

Investors Presentation

May 2023

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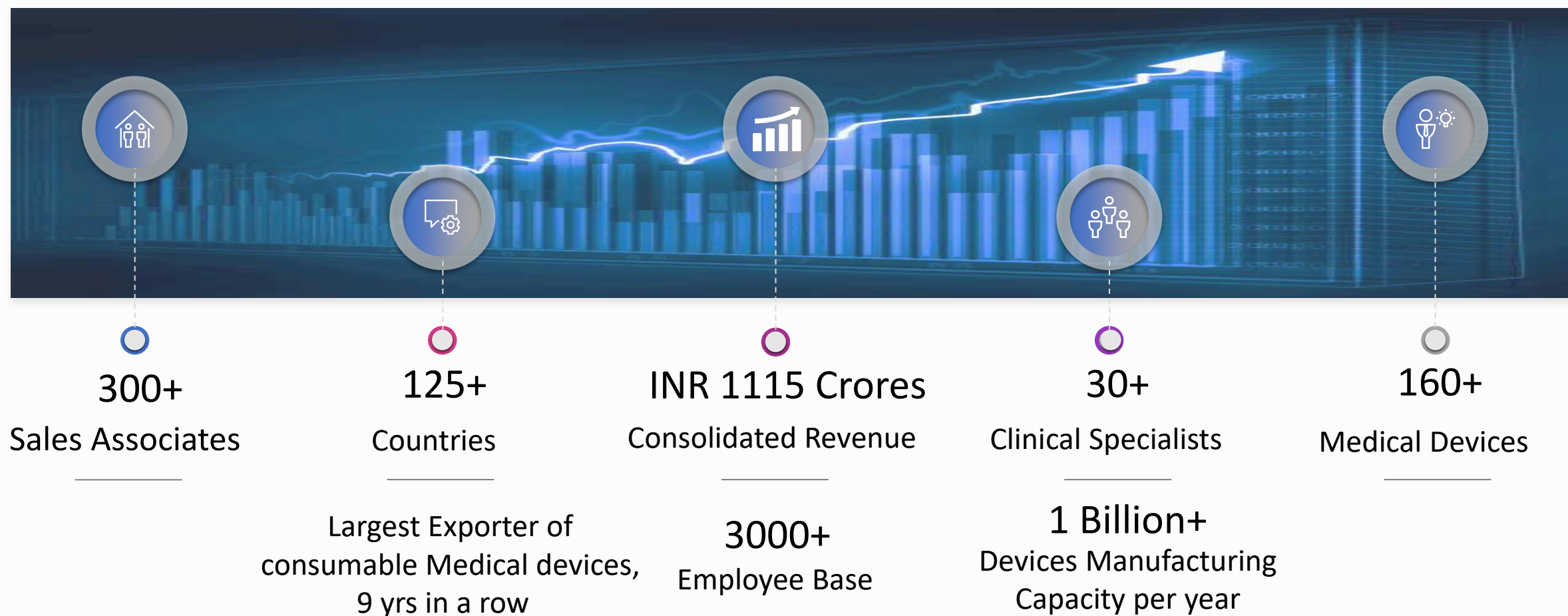
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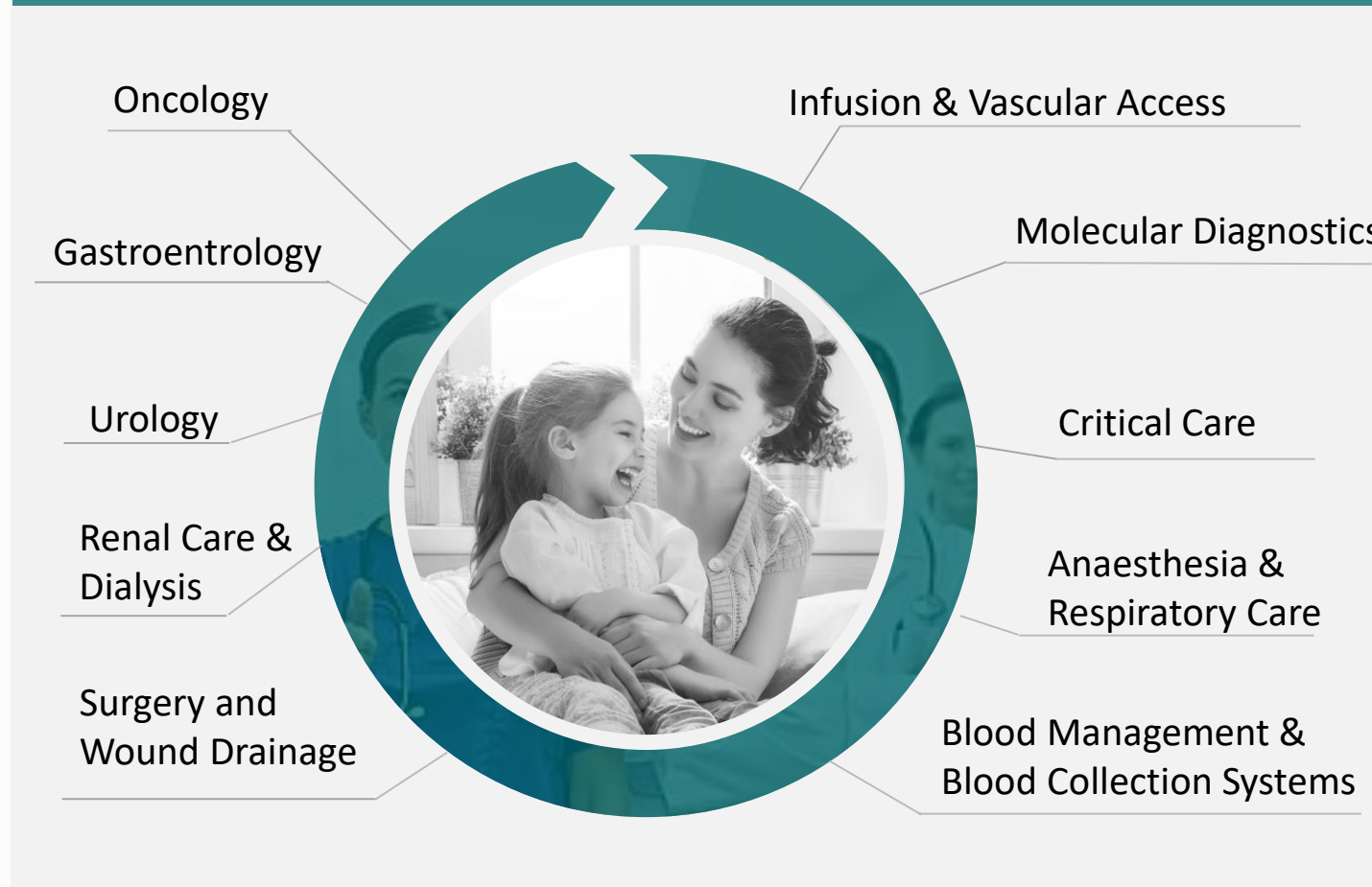
Polymed at a Glance



Polymed's Unique Position

EMINENCE IN FLUID MANAGEMENT DISPOSABLES AND PROCEDURAL MEDICAL DEVICES

COMPREHENSIVE PRODUCT RANGE

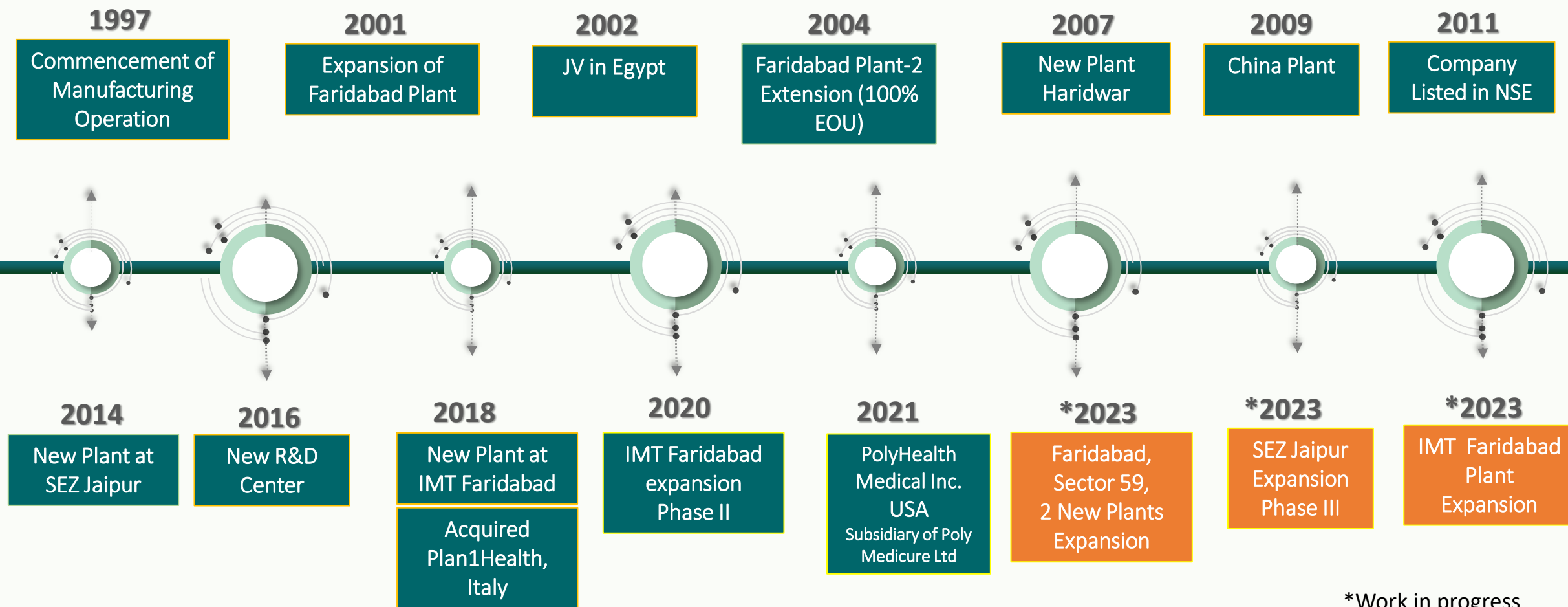


Portfolio of more than **160+** Medical Devices

26 Years of manufacturing excellence

Our Journey.....

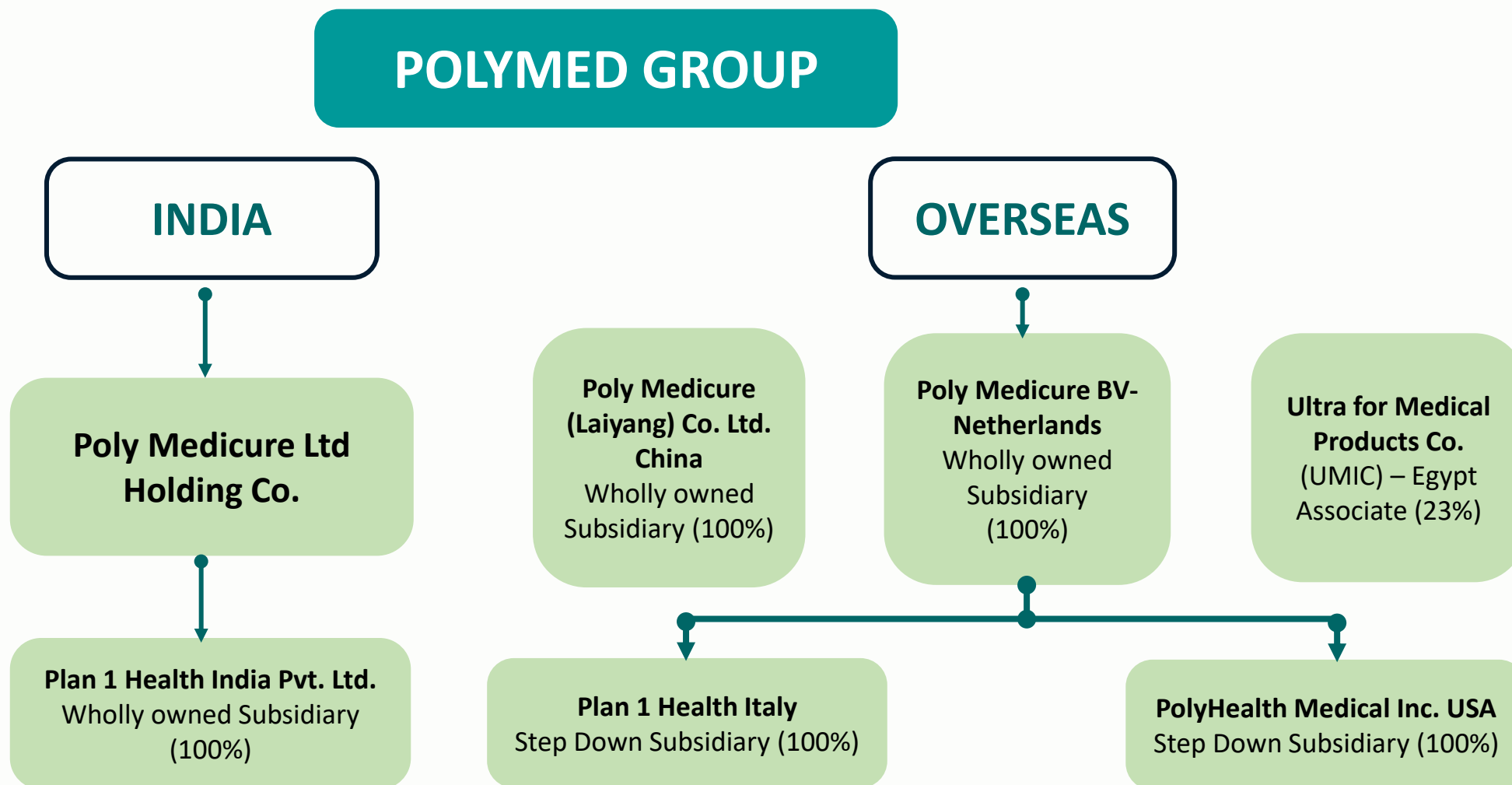
A SUCCESSFUL STORY SPANNING OVER 25 YEARS



*Work in progress

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

Corporate Structure



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

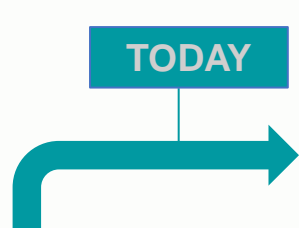
2022-2025

- Launch differentiated new products in premium markets and geographies
- Accelerate growth in developed countries
- Develop critical care range of products

2026 and beyond

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

TODAY



Preferred Supplier

Solutions Partner



Value Based Supplier



Supplier of 1st Choice



Driving Delivery of Health Care

Board of Directors & Management



Mr. Himanshu Baid
(Managing Director)



Mr. Jugal Kishore Baid
(Non-Executive Director)



Mr. Prakash Chand Surana
(Non-Executive Independent Director)



Mr. Amit Khosla
(Non-Executive Independent Director)



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



Mrs. Mukulika Baid
(Non-Executive Director)



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



Ms. Sonal Mattoo
(Non-Executive Independent Director)



Mr. Rishi Baid
(Joint Managing Director)



Dr. Shailendra Raj Mehta
(Non-Executive Independent Director)



Dr. Sandeep Bhargava
(Non-Executive Independent Director)



Dr. Ambrish Mithal
(Non-Executive Independent Director)

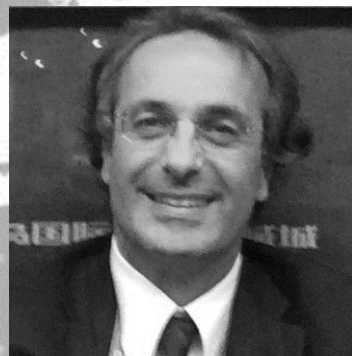
Executive Global Leadership

Building out Geographical Leadership with strong medical device experience & expertise



Heyward Powe
VP Sales & Business
Development, North &
Central America

- 24 years Medical Device Experience
- He brings a wealth of knowledge with Hospital Sales, Group Purchasing Organizations, Global and Regional Distribution, Integrated Delivery Networks, and Value Analysis Committees.



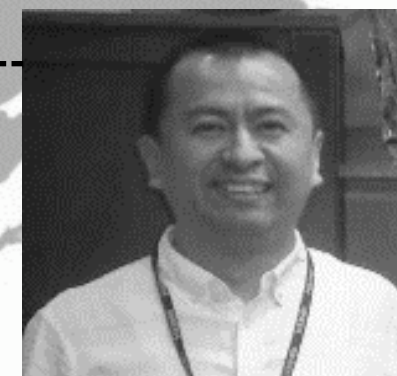
Alessandro Balboni
Managing Director EMEA
and CEO
Plan1Health, Board Member

- 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

Across the World, We serve people in over 125+ countries

Our Growth Verticals



Vascular Access



Dialysis & Renal Care



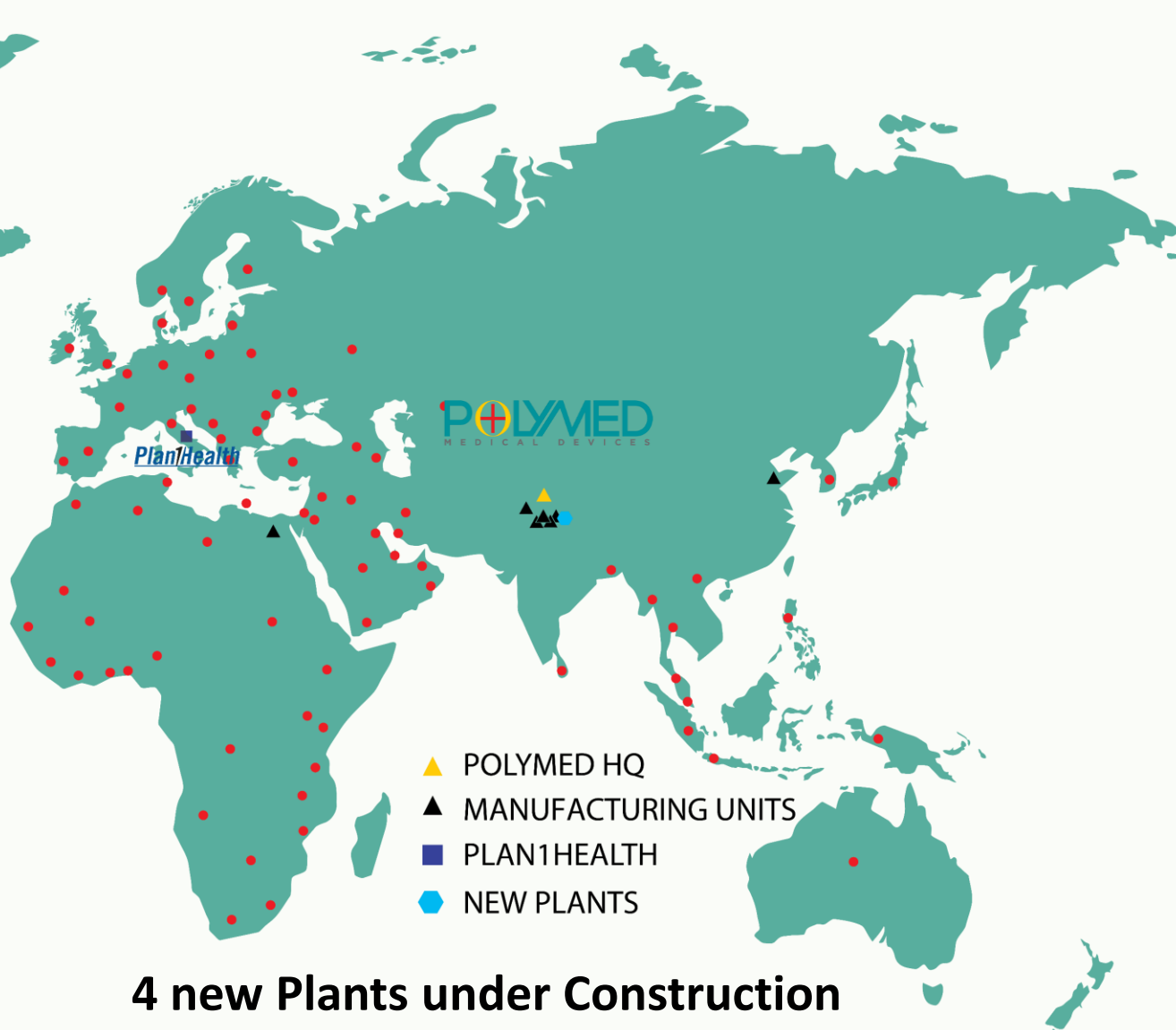
Transfusion System



Dignostics



Oncology



4 new Plants under Construction

UNIQUELY POSITIONED TO PROVIDE VALUE TO OUR CUSTOMERS

Manufacturing

(INDIA, ITALY, EGYPT, CHINA)



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

Over 300+ Moulding
Machines & 1200+
Injection Molds

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

50+ 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

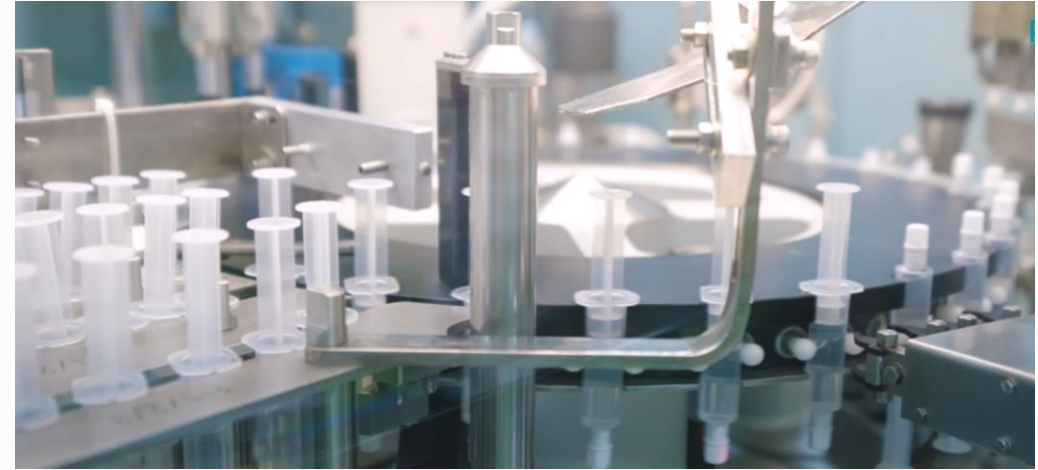


Amaro, Italy

Manufacturing Excellence



Manufacturing Excellence



Research and Development Capabilities

Product Design & Development

- Product Design using CAD Software ProE Creo, Solidworks, NX, AutoCAD
- Dedicated R&D Quality Lab for Design Verification
- Program Management skills
- 3D Printing Prototype facility
- PLC Programming



Tooling

- Mold Design & Development
- Mold Flow Analysis for simulation
- VMC, CNC machines EDM/Wirecut/Milling/Centerless Grinder
- Laser Welding & Etching

Patents Granted
(as on 31.03.2023)

372

71

Pending Patent Applications
(as on 31.03.2023)

Research and Development Capabilities

Manufacturing Process

- Cannula manufacturing
- Ultrasonic Welding
- Radio Frequency Welding
- Thermal Bonding
- Hot Air Welding
- Laser Welding
- Plasma Welding
- UV Gluing & Curing
- Hydrophilic Coating
- Micro-drilling-Eyelet cut/punch (SS/Plastic)
- Pad printing
- Laser printing



Processing capabilities

- Injection Molding
Horizontal M/C's
- Insert Molding (Vertical M/C's)
- Extrusion (PVC, PU, FEP)
- Blow Molding
- Sheet Extrusion

Sustainability & MDSAP Certifications

ZERTIFIKAT ♦ CERTIFICATE ♦ CERTIFICADO ♦ CERTIFICAT



CERTIFICATE

The Certification Body
of TÜV SÜD South Asia Private Limited
certifies that



Poly Medcure Limited
Plot No. PA 010-018, PA 010-019, Mahindra world city (Jaipur) Ltd.,
Multi product SEZ Jaipur – 302 037, Rajasthan, India

has implemented Environmental Management System
in accordance with ISO 14001:2015
for the scope of

Manufacture, Warehouse, Sales and Marketing of
Sterile / Non-Sterile Medical Devices for Infusion, Transfusion, General
Surgery, Anaesthesia, Gastroenterology, Respiratory, Diagnostics and
Cardiogram by Injection Moulding, Plastic Extrusion, Assembly,
Packing and Sterilization

The certificate is valid from 2022-06-29 until 2025-06-28
Subject to successful completion of annual periodic audits
The present status of this certificate can be obtained through TÜV SÜD website by scanning below QR code and by
entering the certificate number (without spaces) on web page. Further clarifications regarding the status & scope of
this certificate may be obtained by consulting the certification body at info.india@tuv-sud.com

Certificate Registration No. 99 104 01414
Date of Initial certification: 2022-06-29
Issue Date: 2022-06-29 Rev. 00




Rahul Kale
Head of Certification Body
of TÜV SÜD South Asia Private Limited,
Mumbai
Member of TÜV SÜD Group




TÜV SÜD South Asia Pvt. Ltd. • TÜV SÜD House • Sukh Nagar • Andheri (East) • Mumbai – 400072 • Maharashtra • India

ZERTIFIKAT ♦ CERTIFICATE ♦ CERTIFICADO ♦ CERTIFICAT



CERTIFICATE

The Certification Body
of TÜV SÜD South Asia Private Limited
certifies that




Poly Medcure Limited
Plot No-34, Sector-68, IMT, Faridabad – 121 004, Haryana, India

has implemented Environmental Management System
in accordance with ISO 14001:2015
for the scope of


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, Cardiovascular, Invitro Diagnostic
Respiratory by Injection Moulding, Plastic Extrusion, Assembly,
packing and sterilization.

The certificate is valid from 2022-06-29 until 2025-06-28
Subject to successful completion of annual periodic audits
The present status of this certificate can be obtained through TÜV SÜD website by scanning below QR code and by
entering the certificate number (without spaces) on web page. Further clarifications regarding the status & scope of
this certificate may be obtained by consulting the certification body at info.india@tuv-sud.com

Certificate Registration No. 99 104 01415
Date of Initial certification: 2022-06-29
Issue Date: 2022-06-29 Rev. 00






Rahul Kale
Head of Certification Body
of TÜV SÜD South Asia Private Limited,
Mumbai
Member of TÜV SÜD Group



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ZERTIFIKAT ♦ CERTIFICATE ♦ CERTIFICADO ♦ CERTIFICAT

CERTIFICATE

No. QS6 105485 0009 Rev. 00

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

Certification Mark: 

Scope of Certificate: **Manufacture of IV Catheters (Cannula) with / without Safety Features, Infusion Sets, Prefilled Syringe with Saline Solutions, Vial Access Spike, Needle Free Connectors, Auto Disable Syringes, Safety Huber Needle, Spinal Needle, Endotracheal Tubes, Disinfecting Port Protectors, Fistula Needle with / without Safety Features, Blood Line Sets, Dialysis Filters for the areas of Infusion, Anesthesia and Dialysis**

Standard(s): **ISO 13485:2016**

Regulatory Authority(ies): **Brazil ANVISA, Health Canada, USA FDA. See attached for listing of specific regulatory requirements.**


The Certification Body of TÜV SÜD America Inc. certifies that the quality management system of the manufacturer listed above has been audited against the stated criteria and found to conform to those criteria for the scope of certification listed. Validity of this certificate can be obtained by visiting the website www.tuvsud.com/ps-cert
TÜV SÜD America Inc. is an MDSAP Recognized Auditing Organization.

REPs Facility ID: **F005858**

Effective Date: **2022-06-16**


Expiry Date: **2025-06-15**

Page 1 of 2
Date of Issue: 2022-06-28






(Renee Walker)
Manager, US Certification Body,
Medical and Health Services

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ZERTIFIKAT ♦ CERTIFICATE ♦ CERTIFICADO ♦ CERTIFICAT

CERTIFICATE

No. QS6 105735 0007 Rev. 00

Certificate Holder: **Poly Medcure Limited**
Plot No.PA-010-018, PA-010-019
Mahindra World City (Jaipur) Ltd, Multi- Product SEZ
Jaipur, Rajasthan 302037
INDIA

Certification Mark: 

Scope of Certificate: **Manufacture of IV Catheters (Cannula) with / without Safety Features, Infusion Sets, Safety Hypodermic Needles, Safety Winged Infusion Set, Blood Transfusion Set, Blood Collection Needle with / without Safety Feature, Blood Collection Tubes, Suction Catheters, Infant Feeding Tubes, High Pressure Vacuum Drainage Bottle, Yankaur Suction Set (Suction Tube and / or Handle), ECG Electrodes and Alcohol Swabs for the areas of Infusion, Transfusion, Diagnostics, Anesthesia, Gastroenterology, General Surgery, Heartbeat Monitoring and Disinfecting**

Standard(s): **ISO 13485:2016**

Regulatory Authority(ies): **Brazil ANVISA, Health Canada, USA FDA. See attached for listing of specific regulatory requirements.**


The Certification Body of TÜV SÜD America Inc. certifies that the quality management system of the manufacturer listed above has been audited against the stated criteria and found to conform to those criteria for the scope of certification listed. Validity of this certificate can be obtained by visiting the website www.tuvsud.com/ps-cert
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REPs Facility ID: **F005860**

Effective Date: **2022-07-26**


Expiry Date: **2025-07-25**

Page 1 of 2
Date of Issue: 2022-08-09



(Renee Walker)
Manager, US Certification Body,
Medical and Health Services

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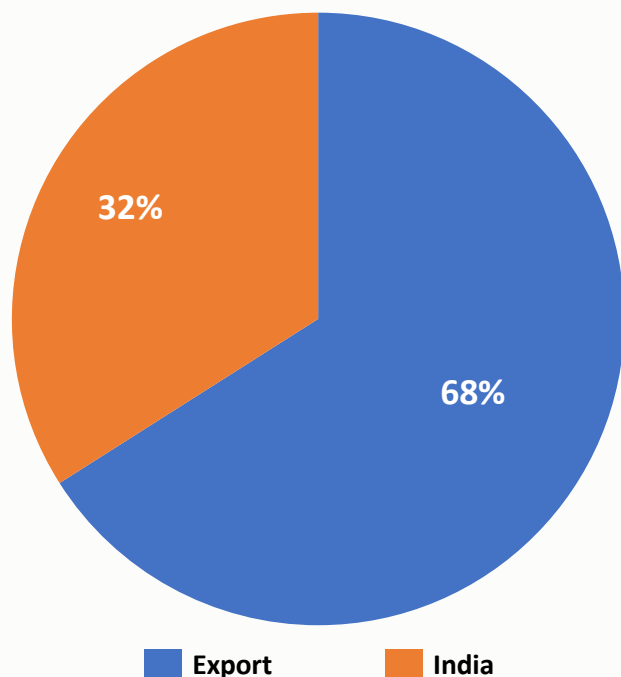
ISO-14001

MDSAP

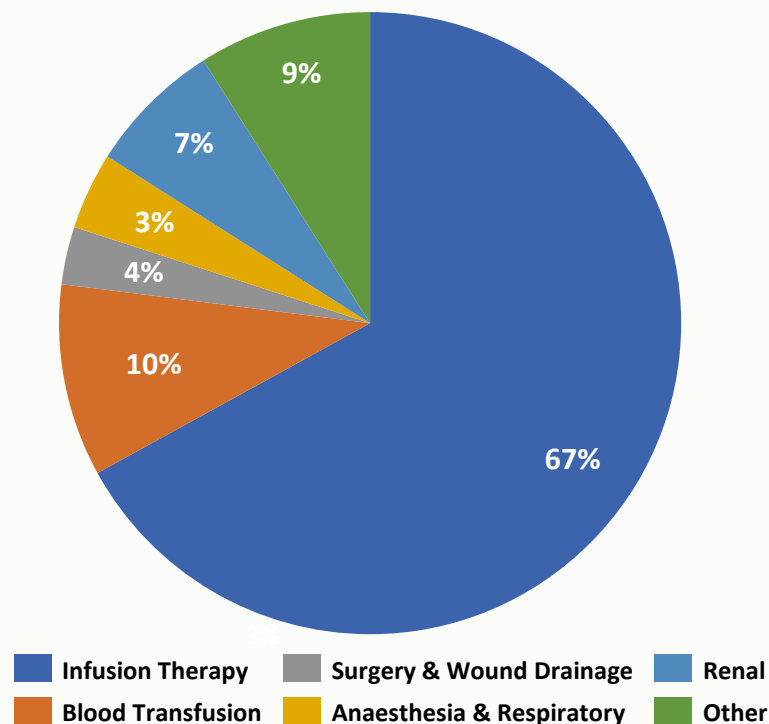
Stickiness in customer base & sustainable business

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

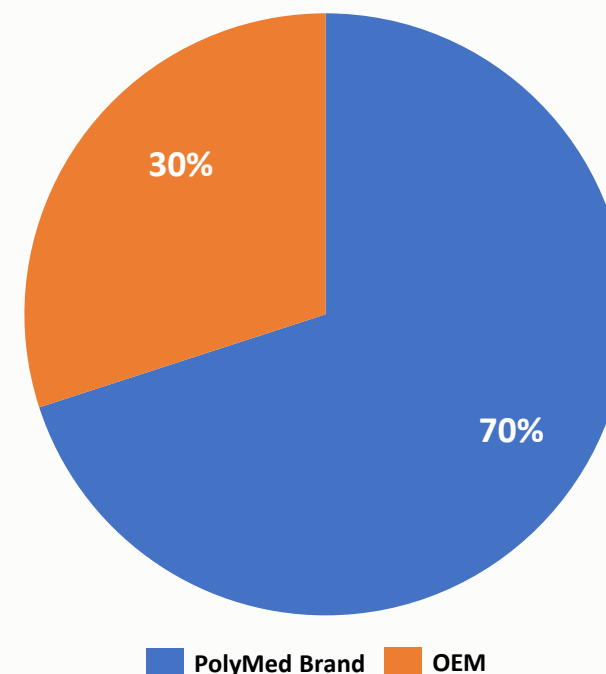
Polymed Sales By Geography



Polymed Sales By Product Category



Polymed Brand and OEM Private Label Sales

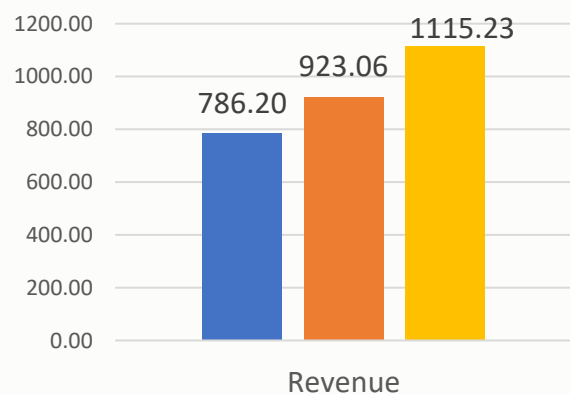


Our Strength:

Consistent all-round growth (Consolidated)



REVENUE (₹ Crs)

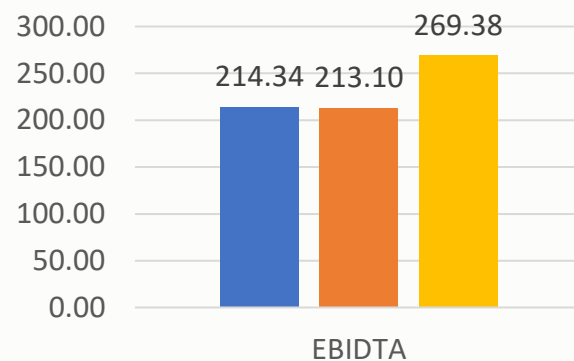


■ FY 2021 ■ FY 2022 ■ FY 2023

Year	Revenue	CAGR
FY 2021	786.20	20%
FY 2022	923.06	
FY 2023	1115.23	



EBIDTA (₹ Crs)

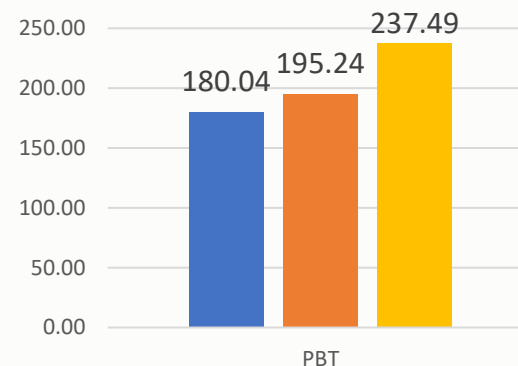


■ FY 2021 ■ FY 2022 ■ FY 2023

Year	EBIDTA	%
FY 2021	214.34	24.49%
FY 2022	213.10	27.79%
FY 2023	269.38	23.09%



PBT (₹ Crs)

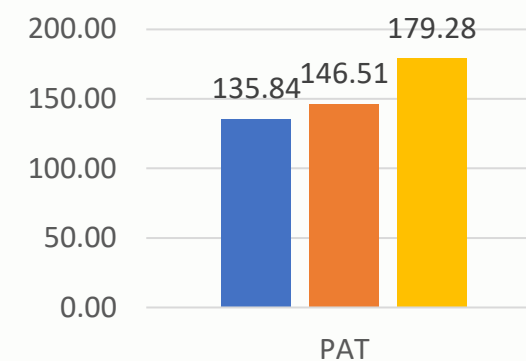


■ FY 2021 ■ FY 2022 ■ FY 2023

Year	PBT	%
FY 2021	180.04	18.62%
FY 2022	195.24	23.13%
FY 2023	237.49	21.15%



PAT (₹ Crs)

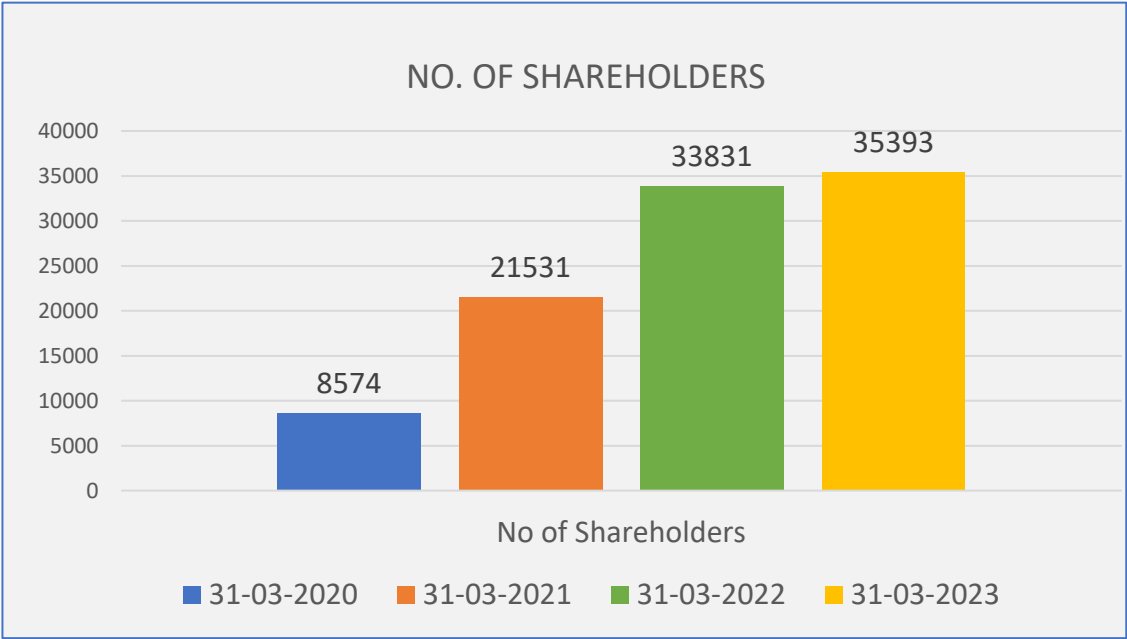


■ FY 2021 ■ FY 2022 ■ FY 2023

Year	PAT	%
FY 2021	135.84	14.13%
FY 2022	146.51	17.28%
FY 2023	179.28	15.87%

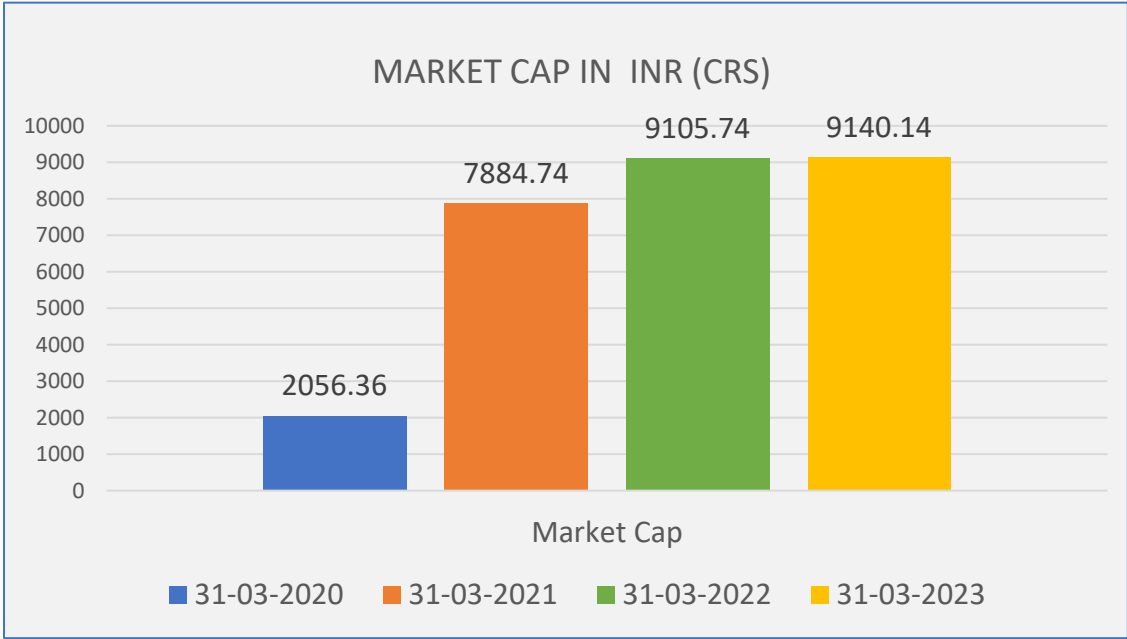
Creating Value for Shareholders

Increasing Shareholders Base



Date	No of Shareholders
31-03-2020	8,574
31-03-2021	21,531
31-03-2022	33,831
31-03-2023	35,393

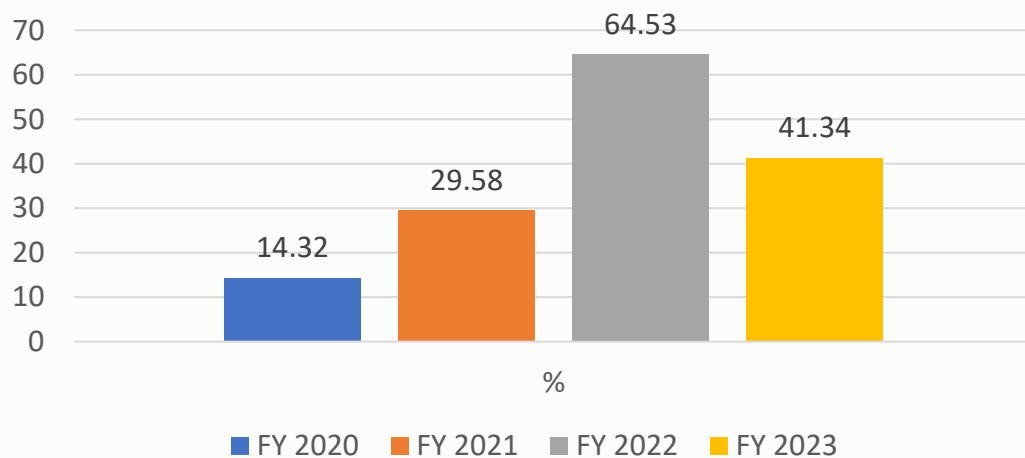
Creating Value for Shareholders



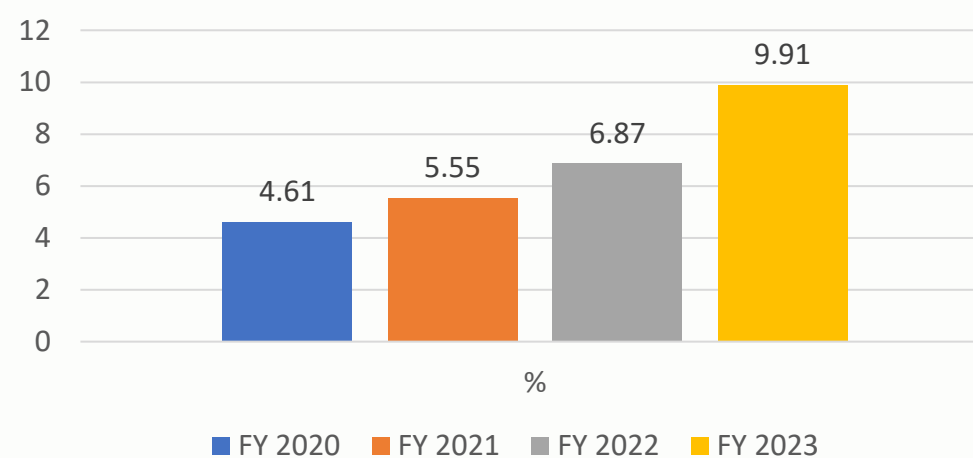
Date	Market Cap in INR (Crs)
31-03-2020	2,056.36
31-03-2021	7,884.74
31-03-2022	9,105.74
31-03-2023	9,140.14

Ratio's

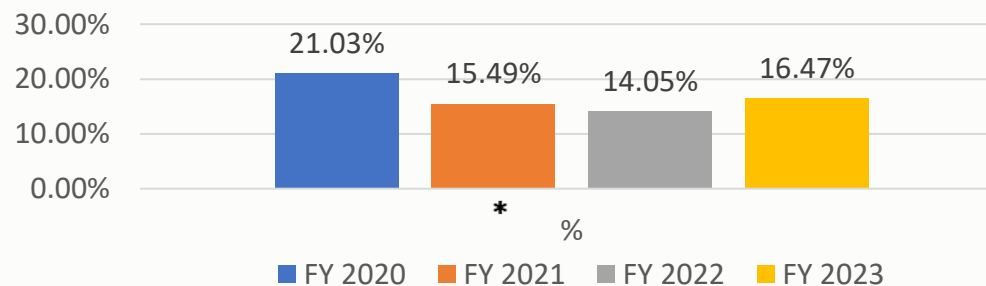
Interest Coverage



Debt Service Coverage

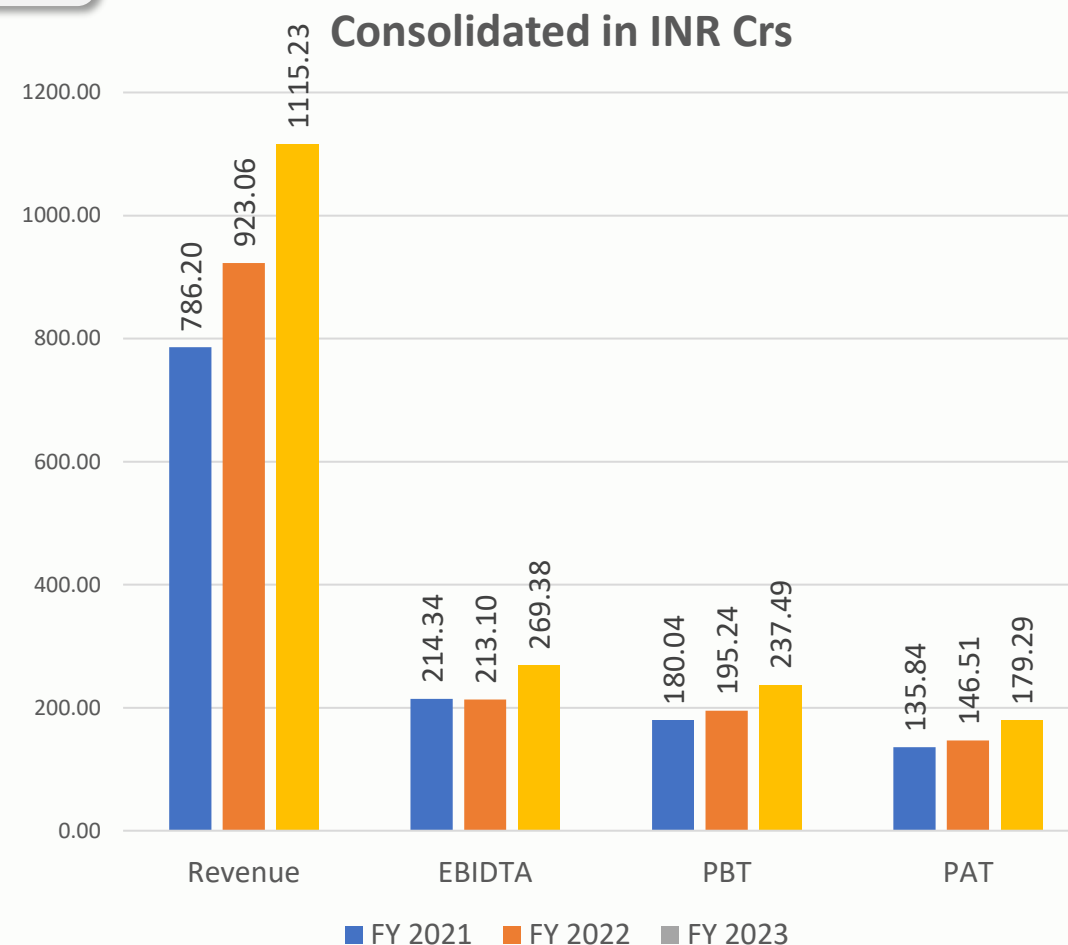
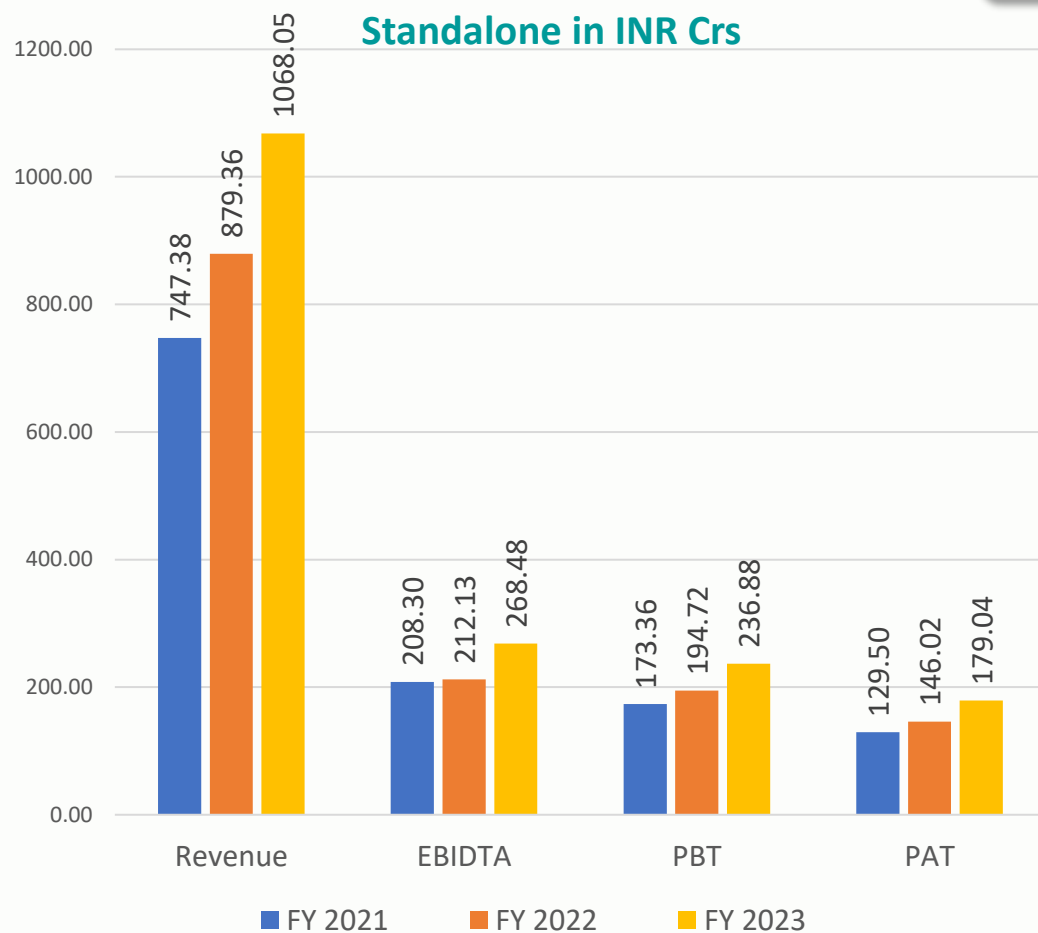


ROCE

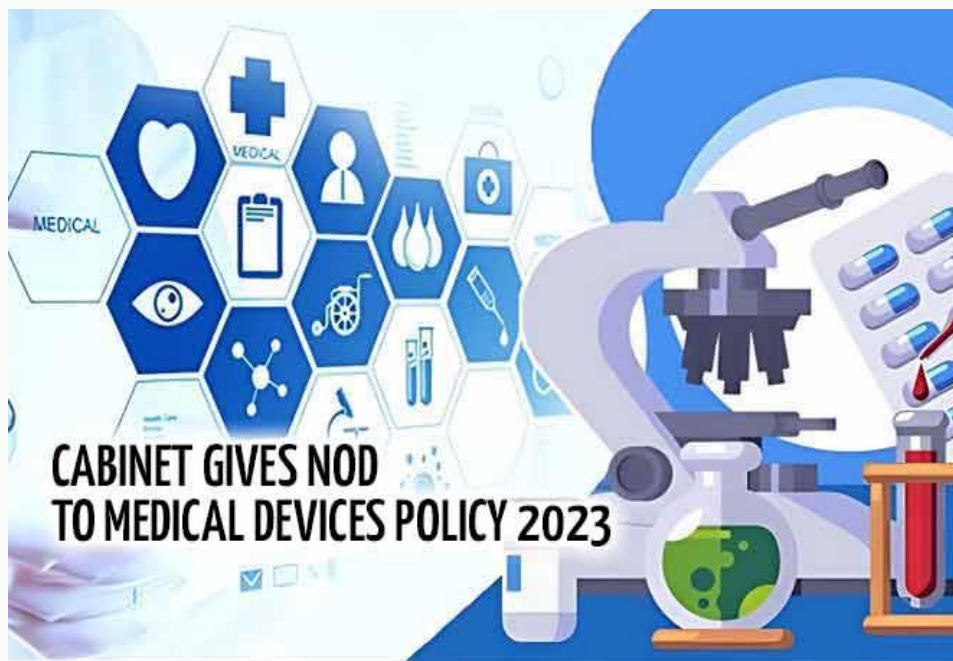


* Increase in Share Capital due to QIP in Feb 2021

Performance Standalone/Consolidated



New National Medical Devices Policy 2023



Vision:

- ✓ Accelerated growth path with a patient-centric approach
- ✓ To emerge as the global leader in the manufacturing and innovation of medical devices by achieving 10-12% share in the expanding global market over the next 25 years.
- ✓ Policy is expected to help the Medical Devices Sector grow from present \$11 Bn to \$50 Bn by 2030.

Mission: Policy lays down a roadmap for accelerated growth of the medical devices sector to achieve the following missions viz,

- ✓ Access & Universality
- ✓ Affordability,
- ✓ Quality,
- ✓ Patient Centred & Quality Care,
- ✓ Preventive & Promotive Health Security,
- ✓ Research and Innovation and Skilled manpower.

New National Medical Devices Policy 2023

Strategies to Promote Medical Device Sector:

- **Regulatory Streamlining:** creation of a Single Window Clearance System, enhancing the Role of BIS and designing a coherent pricing regulation.
- **Enabling Infrastructure:** The establishment and strengthening of large medical device parks.
- **Facilitating R&D and Innovation:** Department's proposed National Policy on R&D and Innovation in the Pharma- MedTech Sector .
- **Attracting Investments in the Sector:** encourages private investments, Venture Capitalists, and also Public-Private Partnership(PPP).
- **Human Resources Development:** to have a steady supply of skilled work force across the value chain
- **Brand Positioning and Awareness Creation:** Dedicated Export Promotion Council enabling market access.

Production Linked Incentive Scheme (I & II)



- Polymed got approval under Renal Care Segment. New Cardio range to be added
- Committed Investment of 70 Crs under the scheme from FY 2022-28
- 25.5 Crs of Investment done upto Mar-23 under the scheme
- Polymed got approval under In Vitro Diagnostic Medical devices. New range of Molecular Chemicals, reagents and diagnostic kits added.
- Committed Investment of 50 Crs under the scheme from FY 2021-28
- 22 Crs of Investment done upto Mar-23 under the scheme. Qualified to claim incentive for 2022-23

Way Forward ...

Vascular Access

- Be a leading global player
- Expand footprint in Europe & USA

01

Renal

- Introduce Indigenous Dialysis Machine
- Expand Dialyzer range

02

Research & Development

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

03



International Strategy

- Transition to MDR
- Improve Brand visibility in International markets
- **Received US FDA 510(K) clearance for two products**

04

Promote Infection Prevention and Safety

- Targeted Clinical engagement

05

Operational Excellence

- Build sustainability
- Adopt best ESG standards
- ISO 14001

06

Capex Update

- Capex incurred in FY 2022-23 : INR 237 Crs
- Capex planned for FY 2023-24 : INR 200 Crs

Premises under Construction as on 31st March 2023



Faridabad Manufacturing and Warehouse 56A
Scheduled Operation Q1 -2023-24



Jaipur SEZ Phase - II
Scheduled Operation Q1 -2023-24



Faridabad Plant 117
Scheduled Operation Q2 -2023-24



Faridabad IMT Plant II
Scheduled Operation Q3 -2023-24

Awards & Recognition



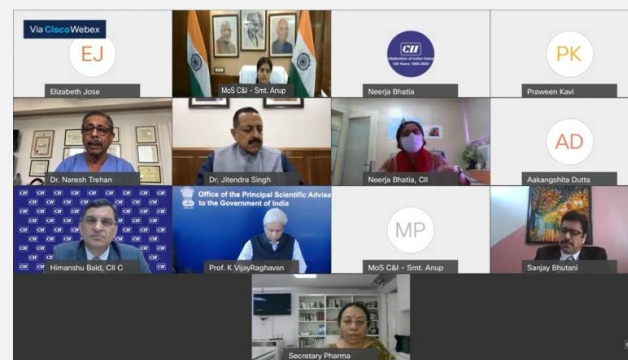
"Top 50 Innovative Companies Award 2022" By Confederation of Indian Industry – Received in December 2022

Corporate Communication

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



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



Corporate Communication

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

Arab Health  ARAB HEALTH 2023, Dubai



 MEDICA 2022, Germany



INS Annual Conference 2022, Delhi



ISNCON 2022, Pune



Thank You

Poly Medicure Limited

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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