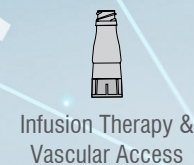
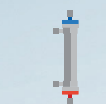


# 2nd Quarter Results Presentation

30th September 2023 (Q2)



Infusion Therapy &  
Vascular Access



Dialysis &  
Renal Care



Transfusion  
System



Diagnostics



Cardiology



Oncology



Critical Care

## Poly Medicure Limited

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



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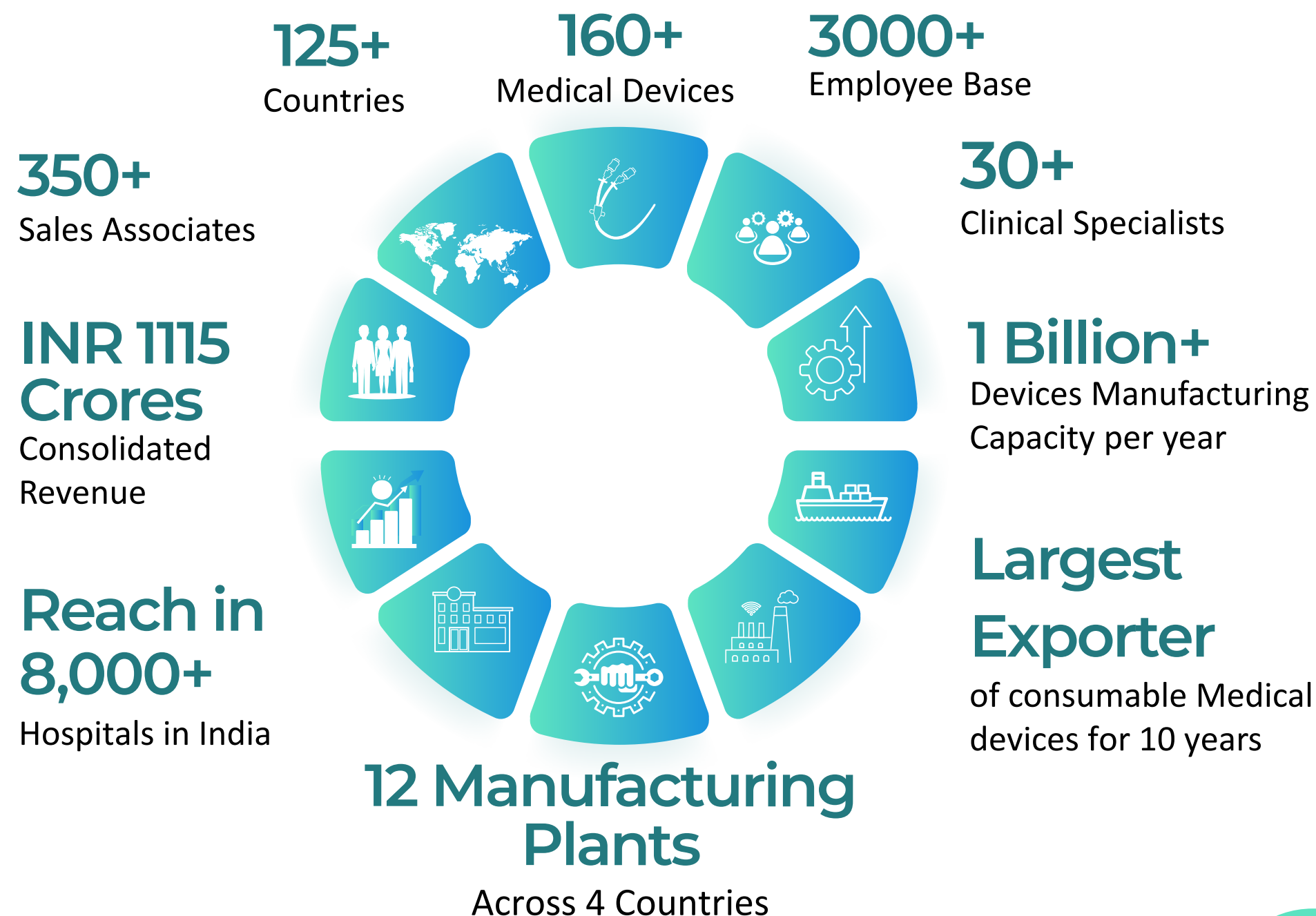
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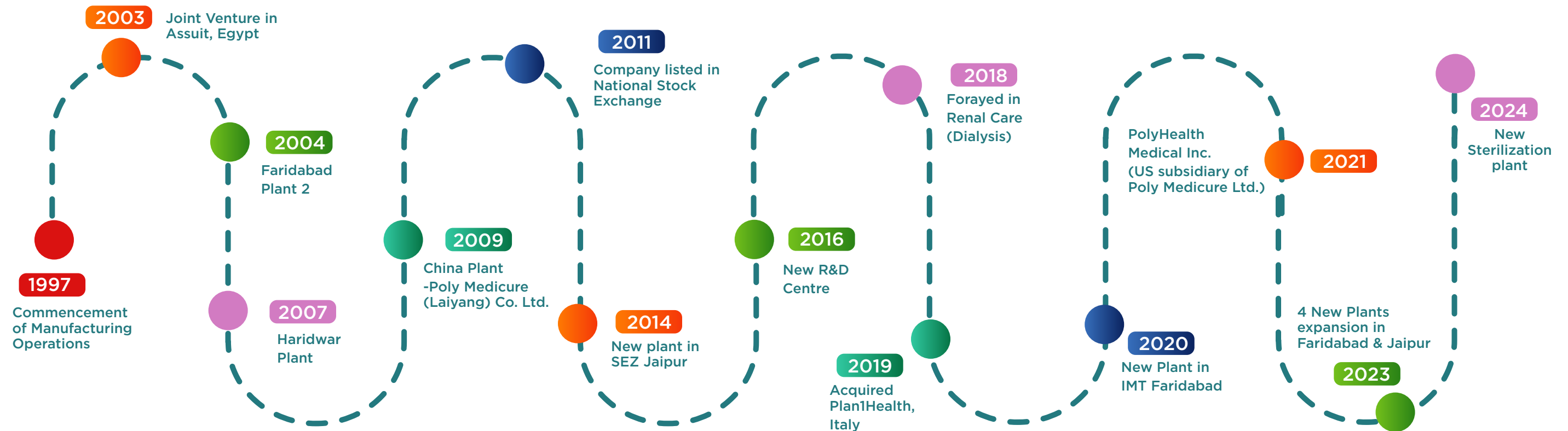
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# Polymed at a Glance

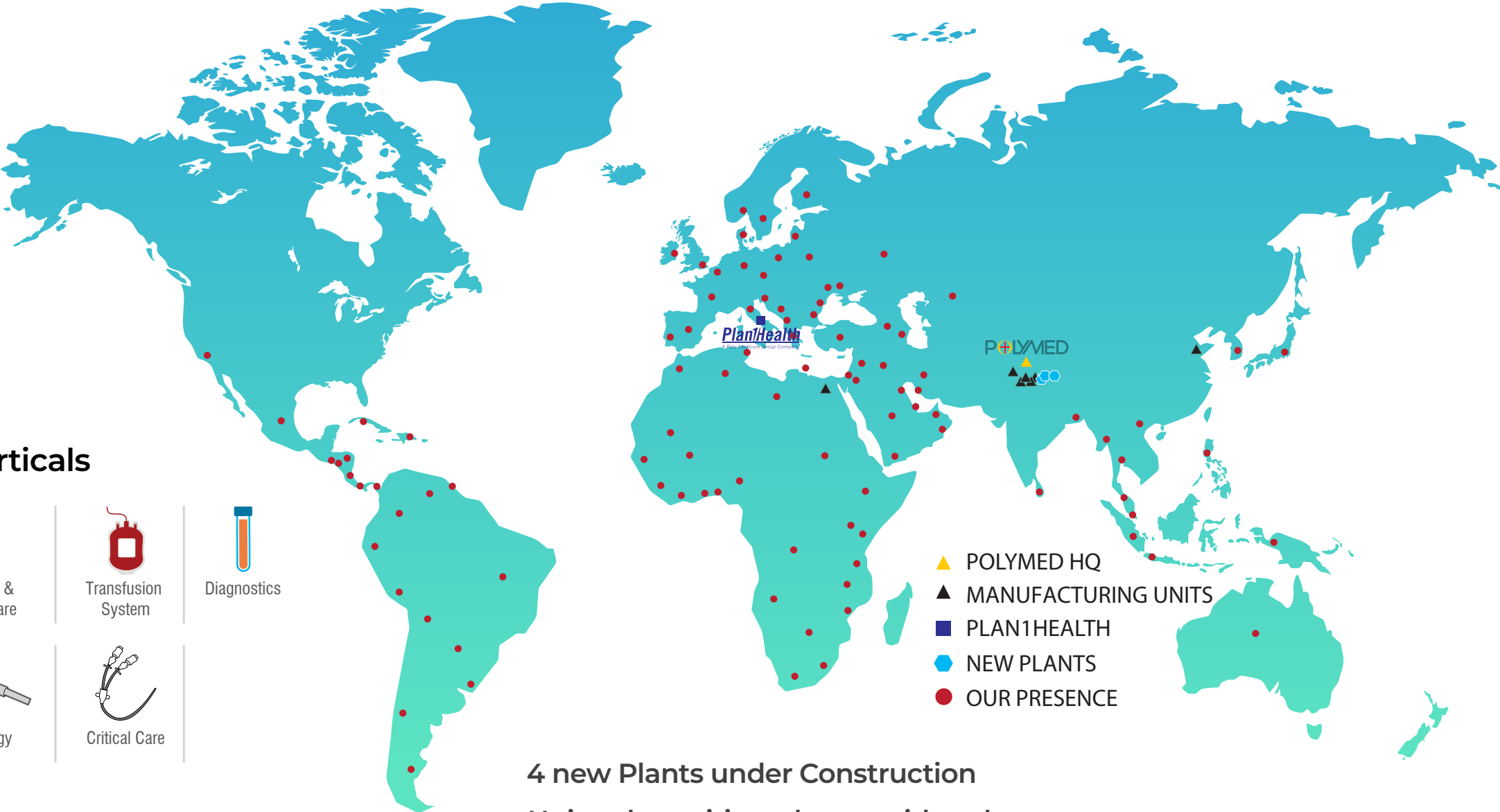











# A Success Story spanning over 26 Years



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



## Our Growth Verticals

|   |  |   |  |
|---|--|---|--|
| <br>Infusion Therapy & Vascular Access | <br>Dialysis & Renal Care | <br>Transfusion System | <br>Diagnostics |
| <br>Cardiology                          | <br>Oncology              | <br>Critical Care      |  |

4 new Plants under Construction  
Uniquely positioned to provide value to our customers

# Board of Directors & Management



**Mr. Himanshu Baid**  
(Managing Director)



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



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



**Dr. Sandeep Bhargava**  
(Non-Executive)  
Independent Director)



**Mr. Amit Khosla**  
(Non-Executive)  
Independent Director)



**Ms. Sonal Mattoo**  
(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.



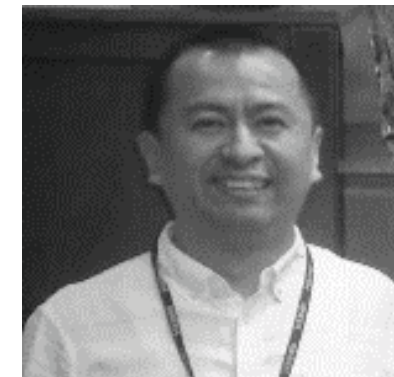
**Alessandro Balboni**  
Managing Director EMEA and CEO PlanIHealth, Board Member

- 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



# Leadership Team



Vishal Baid

President,  
Corporate Business



Manish Sardana

President,  
India Business



Hemant Bhalla

Sr. Vice President,  
Renal Care



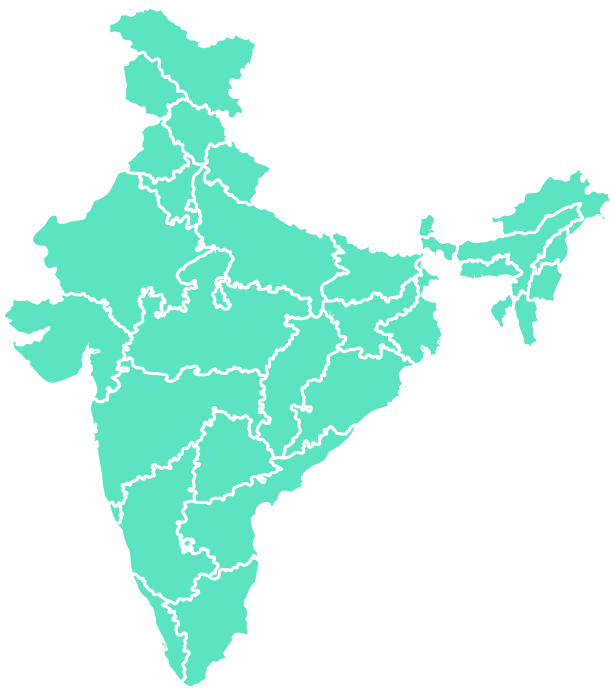
Sujit Gupta

Associate Vice President,  
International Business



Rakesh Bothra

Associate Vice President,  
Shipping & Logistics



Arnab Basumallik

Vice President  
Renal Care



Rajnish Kumar Srivastava

General Manager  
Cardiology



Naresh Vijay

CFO &  
President-Finance



P K Gupta

President,  
Operations



Rajesh Kumar

Vice President,  
Operations



SS Rawat

Associate Vice President,  
Quality

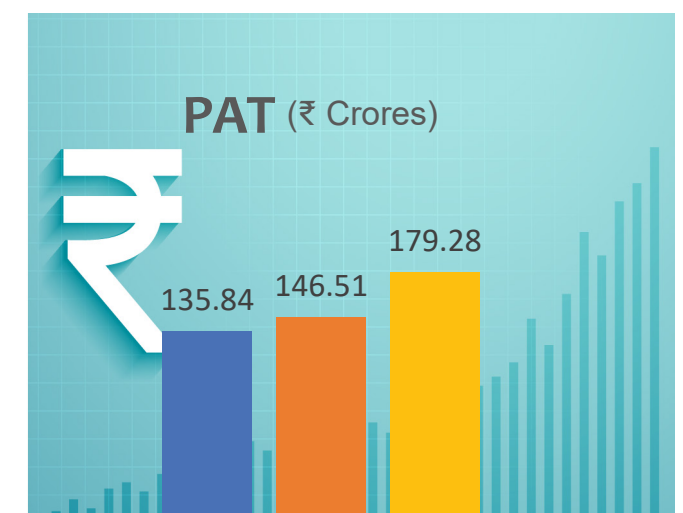
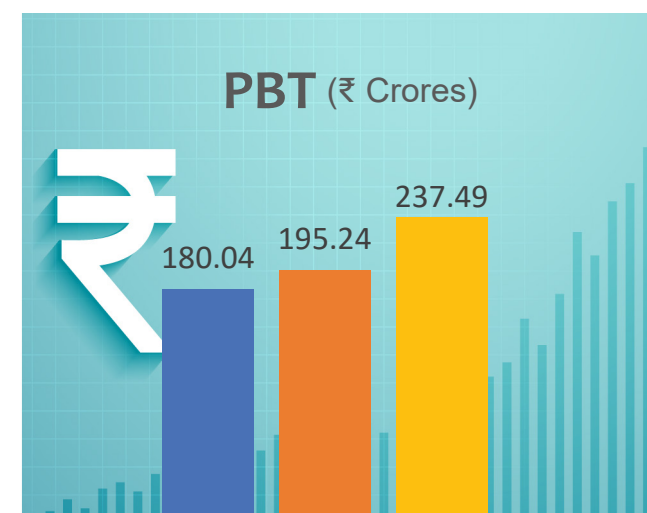
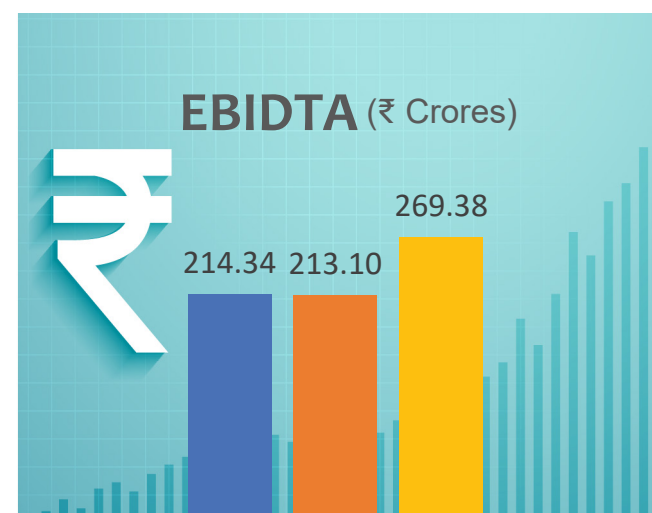
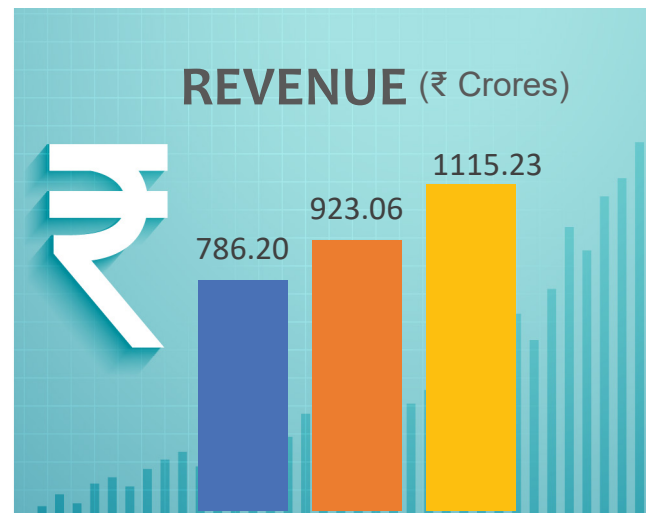


Bijay Rawat

Sr. General Manager  
Production

# Our Strength:

## Consistent all-round growth (Consolidated)



■ FY 2021 ■ FY 2022 ■ FY 2023

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

| Year    | EBIDTA | %      |
|---------|--------|--------|
| FY 2021 | 214.34 | 27.26% |
| FY 2022 | 213.10 | 23.09% |
| FY 2023 | 269.38 | 24.16% |

| Year    | PBT    | %      |
|---------|--------|--------|
| FY 2021 | 180.04 | 22.90% |
| FY 2022 | 195.24 | 21.15% |
| FY 2023 | 237.49 | 21.30% |

| Year    | PAT    | %      |
|---------|--------|--------|
| FY 2021 | 135.84 | 17.28% |
| FY 2022 | 146.51 | 15.87% |
| FY 2023 | 179.28 | 16.08% |



# Financial Performance Q2 FY 2023

| Growth Q2 23 to Q2 24 | %      |
|-----------------------|--------|
| Revenue               | 22.78% |
| EBIDTA                | 36.38% |
| PAT                   | 42.97% |



₹ in Crores

|                               | F.Y 2022-23 | Q2 (2023-24) | Q1 (2023-24) | Q2 (2022-23) |
|-------------------------------|-------------|--------------|--------------|--------------|
| Revenue                       | 1115.23     | 337.29       | 320.83       | 274.70       |
| Material cost                 | 398.89      | 122.26       | 112.00       | 103.51       |
| Employee cost                 | 178.15      | 50.88        | 49.29        | 44.37        |
| R & D Expenses                | 17.80       | 5.06         | 4.29         | 3.94         |
| Other expenses                | 251.00      | 74.86        | 68.06        | 61.11        |
| EBIDTA                        | 269.38      | 84.23        | 87.19        | 61.76        |
| EBIDTA %                      | 24.16%      | 24.97%       | 27.18%       | 22.48%       |
| Finance cost                  | 8.84        | 2.22         | 2.49         | 0.45         |
| Depreciation                  | 57.17       | 15.99        | 15.52        | 14.25        |
| Other Income                  | 32.19       | 14.09        | 13.11        | 11.61        |
| Share in profit of associates | 1.93        | 0.84         | 0.75         | 0.58         |
| PBT                           | 237.49      | 80.95        | 83.04        | 59.25        |
| Net Profit                    | 179.28      | 62.19        | 62.70        | 43.50        |

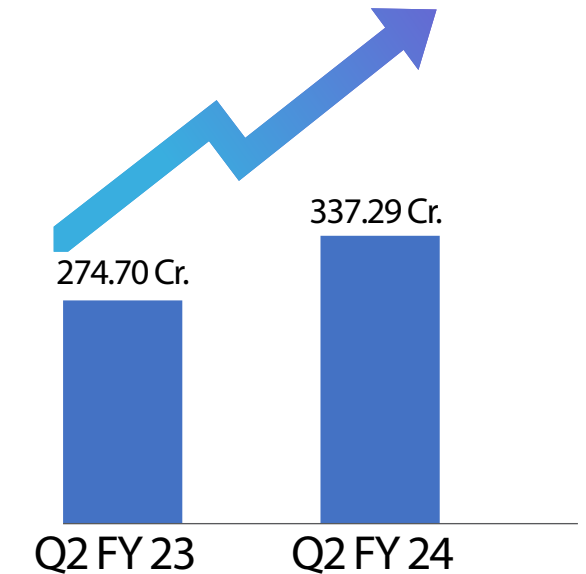
# Q2 FY 2023-24 Financial Trends

## Revenue

Revenue showed 22.78% growth during Q2 FY 2023-24 of Rs. 337.29 Crores in comparison to Rs. 274.70 Crores in Q2 FY 2022-23.

Volume growth driven by:

- Efforts to grow presence into emerging markets.
- Quality improvement, Sales orientation, Management strategy

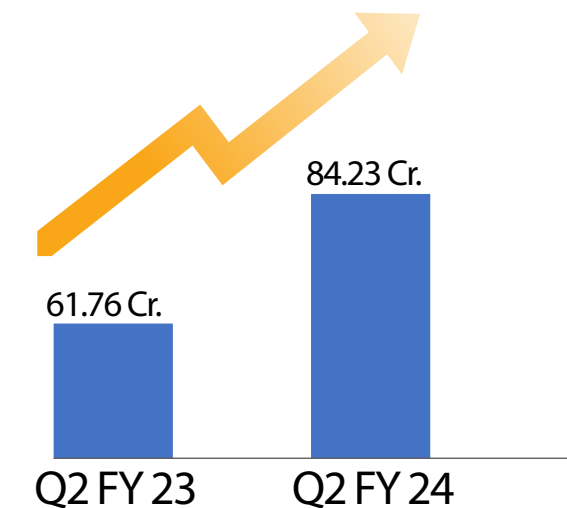


## EBIDTA

EBIDTA showed 36.38% growth during Q2 FY 2023-24 of Rs. 84.23 Crores in comparison to Rs. 61.76 Crores in Q2 FY 2022-23.

EBIDTA growth driven by:

- Cost saving initiatives undertaken.
- Production efficiency improvements, reduction of wastage, Higher cost of consumption.



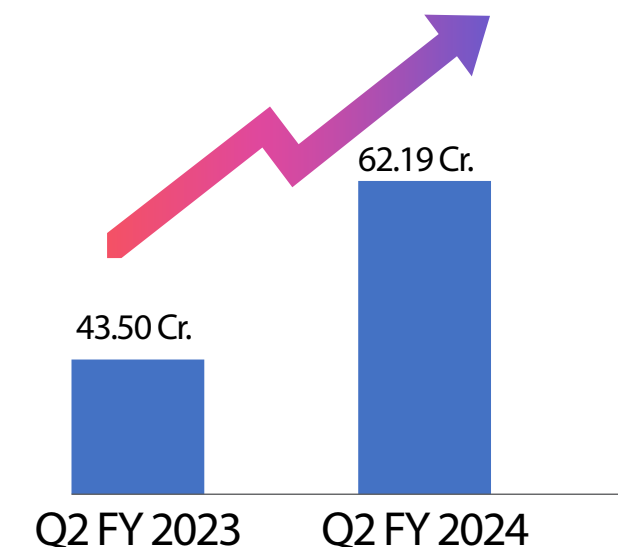
# Q2 FY 2023-24 Financial Trends

## Profit After Tax (PAT)

PAT showed 42.97% growth during Q2 FY 2023-24 of Rs. 62.19 Crores in comparison of Rs. 43.50 Crores in Q2 FY 2022-23.

PAT growth driven by:

- Results reflect strategic progress realised against opportunity presented by the healthcare sector





# Financial Performance Comparison

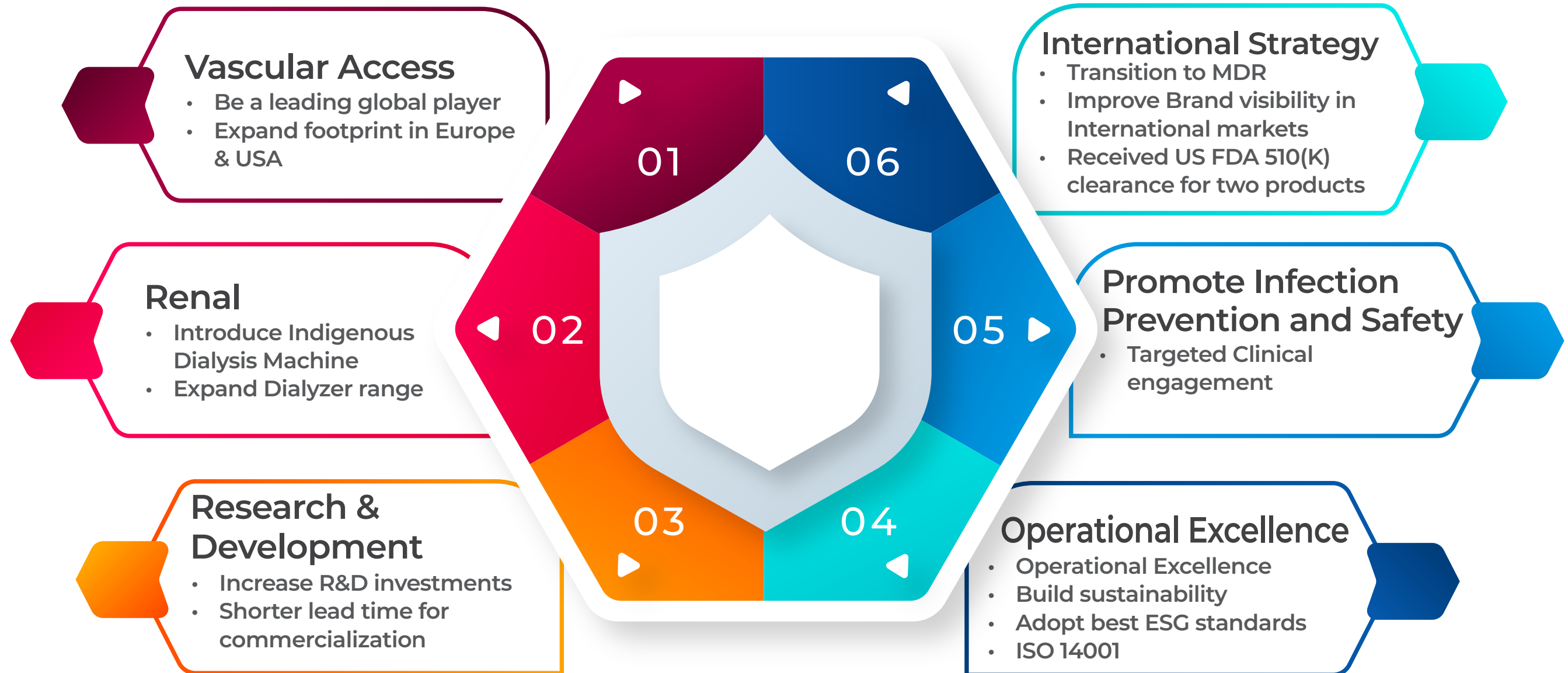
(Standalone & Consolidated)

(₹ in lacs except per share data)

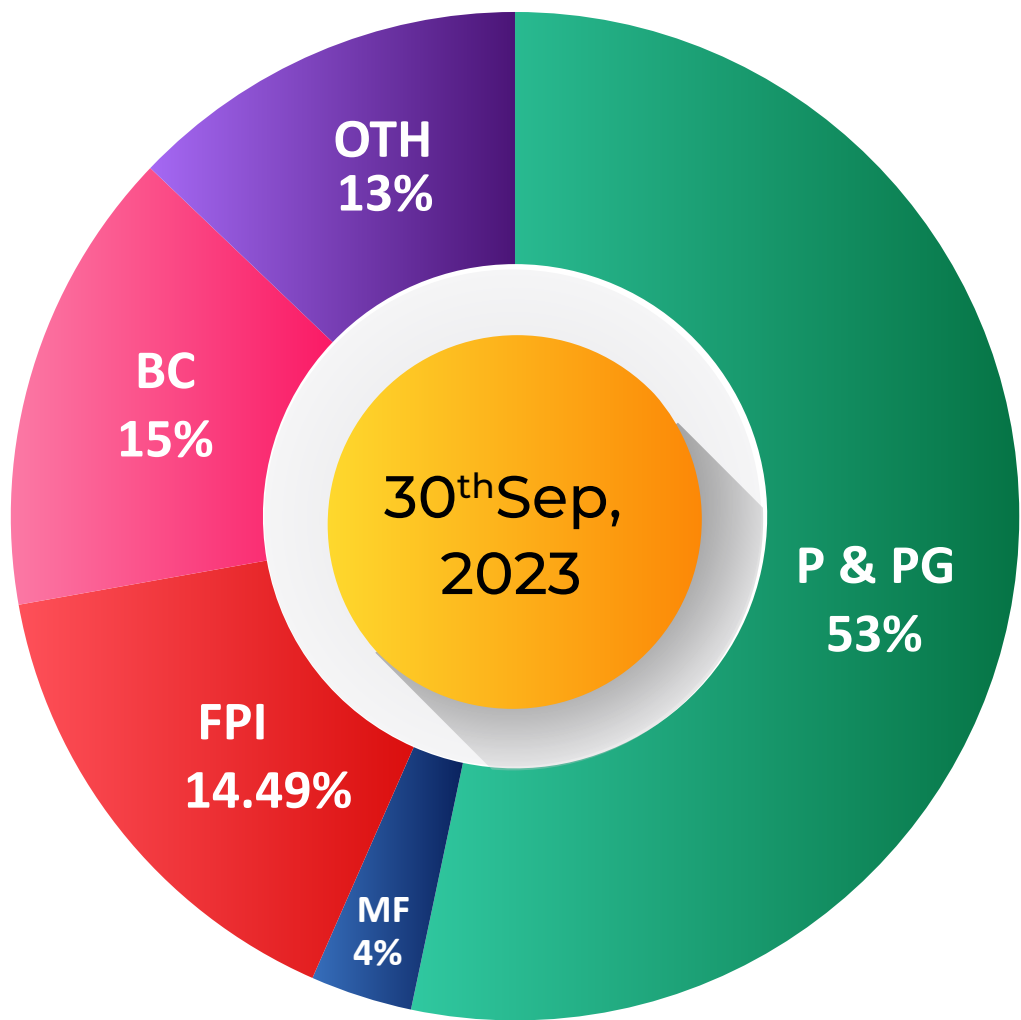
|                              | Standalone    |                 |               | Consolidated  |                 |               |
|------------------------------|---------------|-----------------|---------------|---------------|-----------------|---------------|
|                              | Quarter Ended | Half Year Ended | Quarter Ended | Quarter Ended | Half Year Ended | Quarter Ended |
|                              | 30.09.2023    | 30.09.2023      | 30.09.2022    | 30.09.2023    | 30.09.2023      | 30.09.2022    |
|                              | (Unaudited)   | (Unaudited)     | (Unaudited)   | (Unaudited)   | (Unaudited)     | (Unaudited)   |
| Total Income from operations | 33,268.20     | 65,140.99       | 27,269.38     | 35,138.65     | 68,533.14       | 28,338.46     |
| Net Profit/(Loss) before tax | 7,796.39      | 15,883.19       | 6,097.32      | 8,094.70      | 16,398.78       | 5,925.16      |
| Net Profit/(Loss) after tax  | 5,920.59      | 11,973.01       | 4,522.09      | 6,218.90      | 12,488.60       | 4,349.93      |
| Total Comprehensive Income   | 5,840.62      | 11,883.66       | 4,511.79      | 6,138.19      | 12,384.00       | 4,328.50      |
| Equity paid up share capital | 4,797.23      | 4,797.23        | 4,795.91      | 4,797.23      | 4,797.23        | 4,795.91      |
| Earnings per share           |               |                 |               |               |                 |               |
| Basic (Rs.)                  | 6.17          | 12.48           | 4.72          | 6.48          | 13.02           | 4.53          |
| Diluted (Rs.)                | 6.17          | 12.47           | 4.71          | 6.47          | 13.00           | 4.53          |



# Way Forward ...



# Shareholding Pattern 30<sup>th</sup> Sep, 2023



|                               |         |
|-------------------------------|---------|
| Promoters and Promoters Group | 53.16 % |
| Mutual Funds                  | 3.95 %  |
| FPIs                          | 14.49 % |
| Bodies Corporate              | 15.06 % |
| Others                        | 13.34 % |
| Grand total                   | 100 %   |



# Focus on Sustainability



# Sustainability Reporting - Our Efforts



## Water Consumption

**14.5% Water Saving**  
18,690 KL

by replacing DG set cooling towers with Close loop coil coolers



## Water Recycling

**Water reused in Gardening**  
65,544 KL/Year

By reusing water in process system- Chillers, DG Sets, Cooling Towers, Steam Boilers, wash Room, Gardening



## Solar Power Generation

**Produced Solar Energy**  
22,46,741 KWH

Helped combat greenhouse gas emissions



## Power Consumption

**8.2% Power Saving**  
22,71,452 KWH / Year

By replacing old IE0 level pumps with IE 3 & IE 4 pumps, AHU Blowers with energy efficient EC fan, ETO Electrical Heaters with PHE system



## Fuel Saving

**24.3% HSD Saving**  
131 KL

by convert Steam Boilers with PNG & minimize HT Line faults



# Corporate Communication



Award for “Best Company in Innovation in Healthcare”

## India MedTech Expo by DoP, GOI at Gandhinagar



# Thank You!

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