Training, Education & Corporate Social Responsibility

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 687 Crores
Consolidated Annual Turnover

130+
Medical Devices

110+
Countries Presence

2000+
Employee Base

3.5 Million
Medical devices
Manufacturing capacity per day

Amongst the Top 5

I.V. Cannula Manufacturer
in the world

1st

Indigenous Dialyzer Manufacturer

275+

Sales Associates

5500+

Hospitals Reach

20+

Clinical Specialists

40,000+

HCP's Reach

Largest Exporter

Largest exporter of Consumable Medical
Devices from India **8 years** in a row.

INNOVATION, AN INTEGRAL PART OF POLYMED STORY

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

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

Vision

Serve people through innovative
health care solutions

Mission

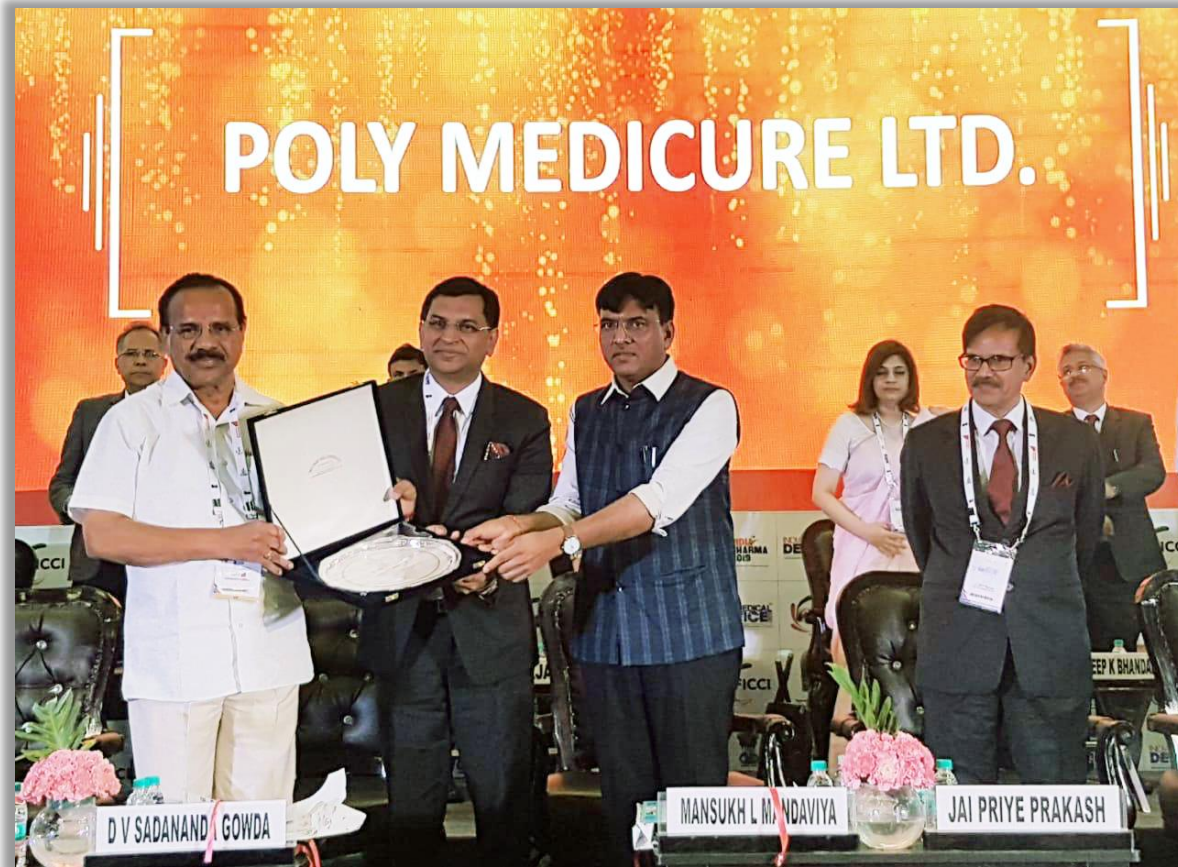
We create value for our stakeholders
by providing patient centric Medical
Technology for a healthier world

Values

- Integrity
- Ownership
- Care
- Learning
- Inclusivity



“India Medical Device Company of the Year 2018”



Polymed awarded 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

Top 25 Industrial Innovative Company of the Year 2019



Board of Directors & Management



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



Mr. Himanshu Baid
(Managing Director)



Mr. Rishi Baid
(Joint Managing 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)



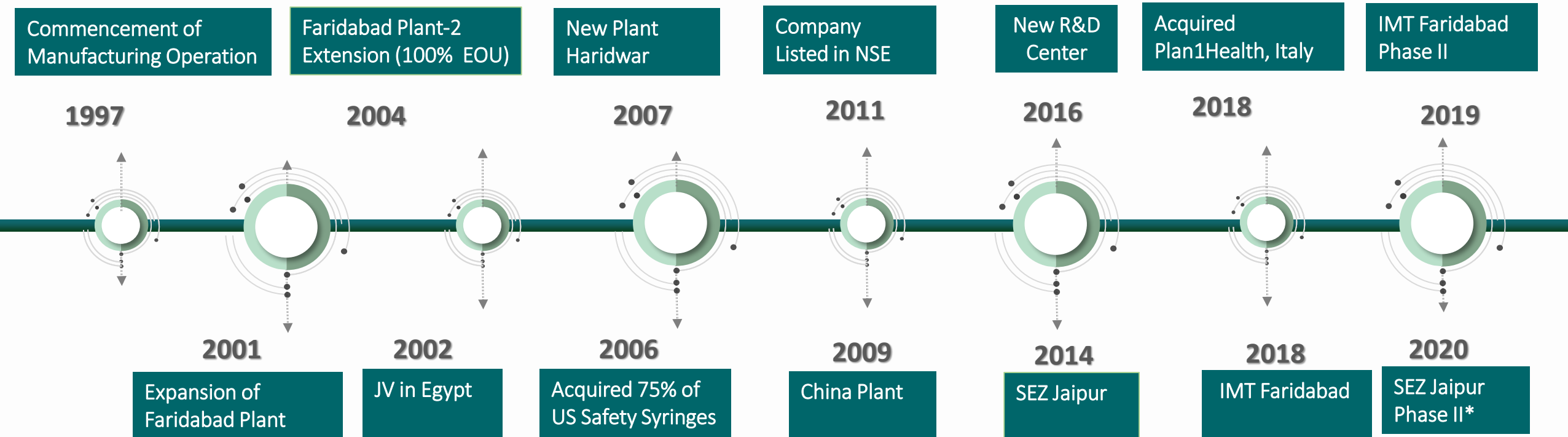
Mr. Alessandro Balboni
(Non Executive
Non Independent Director)



Mr. Amit Khosla
(Additional Director)

Strong Management with experience in Innovation, Product Development and Manufacturing

Our Journey.....Milestone achievements



*Work in progress

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

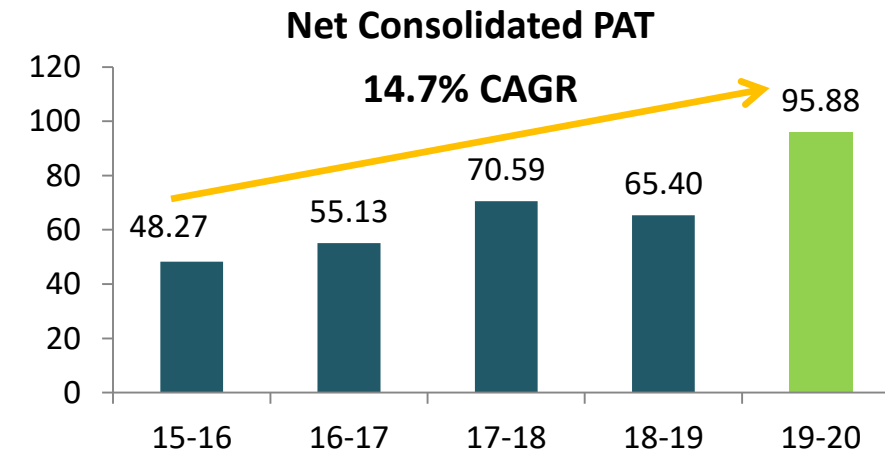
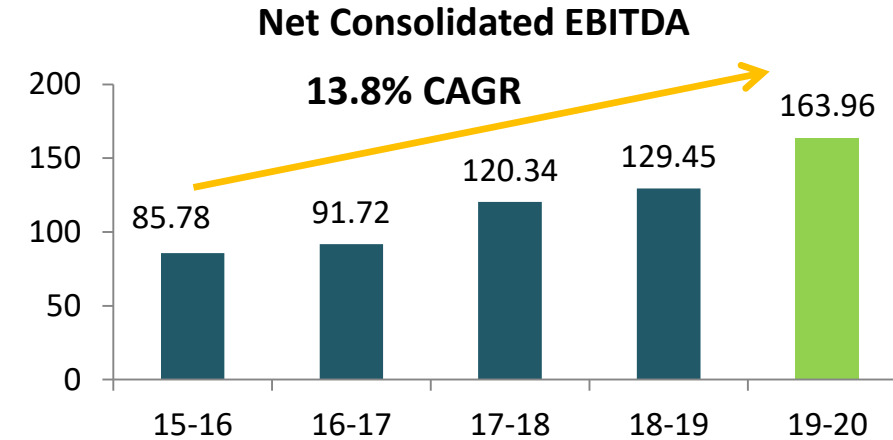
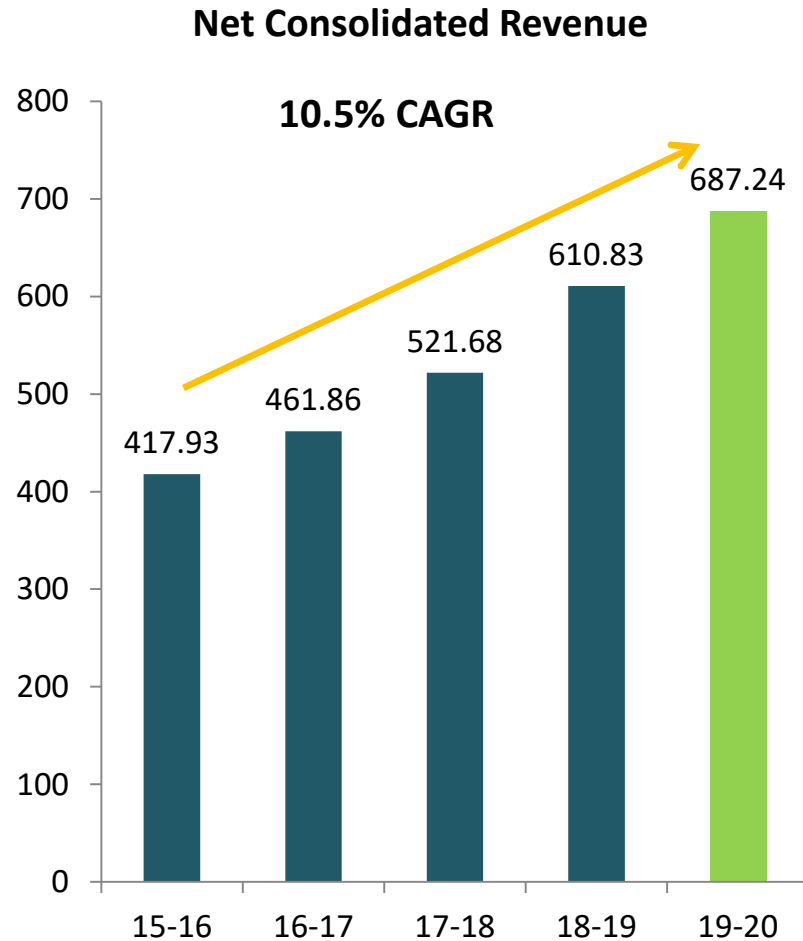
- 10 Manufacturing Plants*
(*2 under construction & ready by mid 2020)
- 1 R&D Center



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

Financial Snapshot

Figures In INR Crore

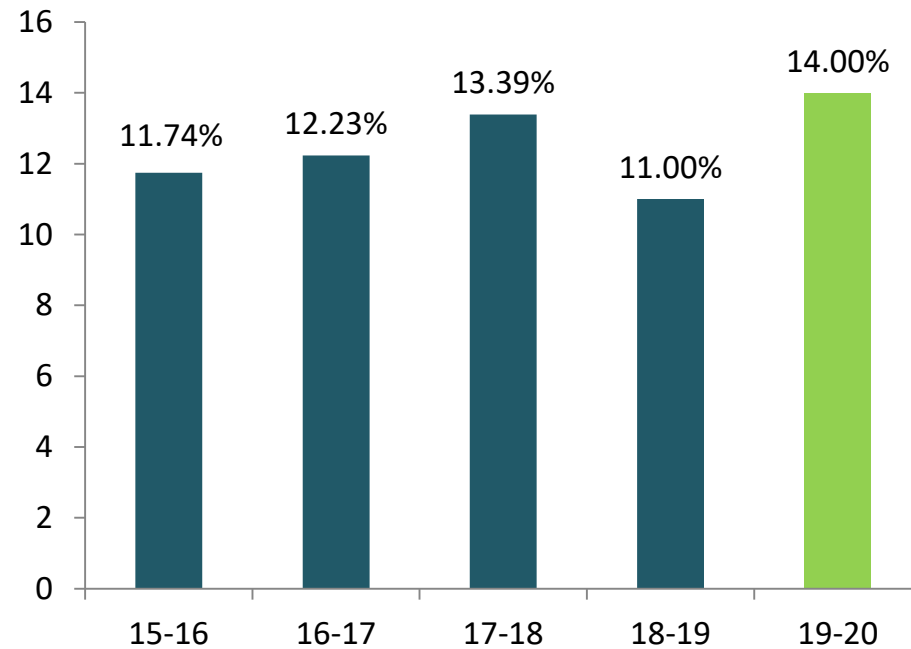


Sustained Growth with improving top-line, EBITDA and bottom-line

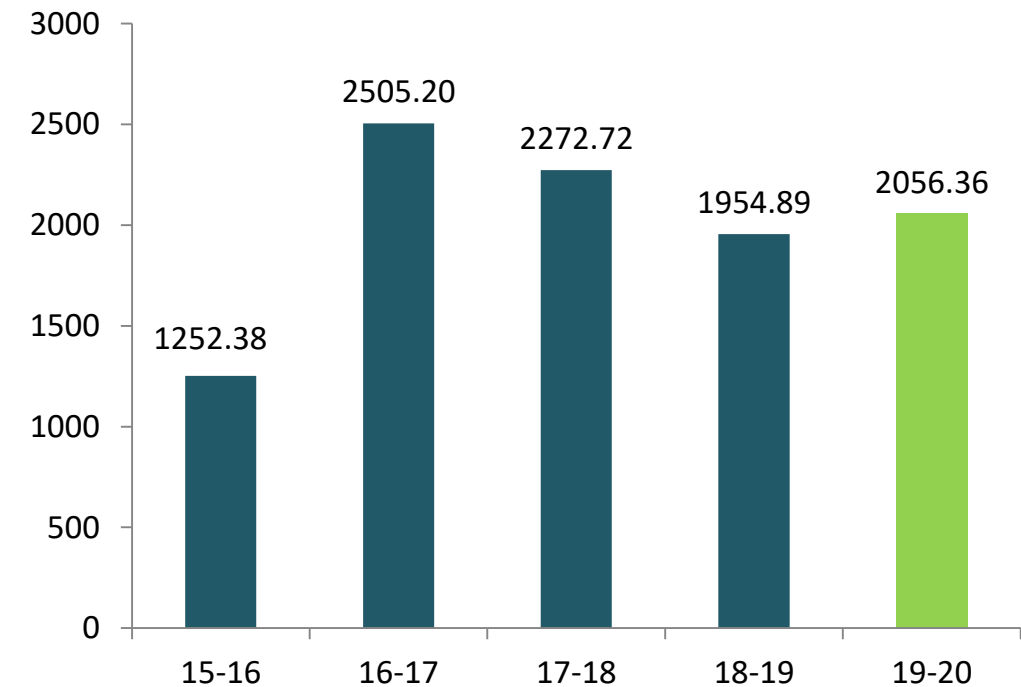
Financial Snapshot

Figures In INR Crore

Net Profit Margin%



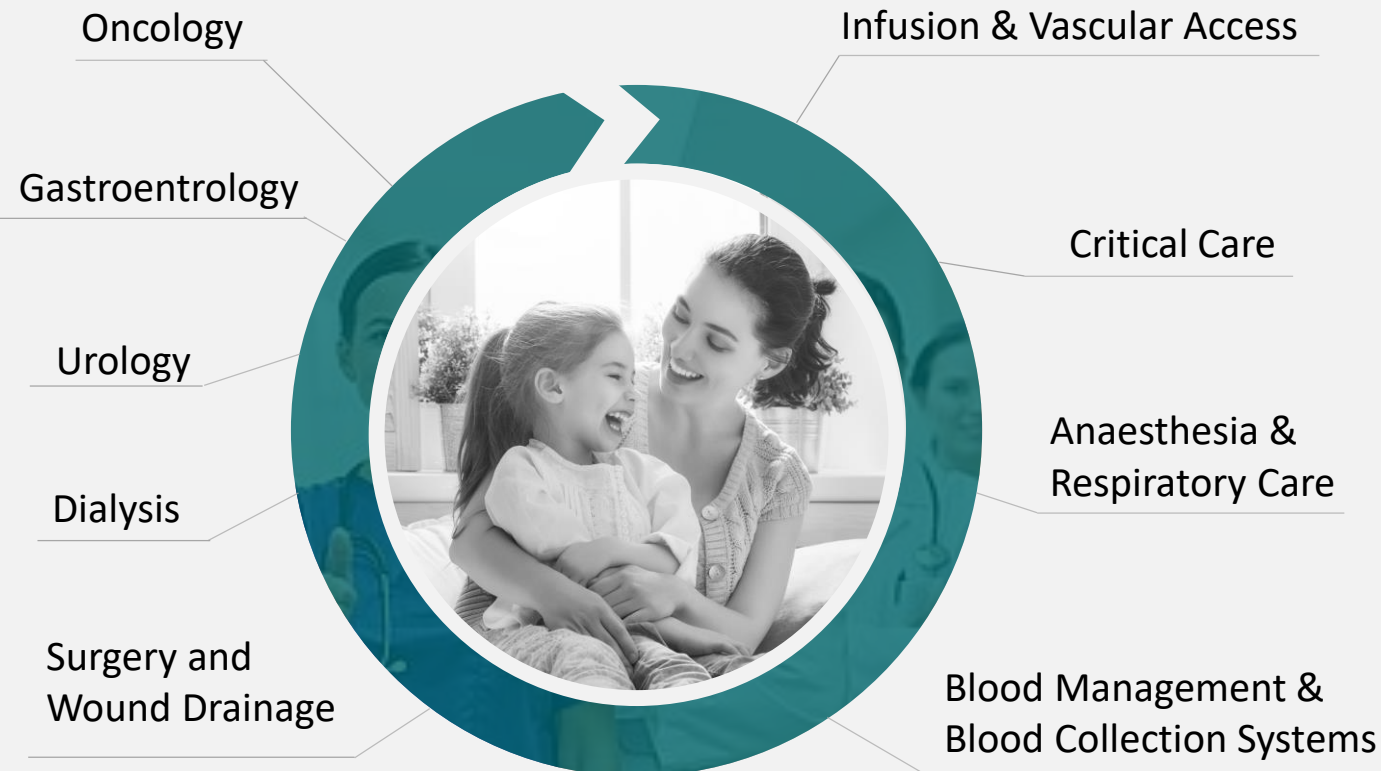
Market Capitalisation*



***RANK 398 (Market Cap NSE) as on 31/03/2020**

Leading Medical Technology and Innovative Solutions

Comprehensive Product Range



Portfolio of more than 130 Medical Devices

Our Growth Verticals

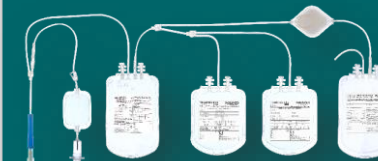
Vascular Access



Renal Care



Blood Transfusion

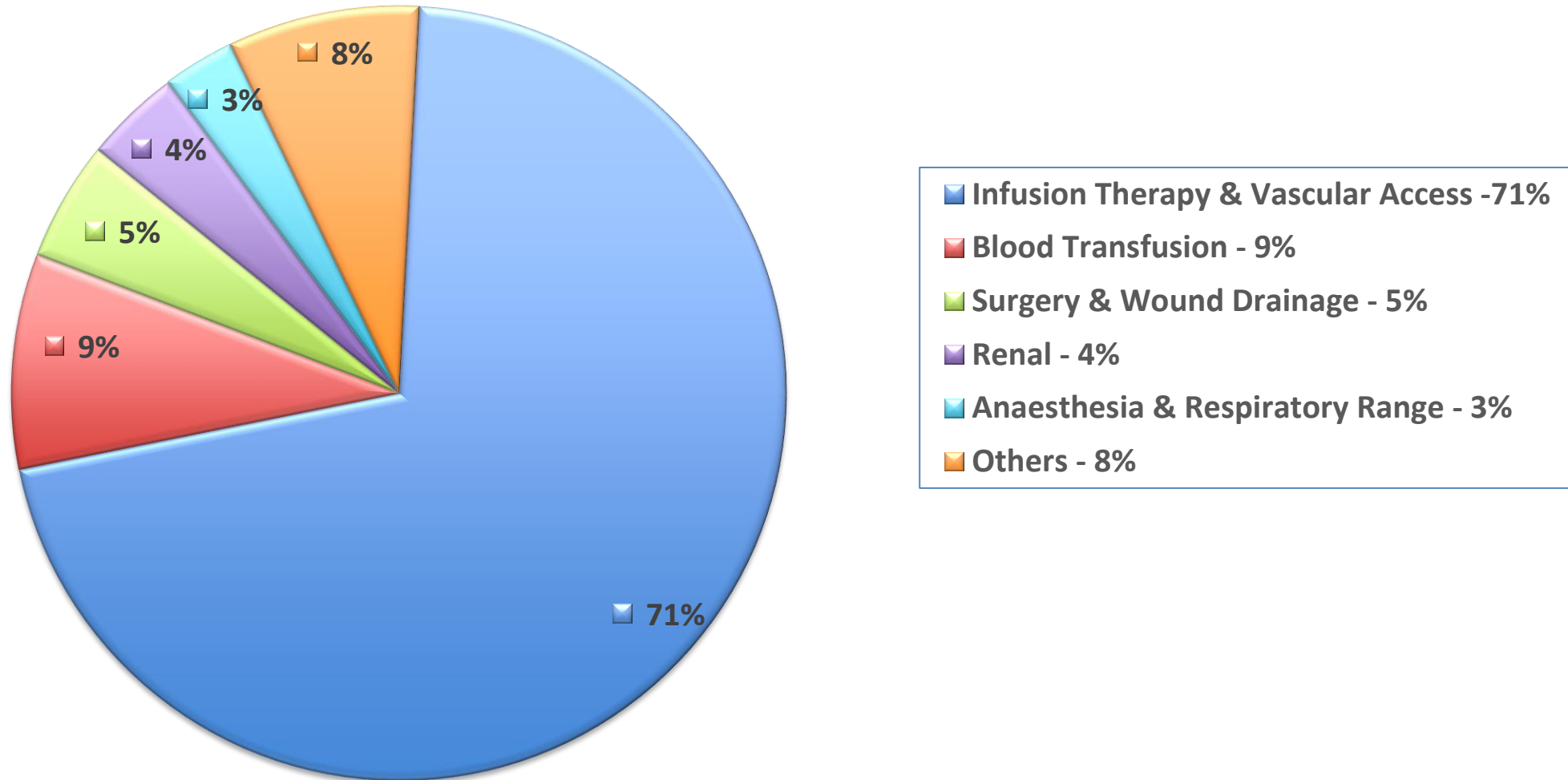


Diagnostic

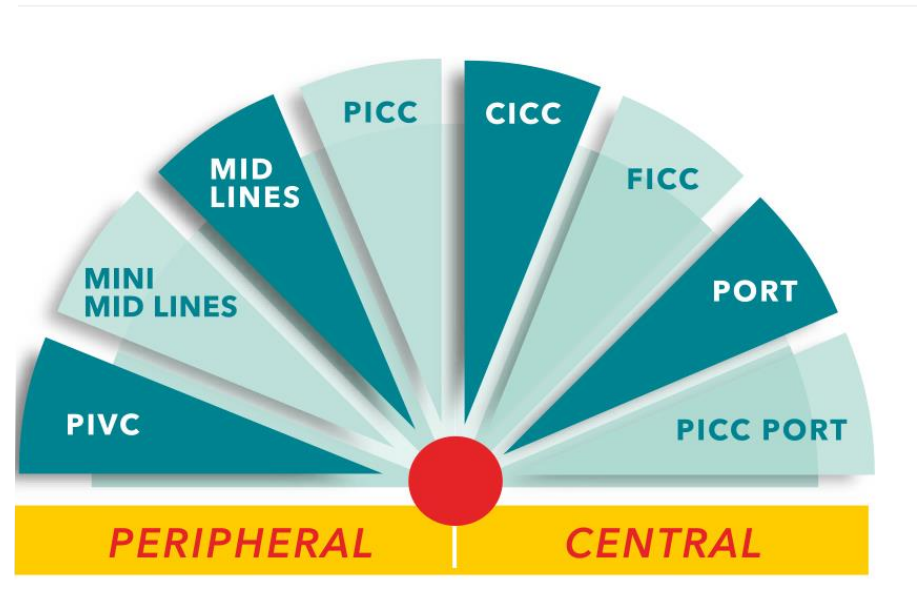


23 Years of manufacturing excellence

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



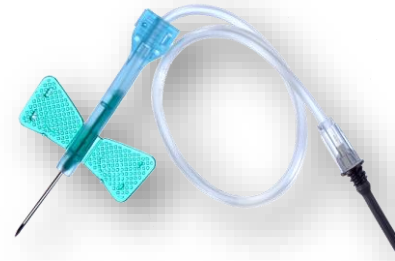
Our Patented Products



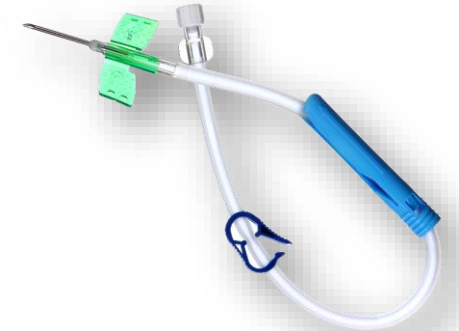
Arterial Cannula



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

Our New Products

Face Shield



Pre-Filled Syringe



VTM Kit



Dialysis Machine



Single use Dialyzer



PPE Kit



N 95 Masks

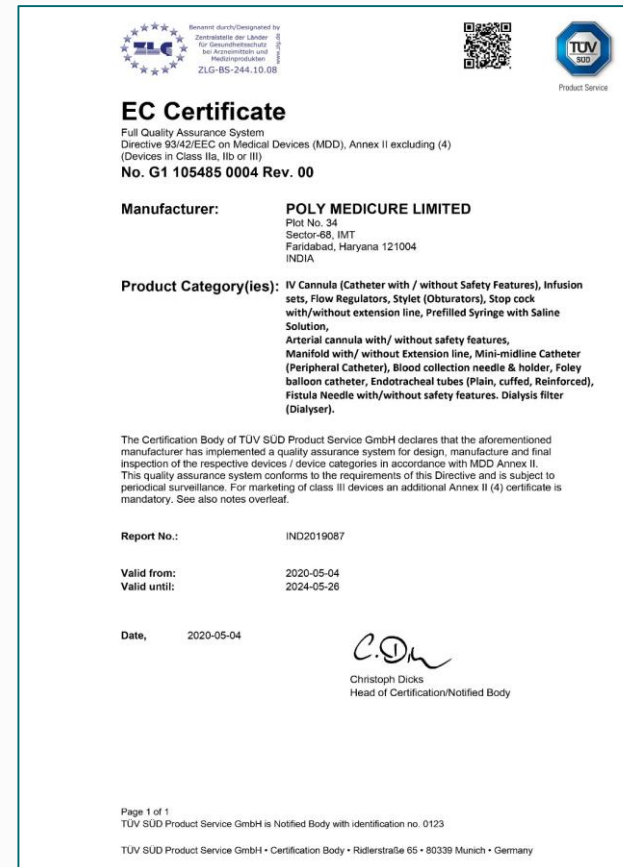


Blood Collection
Needle with
Flashback



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).



ISO Certification

■ Best in Class facility and Processes



Product Service

Certificate
No. Q5 105485 0006 Rev. 00

Holder of Certificate: **POLY MEDICURE LIMITED**
Plot No. 34,
Sector-68, IMT
Faridabad, Haryana 121004
INDIA

Facility(ies): POLY MEDICURE LIMITED
Plot No. 34, Sector-68, IMT, Faridabad, Haryana 121004, INDIA

Certification Mark: 

Scope of Certificate: *Design & Development, Manufacture, Sales and Distribution of Sterile & Non-Sterile Non Active Non Implantable Medical Devices for Infusion, Transfusion, General Surgery, Dialysis, Urology, Anaesthesia, Gastroenterology, Respiratory by Injection Moulding, Plastic Extrusion, Assembly, Packing and Sterilization.*

Applied Standard(s): EN ISO 13485:2016
Medical devices - Quality management systems - Requirements for regulatory purposes (ISO 13485:2016)
DIN EN ISO 13485:2016

The Certification Body of TÜV SÜD Product Service GmbH certifies that the company mentioned above has established and is maintaining a quality management system, which meets the requirements of the listed standard(s). See also notes overleaf.

Report No.: IND2019087

Valid from: 2020-05-04
Valid until: 2023-04-19

Date, 2020-05-04 
Christoph Dicks
Head of Certification/Notified Body

Page 1 of 1
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Product Service

Certificate
Q6 105735 0003 Rev. 00

Holder of Certificate: **Poly Medicure Limited**
Plot No.PA 010-019 Light Engineering
Sector, Mahindra World City, Special Economic Zone
302037 Jaipur, Rajasthan
INDIA

Facility(ies): Poly Medicure Limited
Plot No.PA 010-019 Light Engineering, Sector, Mahindra World
City, Special Economic Zone, 302037 Jaipur, Rajasthan, INDIA

Certification Mark: 

Scope of Certificate: Manufacture, Sales and Distribution of Sterile / Non-Sterile Medical Devices for Infusion, Transfusion, General Surgery, Anaesthesia, Gastroenterology, Respiratory and Diagnostic by Injection Moulding, Plastic Extrusion, Assembly, Packing and Sterilization.

Applied Standard(s): EN ISO 13485:2016
Medical devices - Quality management systems - Requirements for regulatory purposes (ISO 13485:2016)
DIN EN ISO 13485:2016

The Certification Body of TÜV SÜD Product Service GmbH certifies that the company mentioned above has established and is maintaining a quality management system (excluding subclause 7.3), which meets the requirements of the listed standard(s). See also notes overleaf.

Report No.: IND2019092

Valid from: 2020-04-17
Valid until: 2023-04-16

Date, 2020-04-17 
Christoph Dicks
Head of Certification/Notified Body

Page 1 of 1
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Product Service

Certificate
No. Q5 041938 0001 Rev. 00

Holder of Certificate: **POLY MEDICURE LIMITED**
Plot No. 104-105, Sector-59
HSIIDC Industrial Area, Ballabhgarh
Faridabad, Haryana 121004
INDIA

Certification Mark: 

Scope of Certificate: **Design & Development, Manufacture, Sales and Distribution of Sterile & Non-Sterile Non Active Non Implantable Medical Devices for Infusion, Transfusion, General Surgery, Anaesthesia, Gynecology, Gastroenterology, Respiratory, Urology, Dialysis by Injection Moulding, Plastic Extrusion, Assembly, Packing and Sterilization.**

The Certification Body of TÜV SÜD Product Service GmbH certifies that the company mentioned above has established and is maintaining a quality management system, which meets the requirements of the listed standard(s). See also notes overleaf.

Report No.: IND2019081

Valid from: 2020-06-01
Valid until: 2023-03-13

Date, 2020-06-01 
Christoph Dicks
Head of Certification/Notified Body

Page 1 of 2
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Manufacturing across four Countries

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



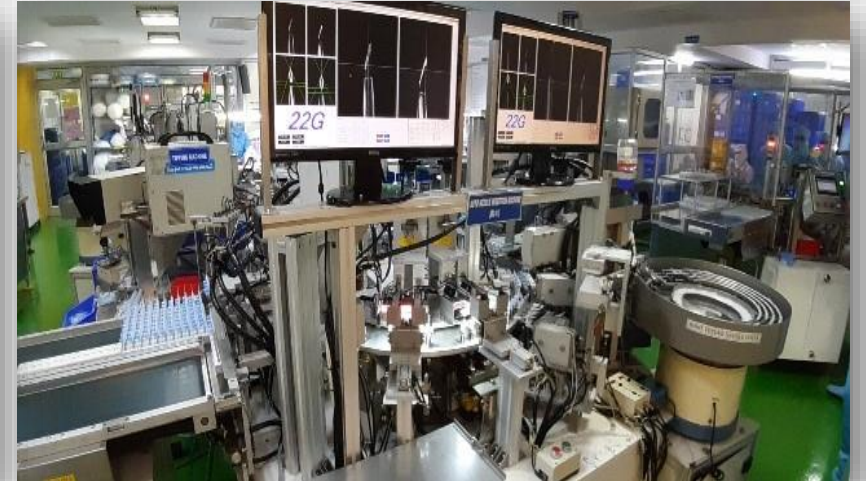
Over 210+ Injection
Moulding Machines &
800+ Injection Molds



More than 120+ 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

**PRODUCT
DESIGN**



**Pro E/Creo
Solidworks
Unigraphics**

**MOLD DESIGN &
PROCESS DEVELOP**



**Pro-E/Creo,
Mold Flow
3-D Printing**

**TOOL & MACHINE
MANUFACTURING**



**VMC
Wire Cut
CNC EDM**



R&D Center, India

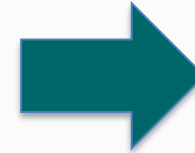


Tooling Center, India

Industrial Capabilities at Polymed

Volume Production Capacity

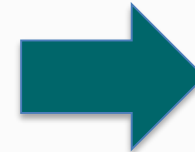
- 3.5 Million medical devices manufacturing capacity per day



**HIGH GLOBAL
VOLUME**

Clean Room

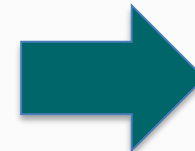
- Total clean room area 125,000 square feet



**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 in EU, USA & SEA



**TEAM WORKING FOR
PROJECT SUPPORT**

Industrial Capabilities at Polymed

Development Orientation

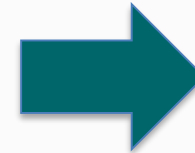
- R&D Team with 50+ engineers
- Process Engineering 30+ engineers
- Ability to create molds internally



**INFRASTRUCTURE FOR
JOINT DEVELOPMENT
AND TESTING**

Versatility in Solutions

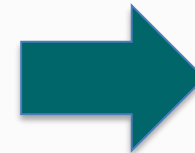
- Multiple technical solutions
- Multiple material handling capability



**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



Brand Communication



Key Highlights – Social & Digital





BOLD VOICES

How is Healthcare Industry shaping up in these times and what does the Future look like.

Please join for an exclusive session by Padma Shri Dr Harsh Mahajan, Founder and Chief Radiologist, Mahajan Imaging, and one of the pioneers of imaging technology in India.

20th April | 3PM
Connect via Zoom






World Health Day

Please join for an exclusive health talk by Padma Shri and Padma Bhushan Dr Naresh Trehan, Chairman & Managing Director-Medanta

7th April | 2PM
Connect via Zoom





4 Sessions

8 Sessions

Poly Medcare Ltd
2,650 followers
1mo •

Zee Business spoke to Mr.Himanshu Baid, Managing Director on the COVID19 impact on healthcare sector.



1:36 / 9:05



POLYMED
MEDICAL DEVICES
We Care As We Cure

Let's fight COVID19 together.

As one of the leading player in infusion therapy, Poly Medcare offers advanced solutions which reduce dependence of close monitoring of infusions in hospitalized patients, thereby allowing healthcare professionals to address other pressing medical needs. Also, with its safety peripheral IV cannulas, Polymed is serving to prevent needle stick injuries (NSI) and potential transmission of blood borne pathogens including Covid-19 virus to protect medical professionals treating such patients.
Know more: www.polymedicare.com

 Vascular Access

 Dialysis & Peritoneal Care

 Transfusion System

 Diagnostics



BOLD VOICES

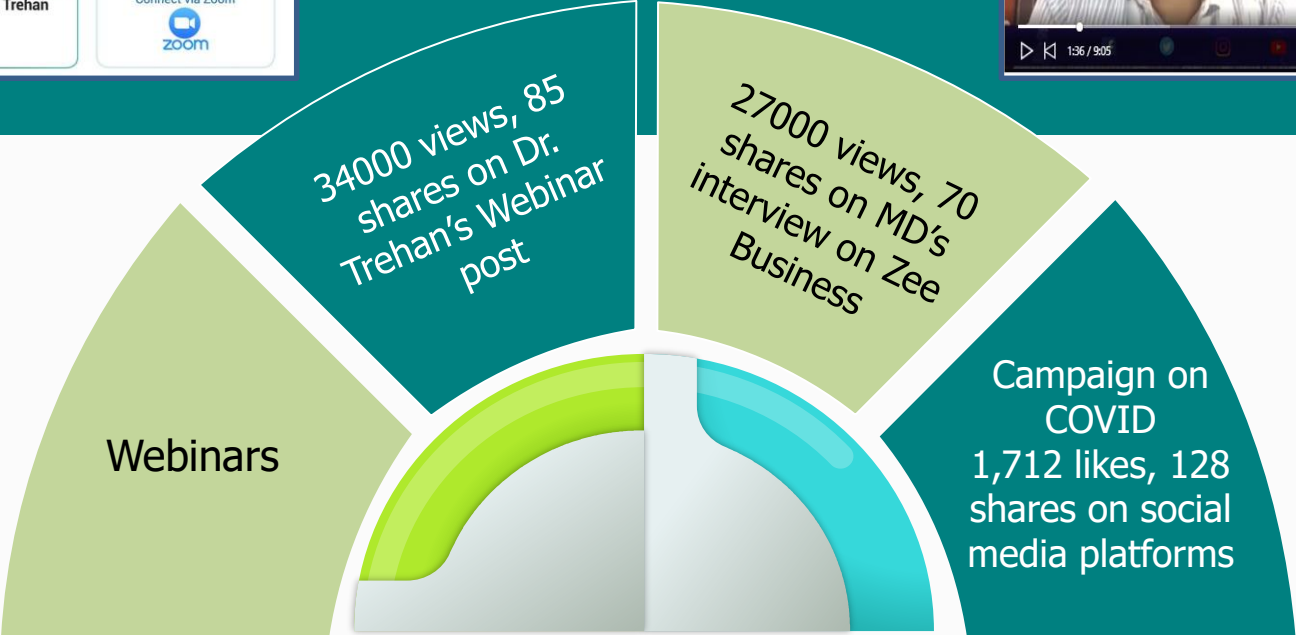
Nursing, The Finest of the Fine Art.




Nursing continues to remain an excellent amalgamation of the finest Art & Science.

Please join for an exclusive session by Col Binu Sharma President, Infusion Nurses Society (INS), India, Working as Senior Vice President Nursing Services at Columbia Asia Hospital Bangalore.

9th May | 3 PM
Connect via Zoom





Follow Us on   

www.polymedicare.com

POLYMED
MEDICAL DEVICES
We Care As We Cure

LIFE

Stay Home. Save Lives.

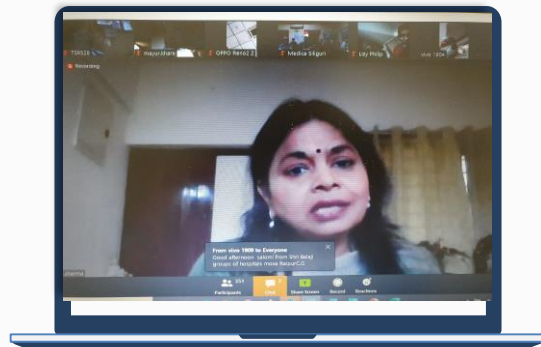
Marketing Communication

Nursing Week Campaign

10 creatives posted on social media



Personalized Greetings to
Nursing Leaders



Addressed by Col. Binu Sharma,
INS President India & Sr. VP Nursing
Services (Columbia Asia Hospitals)
Attended by 350 participants



AV expressing gratitude
towards Nursing community
Appreciated Widely

World Kidney Day Campaign

Decor

Meet &
Greet

Event
Celebration

Awareness
Program

Thanks
Giving

Successfully celebrated in
60+ Dialysis Centers PAN INDIA
Touching 300+ technicians & 1200+ patients



Corporate Social Responsibility

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



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 in next 5 years.

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.
- Increase Digital Footprint

As We CARE

The obsession to become the best is what makes Polymed strive harder to reach its goals



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

Poly Medicure Limited

Registered Office:

232 B, 3rd Floor, Okhla Industrial Estate, Phase III,
New Delhi-110020, India

Tel:- 91-11-33550700, 47317000, 26321838/99

For any general queries, Reach us at:

info@polymedicure.com

Visit: www.polymedicure.com

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