



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



October 2020

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Content

Polymed at a Glance

Journey

Management

Corporate Structure

Polymed's Unique Position, Customer Stickiness

Executive Leadership

Demographics and Industry Trends

Five Year Vision

Sustainable Business, Growth Opportunities

Manufacturing, R&D and Regulatory Capabilities

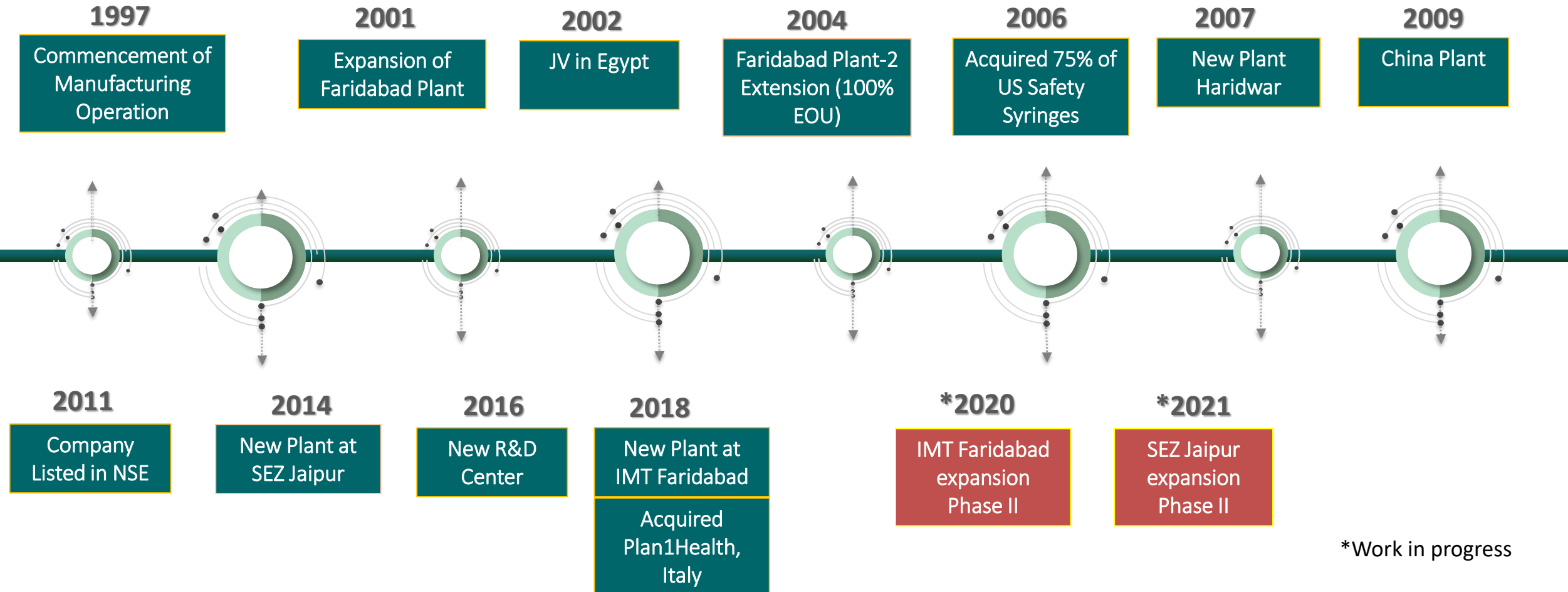
New Product launches

Key Financials and Ratios

Awards and recognition

Medical Education and Brand Communication

OUR JOURNEY.....MILESTONE ACHIEVEMENTS



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

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



UNIQUELY POSITIONED TO PROVIDE VALUE TO OUR CUSTOMERS

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)



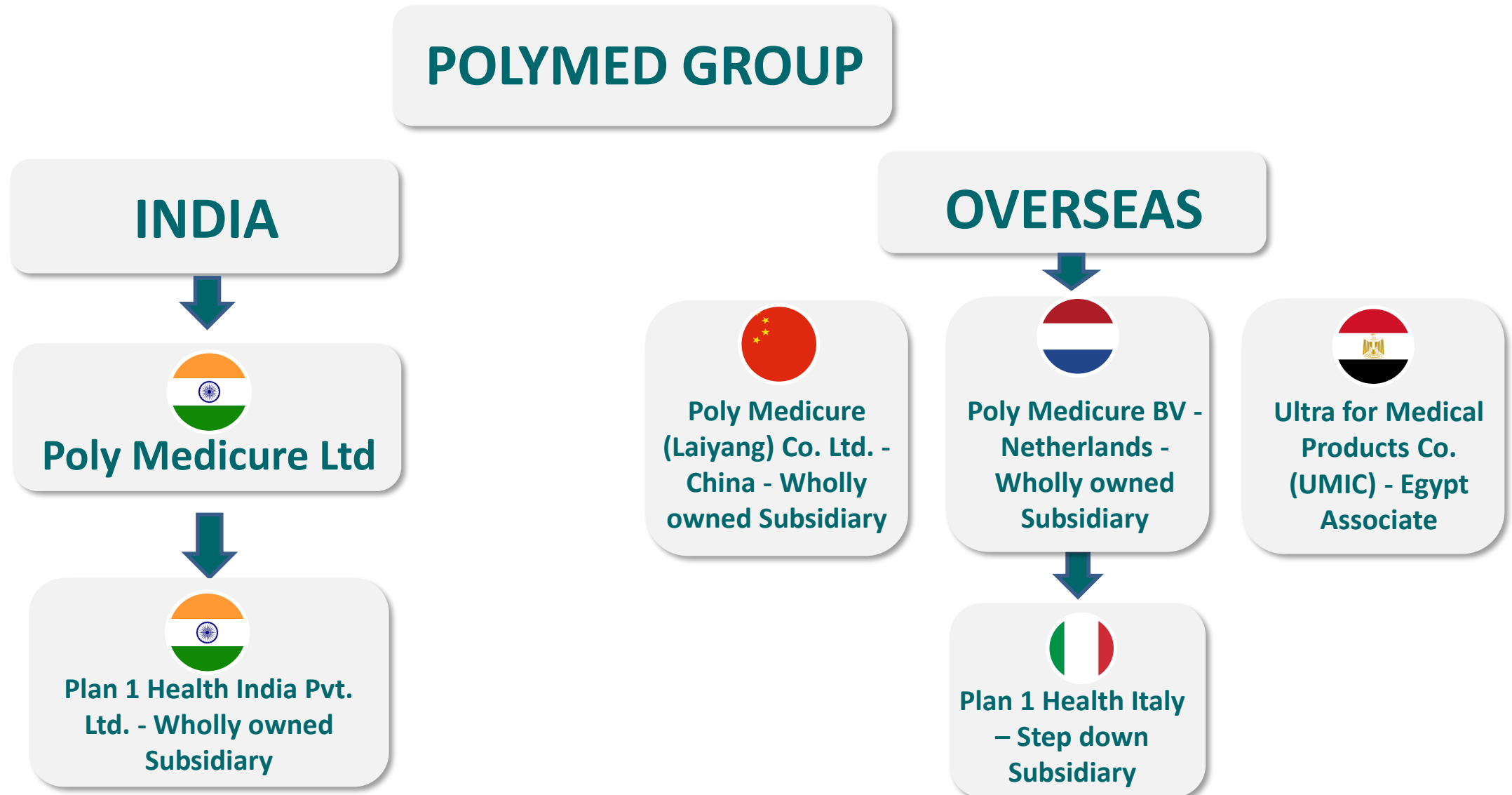
Mr. Amit Khosla
(Non Executive Independent
Director)



Ms. Sonal Mattoo
(Non Executive Independent
Director)

Strong Management with experience in Innovation, Product Development and Manufacturing

CORPORATE STRUCTURE

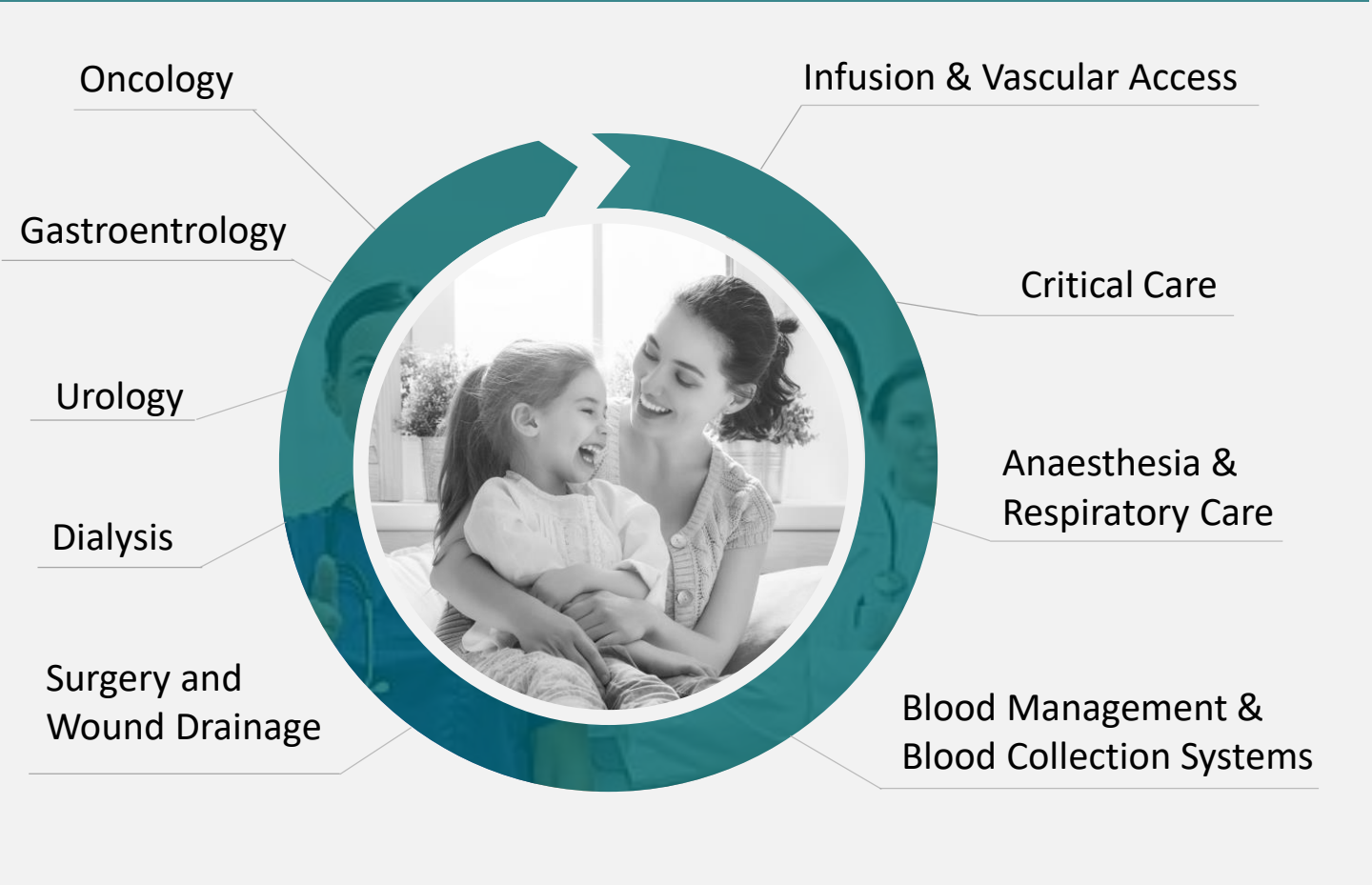


POLYMED'S UNIQUE POSITION

EMINENCE IN FLUID MANAGEMENT DISPOSABLES AND PROCEDURAL MEDICAL DEVICES



COMPREHENSIVE PRODUCT RANGE



Portfolio of more than 130 Medical Devices

INNOVATION, AN INTEGRAL PART OF POLYMED STORY

Amongst the Top 3

I.V. Cannula Manufacturer in the world

In India

1st

Indigenous Dialyzer Manufacturer

In India

275+

Sales Associates

5500+

Hospitals Reach

In India

20+

Clinical Specialists

40,000+

HCP's Reach

Largest Exporter

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

23 Years of manufacturing excellence

STRONG EXECUTIVE GLOBAL LEADERSHIP ADDED

BUILDING OUT GEOGRAPHICAL LEADERSHIP WITH DEEP MEDICAL DEVICE EXPERIENCE AND EXPERTISE



Kim Schelble

VP & Managing Director N. America

- 14 years Medical Device Experience
- Smiths Medical, Covidien Peripheral Vascular and Medtronic Spine
- 20 years experience overall including Deloitte & Touche in IPO and Venture Capital Services
- MBA Marketing & Finance from UCLA Anderson School



Alessandro Balboni

Managing Director EMEA and CEO Plan1Health, Board Member

- 26 years Medical Device Experience
- Previous CEO Delta Med Spa, Paul Hartmann SPA
- MBA from Università di Bologna



Prof. Sergio Bertoglio

Chief Medical Officer

- Professor of Surgery at the Department of Surgical Sciences of the Faculty of Medicine, University of Genova, Italy
- Staff surgeon at the 1st General Surgery Unit of the Policlinico San Martino Genova, Italy



Xue Wendong

General Manager China

- 20 years Medical Device Experience
- Managing Polymed China Facility



Teo Wen Ching

Regional Director Southeast Asia

- 18 years Medical Device Experience
- Sol-Millennium, Staunch Medical, Becton Dickinson and B Braun

KEY DEMOGRAPHICS & INDUSTRY TRENDS

BROAD PATIENT POPULATION & PARTNER IN HELPING HOSPITAL TO ACHIEVE THEIR GOALS

GLOBAL POPULATION GROWTH

7.6 billion people today, growing to 8.5 billion by 2030 and 9.7 billion by 2050



LIFE EXPECTANCY

Global life expectancy to increase in bot men and women by +4.4 yrs by 2040



PEOPLE LIVING WITH COMORBIDITIES

Estimated 1.8 billion people today or 22% have co-morbidities, more susceptible to complications caused by infection(s)



1:5 people

RISING COSTS OF HEALTH CARE

Global healthcare costs were \$7.8 trillion or 10.2% of world GDP, growing at 5.0% through 2023



INFECTION PREVENTION & SAFETY LEGISLATION

7 to 10 patients out of 100 will acquire health care associated infections each year globally. In the USA 1.7 million and \$10 billion spent annual HAIs



Sources: Population data from United Nations, life expectancy data from the Lancet GLOBAL HEALTH METRICS| VOLUME 392, ISSUE 10159, P2052-2090, NOVEMBER 10, 2018, co-morbidity data from the Lancet Global Health, June 15, 2020
Health care costs data from the World Health Organization and Infection Prevention data from the CDC

INDIAN MEDICAL DEVICES MARKET

4th
Largest Market in in
Asia

- *After Japan, China & South Korea*

\$11 Bn
Current Market Size

- *Including implants, consumables, Medical Electronics*

9-11%
CAGR Growth

- *Over the period of 5 years*

\$50 Bn
Market Size by 2025

- *Poised to be the leader in Medical Devices*

Government Support & Incentives

- Scheme for Promotion of Medical Device Parks
 - Encouragement to State Governments to establish Medical Device Parks
- Regulatory Support
 - Regulation of all Medical Devices through The Medical Devices (Amendment) Rules, 2020
- Production Linked Incentives (PLI Scheme)
 - Financial incentive for production of targeted medical devices, Total outlay - \$456 Mn
- Ease of Doing Business
 - 100% FDI allowed via automatic route
 - Preferential Purchase Order – PPO 2017

Sources: invest India

GROWING PREFERENCE TOWARDS MADE IN INDIA

SHIFT TOWARDS INDIA FOR CONTRACT MANUFACTURING, DUAL SOURCING AND PREDICTABLE TRADE

- Med Tech companies are looking towards **India** for new sourcing and **supply chains alternatives** due to tariffs and high dependency South East Asia countries



- This creates **new contract manufacturing** opportunities for Polymed

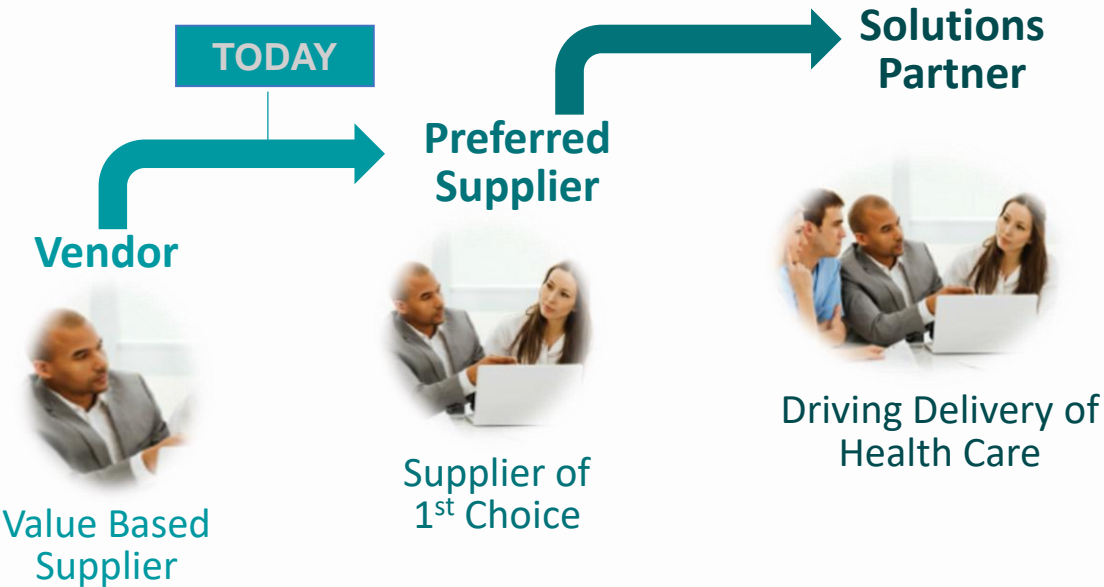


- Our footprint, **vertical integration** and **core competencies** in R&D, product development, tooling, moulds and high volume manufacturing/capacity make us an ideal partner



2020-2025 VISION

TRANSFORM FROM A PRODUCT COMPANY TO A SOLUTION PROVIDER ORGANIZATION



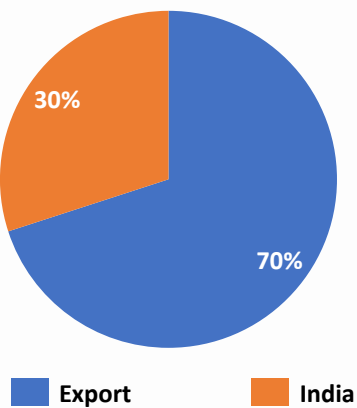
STICKINESS IN CUSTOMER BASE & SUSTAINABLE BUSINESS

LEVERAGE OUR (CUSTOMER) INSTALLED BASE AND DISTRIBUTOR NETWORK TO LAUNCH NEW PRODUCTS

Large Strategic Customer Base

- Large customer base over 110 different countries
- Strong presence in India
- Growth expansion in Europe
- Balanced sales throughout the world

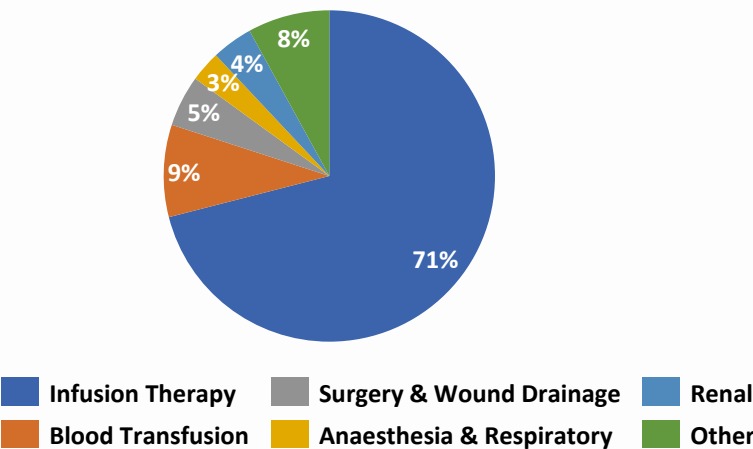
Polymed Sales By Geography



Strong Repeat Orders & Relationships

- 130+ commercially available products
- Numerous product registrations and more in pipeline
- Broad portfolio of hospital products for most patients

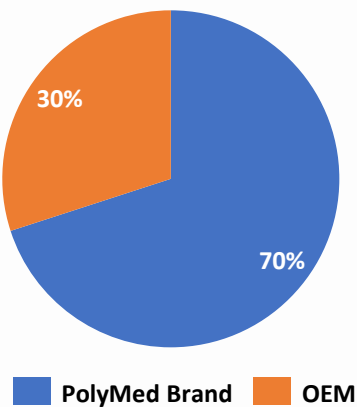
Polymed Sales By Product Category



Meaningful Relationships

- Long tenured relationships with strategic network of distributors
- 275+ sales associates in India, 10+ in Europe
- 70% + POLYMED branded sales and rest Private label
- Increased new products in premium and value tier for public and private Hospitals

Polymed Brand and OEM Private Label Sales



MANUFACTURING ACROSS FOUR COUNTRIES

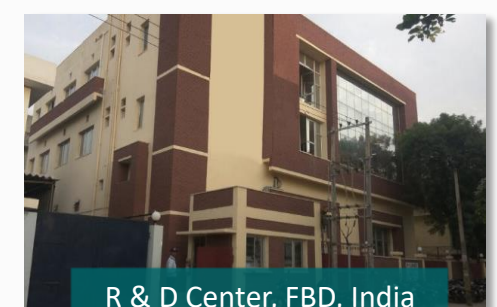
(INDIA, ITALY, EGYPT, CHINA)

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

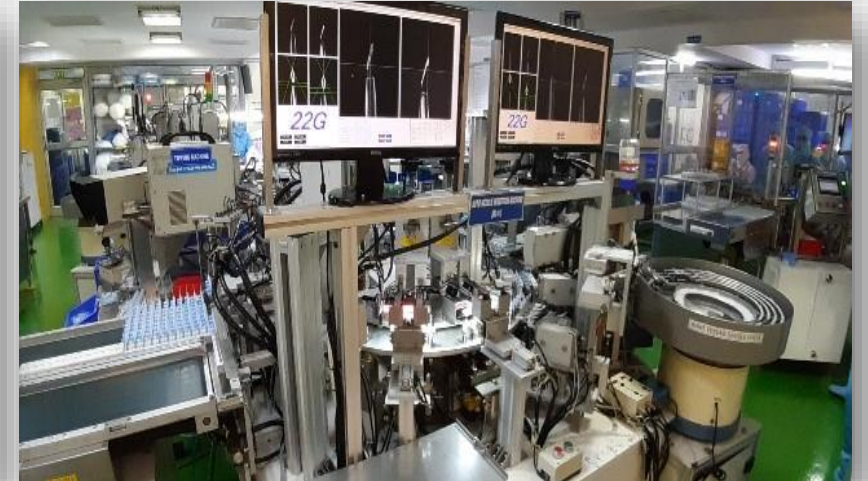
Over 250+ Moulding
Machines & 800+ Injection
Molds

More than 150+ automatic
assembly machines with
vision control systems.

20+ Robots used in
manufacturing.



MANUFACTURING EXCELLENCE



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

PLAN 1HEALTH, ITALY – EXPANSION IN FY 20-21

- Our stepdown subsidiary Plan1Health, Italy has expanded 3x its over all clean room area to expand manufacturing capacity and added new warehouse to facilitate increase storage and movement of goods.
- Company will start exporting its products to Brazil, Russia, China etc. in 2021



STATUS UPDATES – INDIA PLANTS

IMT Faridabad Plant-Phase II

- Phase II of our manufacturing plant in IMT, Faridabad will be ready by November 2020.
- New products like Manifolds, Catheters and new sizes of Dialyzers will be manufactured in this plant.
- We will be adding additional capacity of some of our existing products.



SEZ Plant, Phase II, Jaipur

- Target competition by Jan/Feb 2021
- Capacity addition of different types of medical devices like Catheters, Tubings, Infusion lines etc. for exports



R&D, REGULATORY AND PROCESS CAPABILITIES

FULLY INTEGRATED FROM NEW PRODUCT DESIGN DEVELOPMENT TO AUTOMATED MANUFACTURING

- 250+ Patents & 300+ pending applications
- R&D Team with 50+ engineers and 10+ Clinical Consultants
- All products are CE certified (EU Regulatory Compliant)

HIGHLY QUALIFIED TEAM



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

PRODUCT DESIGN



- Multi product design capability thru SUT
- Knowledge of global IP laws

MOLD DESIGN & PROCESS DEVELOPMENT



- Shorter development time
- Using high end design softwares

TOOL & MACHINE MANUFACTURING



- Leveraging latest technologies
- Reducing time to Market



OUR NEW PRODUCTS

VTM & VLTN Kits



Launched in
May 2020

Dialysis Machines



Launched in
July 2020

N 95 Masks



Launched in
Aug 2020

Pre-Filled Syringes



Launch by
Nov 2020

Vial Access Spike
with Valve



Launch by
Dec 2020

Single use Dialyzers
1.4 / 1.6 / 1.8



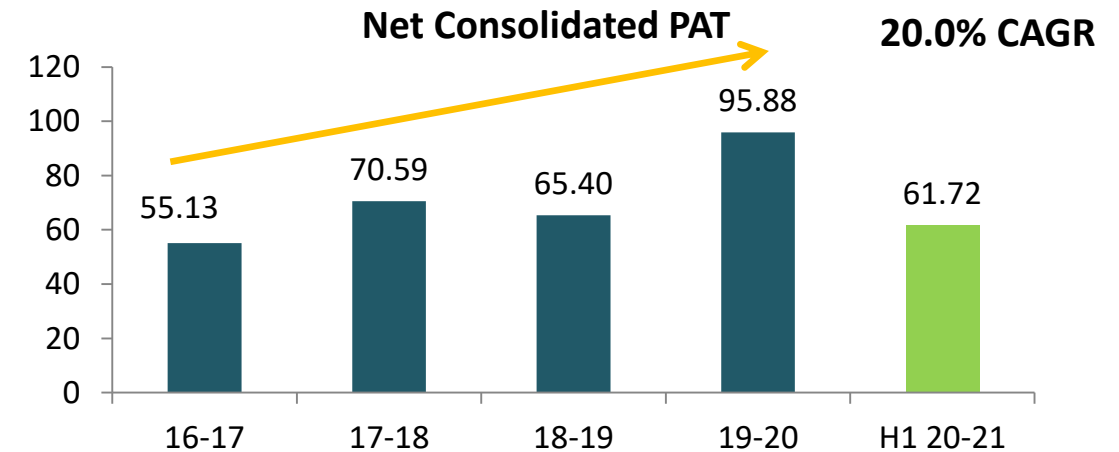
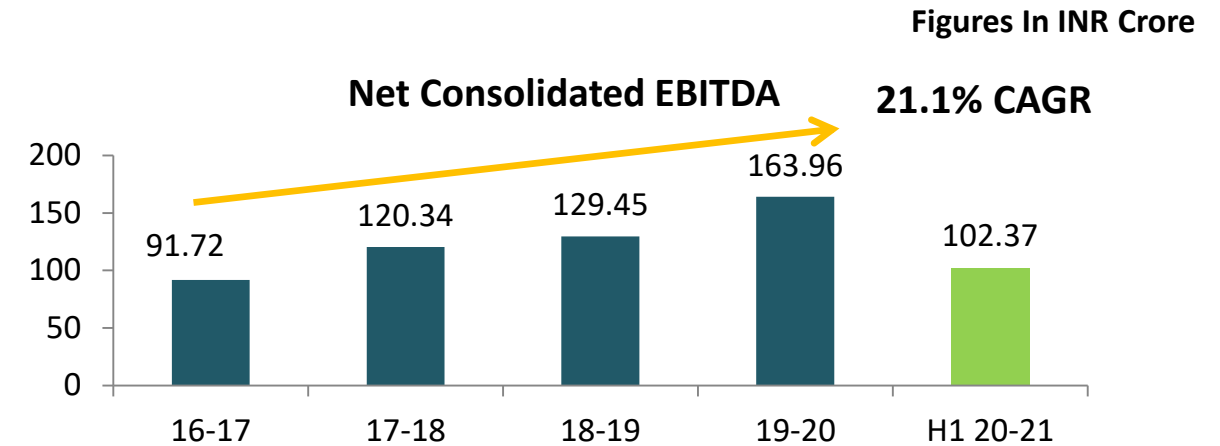
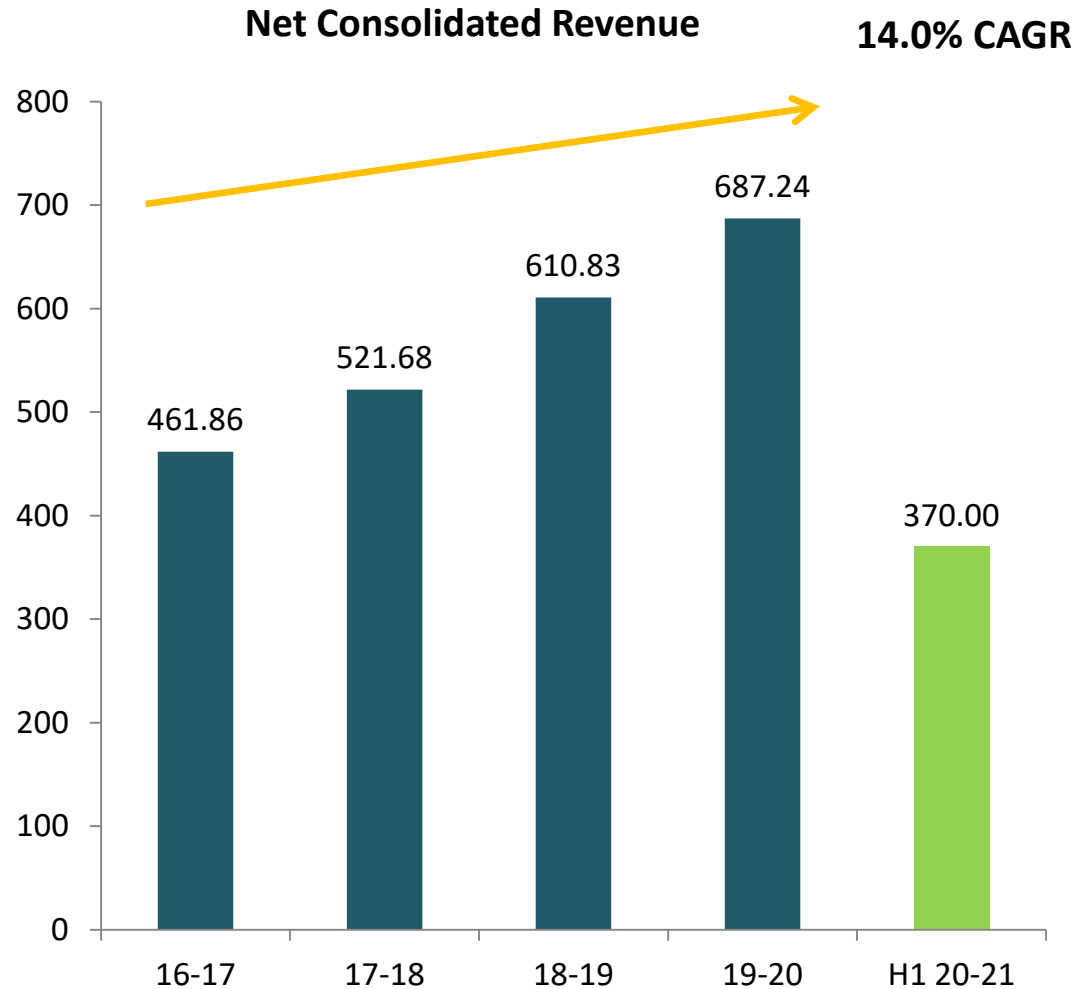
Launch by
Jan 2021

Blood Collection
Needles with
Flashback



Launch by
Feb 2021

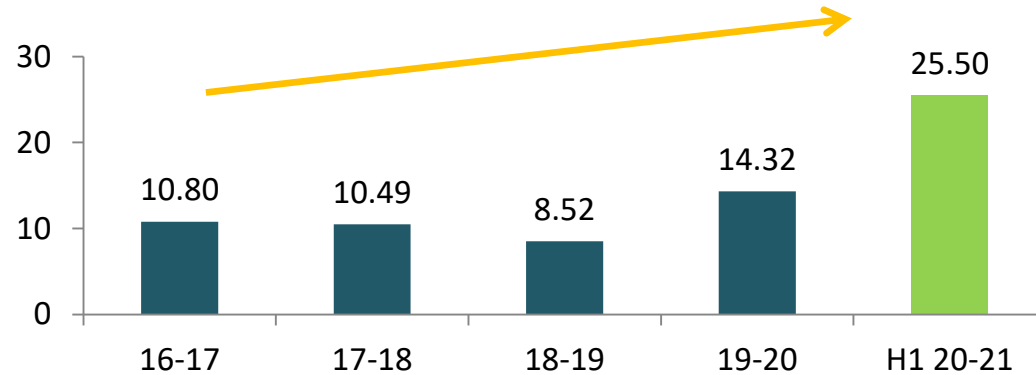
FINANCIAL SNAPSHOT



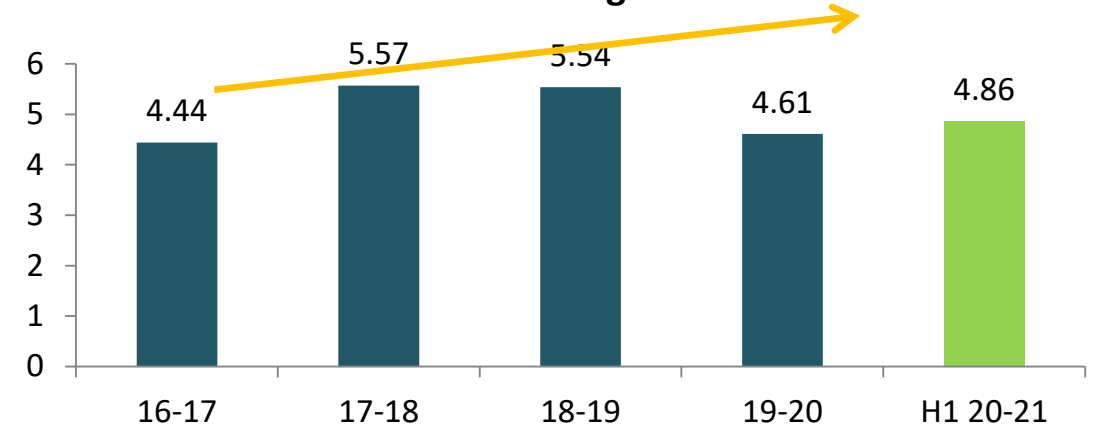
Sustained Growth with improving top-line, EBITDA and bottom-line and Margins

RATIO'S

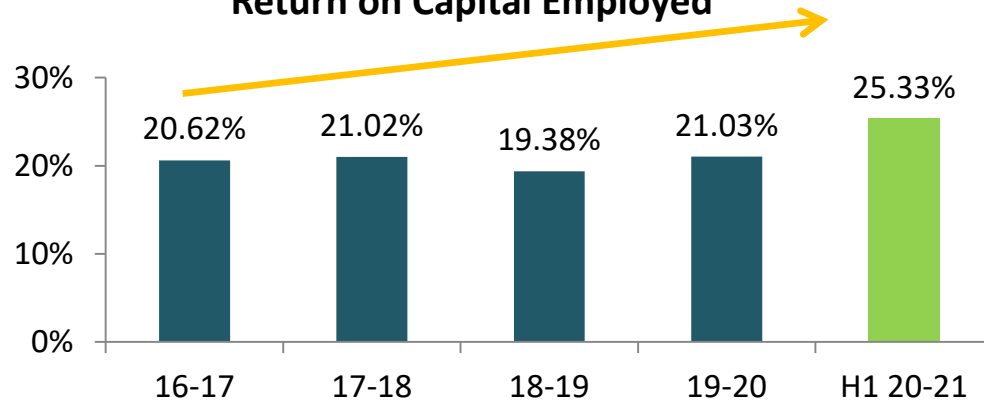
Interest Coverage



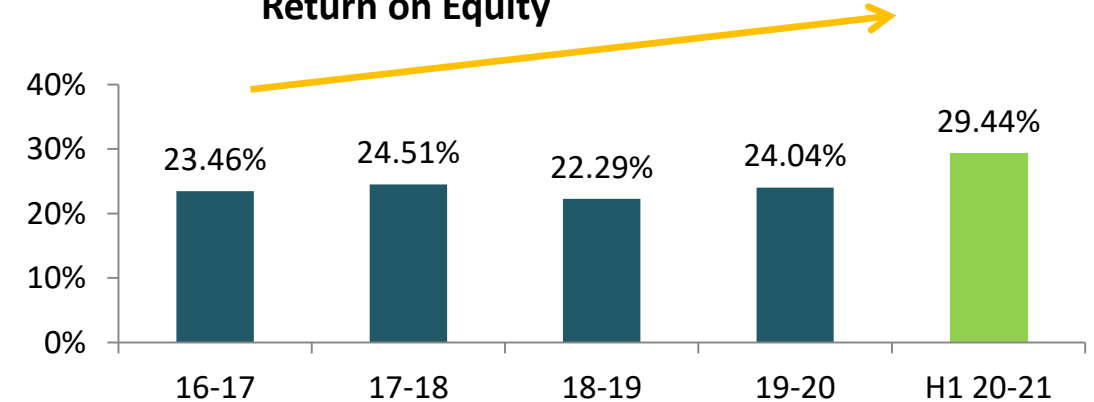
Debt Service Coverage



Return on Capital Employed

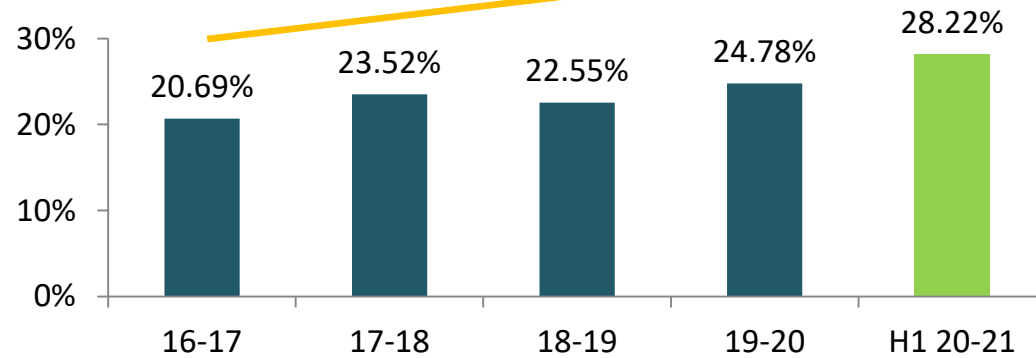


Return on Equity

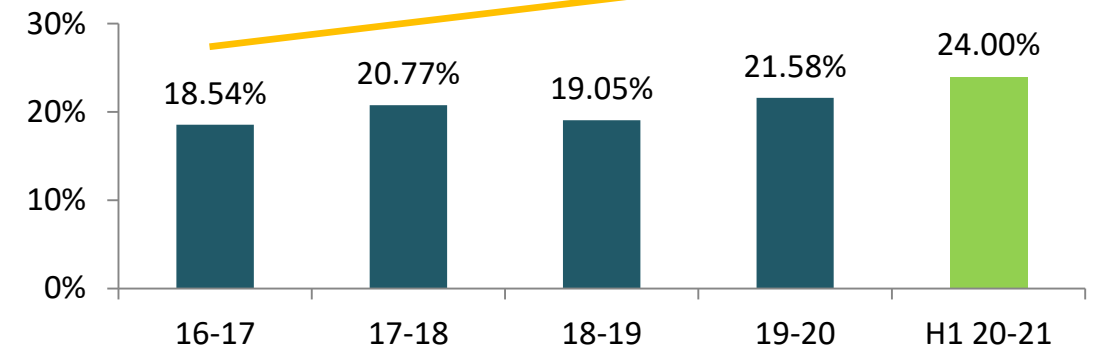


MARGIN'S %

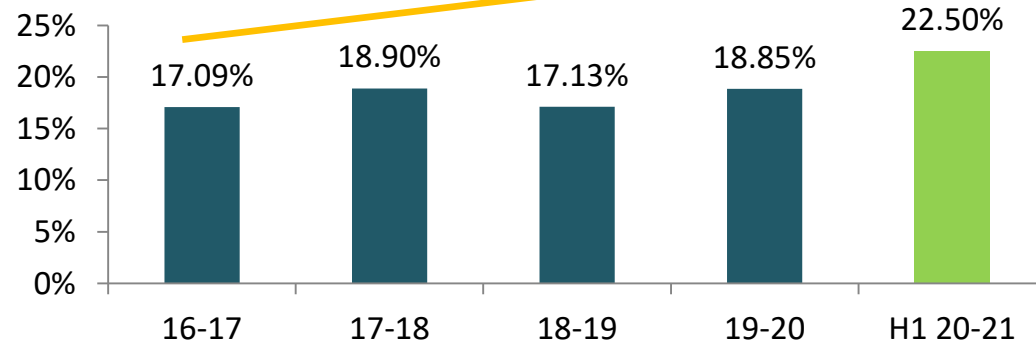
EBIDTA



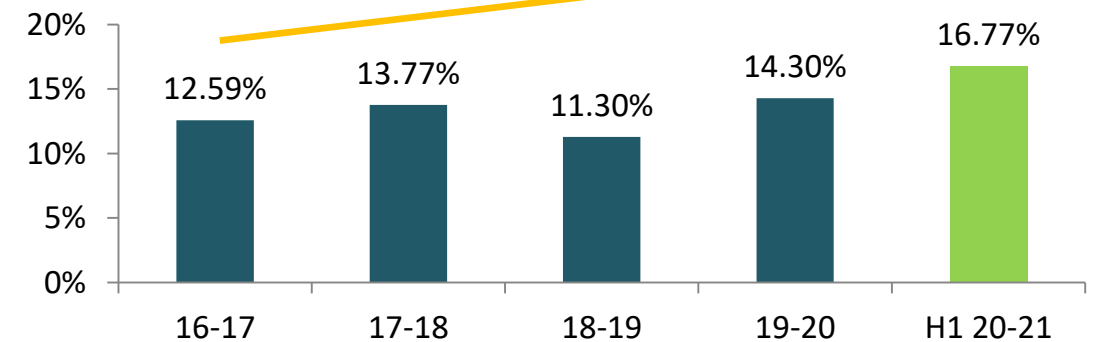
EBIT



PBT



PAT



AWARDS AND RECOGNITION

Top 25 Innovative Companies

**Poly Medicure has been featured in Forbes
“Asia’s 200 Best Under A Billion” list**

The Annual Best Under A Billion list spotlights 200 publicly listed small and mid-sized companies in the Asia-Pacific region with sales under \$1 billion.



LEADING DRUGS OUT MANAGEMENT

Yokohai's Group, which organized some 200 US patents last year, has been successful in securing contracts for its offshore operations and setting up joint ventures with local partners. In addition, Yokohai has been successful in securing contracts for its offshore operations and setting up joint ventures with local partners.

7. PHARMED 1991

This international and online pharmaceutical fair, which is held every year in May, offers an excellent opportunity for pharmaceutical companies to meet with potential buyers.

COMPANY	INDUSTRY	COUNTRY/REGISTRATION	SALES	MARKET SHARE
Leakhead	Industrial services	Australia	14	2
LG Han Industries	Hardware	Malaysia	202	19
Lufan Industries	Chemicals	Hong Kong	20	4
Lu Technology	Software	China	78	23
MLA Capital Partners	Financial services	Australia	164	36
Morgan Financial Group	Investment services	Japan	435	270
Morgan Pacific Partners	Investment services	Malaysia	188	25
Management Solutions Co.	Management consulting	Japan	3	210
Massened Private Services	Service/consulting	China	318	72
Maxvision Technology	Information systems	Indonesia	162	188
Medial Imaging Corp.	Medical equipment	Indonesia	1	3
Mediastrike Inc.	Healthcare	Taiwan	287	18
Metronet Land	Real estate	Indonesia	19	16
ME Telecommunication	Service/consulting	Philippines	44	14
Mikemol	Software	South Korea	106	16
Mikro Systems	Software	Taiwan	54	8
Mullis Bags Bags	Chemicals	China	49	7
Nam Viet Corp.	Textiles & Textiles	Vietnam	393	30
Nanjing Winstar Environmental	Waste management	China	111	188
Nash Bank	Banking	India	48	13
Nasir Nusantara International	Chemicals	Indonesia	160	188
Natway	Software	Thailand	1	299
Natural Group	Food/beverage services	Australia	6	1,052
Novenas	Pharmaceuticals	South Korea	138	13
Ogavien	Pharmaceuticals & Software	Malaysia	3	87
Olson Industries	Real estate	Indonesia	73	18
Over the Vies Holdings	Real estate	Australia	87	9
Parkson Hill (S)	Property development	Indonesia	529	1,578
Parkson Hill Corp.	Property development	South Korea	48	7
Parkson Hill (S)	Property development	Indonesia	18	29
Perfection Group International	Chemicals	Hong Kong	100	23
Persity	Real estate	Japan	187	44
Perth Shop Medical	Medical equipment	China	144	107
Peter of Estate	Property development	Japan	44	9
Peterson	Services	China	44	12
Peterson	Services	China	112	74
Pharmaceuticals	Pharmaceuticals	India	77	10

Source: the US, including Japan. □ Revenue

US \$ MILLIONS OF 1990 CURRENCY

PAGES 126

Only
Medicare

All values in \$ Millions

Company	Industry	Country	Sales	Net Income	Market Value
Poly Medicure	Medical equipment	India	97	14	359*

(As on July 7, 2020)

www.polymedicure.com

✉ info@polymedicure.com



“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.**

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 and Plexcouncil



*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

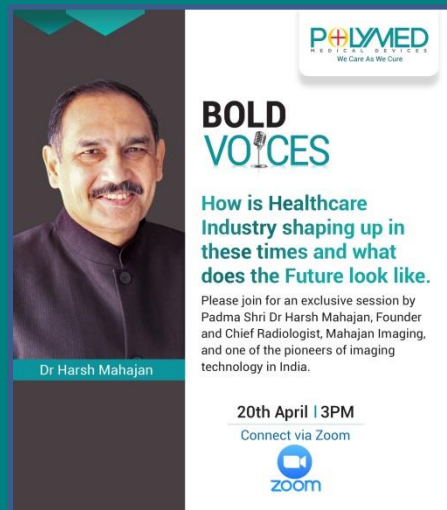
FOCUS ON TRAINING & CONTINUOUS MEDICAL EDUCATION



BRAND COMMUNICATION

Webinars

- BOLD VOICES | Tune into Health | COVID19 •



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.

Dr Harsh Mahajan

20th April | 3 PM
Connect via Zoom

zoom



BOLD VOICES

World Health Day

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

Health Talk by Dr Naresh Trehan

7th April | 2 PM
Connect via Zoom

zoom



8 Sessions

32 Sessions



BOLD VOICES

Critical Care, The Backbone of Healthcare Delivery Ecosystem.

Please join for an exclusive session by Dr. Yatin Mehta, Chairman, Institute of Critical Care and Anaesthesiology at Medanta - The Medicity Hospital Gurgaon.

Dr. Yatin Mehta

6th June | 2 PM
Connect via Zoom

zoom

www.polymedicure.com | info@polymedicure.com



BOLD VOICES

f LIVE

24th September | 3 PM

Nursing Leaders Expanding Horizons- From Bedside to Boardrooms.

Please join for an exclusive session by Dr. Jothi Clara J. Micheal, Director of Nursing (Strategies & Planning) India Operations Division, Parkway Healthcare India Private Ltd. (Gleneagles Global Group and Continental Hospitals) & Vice President, Association of Nurse Executives India (ANEI)

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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.

Col Binu Sharma

9th May | 3 PM
Connect via Zoom

zoom

FUNDAMENTALS
GETTING BACK TO BASICS
AN INSIDE & OUTLOOK INITIATIVE

Total 40 Webinars done

34000 views, 85 shares on Dr. Trehan's Webinar post

Around 3200 HCPs attended These programs

Total 64 Clinicians delivered lectures



TUNE into Health

Need & Importance of Quality Standards in Healthcare Settings

An Exclusive Health Talk on Need & Importance of Quality Standards in Healthcare Settings by Dr. Sanjeev Singh, Chief of Medical Services, Amrita Institute of Medical Sciences, Kochi
Lead Projects, Amrita, Faridabad
Co-Chair, Research Committee, NABH

Dr Sanjeev Singh

Watch this space

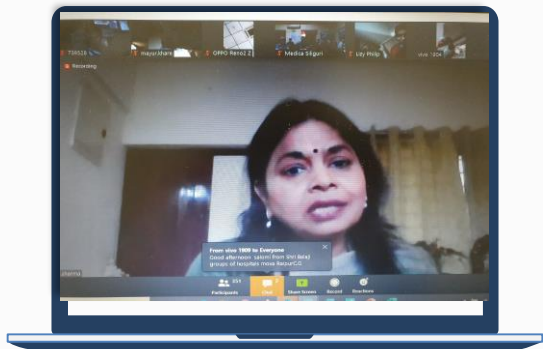
BRAND COMMUNICATION

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

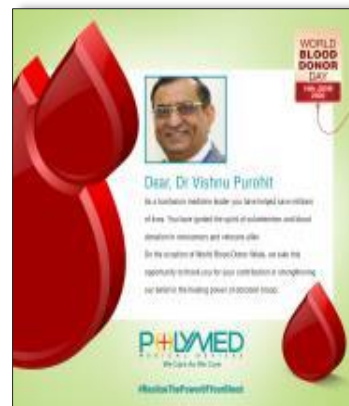
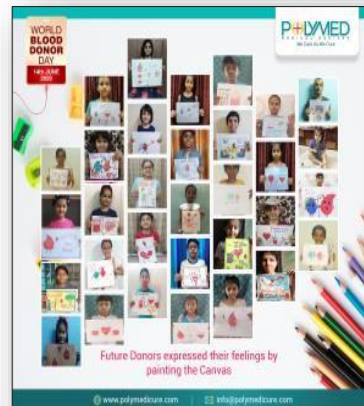


BRAND COMMUNICATION



World Blood Donor Day Campaign

Social Media | Awareness AV | Contest
Testimonials from Blood Bank Leaders |
Personalized e-Greetings | Drawing Competition



Participation at CII India Healthcare Week Virtual Booth | Webinar Logo Branding | Print Ad



SOCIAL MEDIA CAMPAIGNS FOR BRAND BUILDING



POLYMED
MEDICAL DEVICES
We Care As We Cure

When you are battling cancer, be confident but never be complacent.

Staying well after cancer is very important. Make sure you eat right, get regular physical activity, and go for recommended cancer screenings

National Cancer Survivors Day

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#EverySisterCares

POLYMED
MEDICAL DEVICES
We Care As We Cure

Not related by blood, But by warmth.

HAPPY RAKSHABANDHAN

to all the sisters who are working selflessly to help us fight this pandemic.

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Born in India. Loved Globally.

POLYMED
MEDICAL DEVICES
We Care As We Cure

GLOBAL EXPERTISE STARTS AS LOCAL

We are amongst the Top 5 Manufacturers of I.V. Cannula in the World.

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We Care As We Cure

Let's fight COVID19 together.

As one of the leading player in infusion therapy, Poly Medisure 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.polymedicure.com

Vascular Access
 Dialysis & Renal Care
 Transfusion System
 Diagnostics

WORLD HEART DAY, 2020

POLYMED
MEDICAL DEVICES
We Care As We Cure

EXERCISING NEVER FAILS TO MAKE YOUR HEART SMILE

#KeepYourHeartHappy

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POLYMED
MEDICAL DEVICES
We Care As We Cure

THE TRUE PURPOSE OF LIFE IS TO AGE WITH GOOD MEMORIES.

Stop stressing, eat well, exercise your brain to keep Alzheimer's at bay.

WORLD ALZHEIMER'S DAY
21ST SEPTEMBER, 2020

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POLYMASK

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BE SAFE INDIA

While all of us keep adjusting to this new normal, it is also essential to wear a mask, avoid crowded places, wash your hands frequently and maintain social distancing.

*Source: Ministry of Health and Family Welfare India

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AS OUR COUNTRY STRIDES INTO THE FUTURE, LET'S LEAVE HEPATITIS BEHIND

Together, we can make India hepatitis free by raising awareness and learning to prevent the disease better.

WORLD HEPATITIS DAY
28TH JULY, 2020

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Thank You

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