

# Investors Presentation

May 2022

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# Content

Our Journey

Board of Directors & Management

Corporate Structure

Polymed's Unique Position

Five Year Vision

Customer Stickiness, Sustainable Business

Manufacturing

Key Financials and Ratios

New Product launches

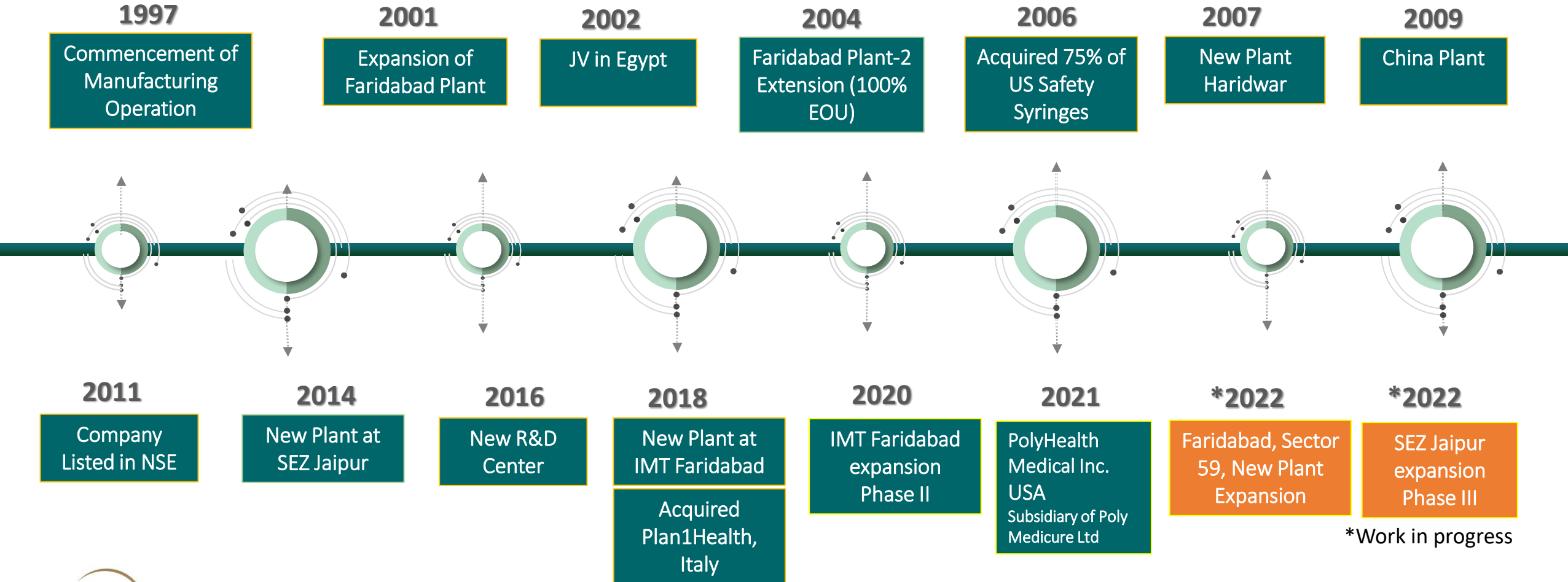
Corporate Communication

Way Forward, Capex Update

Awards and recognition



# 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 120+ 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**  
(Non Executive  
Independent 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 GROUP

INDIA

Poly Medicure Ltd  
Holding Co.

**Plan 1 Health India Pvt. Ltd.**  
Wholly owned Subsidiary (100%)

OVERSEAS

**Poly Medicure  
(Laiyang) Co. Ltd.  
China**  
Wholly owned  
Subsidiary (100%)

**Poly Medicure BV-  
Netherlands**  
Wholly owned  
Subsidiary  
(100%)

**Ultra for Medical  
Products Co.  
(UMIC) – Egypt**  
Associate (23%)

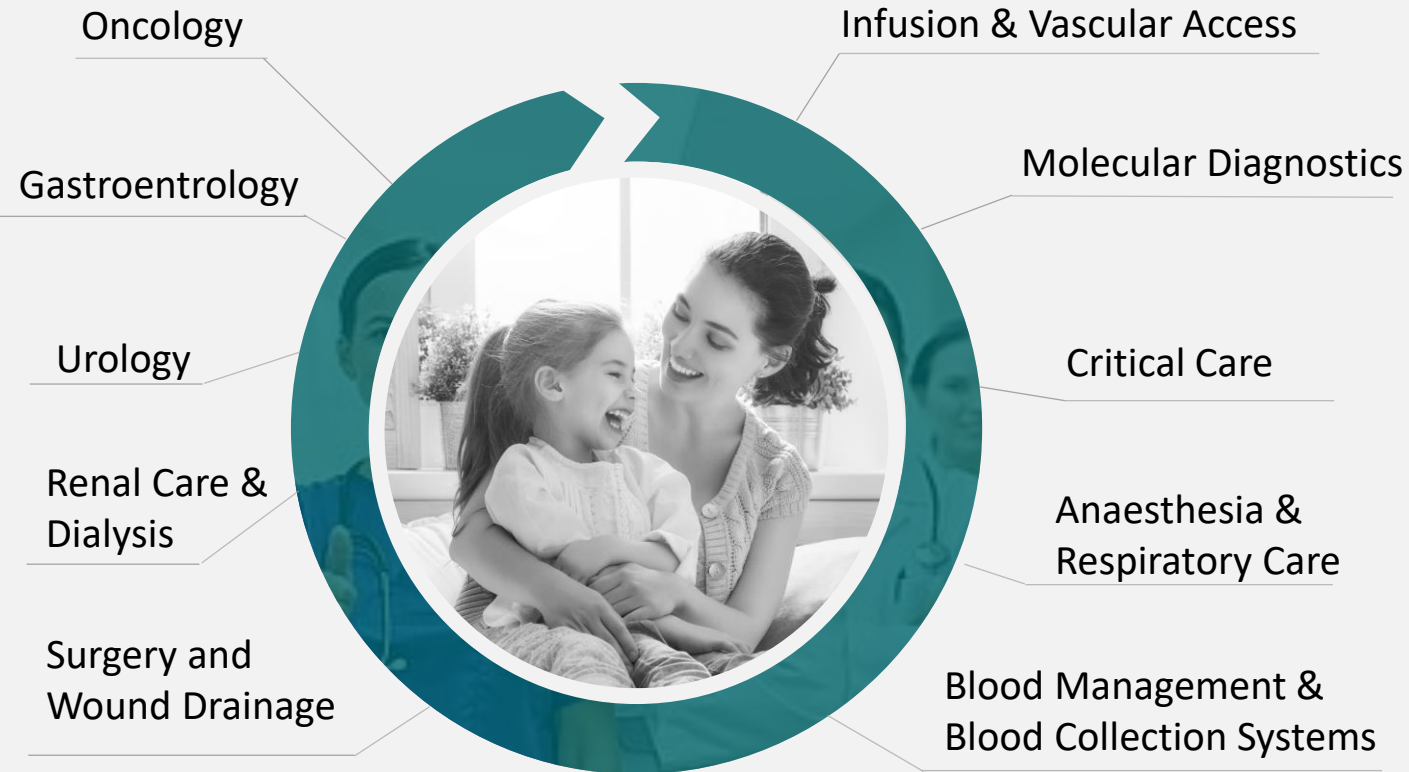
**Plan 1 Health Italy**  
Step Down Subsidiary (100%)

**PolyHealth Medical Inc. USA**  
Step Down Subsidiary (100%)

# POLYMED'S UNIQUE POSITION

## EMINENCE IN FLUID MANAGEMENT DISPOSABLES AND PROCEDURAL MEDICAL DEVICES

### COMPREHENSIVE PRODUCT RANGE



### INNOVATION, AN INTEGRAL PART OF POLYMED STORY

#### Amongst the Top 3

I.V. Cannula Manufacturer in the world

**1st**

Indigenous Dialyzer Manufacturer

**275+**

Sales Associates

**6500+**

Hospitals Reach

**30+**

Clinical Specialists

**50,000+**

HCP's Reach

#### Largest Exporter

Largest exporter of Consumable Medical Devices from India **10 years** in a row.

Portfolio of more than **160 Medical Devices**

**25 Years of manufacturing excellence**





# 2020-2025 VISION

## TRANSFORM FROM A PRODUCT COMPANY TO A SOLUTION PROVIDER ORGANIZATION

### Started in 1997

Commencement of Manufacturing Operation

### 2002-2009

Product and facility expansion

### 2011-2019

New R&D Center  
Acq of Plan 1 Health  
New Manufacturing Plants



### 2020-2021

Focus on commercial launch of current product pipeline

Invest in development of infection reduction and fluid management and accelerate time to market

Upscale R&D and Operations

### 2022-2025

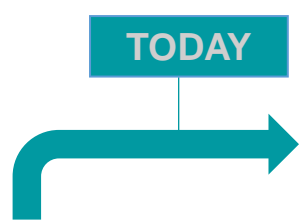
Launch differentiated new products in premium markets and geographies

Accelerate growth in developed countries

### 2026 and beyond

Globally recognized solution provider of infection reduction technologies and fluid management products

**TODAY**



**Preferred Supplier**



Supplier of 1<sup>st</sup> Choice



**Solutions Partner**



Driving Delivery of Health Care



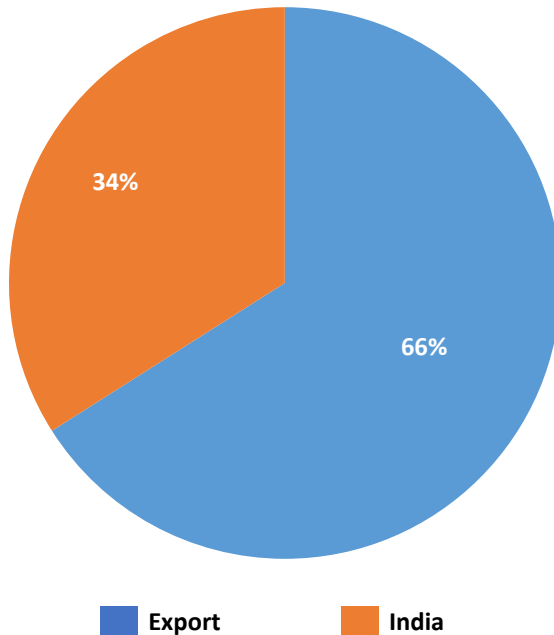
Value Based Supplier



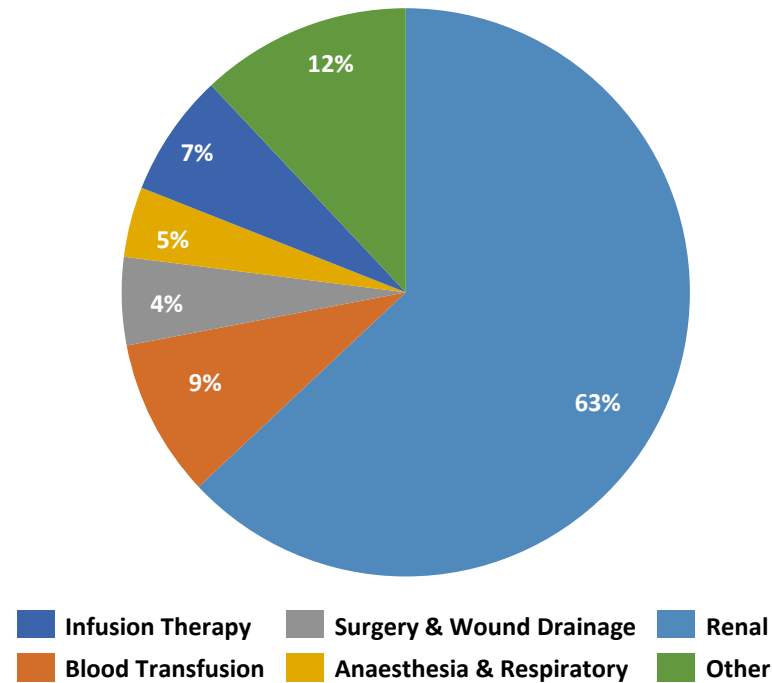
# STICKINESS IN CUSTOMER BASE & SUSTAINABLE BUSINESS

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

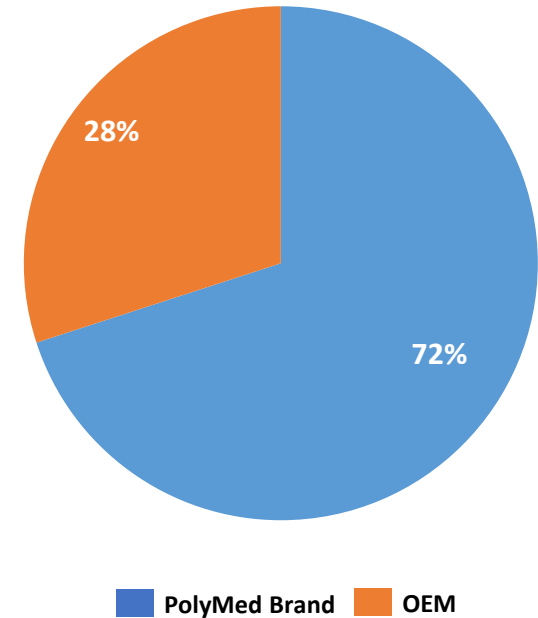
Polymed Sales By Geography



Polymed Sales By Product Category



Polymed Brand and OEM Private Label Sales



# MANUFACTURING ACROSS FOUR COUNTRIES

(INDIA, ITALY, EGYPT, CHINA)



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

Over 275+ Moulding  
Machines & 900+ Injection  
Molds

More than 200+ automatic  
assembly machines with  
vision control systems.

30+ Robots used in  
manufacturing.



Faridabad Plant, India



Haridwar Plant, India



IMT Faridabad India



Faridabad Plant, India



Jaipur Plant, India



R & D Center, FBD, India



Laiyang-qingdao, China



Assuit, Egypt



Amaro, Italy

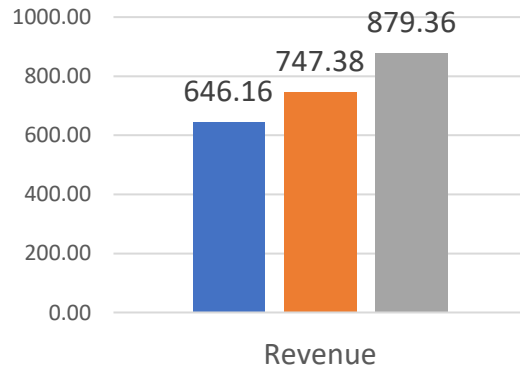


# OUR STRENGTH:

## Consistent all-round growth (Standalone)



### REVENUE (₹ Crs.)

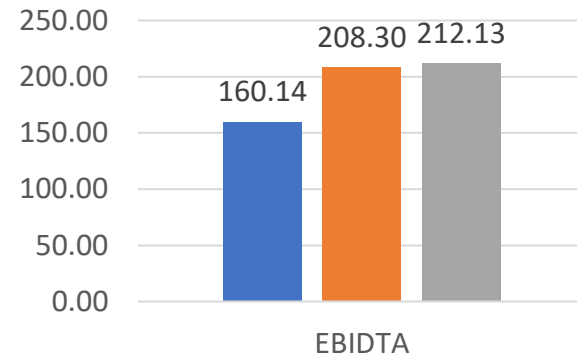


■ FY 2020 ■ FY 2021 ■ FY 2022

Year	Revenue
FY 2020	646.16
FY 2021	747.38
FY 2022	879.36



### EBIDTA (₹ Crs.)

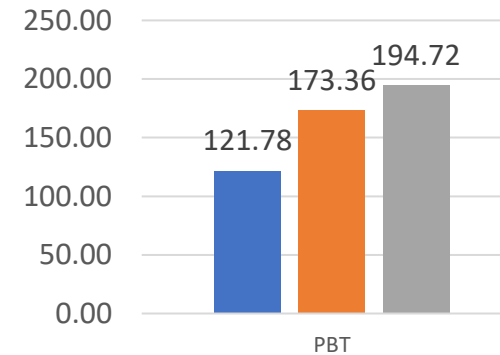


■ FY 2020 ■ FY 2021 ■ FY 2022

Year	EBIDTA	%
FY 2020	160.14	24.78%
FY 2021	208.30	27.87%
FY 2022	212.13	24.12%



### PBT (₹ Crs.)

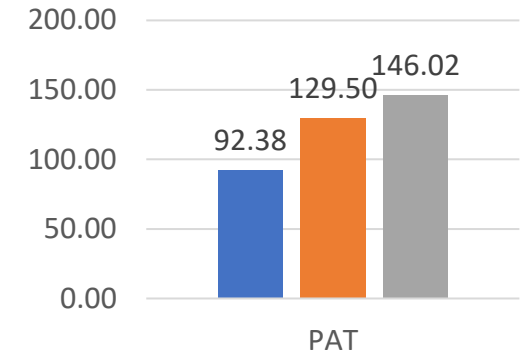


■ FY 2020 ■ FY 2021 ■ FY 2022

Year	PBT	%
FY 2020	121.78	18.85%
FY 2021	173.36	23.20%
FY 2022	194.72	22.14%



### PAT (₹ Crs.)



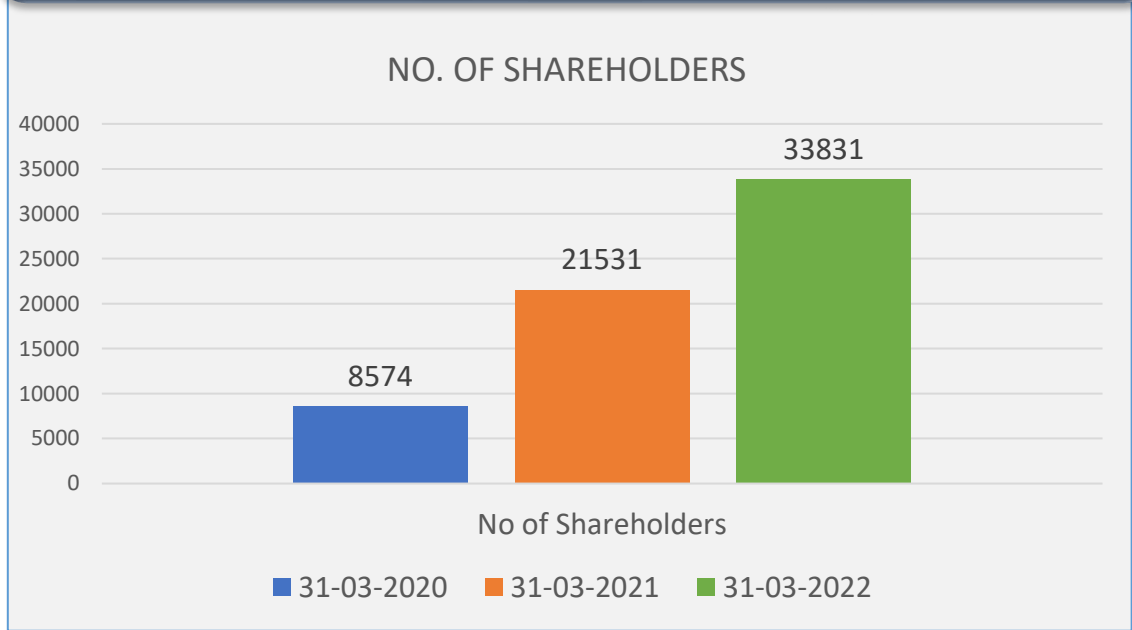
■ FY 2020 ■ FY 2021 ■ FY 2022

Year	PAT	%
FY 2020	92.38	14.30%
FY 2021	129.50	17.33%
FY 2022	146.02	16.60%



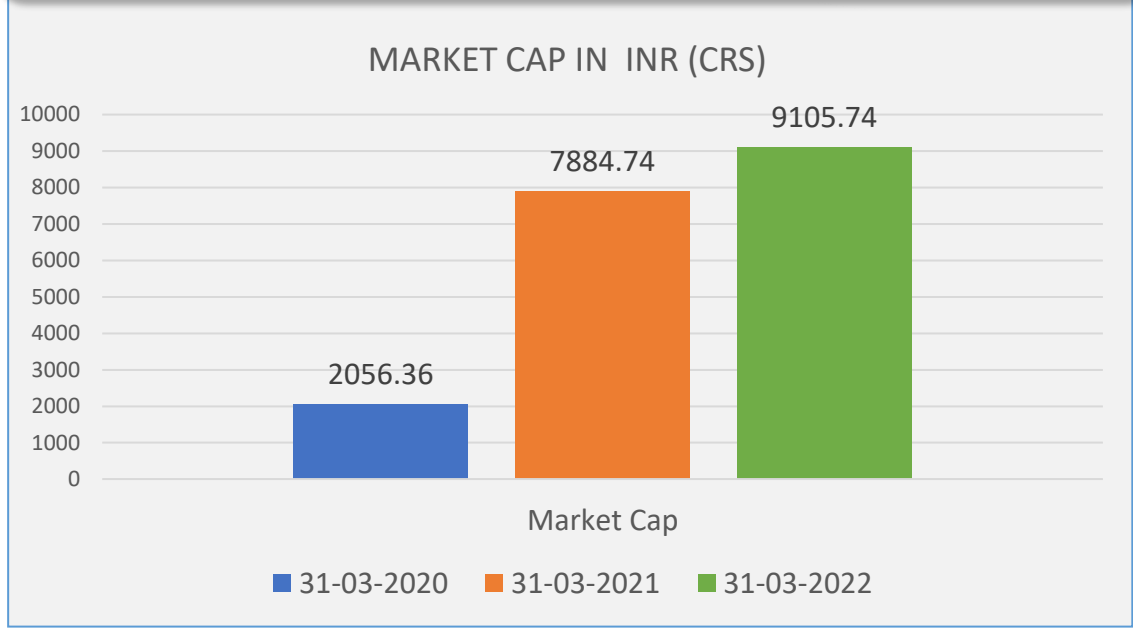
# CREATING VALUE FOR SHAREHOLDERS

## Increasing Shareholders Base



Date	No of Shareholders
31-03-2020	8,574
31-03-2021	21,531
31-03-2022	33,831

## Creating Value for Shareholders

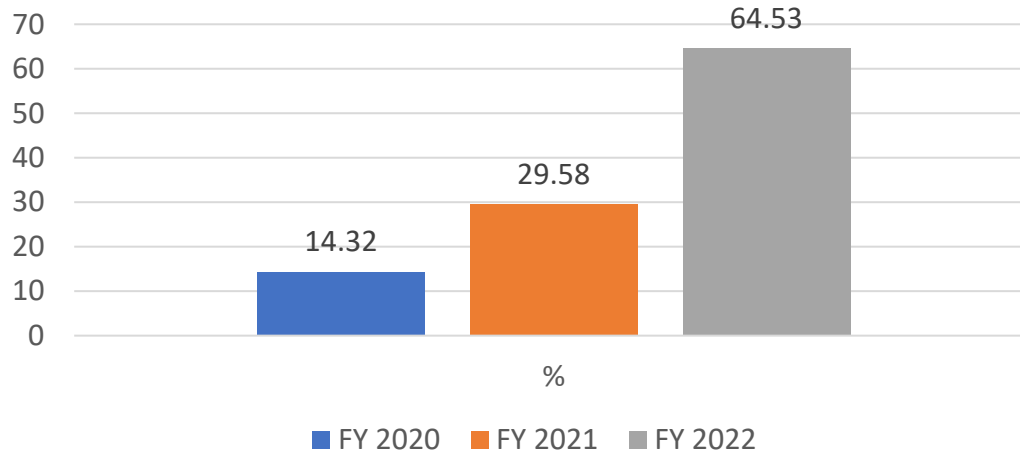


Date	Market Cap in INR (CRS)
31-03-2020	2056.36
31-03-2021	7884.74
31-03-2022	9105.74

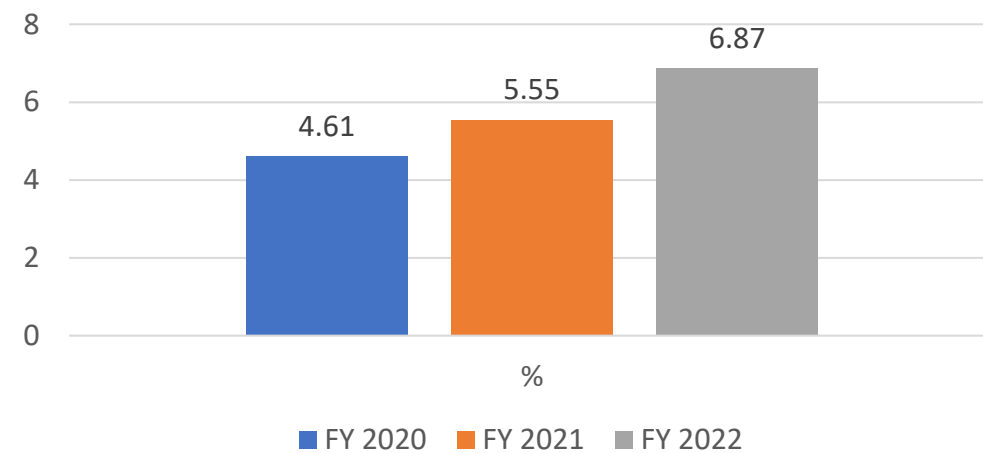


# RATIO'S

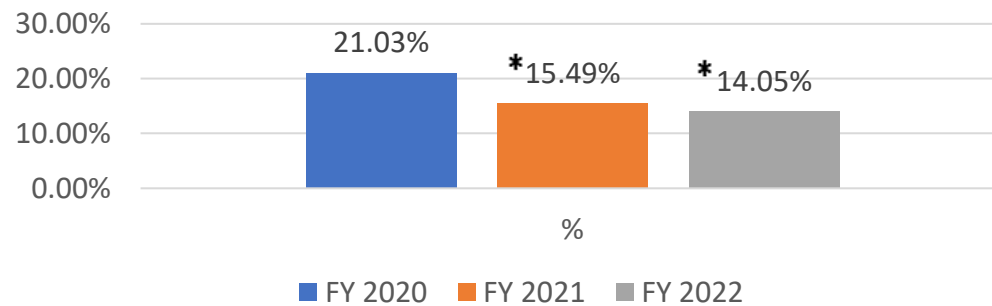
### Interest Coverage



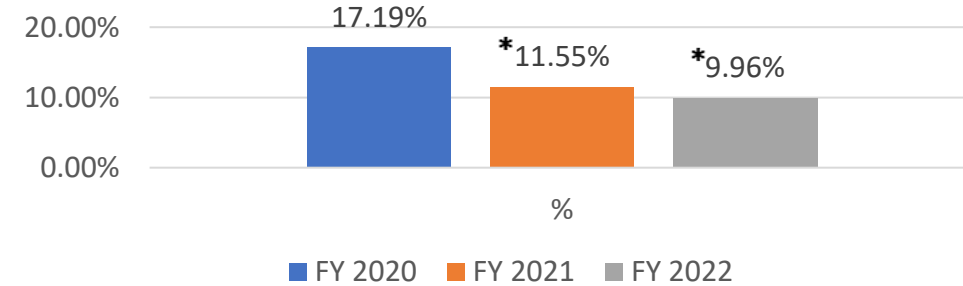
### Debt Service Coverage



### ROCE

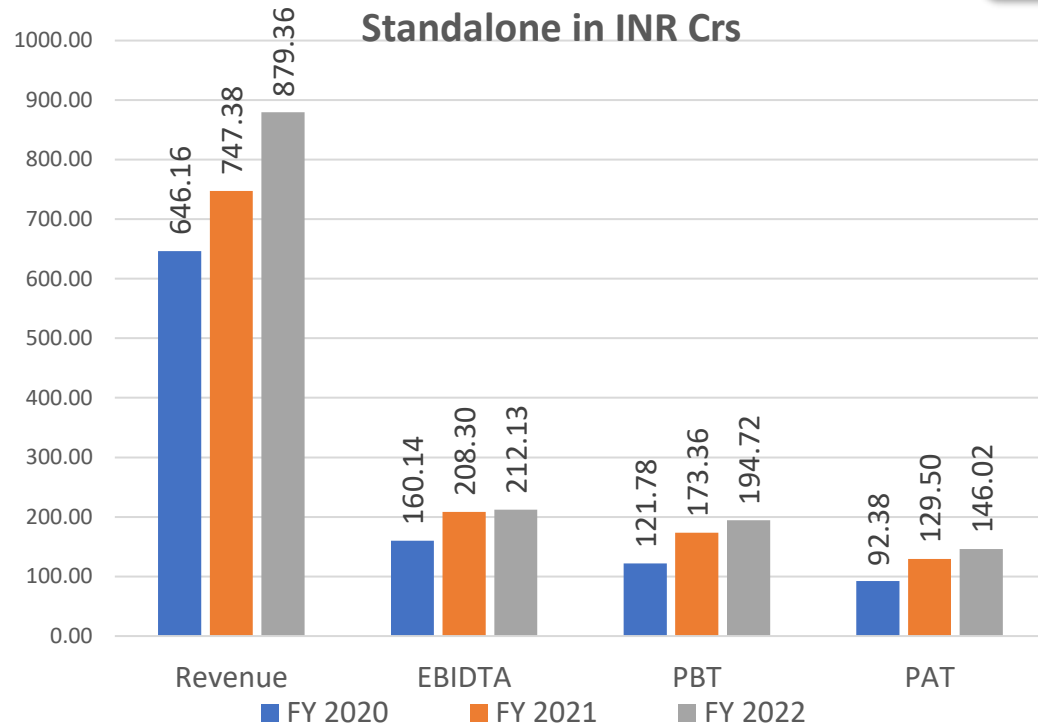


### ROE

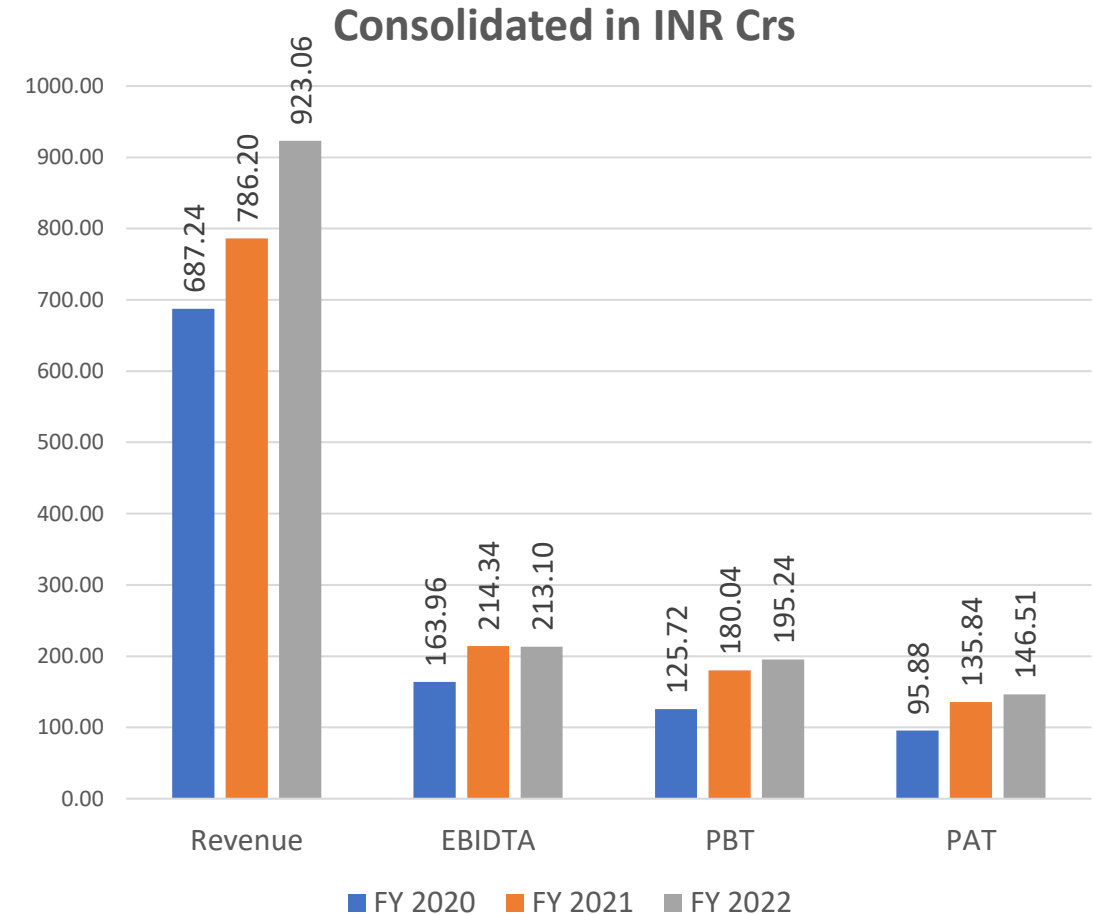


\* Increase in Share Capital due to QIP in Feb 2021

# PERFORMANCE STANDALONE/CONSOLIDATED



Year	Revenue	EBIDTA	PBT	PAT
FY 2020	646.16	160.14	121.78	92.38
FY 2021	747.38	208.30	173.36	129.50
FY 2022	879.36	212.13	194.72	146.02



\* All subsidiaries



# NEW PRODUCT LAUNCHES - FY 22-23



Arterial blood  
collection syringe



ECG- Electrode



PICC Line



Polyguard +



Labside filter  
(Blood Bank Side filter )



Bedside Filter



Hubber Needle  
(Oncology)



Diagnostic Kits



Concentrate



Disinfectant



Midflux PP & PC, and High  
Flux PP & pc Dialyzer –  
1.4, 1.6, 1.8



Dialyzer  
Reprocessor



Polyfit Range



# PRODUCTION LINKED INCENTIVE SCHEME (RENAL CARE)



- Polymed got approval under Renal Care Segment for following products
  - ✓ Dialyzer
  - ✓ Dialysis Machine
  - ✓ Peritoneal Dialysis Kit
  - ✓ Bloodline
  - ✓ Fistula
  - ✓ Transducer Protector
- Greenfield projects defined under the guidelines to be operational at IMT Plant
- Committed Investment of 70 Crs under the scheme from FY 2022-28
- 12 Crs of Investment done upto Mar-22 under the scheme

# PRODUCTION LINKED INCENTIVE SCHEME (IN VITRO DIAGNOSTIC)



- Polymed got approval under In Vitro Diagnostic Medical devices for following products
- New range of Molecular Chemicals, reagents and diagnostic kits to be added.
- Greenfield projects defined under the guidelines to be operational at IMT Plant
- Committed Investment of 50 Crs under the scheme from FY 2022-28
- 11 Crs of Investment done upto Mar-22 under the scheme

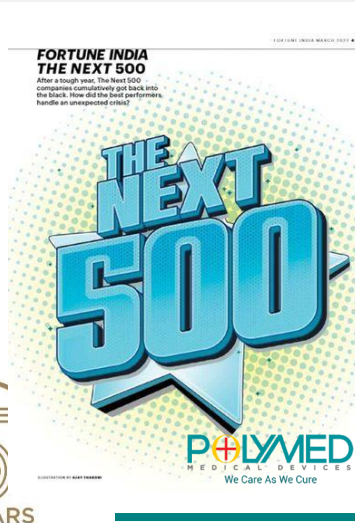


# CORPORATE COMMUNICATION

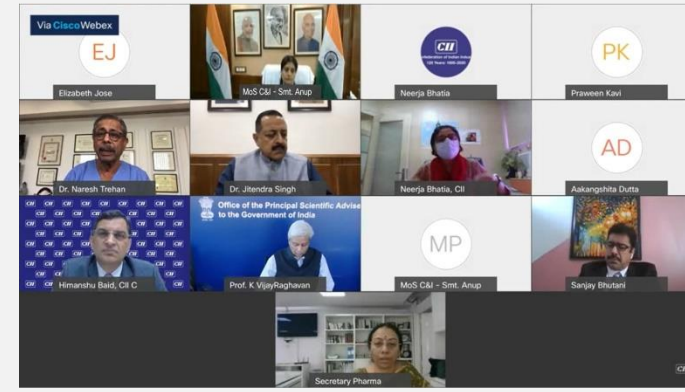
Media | Industry Events | Webinars | Social Media | Clinical Engagements | Conferences



1 lac + followers on social media  
250 posts pushed last year



25 YEARS





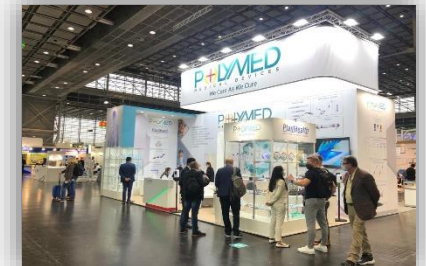
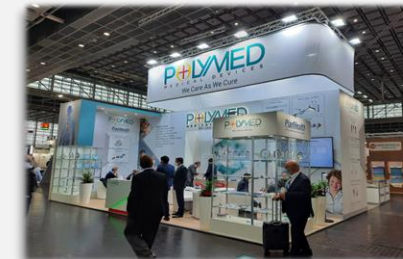
# CORPORATE COMMUNICATION

Media | Industry Events | Webinars | Social Media | Clinical Engagements | Conferences

Arab Health  **ARAB HEALTH 2022, DUBAI**



 **MEDICA 2021, GERMANY**





# WAY FORWARD

## Vascular Access

- Relationship building with corporate chain of hospitals
- Expand Dealer network

01

## Renal

- Introduce Indigenous Dialysis Machine
- Expand Dialyzer range

02

## Research & Development

- Increase R&D investments
- Shorter lead time for commercialization

03

## International Strategy

04

- Transition to MDR
- Improve Brand visibility in International markets

## Promote Infection Prevention and Safety

05

- Targeted Clinical engagement

## Operational Excellence

06

- Build sustainability
- Adopt best ESG standards
- Lead certification & ISO 14001



# CAPEX UPDATE

- Capex incurred in FY 2021-22 : INR 151.80 Crs
- Capex planned for FY 2022-23 : INR 150.00 Crs



# AWARDS & RECOGNITION

## “India Medical Device Leader of the Year 2021” by Government of India



“Most Promising Company in  
Medical Device”

Poly Medisure Ltd.



11th MT India Healthcare Awards 2021



"Export Excellence Award" by PLEXCONCIL as the  
largest exporter of disposable medical devices



Export Excellence Award 2020-21  
Presented at 68th Annual General Meeting,  
Faridabad Industries Association.

# Thank You

## Poly Medicure Limited

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New Delhi-110020, India

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

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

CELEBRATING

