



Investor's Presentation

Poly Medicure Ltd.
May 2024

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We are commanding a **formidable** presence in the medical devices space

Polymed at a Glance



12
Specialities



12
Manufacturing Plants
Across 4 countries



125+
Countries

200+
Medical Devices



4000+
Employee Base



400+
Sales Associates



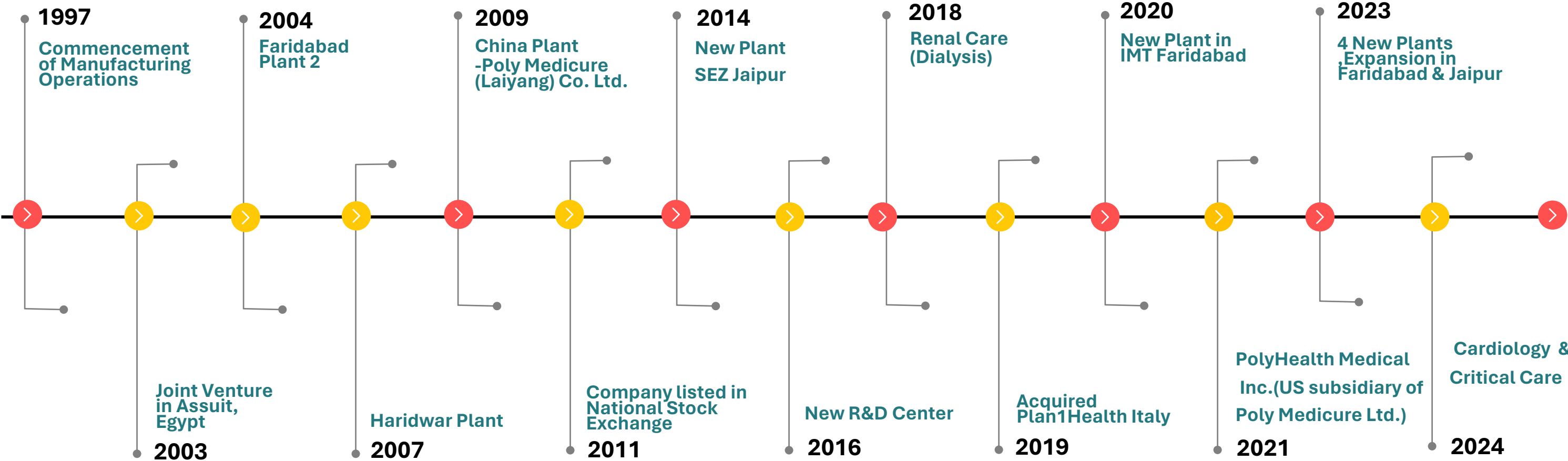
400+
Patents



1.2 Billion+
Devices Manufacturing Capacity
Per year

Navigating Our Journey

Polymed's Path of Milestones and Triumphs



Polymed spearheads **innovation** across diverse healthcare domains,
advancing towards a **healthier world**

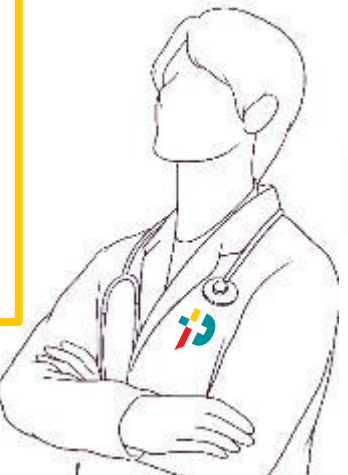
Billion Lives touched Annually



FLUID MANAGEMENT



PROCEDURAL MEDICAL DEVICES
& EQUIPMENTS



Comprehensive Integration

Our Solutions **Enhance Care** Across the Hospital Spectrum

IPD



ICU



Blood Bank



Emergency



Dialysis Centre



Operation Theatre



Pathology Lab

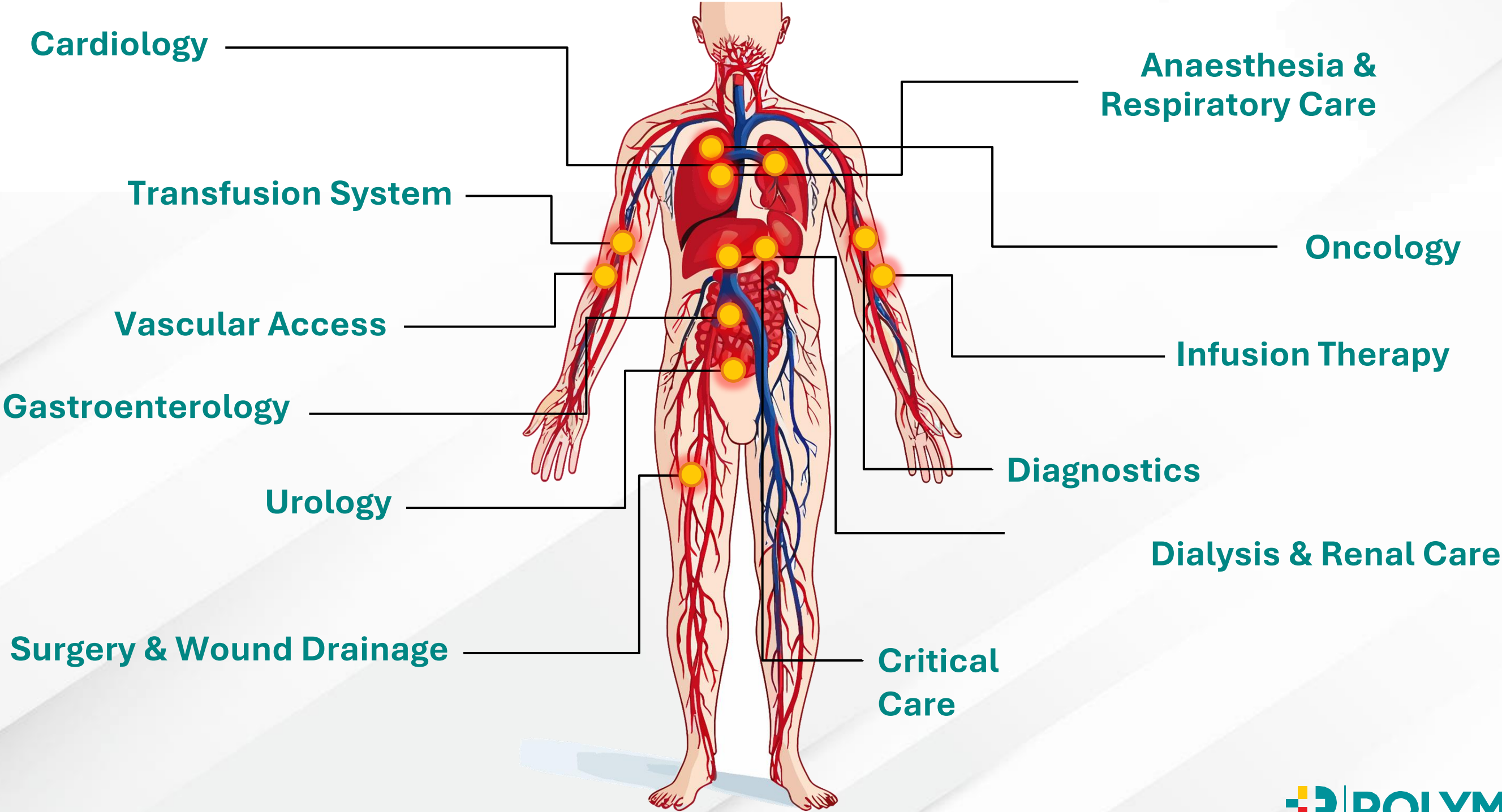


Specialty Treatment
Units

Oncology, Cardiology,
Gastrontology, Urology




Our **Innovations** Deliver Vital **Care** to Key Clinical Specialties




Diving into Our Product Portfolio


Vascular Access




IV Cannula



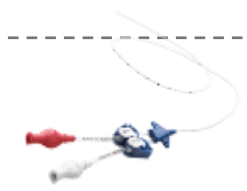
Arterial Catheter




Central Venous Catheters




Mini Mid Lines - OTN




Peripherally Inserted Central Catheter



Peripherally inserted Venous Catheters




Safety Introducer Needle




Safety Winged Infusion Set


Infusion Therapy




Extension Lines with Needle Free Connectors




Infusion Set with Flow regulator




Three Way Stop Cock with Extension Tube




Vial Access Spike with Integrated Valve




Manifolds



Arterial Blood Collection Syringe




Prefilled Saline Syringe




Needle Free Connectors


Oncology




Implantable port




PICC Catheter




Mini Mid Lines- OTW




Safety IV Cannula With Blood Control




Safety Huber Needle




Disinfecting Cap



IV Infusion Set For Photosensitive Drugs




Safety Closed IV Catheter System




Photosensitive HP Line

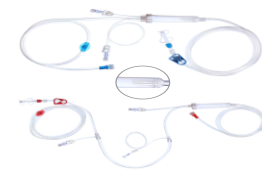
Dialysis




Dialysis System




Dialyzer




Blood Lines




Fistula Needle




Hemodialysis Catheter




Hemodialysis Kit



Peritoneal Dialysis Set




Peritoneal Dialysis Transfusion Set




Transducer Protector


Transfusion System




ACD Bag




Blood Bag Systems




Blood Bag with Safety Device & Sampling Bag




CPD-SAGM-TOTM Bag System




Blood Bag with In-Line RBC Filter



Top & Bottom Extraction Bag System




Blood Administration Set




Transfusion Pump Set


Diagnostics




Blood Collection Tubes




Safety Blood Collection Set




Rapid Kits




Fever Panel



VTM Kit

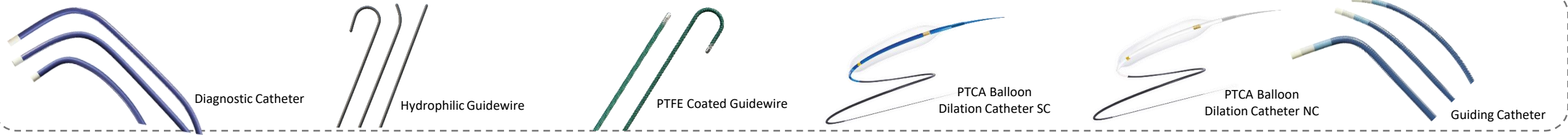


Standard Needle Holder



Blood Collection Needle

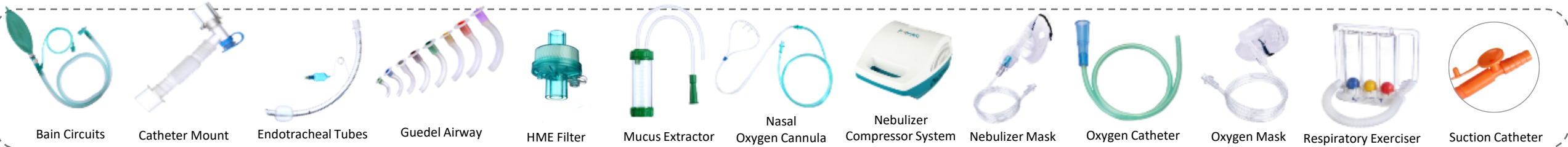
Cardiology



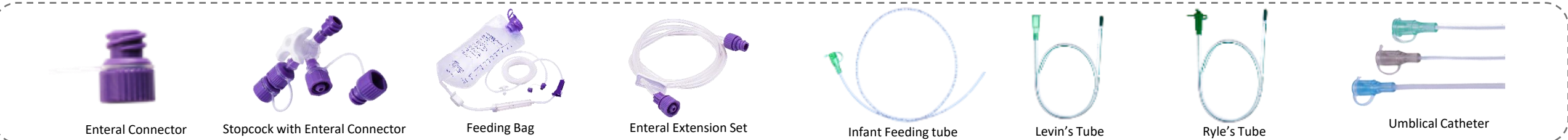
Surgery and Wound Drainage



Anesthesia & Respiratory Care



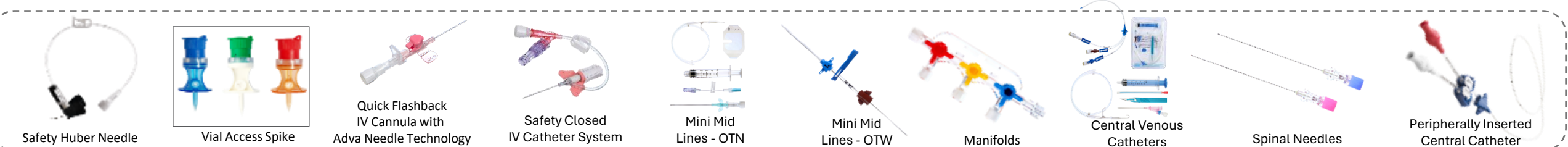
Gastroenterology



Urology



Critical Care



[CAGR 15%*] Industry

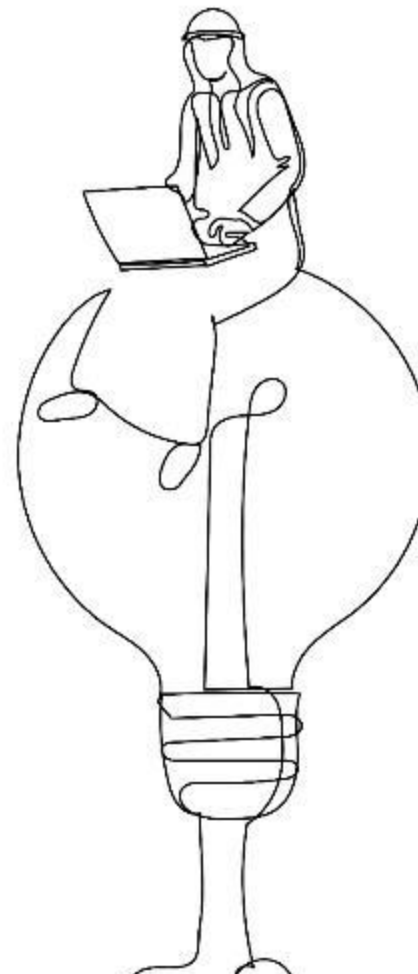


VS



Polymed [CAGR 22%]

- High Import Dependence
- Low investments in R&D
- Limited manufacturing capabilities
- Core stream
- Clinical complexities



- **Top exporter** for disposable medical devices for 12 years in a row
- **Strong** emphasis on R&D
- Strong manufacturing capabilities with **12 Ultra-modern plants**
- Focus on **fast growing** segments
- Clinical team of **30 experts**

*Source : Invest India

Value Creation Through Innovation and Streamlined Operational Models

GROW



- Foster **sustainable** revenue expansion, Striving for Margin Growth
- Build **direct presence** in key markets
- Extend our **reach** in developed countries

Commercial

INNOVATE



- **Strategic Investments** in High-Growth Areas
Cardiology, Critical Care, Oncology & Renal Care

Innovation

SCALE



- **Enhancing** Manufacturing Capacities to global scale.
- Build flexibility into manufacturing processes to quickly adapt to changing market demands

Operations

Polymed's **Robust Manufacturing** Footprint

12 State-of-the-Art Facilities across 3 continents



117, Faridabad, India



IMT 1, Faridabad, India



SEZ, Jaipur, India



115-116, Faridabad Plant, India



Jaipur Plant, India



Laiyang-qingdao, China



104-105, Faridabad Plant, India



R & D Center, India



Amaro, Italy



Haridwar Plant, India



Assuit, Egypt



IMT 2, Faridabad India



12 Plants

The first Indian medical device company with **international manufacturing facilities**

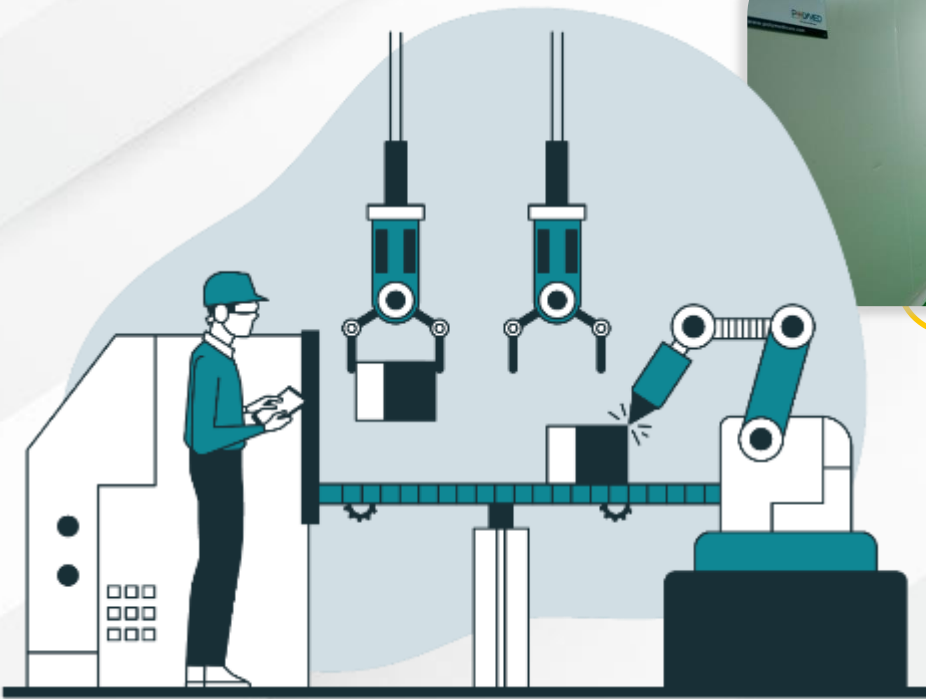
350+ Moulding Machines & 1500+ Injection Molds

200+ automatic assembly machines.

100+ robots employed in our manufacturing processes.

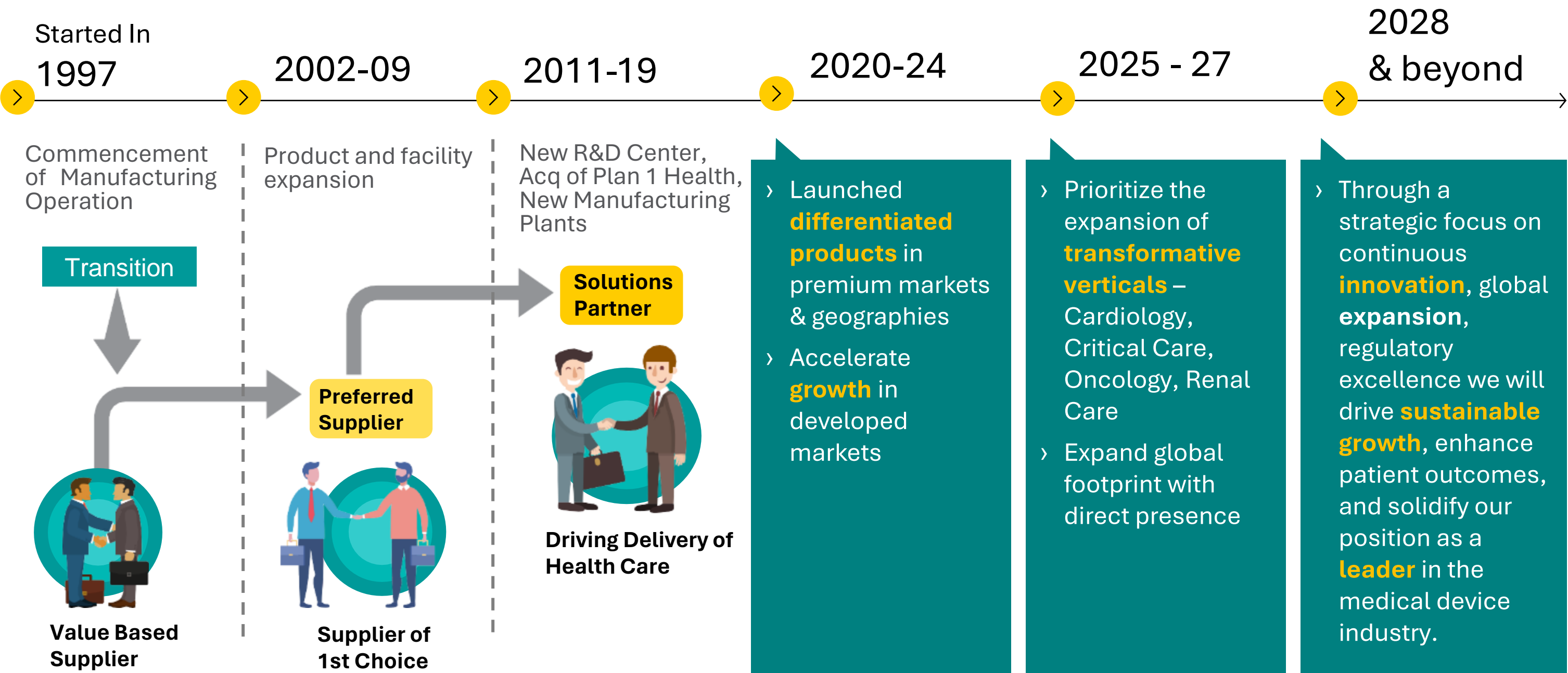
Mastering Manufacturing

Striving Towards Operational Excellence



Navigating the Path

Building Tomorrow's Healthcare Solutions



Way Forward



Revenue Mix

2/3rd

International



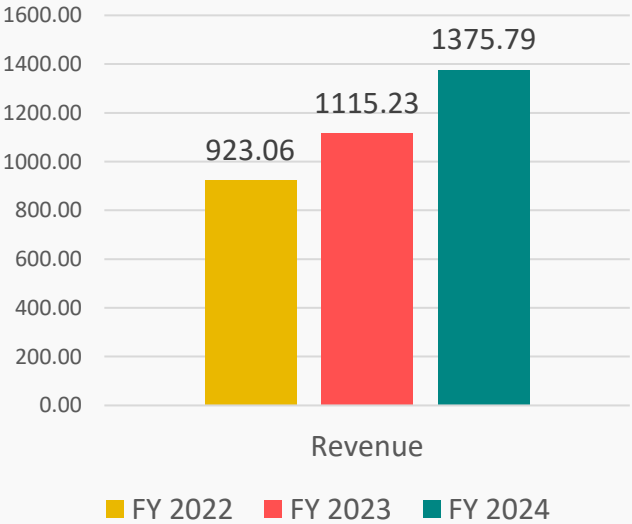
1/3rd

India

Our Strength: Consistent all-round growth



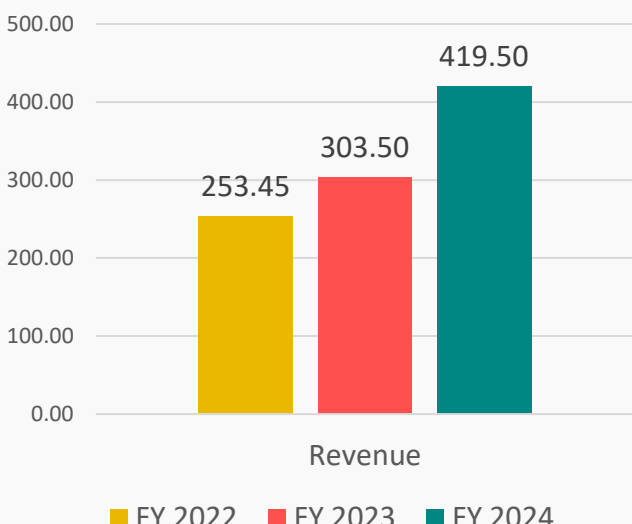
REVENUE (₹ Crs)



Year	Revenue	CAGR
FY 2022	923.06	22%
FY 2023	1115.23	
FY 2024	1375.80	



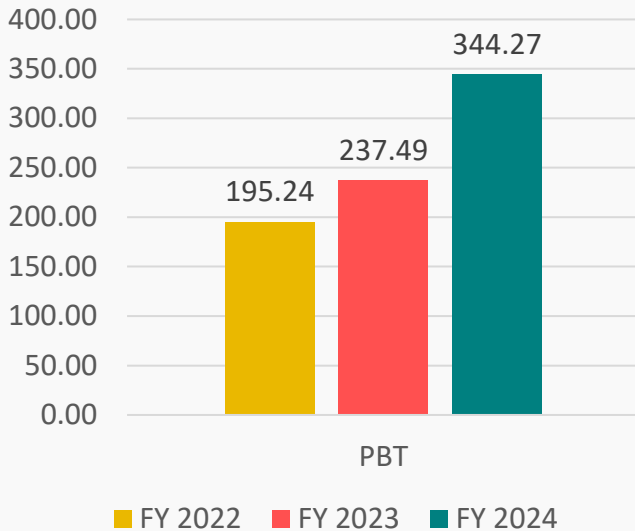
EBIDTA (₹ Crs)



Year	EBIDTA	%
FY 2022	253.45	27.46%
FY 2023	303.50	27.21%
FY 2024	419.50	30.49%



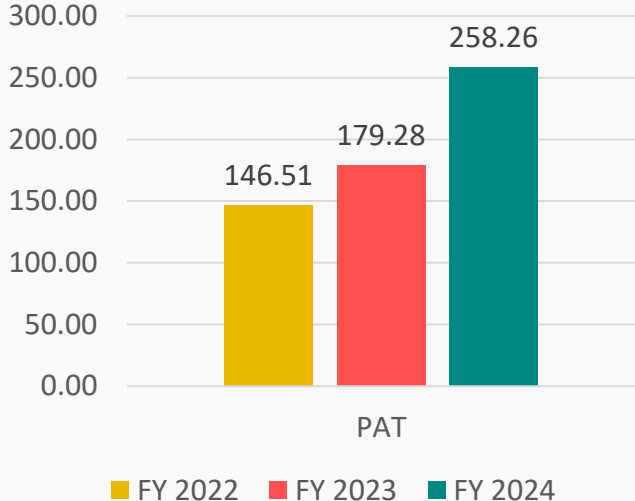
PBT (₹ Crs)



Year	PBT	%
FY 2022	195.24	23.13%
FY 2023	237.49	21.15%
FY 2024	344.27	25.02%



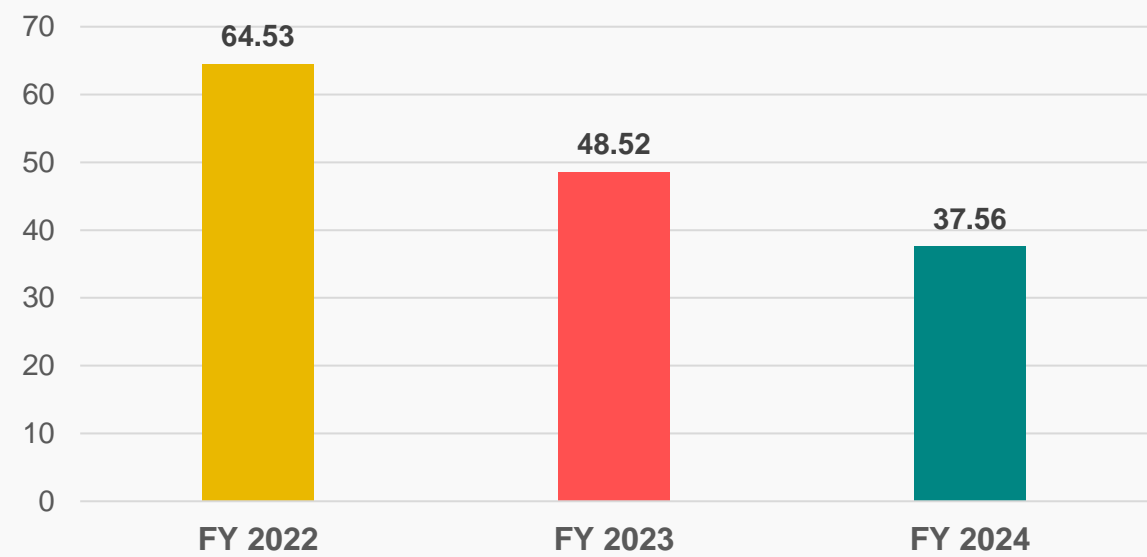
PAT (₹ Crs)



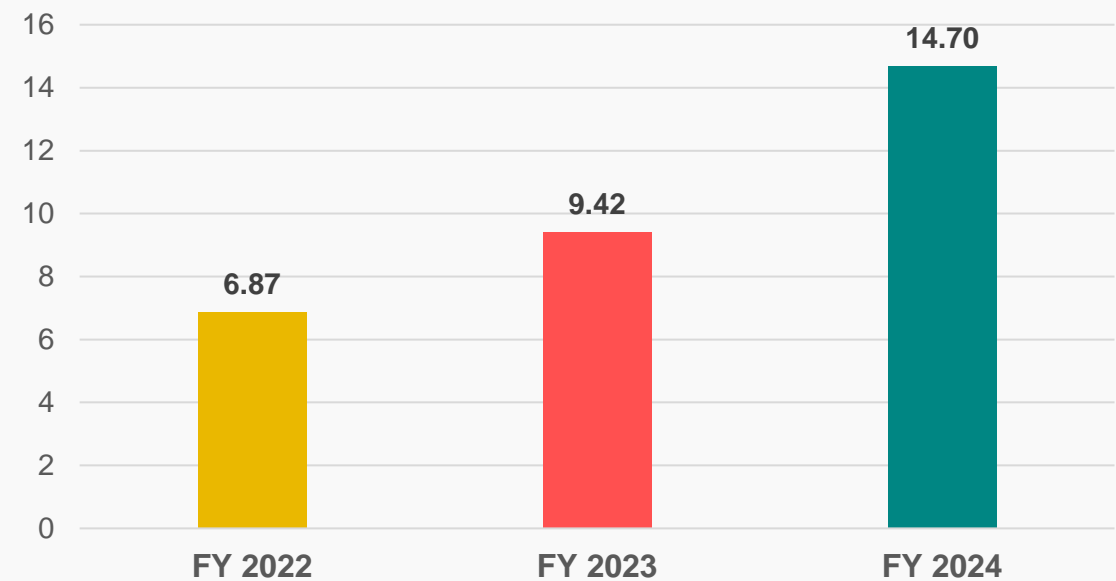
Year	PAT	%
FY 2022	146.51	17.28%
FY 2023	179.28	15.87%
FY 2024	258.26	18.77%

Ratio's (in %)

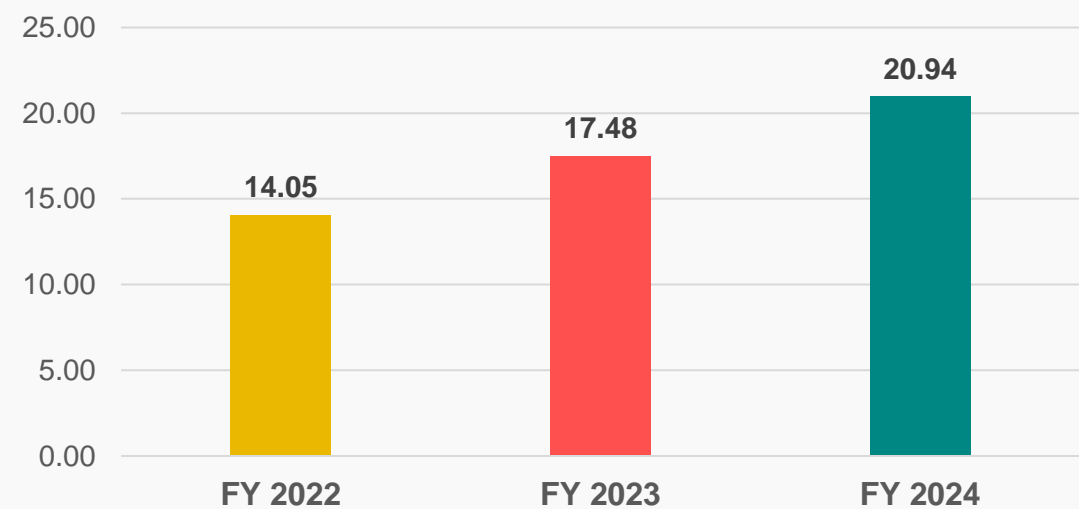
Interest Service



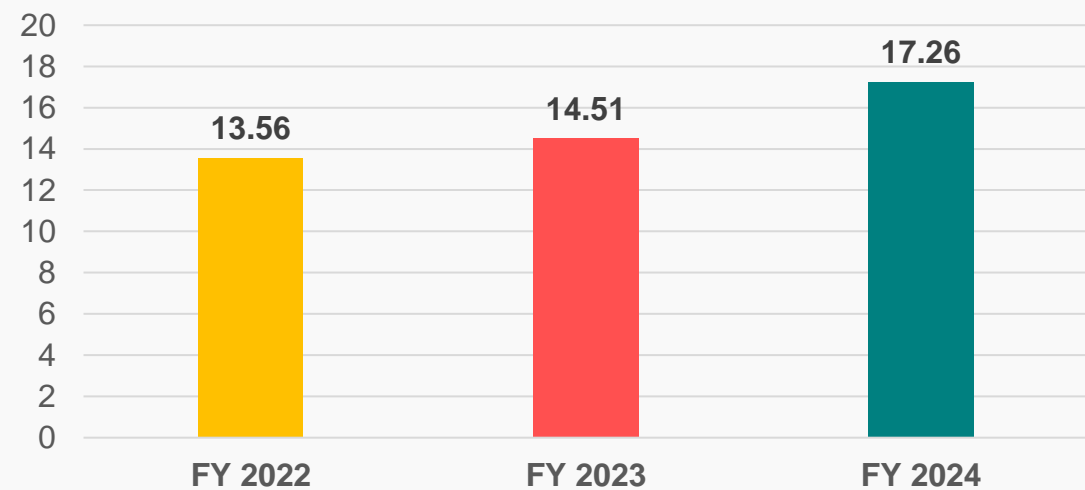
Debt Service Coverage



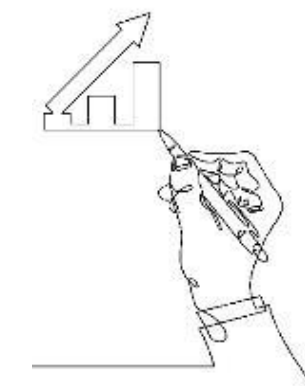
ROCE



ROE



Delivering on our commitment of **Value Creation**



Shareholder Category in % 31 Mar'23 31 Mar'24

Promoters	53.31	53.15
Institutional Investors	19.89	19.60
Private Corporate Bodies	15.68	15.91
Indian public	11.12	11.34

Market Capitalization (in INR Crs)



No. of Folios increased **from 35,393** as on 31st March' 23 **to 36,712** as on 31st Mar'2024



Shareholders Return

Market Beating Performance

The stock has delivered a return of **62.37%** over the past 3 years.



Consistent Success

Consistent Positive Performance over the Past 6 Quarters



Maximizing Returns

- ROCE at 20.94 %



Driving Growth

- The NET SALES (Q) Highest at Rs 360 crs

Investors Returns* (3 years)

Period	6 Month	1 Year	2 Year	3 Year
Stock (%)	12.28 %	64.70%	94.6%	62.37%
Sensex (%)	13.07%	18.95%	33.98%	49.30%

*Source : BSE

Towards our Commitment to a **Sustainable World**

Power consumption per production unit **remains steady** despite a 6% rise in production and the launch of two new plants

POWER CONSUMPTION



6.14% HSD Saving
30 KL
by convert Steam Boilers with PNG & minimize HT Line faults

FUEL SAVING



26 Pits for
Rain Harvesting;
90% of the wastewater is
being reused

WATER RECYCLING



Produced Solar Energy
13,92,089 KWH
Helped combat greenhouse
gas emissions

**SOLAR POWER
GENERATION**



DIGITAL INITIATIVES

Reduction of
45,451 kg CO2e



SUSTAINABLE DEVELOPMENT