



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

August 2020

[www.polymedicure.com](http://www.polymedicure.com)

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Polymed at a Glance

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R&D Capability

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Manufacturing Excellence

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Training, Education & Corporate Social Responsibility

---

Responsible Manufacturer & Future Direction

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## PURSUIT OF QUALITY & AFFORDABLE HEALTHCARE

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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

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### 130+

Medical Devices

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### 110+

Countries Presence

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### 2000+

Employee Base

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### 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

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## Mission

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

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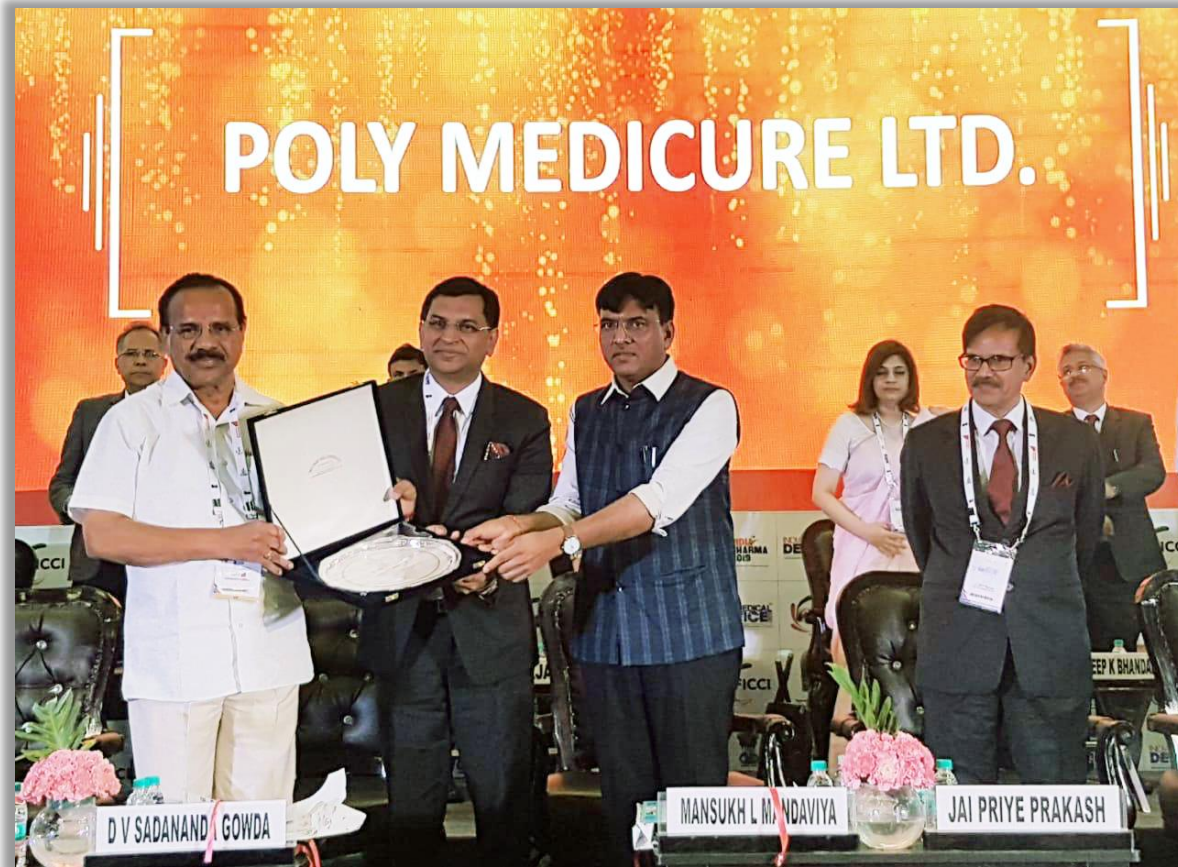
## Values

- 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 18<sup>th</sup> 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)



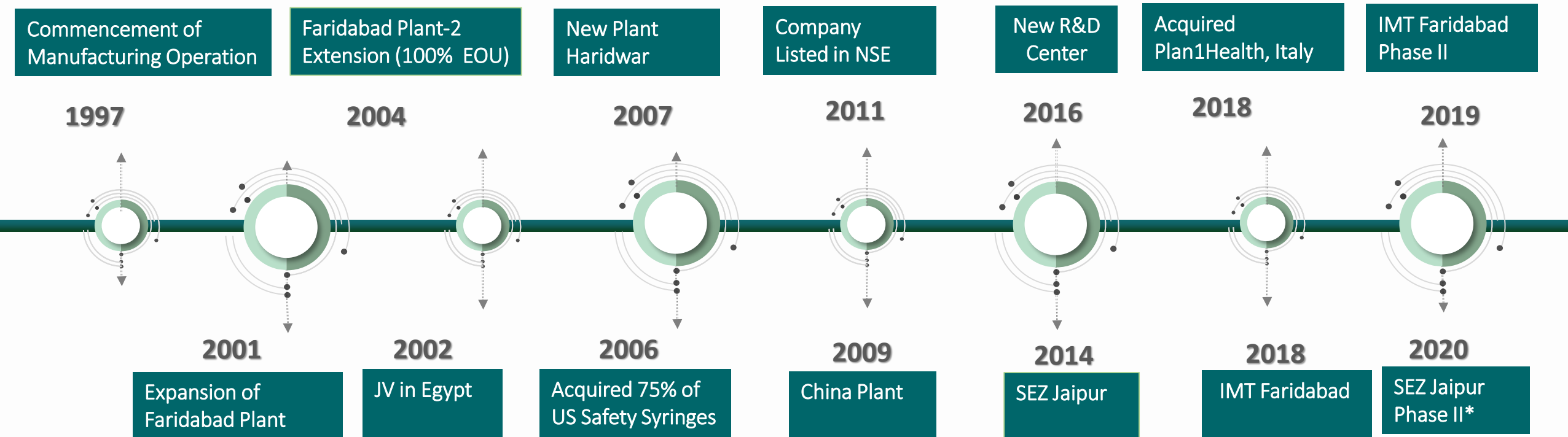
**Mr. Alessandro Balboni**  
(Non Executive  
Non Independent Director)



**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

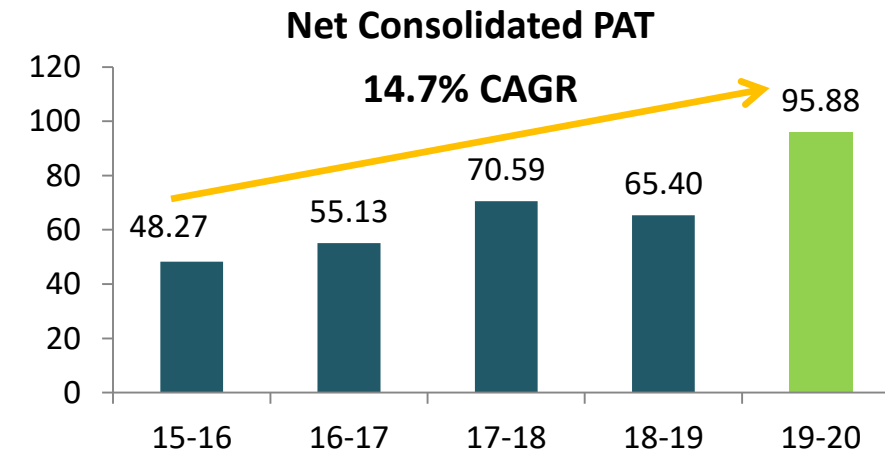
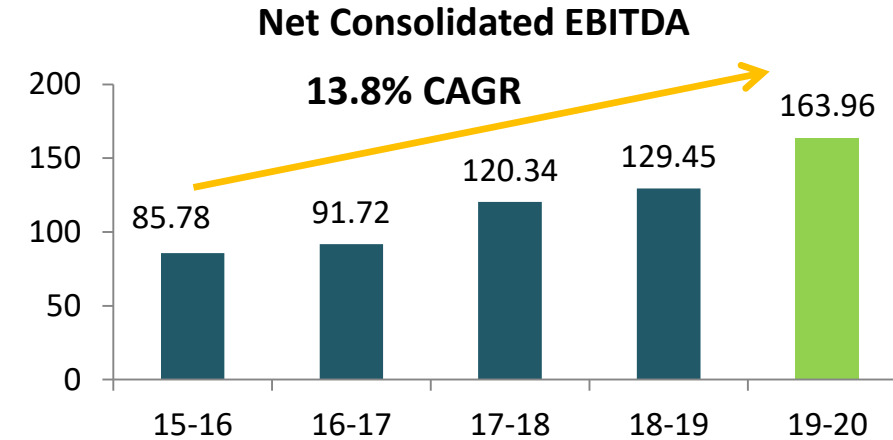
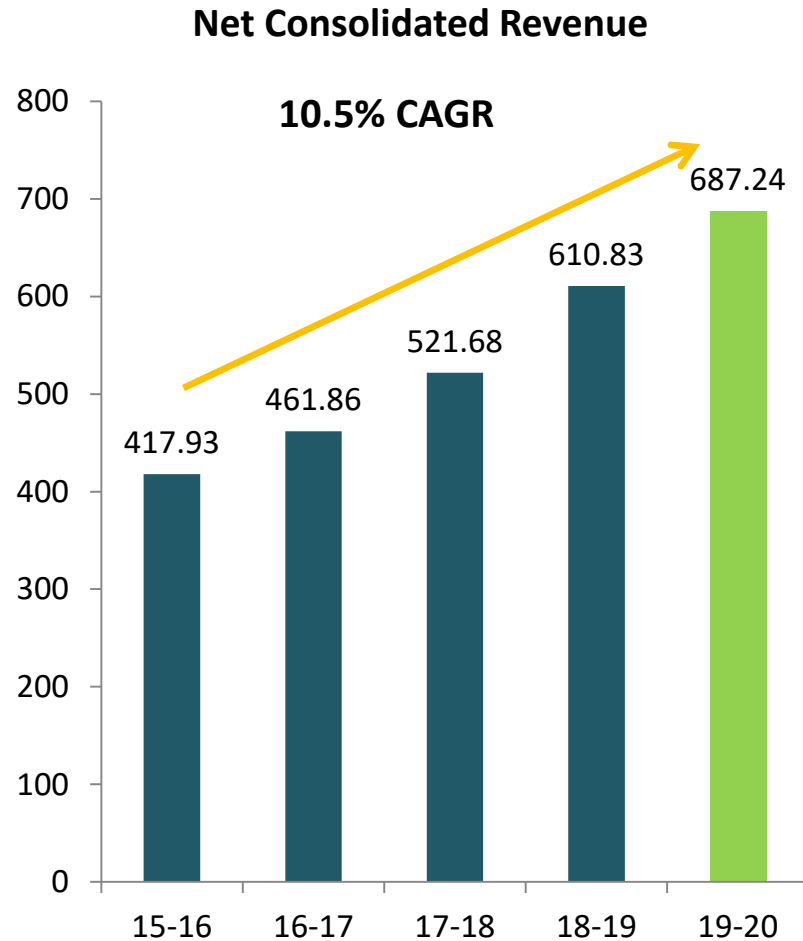


ACROSS THE **WORLD**, WE SERVE PEOPLE IN OVER  
**110+ COUNTRIES**



# Financial Snapshot

Figures In INR Crore

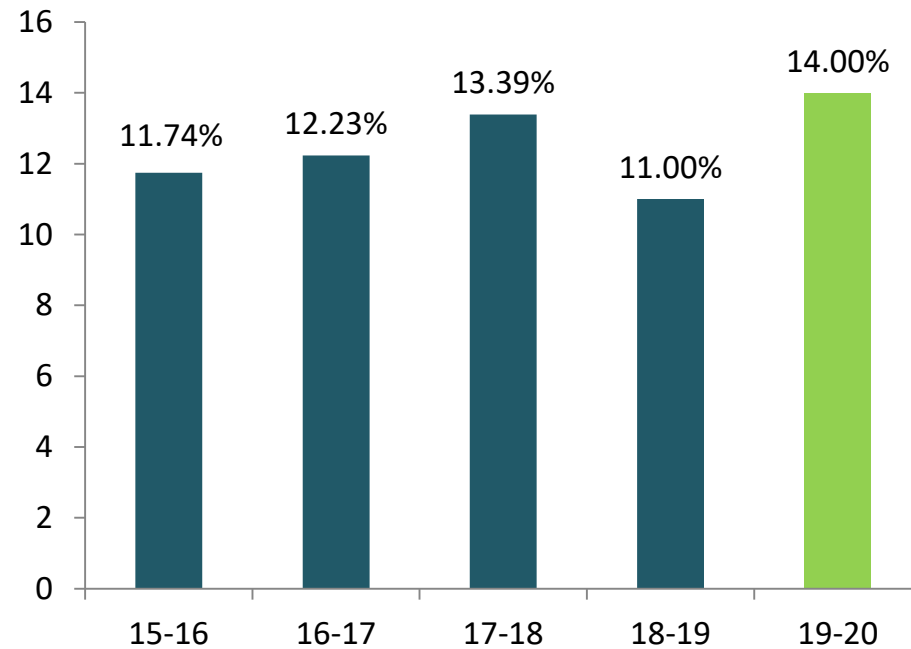


**Sustained Growth with improving top-line, EBITDA and bottom-line**

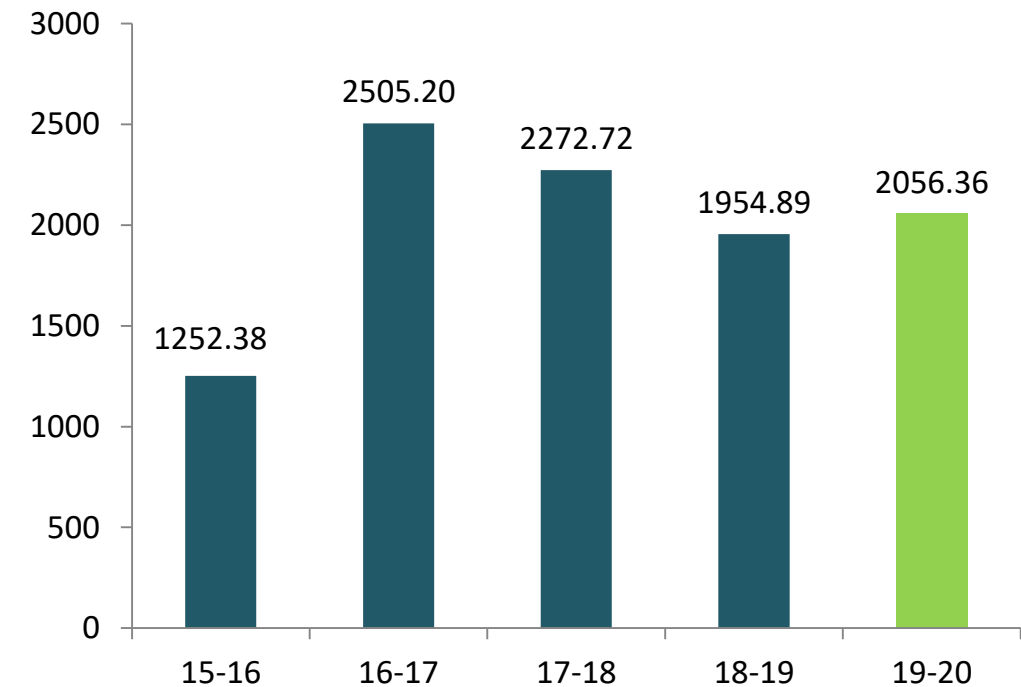
# Financial Snapshot

Figures In INR Crore

**Net Profit Margin%**



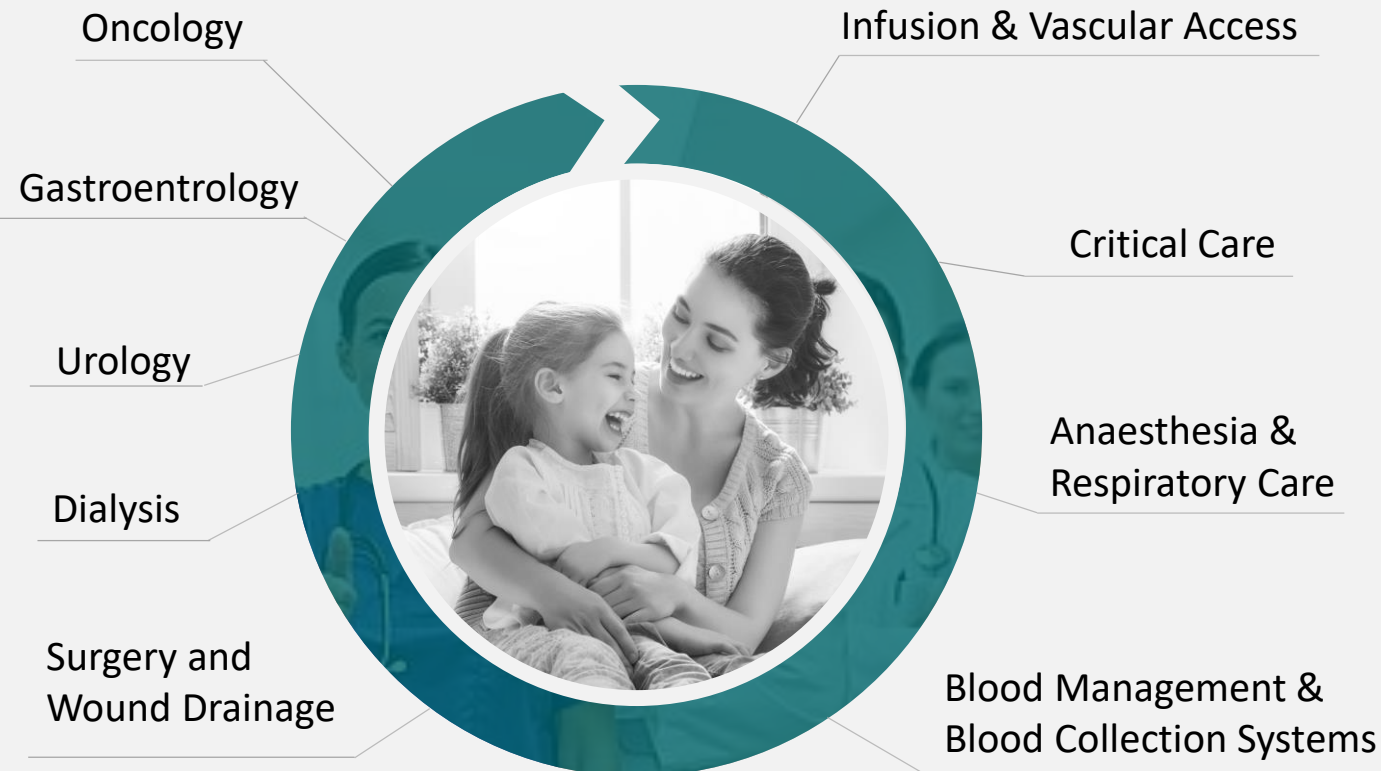
**Market Capitalisation\***



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

# Leading Medical Technology and Innovative Solutions

## Comprehensive Product Range



## Our Growth Verticals

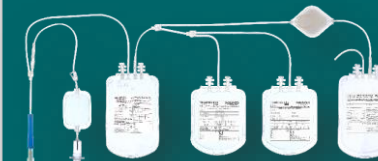
### Vascular Access



### Renal Care



### Blood Transfusion



### Diagnostic

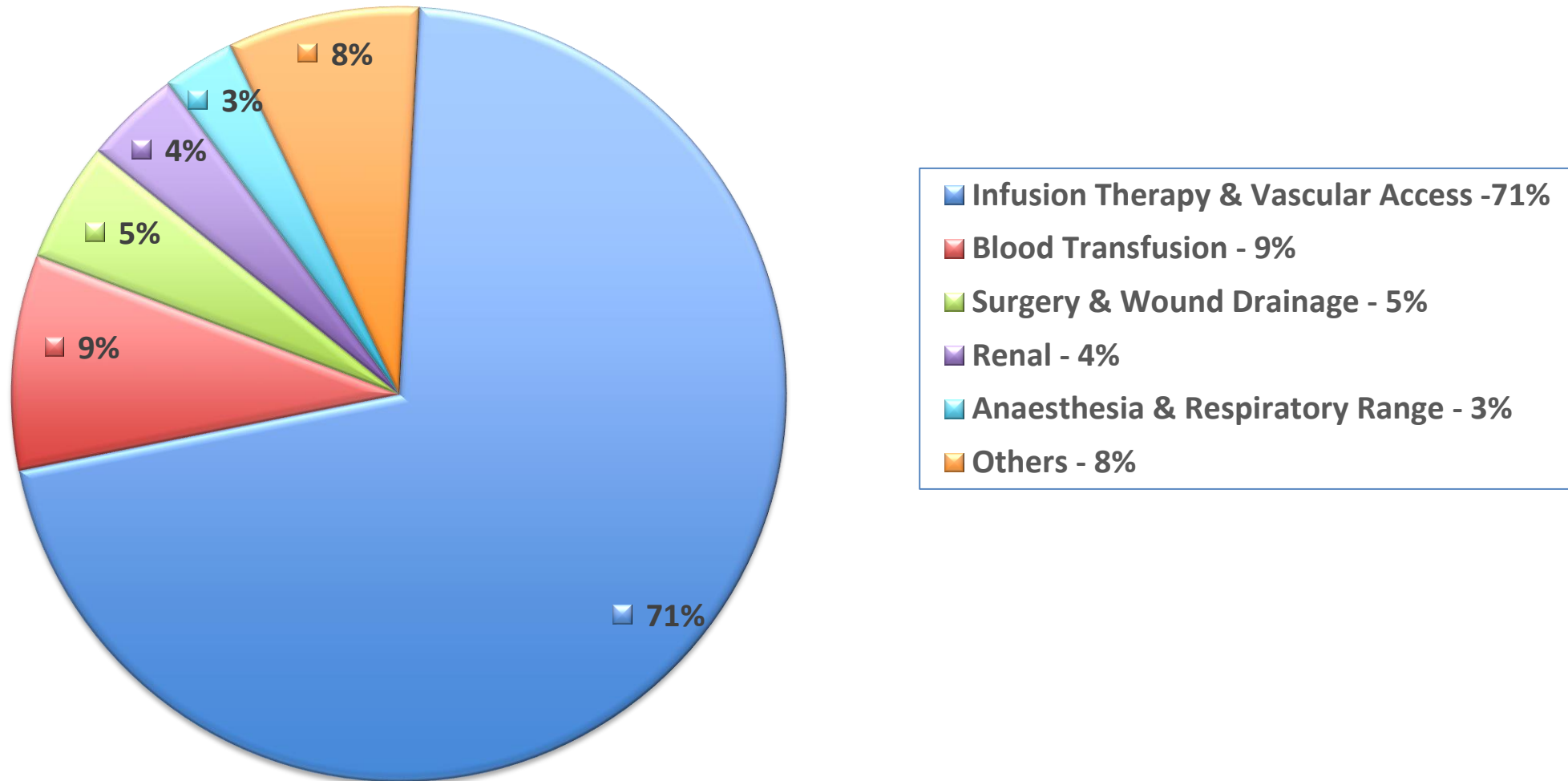


Portfolio of more than 130 Medical Devices

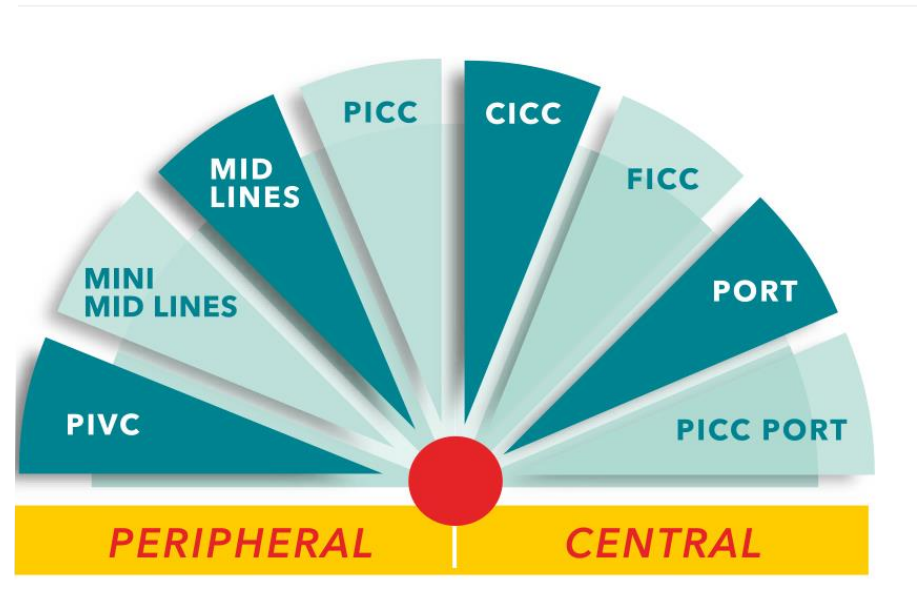
23 Years of manufacturing excellence



# 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



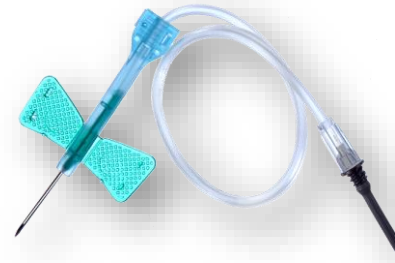
# Our Patented Products



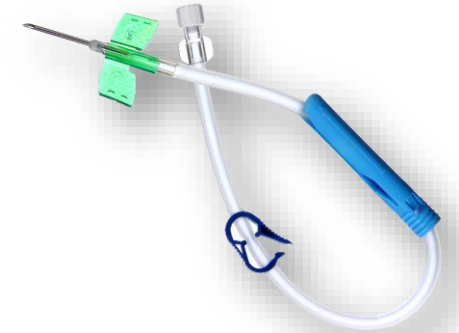
Arterial Cannula



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

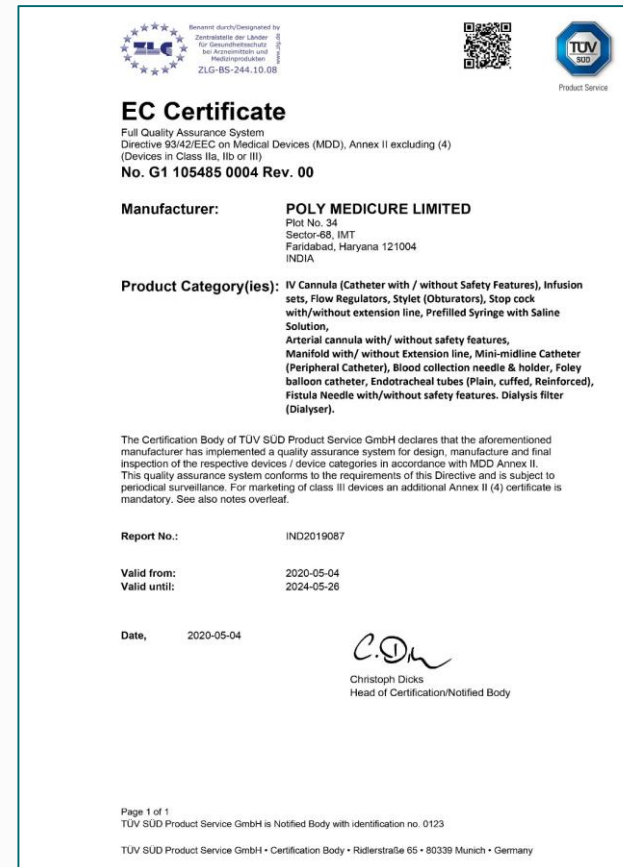


Blood Collection  
Needle with  
Flashback



# 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 Medisure Limited  
Plot No.PA 010-019 Light Engineering  
Sector, Mahindra World City, Special Economic Zone  
302037 Jaipur, Rajasthan  
INDIA

**Facility(ies):** Poly Medisure 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

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# Manufacturing across four Countries

1<sup>st</sup> Medical Device  
Company from India to  
have overseas plants.



Over 210+ Injection  
Moulding Machines &  
800+ Injection Molds

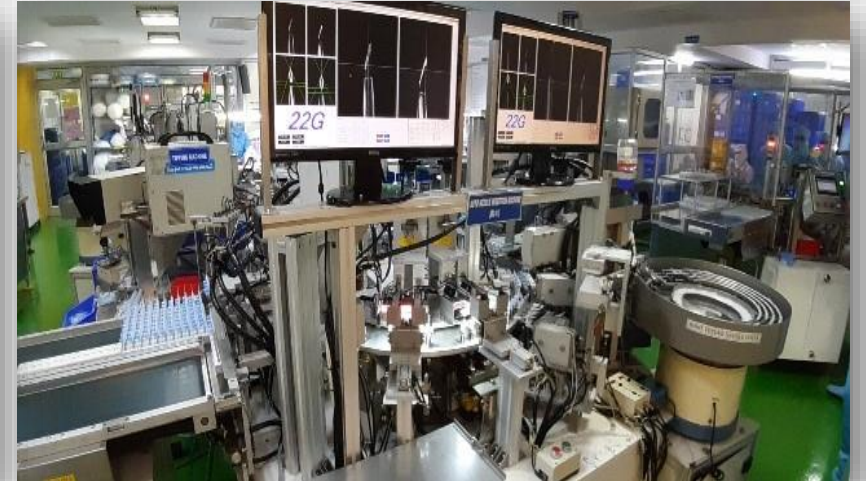


More than 120+ automatic  
assembly machines with  
vision control systems.





# 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

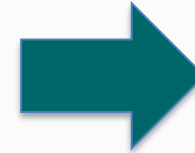




# Industrial Capabilities at Polymed

## Volume Production Capacity

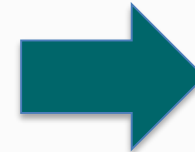
- 3.5 Million medical devices manufacturing capacity per day



**HIGH GLOBAL  
VOLUME**

## Clean Room

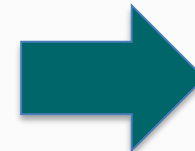
- Total clean room area 125,000 square feet



**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

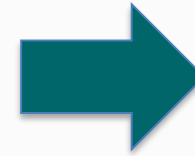


**TEAM WORKING FOR  
PROJECT SUPPORT**

# Industrial Capabilities at Polymed

## Development Orientation

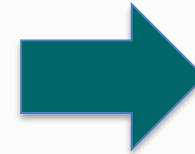
- R&D Team with 50+ engineers
- Process Engineering 30+ engineers
- Ability to create molds internally



**INFRASTRUCTURE FOR  
JOINT DEVELOPMENT  
AND TESTING**

## Versatility in Solutions

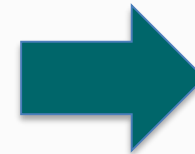
- Multiple technical solutions
- Multiple material handling capability



**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.polymedcare.com](http://www.polymedcare.com)

 Vascular Access

 Dialysis & Peritoneal Care

 Transfusion System

 Diagnostics



**BOLD VOICES**

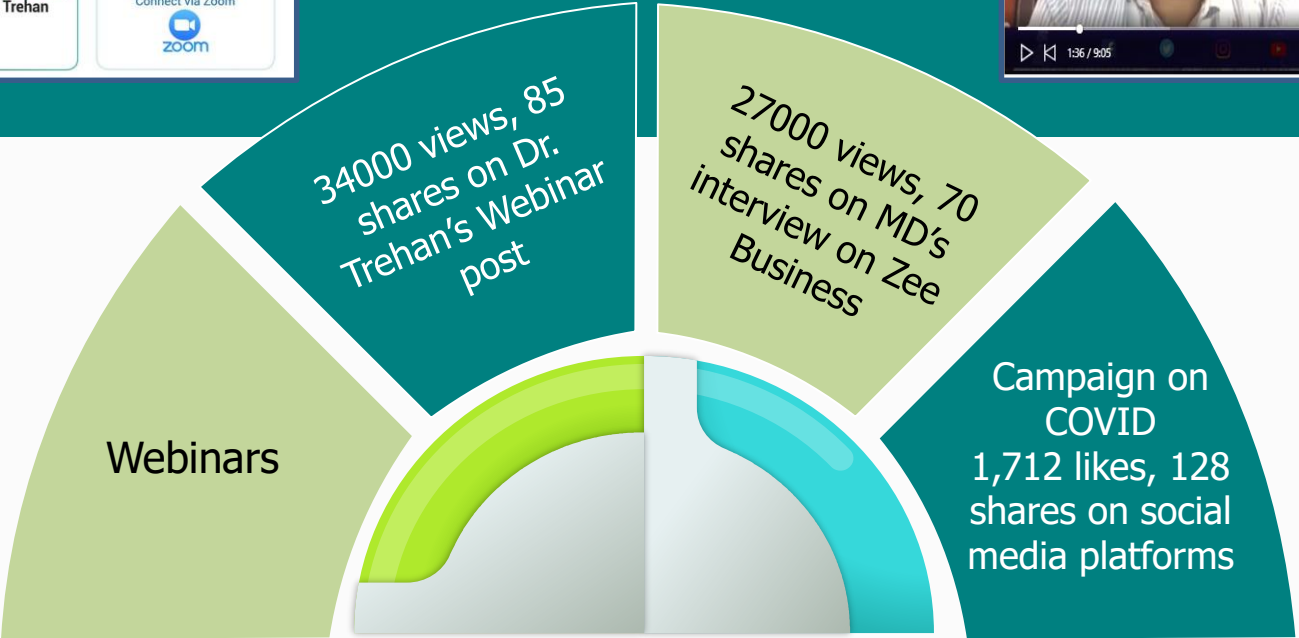
Nursing, The Finest of the Fine Art.




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.polymedcare.com](http://www.polymedcare.com)

**POLYMED**  
MEDICAL DEVICES  
We Care As We Cure

**LIFE**

Stay Home. Save Lives.

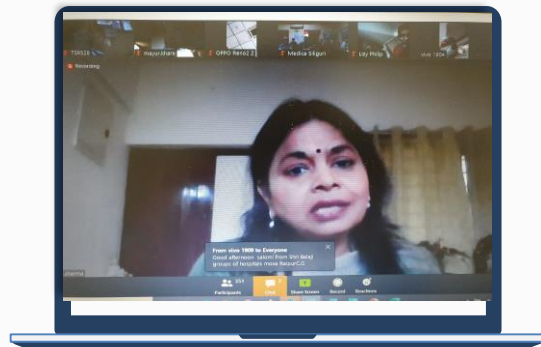
# Marketing Communication

## Nursing Week Campaign

10 creatives posted on social media



Personalized Greetings to  
Nursing Leaders

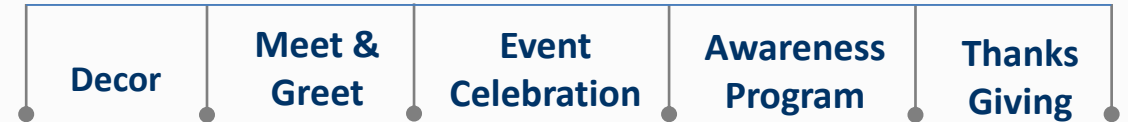


Addressed by Col. Binu Sharma,  
INS President India & Sr. VP Nursing  
Services (Columbia Asia Hospitals)  
**Attended by 350 participants**



AV expressing gratitude  
towards Nursing community  
**Appreciated Widely**

## World Kidney Day Campaign



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

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Registered Office:

232 B, 3<sup>rd</sup> 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](mailto:info@polymedicure.com)

Visit: [www.polymedicure.com](http://www.polymedicure.com)

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