

# Welcome to the 29<sup>th</sup> Annual General Meeting

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Poly Medicure Ltd.  
September 2024

Confidential | Slide 1

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# Forward Looking Statement

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# We have a global 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



**325+**  
Patents Granted  
**40+** applications pending

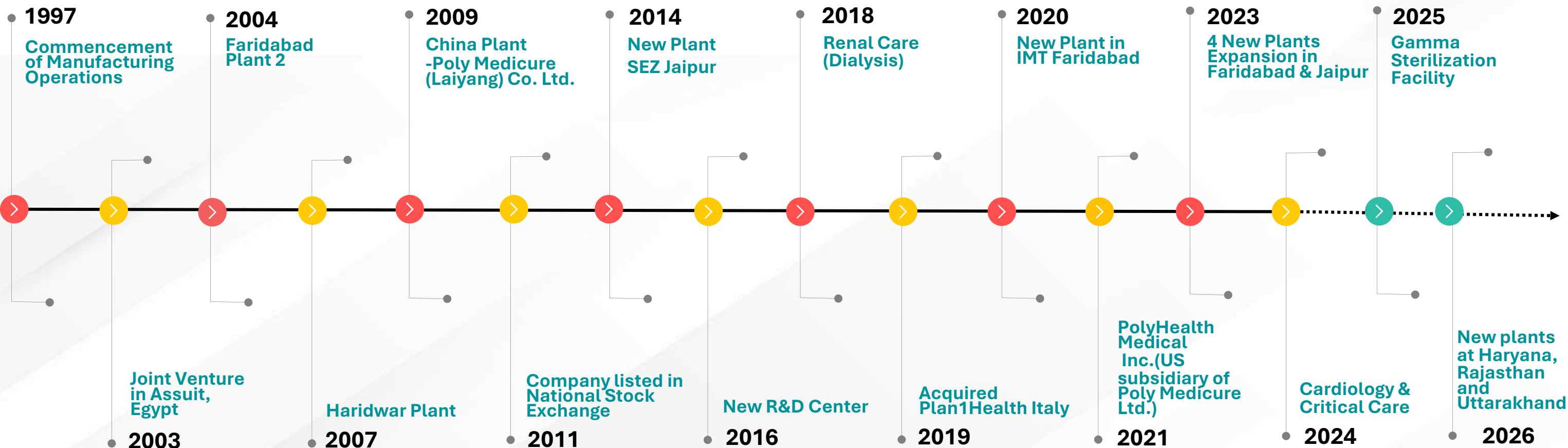


**1.5 Billion+**  
Devices Manufacturing Capacity  
Per year



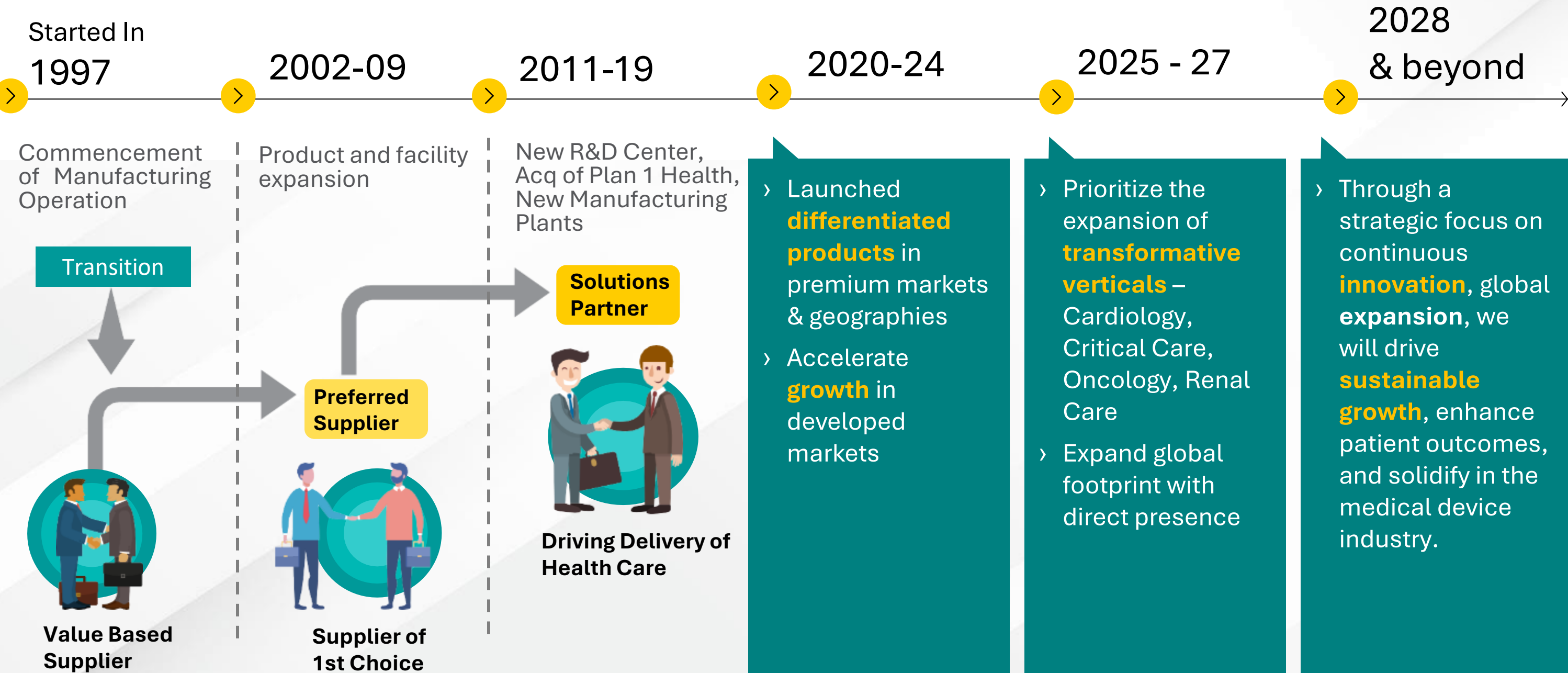
# Navigating Our Journey

## Polymed's Path of Milestones and Triumphs



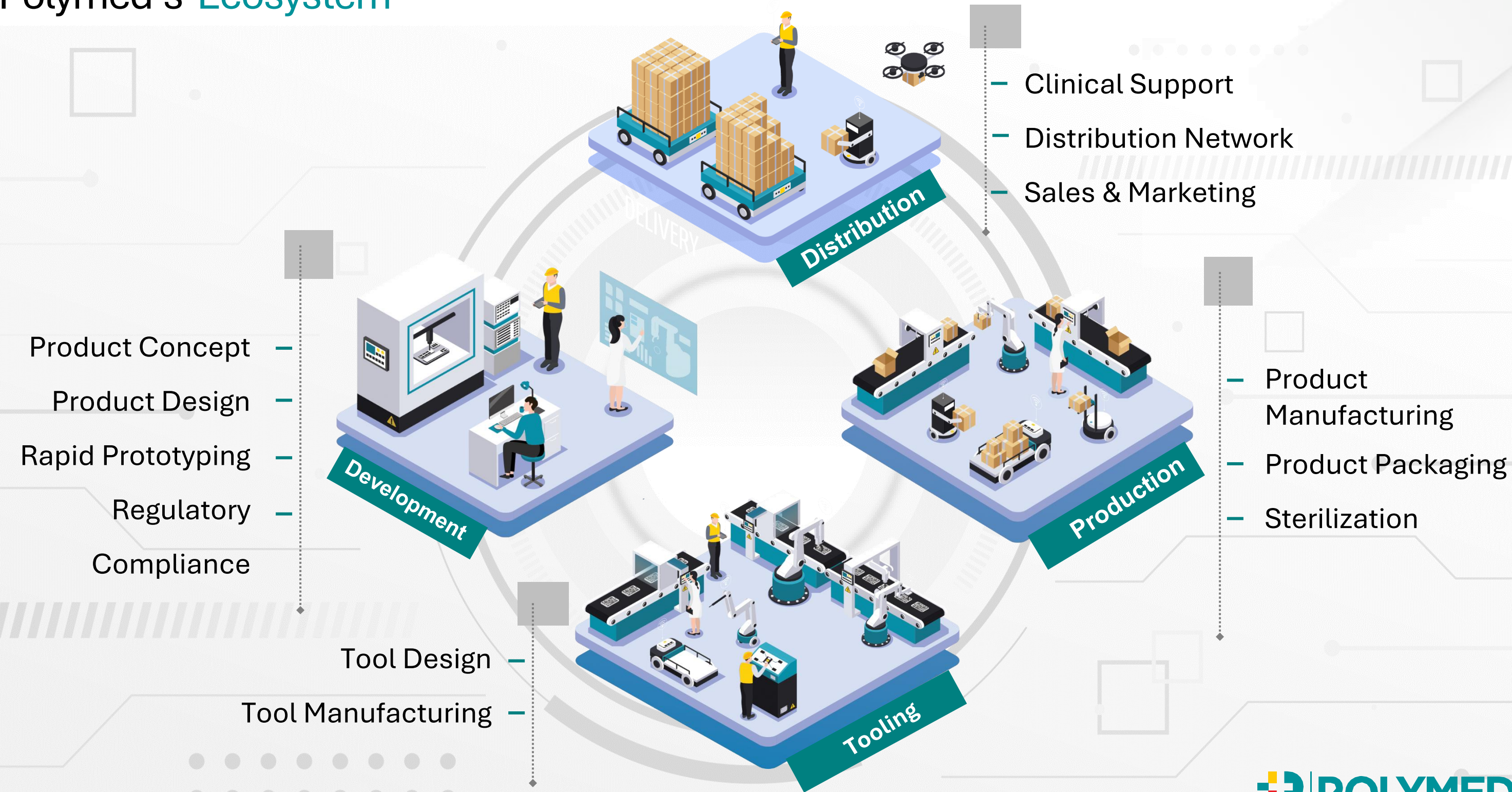
# Navigating the Path

## Building Tomorrow's Healthcare Solutions





# Polymed's Ecosystem



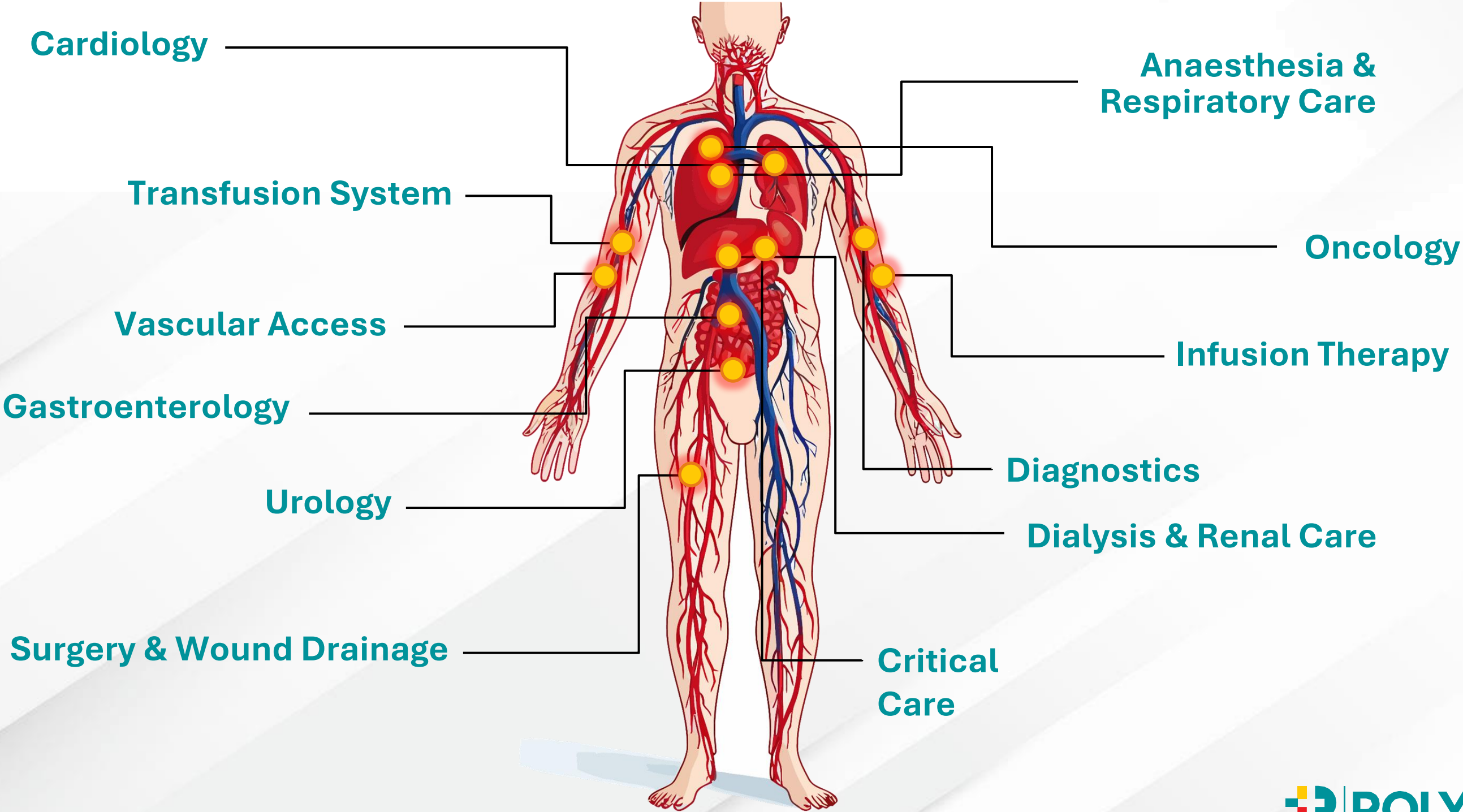


# Comprehensive Integration

## Our Solutions Enhance Care Across the Hospital Spectrum



# Our Innovations Deliver Vital Care to Key Clinical Specialties





# Value Creation through Innovation and Streamlined Operational Models



- Foster **sustainable** revenue expansion, Striving for Margin Growth
- Build **direct presence** in key markets
- Extend our **reach** in developed countries
- Establish local **distribution** points
- Inorganic **opportunities**



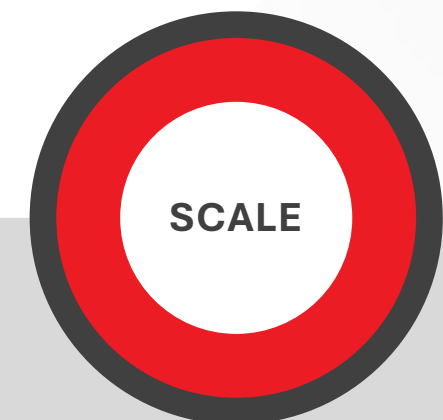
**Commercial**



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



**Innovation**



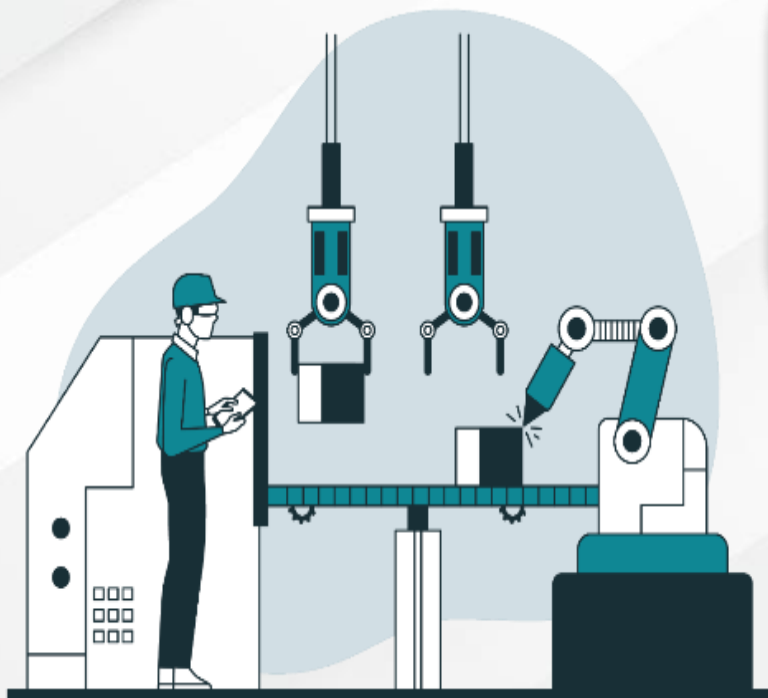
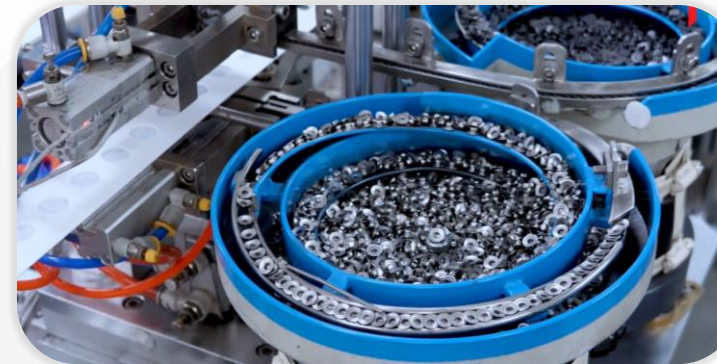
- **Enhancing** Manufacturing Capacities to global scale.
- Build flexibility into manufacturing processes to **quickly adapt** to changing market demands
- **Optimize** inventory management systems



**Operations**

# Mastering Manufacturing

Striving Towards Operational Excellence



**350+ Moulding Machines and 1500+ Moulds & Dies**

**200+ Automatic Assembly Machines**

**100+ Robots employed in our manufacturing processes**



# Polymed's Manufacturing Footprint

12 Facilities across 3 continents



117, Faridabad, India



IMT 1, Faridabad, India



SEZ 2, Jaipur, India



115-116, Faridabad Plant, India



SEZ 1 Jaipur, India



Laiyang-qingdao, China



104-105, Faridabad Plant, India



R & D Centre, India



Amaro, Italy



Haridwar Plant, India



Assuit, Egypt



IMT 2, Faridabad India




12 Plants

Company with international manufacturing facilities




# 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

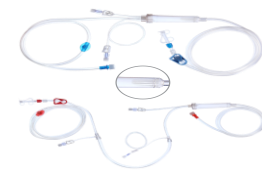
## Dialysis




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

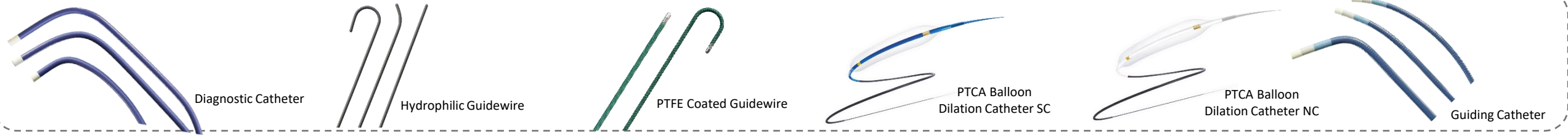


Standard Needle Holder



Blood Collection Needle

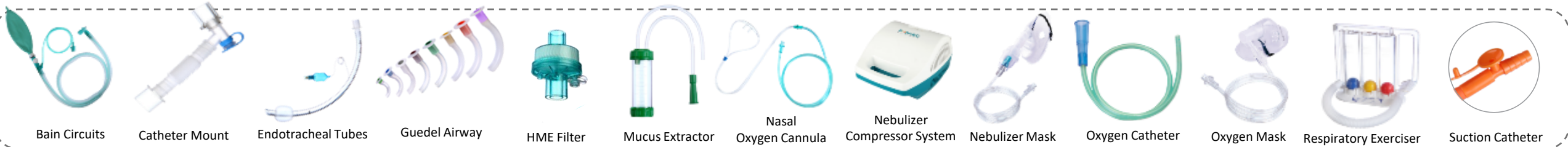
## Cardiology



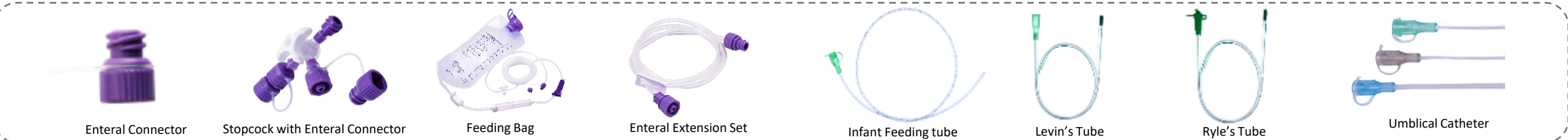
## Surgery and Wound Drainage



## Anesthesia & Respiratory Care



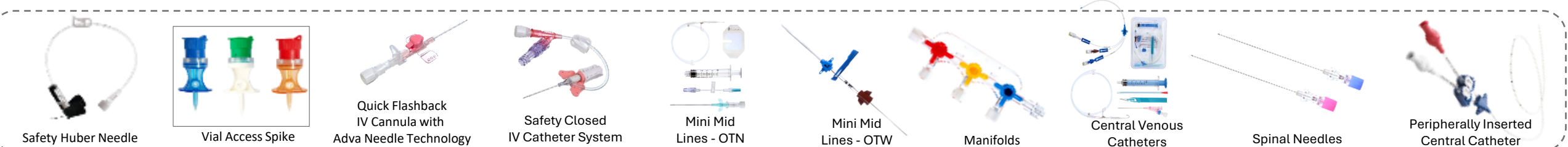
## Gastroenterology



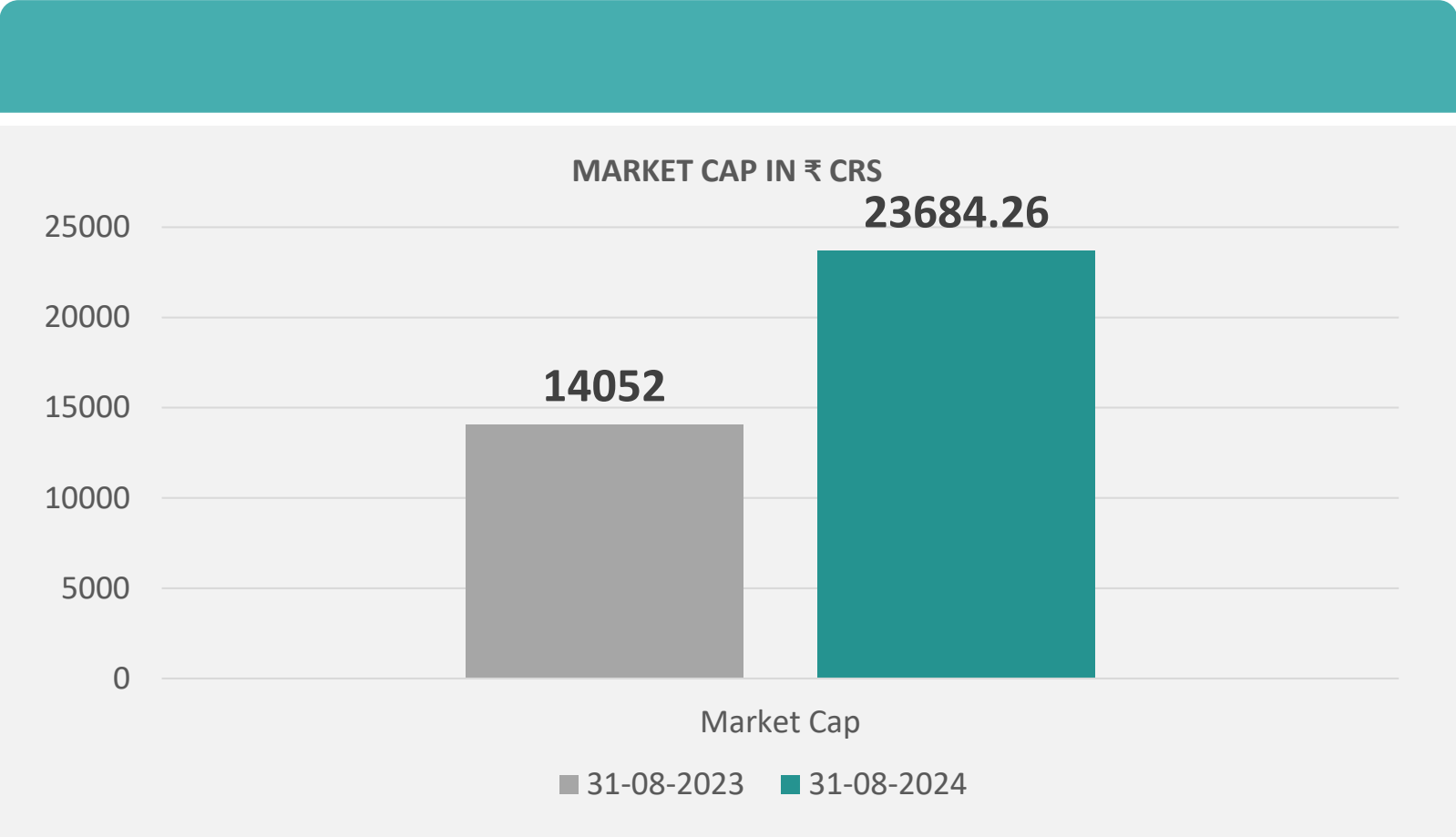
## Urology



## Critical Care



# Creating Value for Stakeholders



Date	Market Cap (in ₹ crs)
31-08-2023	14,052
31-08.2024	23,684

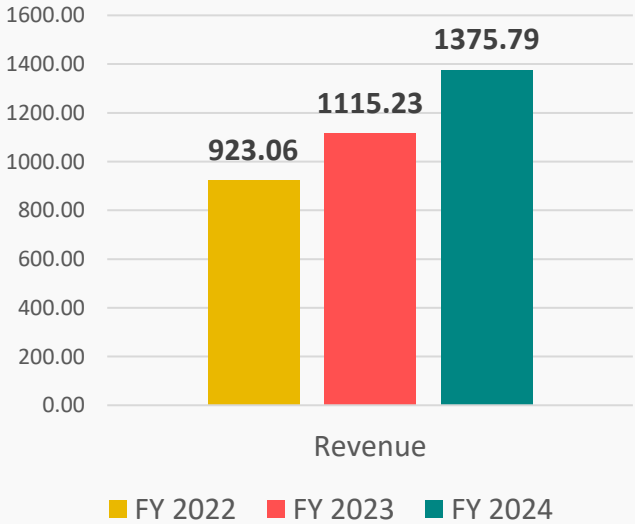




# Our Strength: Consistent all-round growth



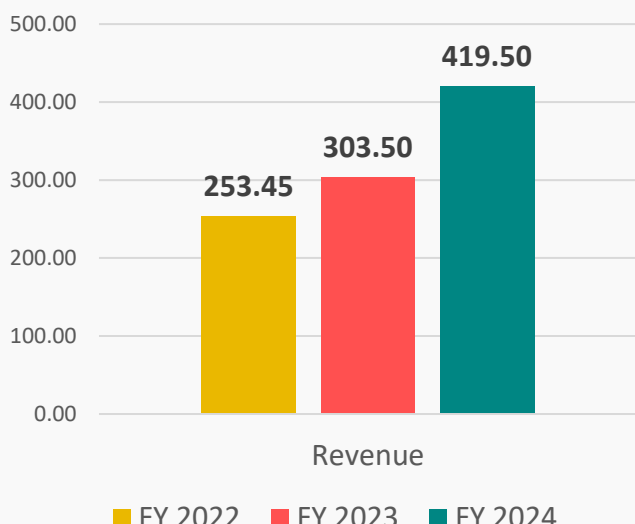
## REVENUE (₹ Crs)



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



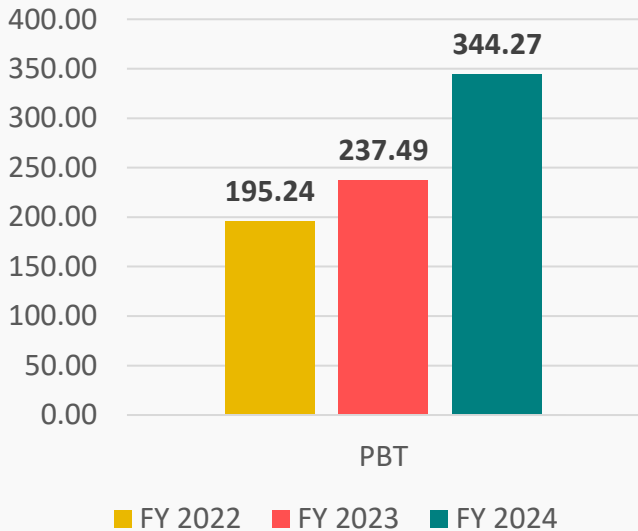
## EBIDTA (₹ Crs)



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



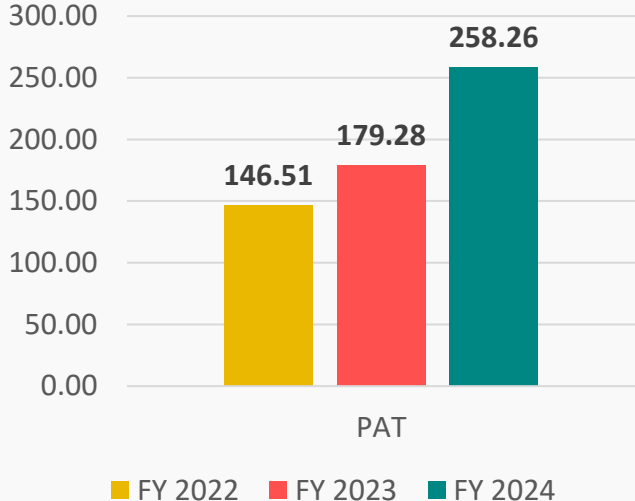
## PBT (₹ Crs)



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%

# Financial Performance Comparison

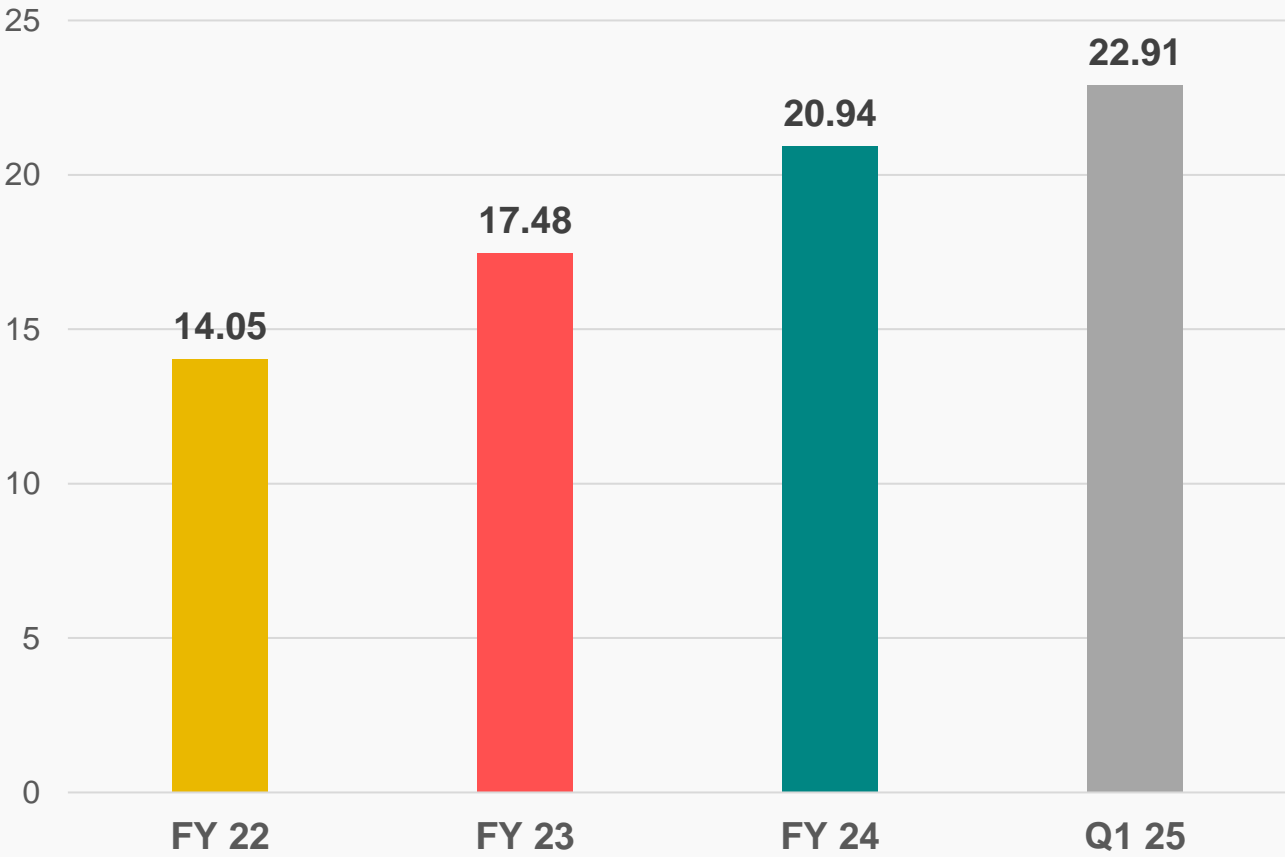
(Standalone & Consolidated)

(₹ in lacs except per share data)

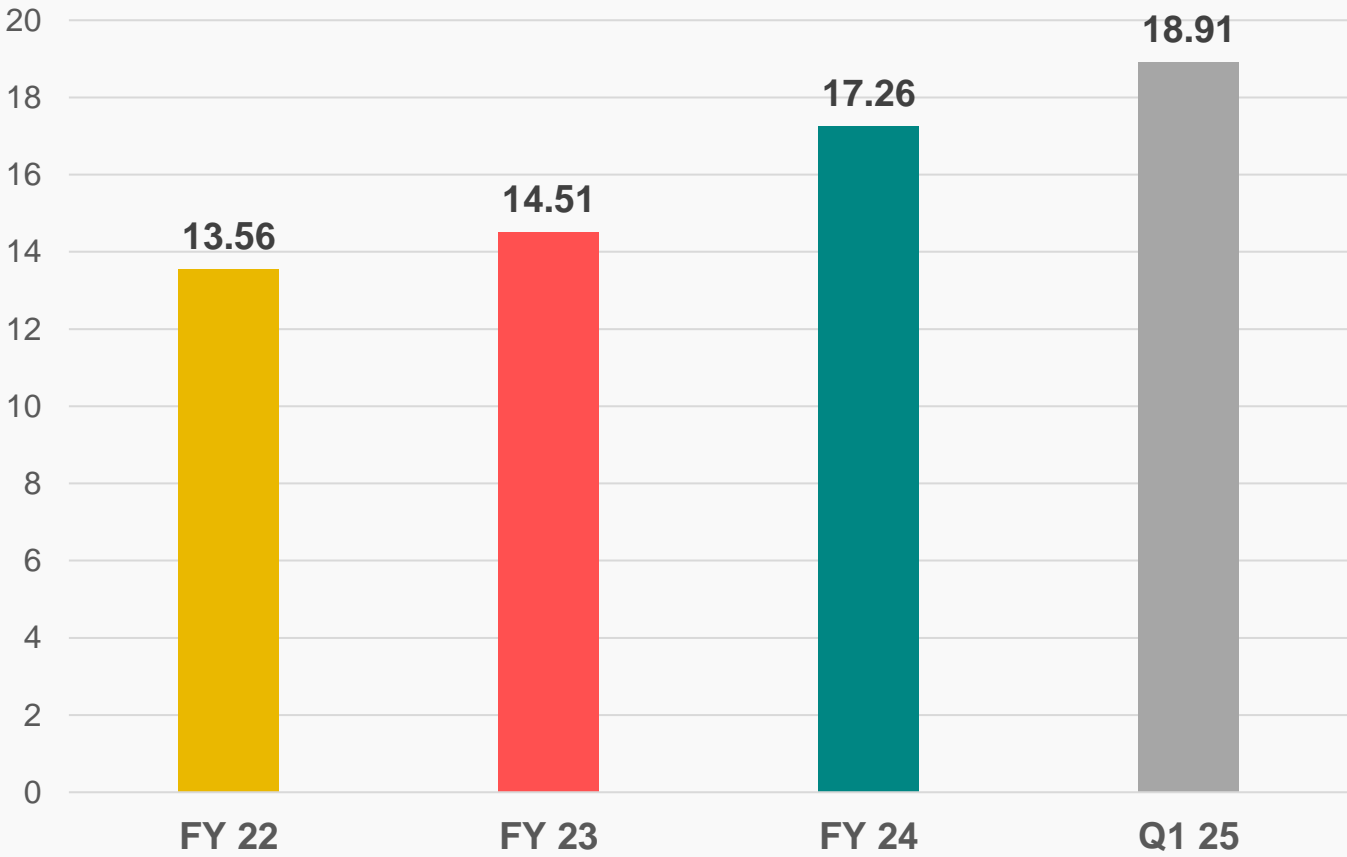
	Standalone			Consolidated		
	Quarter Ended			Quarter Ended		
	30.06.2024	31.03.2024	30.06.2023	30.06.2024	31.03.2024	30.06.2023
	(Unaudited)	(Audited)	(Unaudited)	(Unaudited)	(Audited)	(Unaudited)
Total income from Operations	38,425.62	37,658.75	31,872.79	40,169.55	39,304.72	33,394.49
Profit before tax	9,607.53	9,397.23	8,086.80	9,845.73	9,245.67	8,304.07
Profit after tax	7,230.25	7,053.25	6,052.42	7,403.94	6,835.78	6,269.56
Total Other Comprehensive Income	(129.22)	(0.12)	(9.39)	(137.58)	(8.41)	(23.89)
Paid-up equity share capital	4,798.58	4,798.58	4,797.23	4,798.58	4,798.58	4,797.23
Earnings per share (Quarterly not annualised) :						
Basic ( ₹ )	7.53	7.35	6.31	7.71	7.12	6.54
Diluted ( ₹ )	7.53	7.35	6.30	7.71	7.12	6.53

# Ratio's (in %)

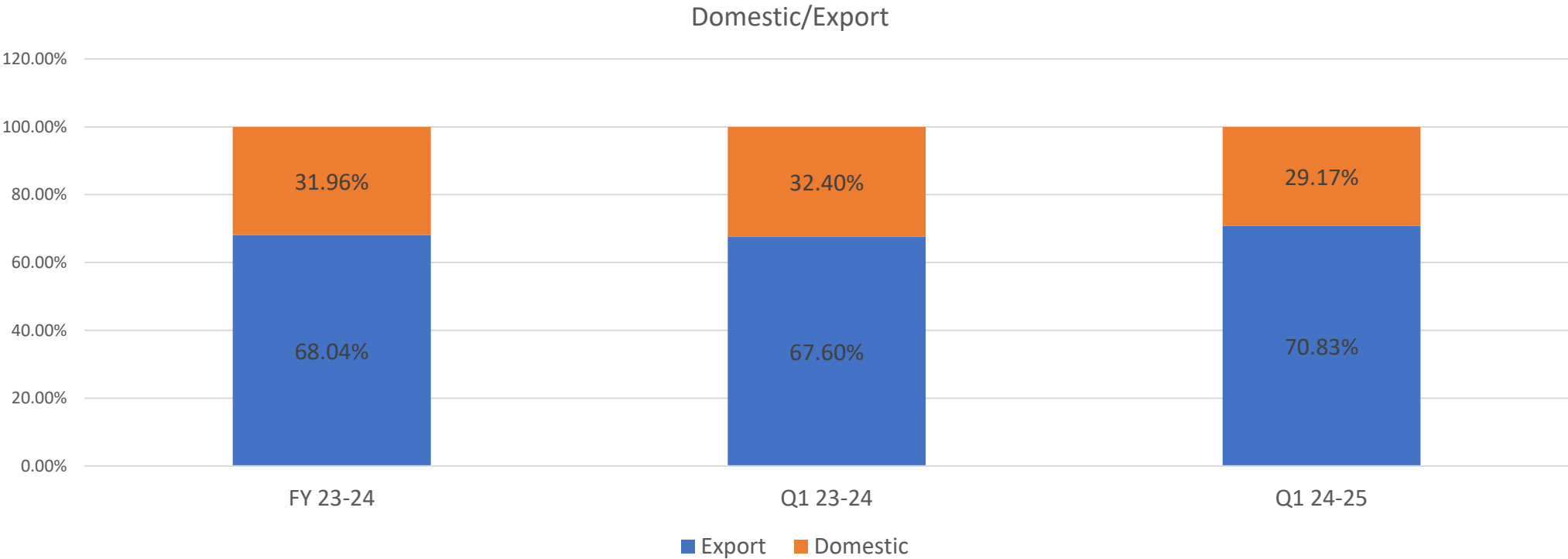
ROCE



ROE







Sales	FY 23-24	%	Q1-23-24	%	Q1-24-25	%	Growth Q over Q
Exports	897.29	68.04%	206.56	67.6%	262.76	70.83%	27.21%
Domestic	409.95	31.96%	99.00	32.4%	104.67	29.17%	5.72%
Total	1,307.25	100.00%	305.56	100.0%	367.42	100.00%	20.25%

# Qualified Institutional Placement (QIP)



Total Fund Raise  
1,000 crs (in INR)

**Institutional Demand**  
₹ 8,665 crs

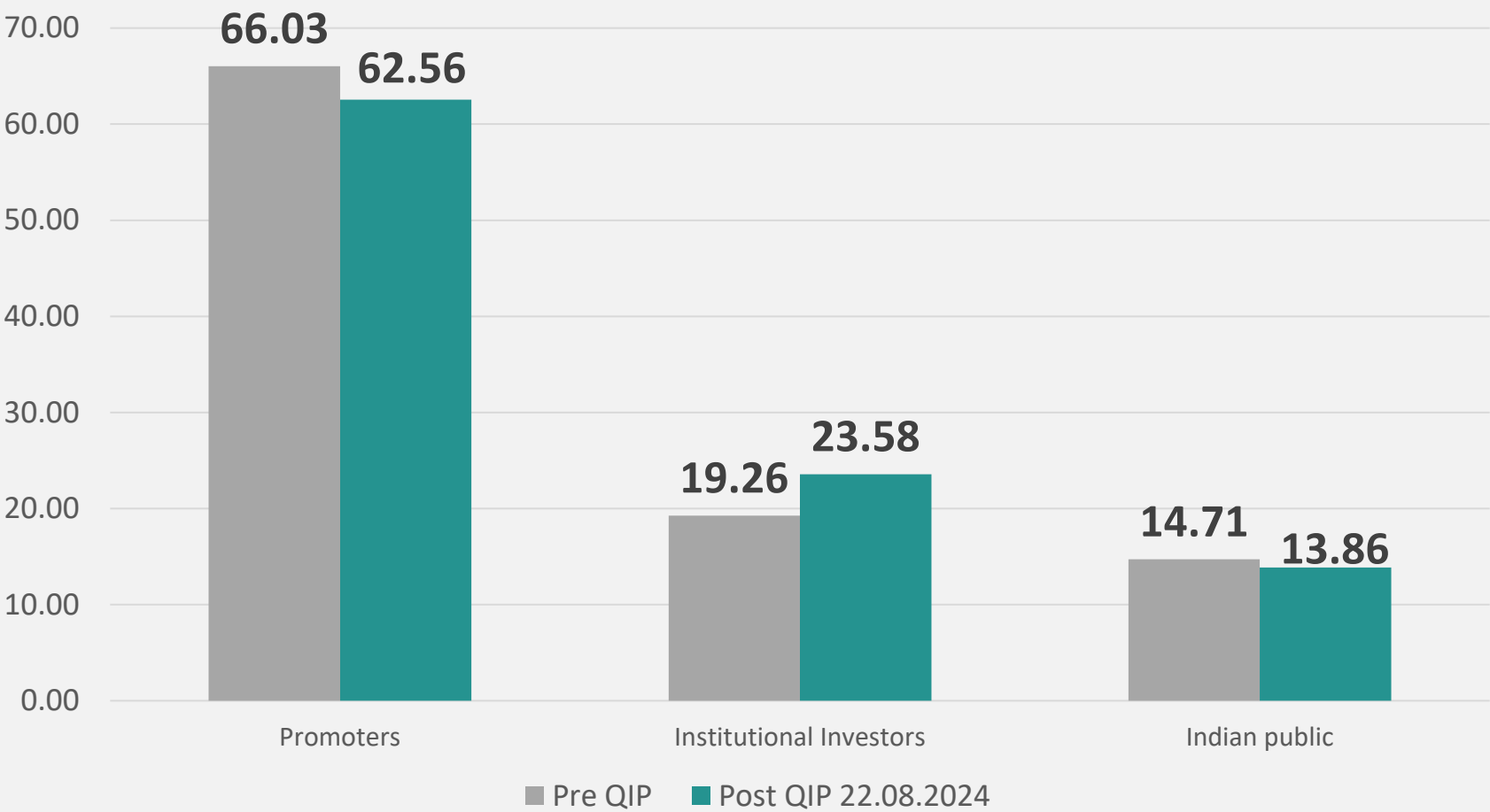
**Allotment**  
At Rs.1880/ share

60 new investors onboard  
(22.08.24)

**No. of meetings/  
Roadshows**  
75

# QIP New Stakeholders

Shareholding - Adding Institutional Shareholders



Shareholder Category in %	Pre QIP	Post QIP 22 <sup>nd</sup> August
Promoters	66.03	62.56
Institutional Investors	19.26	23.58
Indian public	14.71	13.86

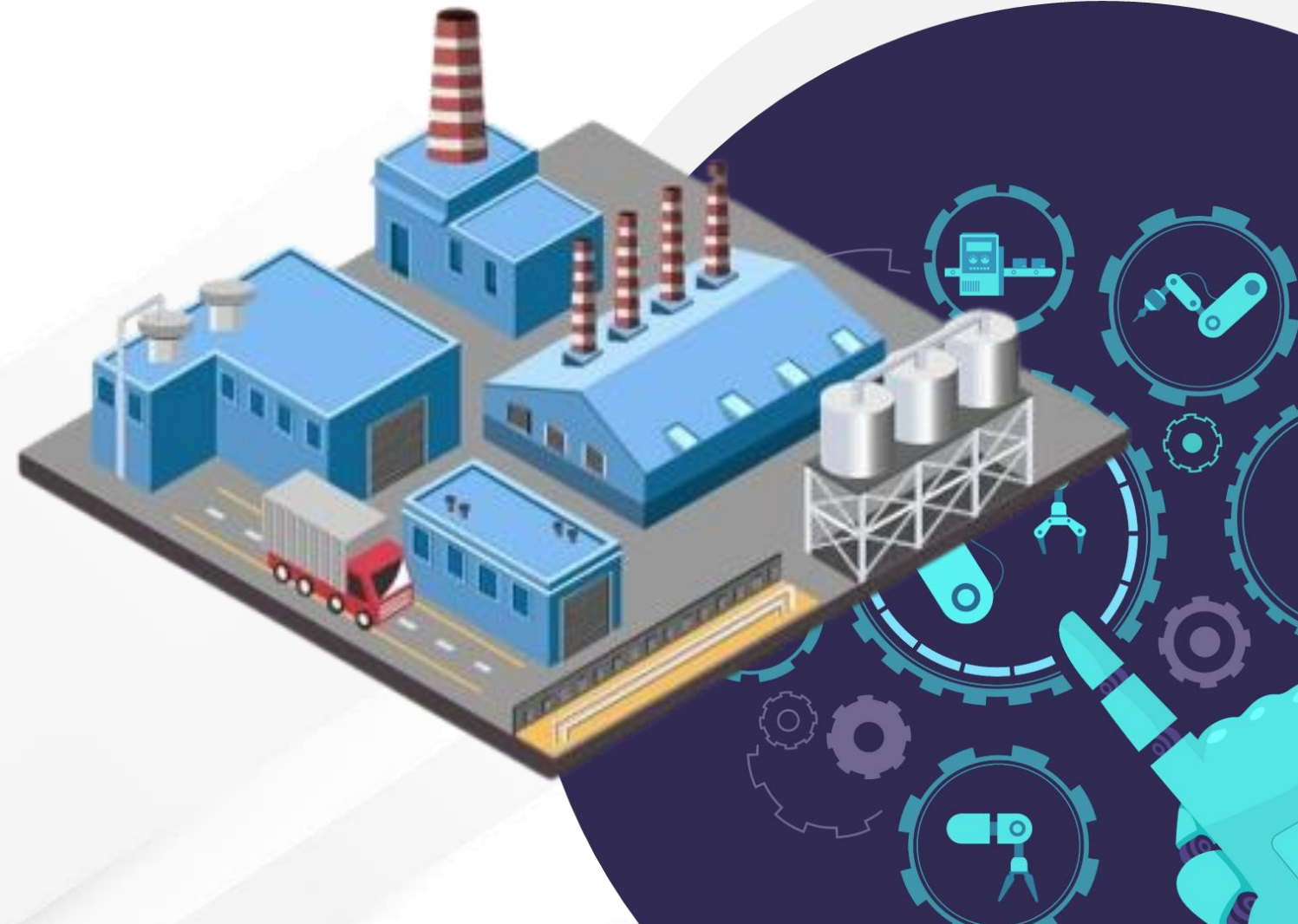




# Expansion

An outlay of ₹500 crs over next 2 years for 3 manufacturing facilities at Haryana, Uttarakhand and Rajasthan

Exploring Technology Acquisition in the area of Cardiology, Renal and Critical Care



# Way Forward





# Recent Accolades



“Export Excellence Award”

by PLEXCONCIL

Largest Exporter of medical disposables  
from India

Year 2021-22 & 2022-23



Economic Times  
Best Healthcare Brands 2024



# Towards our Commitment to a Sustainable World

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



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

POWER CONSUMPTION



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

SOLAR POWER  
GENERATION



DIGITAL INITIATIVES

Reduction of approx. 45 tCO2e  
aligned with:

SDG 7 – Affordable and Clean energy

SDG15 – Life on land

SUSTAINABLE  
DEVELOPMENT



# Thank You

## Poly Medicure Limited

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