



Investor Presentation Q1 FY26

Poly Medicure Ltd.
8th August 2025

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Agenda

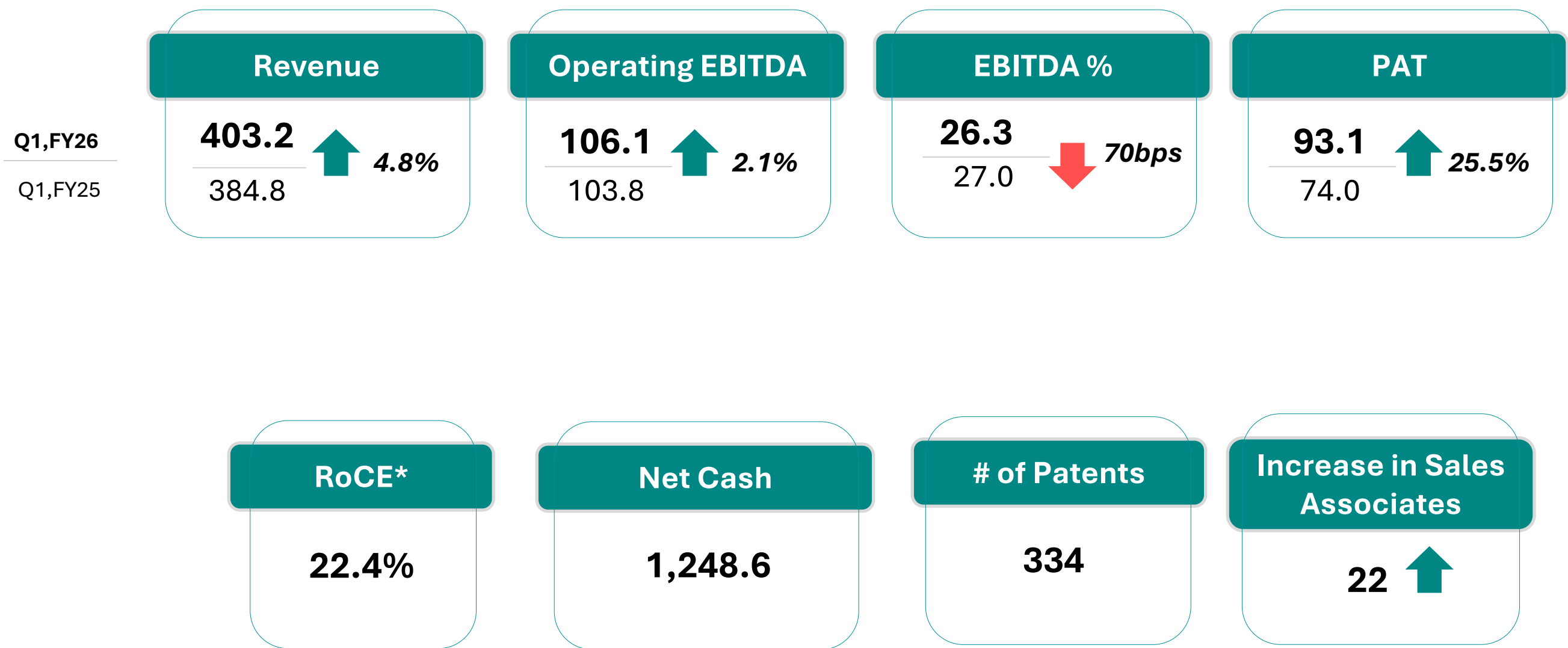
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Agenda

YoY performance summary
of Q1 FY26

Consolidated Performance Summary Q1 FY 26

Figs in Rs. Crs unless specified



*Excludes the amount raised through QIP in August 2024, EBIT has been computed after excluding the treasury income generated from the QIP Funds; Calculated based on trailing 12 months performance

Agenda

Key Updates

Key Updates

Key Business Updates

- A total of **1350+ stents** were successfully implanted from April’25 to Jul’25, with positive feedback received from patients and clinicians.
- Initiated an Open-label, multicentre, single arm, clinical investigation to evaluate performance and safety of RisoR Everolimus Eluting Stent System (PACIFIER) across India and Europe on 2,000 patients.
- YTD July 25 sold **~130 dialysis machines**—reinforcing our market presence
- Signed two contract manufacturing contracts with companies based in US and Hong Kong in the Vascular Access and Pain Management segment.
- Established our wholly owned subsidiary in Brazil to expand presence; over the next few quarters we will expand our direct presence in this key South American market.
- Awaiting the allotment letter from YEIDA for a 7.16 acre plot at the Medical Devices Park, following the receipt of the Letter of Comfort from Invest UP
- Approval received from Shareholders for appointment of Mr. Vishal Baid as Executive Director and approval from Board for appointment for Mr. PK Gupta (President - Operations) as Executive Director on the Board
- Enhancing usage of AI to optimize performance and learning and development of staff
- Conducted 6 sessions on “IV talks”- our clinical engagement program with nursing leaders , imparting training to 6,000+ nurses

Financial Highlights

- Consolidated Q1 FY26 revenue growth **4.8%**; Q1 FY26 Domestic revenue growth is **20.1%**.
- Q1 FY26 Consolidated Operating EBITDA and PAT Growth of **2.1%** and **25.5%** respectively; Q1 Operating EBITDA margin of **26.3%**, within the EBITDA margin guidance of **25% - 27%** for FY26
- Adequate liquidity of **Rs 1,248.6 Crs** as at Jun 30, 2025; Capex spend of Rs. 95 Crs in Q1 FY26 on target to meet the capex budget of Rs. 250 Crs in FY26.

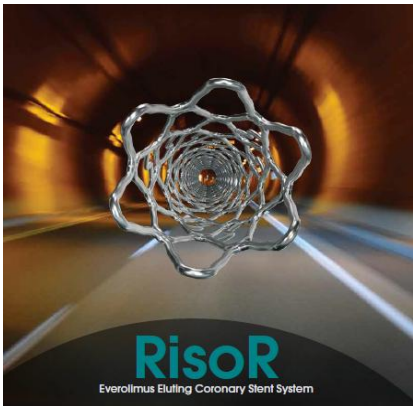
Product

- Launched over 7 new products in Q1 FY 26
- R&D team strength of ~65

Awards

- **Mr Himanshu Baid, Managing Director**, Poly Medicure, awarded the “**Healthcare Entrepreneur**” of the **year 2025** by **Financial Express**
- Poly Medicure, awarded the “**Medical devices provider**” of the **year 2025** by **Financial Express**
- Poly Medicure, awarded “**Excellence in Medical Equipment Innovation**” by **Informa Markets at India Health Next**
- “**Leading brand in medical devices**” at **Elets Healthcare and Innovation Summit**
- Awarded “**Bhamashah Award**” by **Govt. of Rajasthan, Education Department** for CSR initiative

Study on performance and safety of RisoR Stent



Study Title:
An Open-label, Multicentre, Single arm, Clinical Investigation to Evaluate Performance and Safety of RisoR Everolimus Eluting Stent System (PACIFIER)



Dr. Praveen Chandra
Chairman – Interventional Cardiology
Medanta-The Medicity,
Gurugram, Haryana
(National Lead Investigator- India)

India’s First international Clinical registry of 2000 patients

- Open Label
- Multicentric
- Single Arm
- Post Market (India)

Design

- Enrolment: 12 months
- Total Study: 24 months

Duration

Patients: 2000

- Europe:40
- India: 1960
- QCA:100
- OCT: 50

Patients

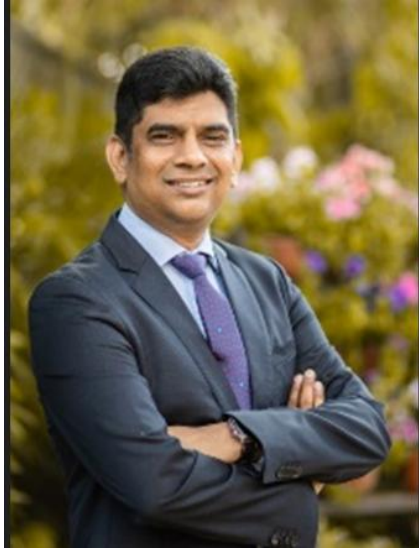
- 1 Month
- 6 Month
- 9 Month (including QCA/OCT)

Follow up



50 Sites (India) + 1 Site (Italy)

Appointment of Mr. Vishal Baid as Executive Director approved by Shareholders



Experience:

Mr. Vishal Baid has over two decades of multifaceted leadership experience in the global medical devices industry and has played a pivotal role in the strategic growth and international expansion of Poly Medicure Limited.

Association with Poly Medicure Ltd:

He has been associated with Poly Medicure for last 14 years and prior to his appointment as Executive Director, was designated as Sr. President (Sales and Marketing).

Some of his key contributions in the organization over the years are summarized below:

- Driving automation in the production processes by identifying new technologies, helping in driving cost efficiencies and building global competitive advantages for the company.
- Leading the development and management of the manufacturing footprint in the Jaipur region and currently oversees all operations of the manufacturing plants in Jaipur.
- Developing diverse vendor relationships for both raw material and capital equipment.
- Leading cross-functional coordination across marketing, procurement, product development and operations to align business priorities with growth strategy.
- Strengthening the company's institutional sales network, building deep customer relationships with key accounts and driving sales in the domestic market.
- Contributing to the launch and commercial scale-up of various high-growth product segments such renal care, critical care and cardiology.

His new Role in Company:

- To drive growth in product development and focus on business development in India.
- Responsible for overseeing the strategic growth, operations, and profitability of the Jaipur SEZ and Haridwar plant, ensuring efficient production, strong quality control, and revenue maximization to support overall business goals and market competitiveness.

Approval by the Board for appointment of Mr. PK Gupta as Executive Director



Experience:

Mr. PK Gupta has 35 years of experience in the medical devices and manufacturing industry including 17 years in Poly Medicure Ltd.

Before Joining Poly Medicure, he has experience with various companies and industries, including HMD, Dalmia Electronics, LML Ltd.

Association with Poly Medicure Ltd:

He joined as a senior manager in 2008 and rose to become President - Operations, leading key operational advancements. His strategic leadership significantly contributed to company's growth

Some of his key contributions in the organization over the years are summarized below:

- He recognizes the potential of cutting-edge technologies to create products that address unmet medical needs, improve patient outcomes, and enhance the quality of care.
- Lead end to end manufacturing operations across multiple plants.
- Implement operational excellence strategies to improve productivity and reduce waste.
- Collaborate with cross-functional teams in R&D, Quality, Procurement, and Marketing.
- Drive automation and digital transformation in manufacturing processes.
- Ensure compliance with global regulatory and quality standards (ISO, CE, FDA).
- Manage large teams of engineers, supervisors, and technicians.

His new Role in Company:

Mr. Pankaj Kumar Gupta thrives on hands-on involvement, often working in the field and engaging directly with suppliers to drive Poly Medicure's growth and direction. His approachable leadership style and deep engagement with the team foster a motivated and inspired workforce, empowering them to achieve their goals and push boundaries. As the medical devices industry continues to evolve rapidly, Mr. Gupta's leadership and vision enable Poly Medicure to stay ahead of the curve, leveraging his expertise to navigate challenges and capitalize on opportunities.

Enhance Usage of AI to optimize performance

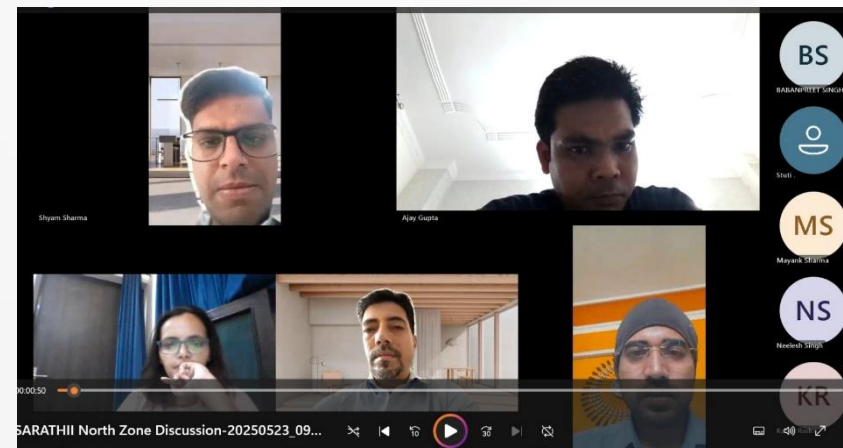
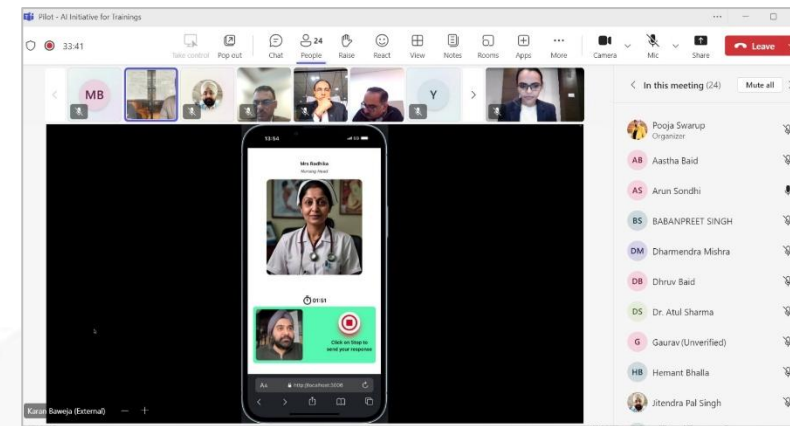
In Manufacturing Processes

AI is being integrated into our manufacturing operations as we move towards smart manufacturing. From vision - control to process optimization, AI enhances precision & efficiency



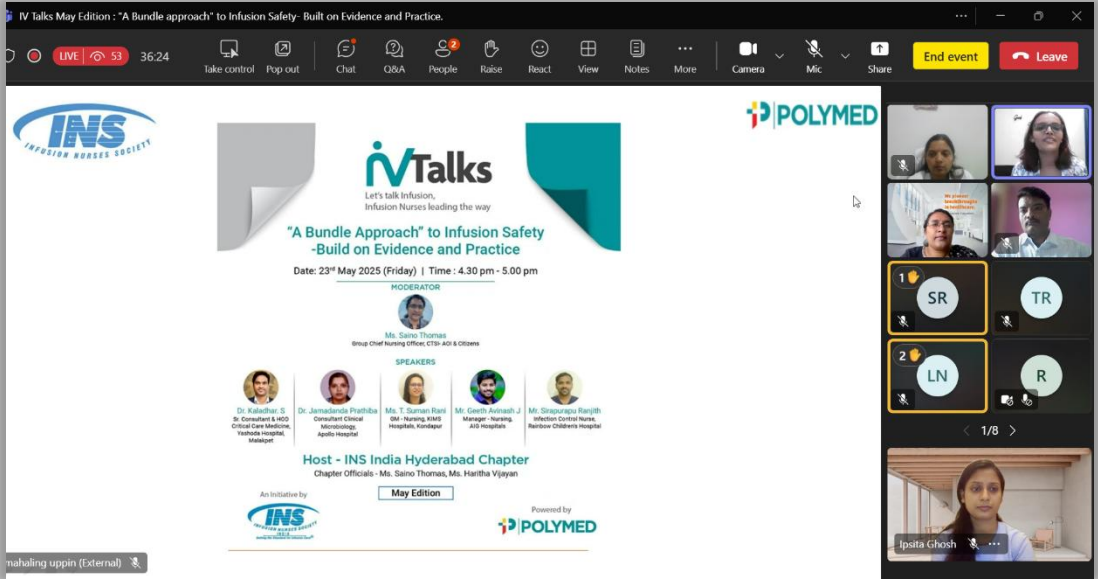
In Learning and Development

Our AI-powered initiative is delivering immersive training experiences that replicate real-world customer interactions, product demonstrations, and trouble shooting.



Clinical Engagement Programs

A Joint Program with INS
6 sessions , 6000+ Nurses



Participation in International Exhibitions

WHX, Miami



Hospitalar, Brazil



Medi Pharm Expo, Vietnam



WHX, Kuala Lumpur



Agenda

Consolidated Financial Performance Summary

Consolidated Financial Performance Summary

Figs in Rs. Cr. unless specified

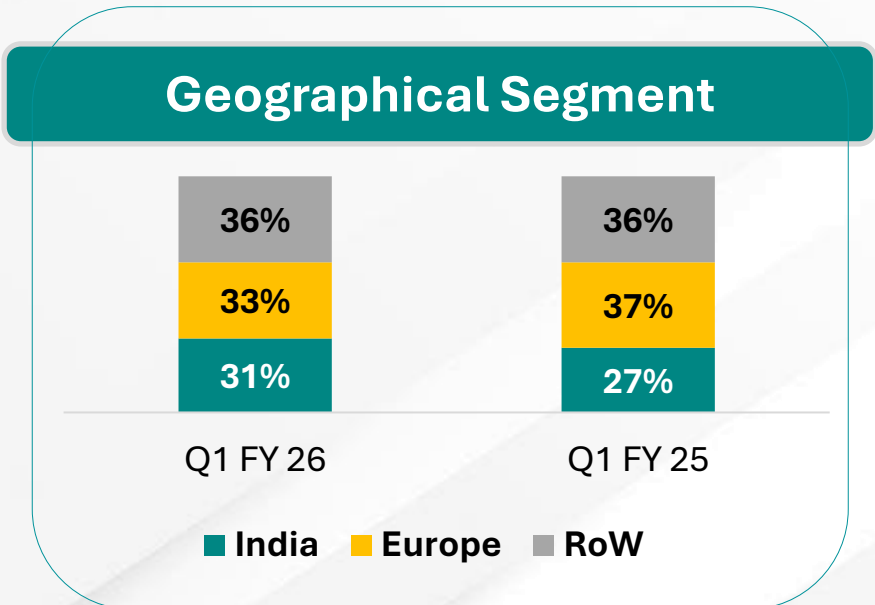
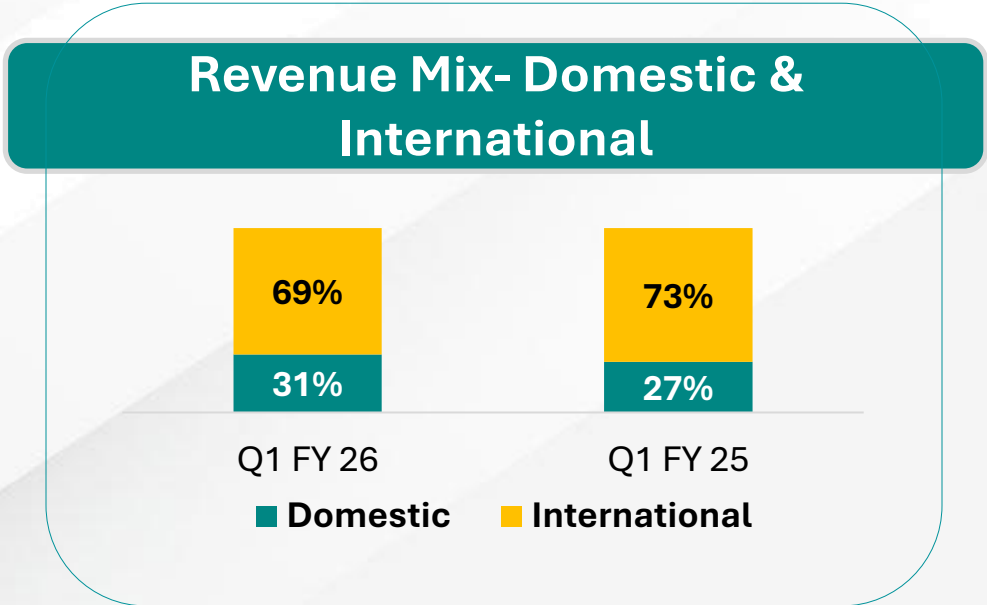
Particulars	Q1 FY 26	Q1 FY 25	Growth %
Revenue from Operations	403.2	384.8	4.8%
Cost of Good Sold	(127.2)	(128.3)	(0.8%)
Gross Profit	276.0	256.5	7.6%
Gross Profit %	68.4%	66.7%	170bps
Employee Benefit Expenses	(75.1)	(69.5)	8.1%
R&D Expenses	(6.7)	(5.6)	20.0%
Other Expenses	(88.0)	(77.6)	13.6%
Total Operating Expenses	(297.1)	(281.0)	5.8%
Operating EBITDA	106.1	103.8	2.1%
Operating EBITDA %	26.3%	27.0%	(70bps)
Other Income	41.7	16.9	146.4%
Depreciation	(23.3)	(19.5)	19.1%
Finance Cost	(3.0)	(3.2)	(6.7%)
Profit Before Tax & share of net profit of an associate	121.6	98.0	23.9%
Share of Profit of an Associate	1.3	0.4	205.2%
PBT	122.9	98.5	24.7%
Tax	(29.9)	(24.4)	22.3%
PAT	93.1	74.0	25.5%
PAT %	20.9%	18.4%	250bps
EPS – Basic (in Rupees)	9.2	7.7	18.8%
EPS – Diluted (in Rupees)	9.2	7.7	18.8%

Re- classification has been done wherever necessary

Consolidated Sales Performance Analysis

Figs in Rs. Crs unless specified

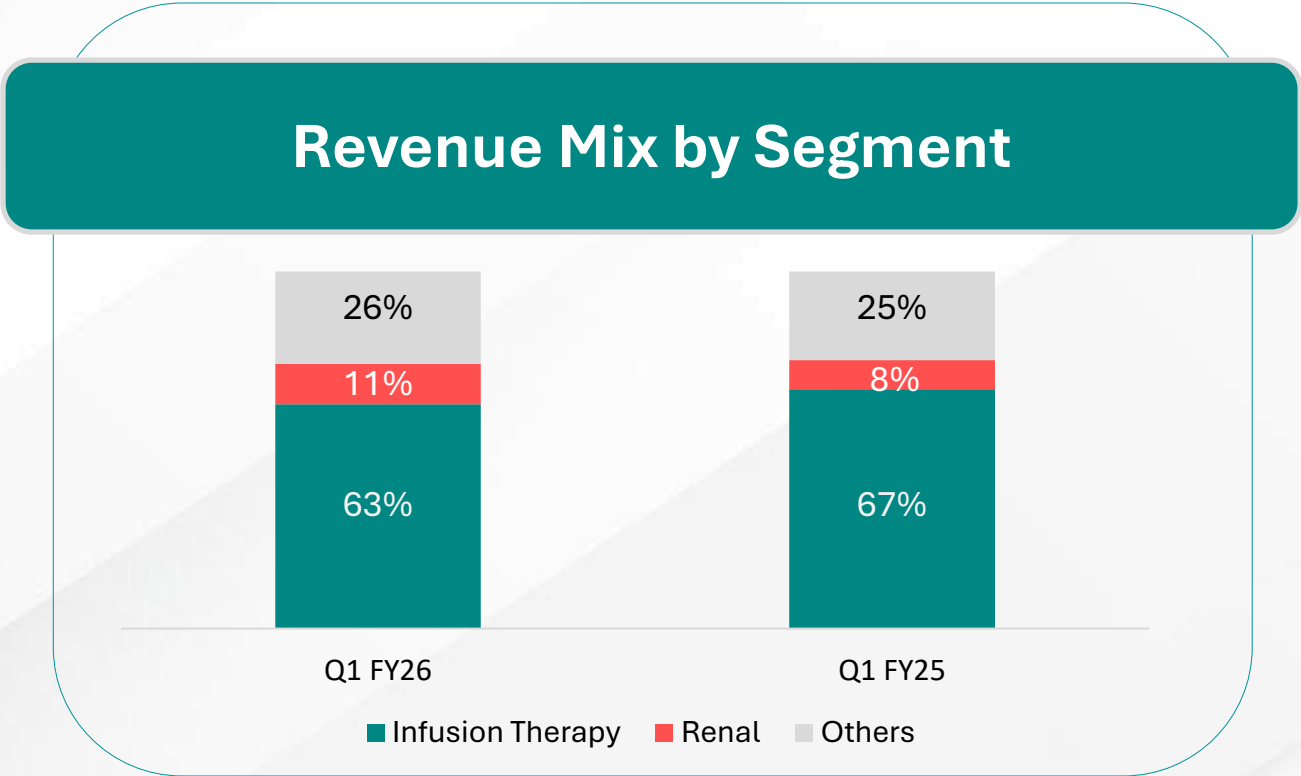
Particulars	Q1 FY 26	Q1 FY 25	Growth %
Domestic	125.7	104.7	20.1%
International	275.1	277.6	(0.9%)
Other Operating Revenue	2.4	2.5	(3.6%)
Total Operating Revenue	403.2	384.8	4.8%
Geographical Revenue Mix			
India	125.7	104.7	20.1%
Europe	133.3	142.9	(6.7%)
RoW	141.8	134.7	5.3%
Other Operating Revenue	2.4	2.5	(3.6%)
Total Operating Revenue	403.2	384.8	4.8%



Segment Wise Sales Performance Analysis

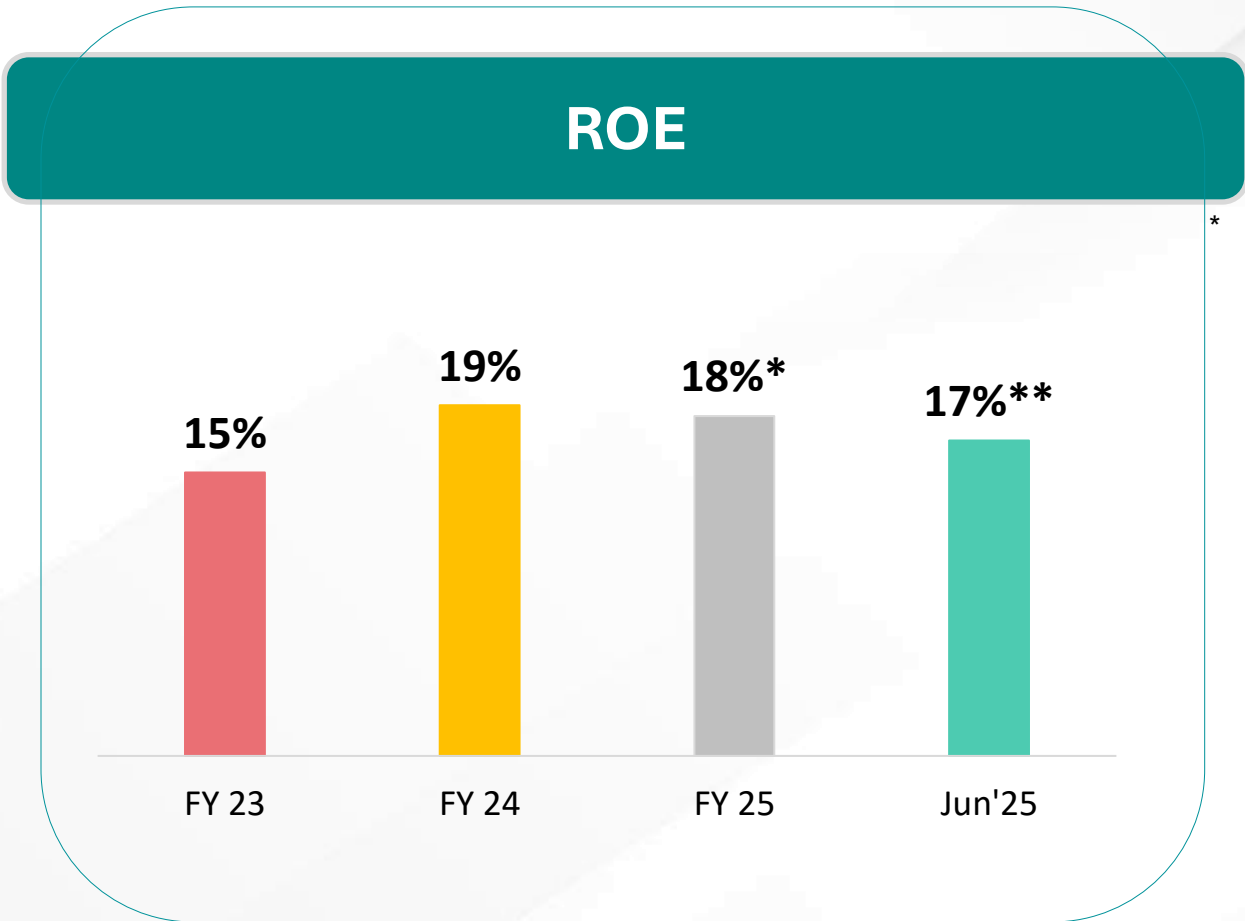
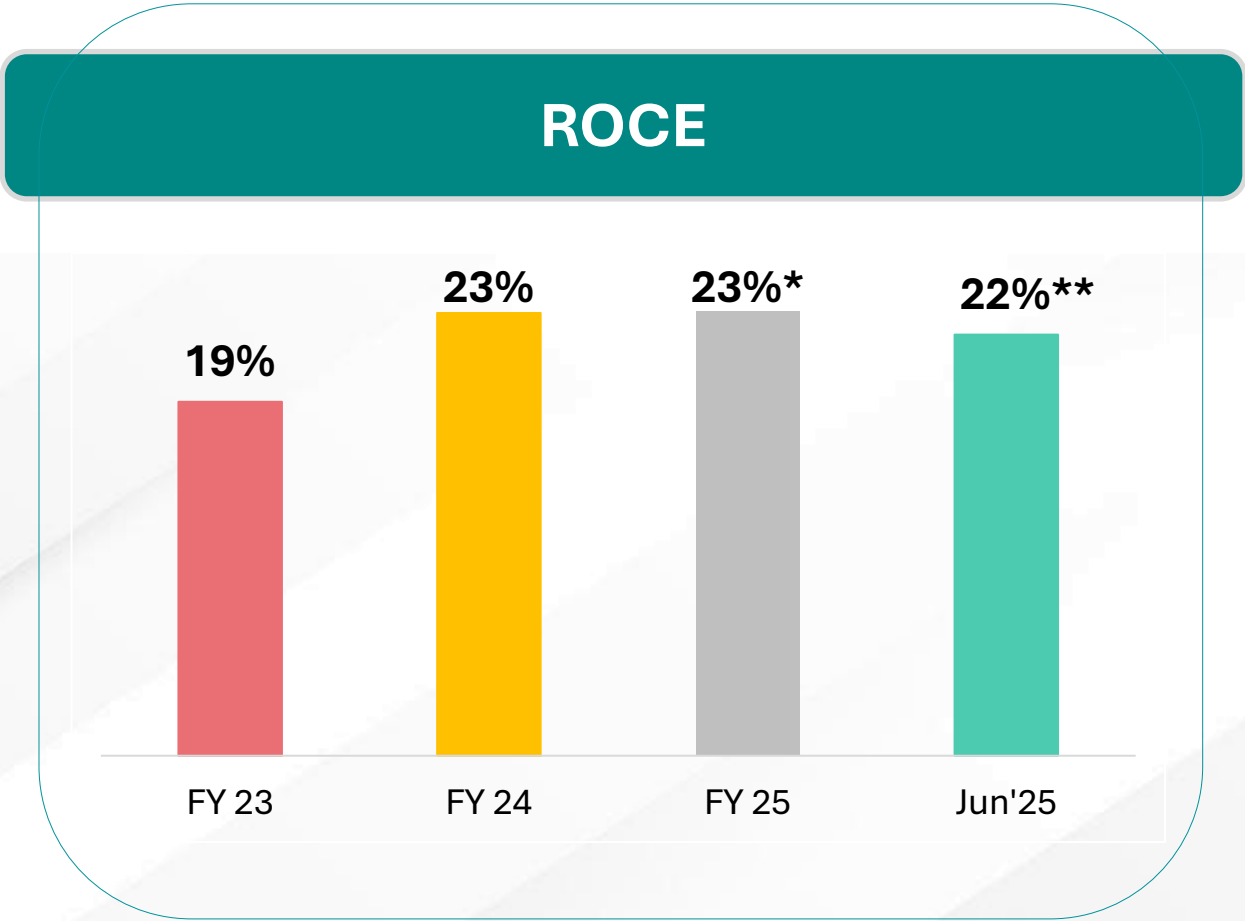
Figs in Rs. Crs unless specified

Particulars	Q1 FY 26	Q1 FY 25	Growth %
Infusion Therapy	251.8	256.2	-1.7%
Renal	43.5	29.8	46.2%
Others	107.9	98.8	9.3%
Total Operating Revenue	403.2	384.8	4.8%



- **Renal Care-** Sold ~130 Dialysis machine from Apr’25 to Jul’25, expanding presence to ~170 cities through strategic alliance with top dialysis chains.
- Under the vision of Govt. of India “Pradhan Mantri National Dialysis Program” has been implemented in 751 districts, under which 1,704 dialysis centres are operational. Expansion of network to the levels of community health centres being undertaken by National Health Mission(NHM).

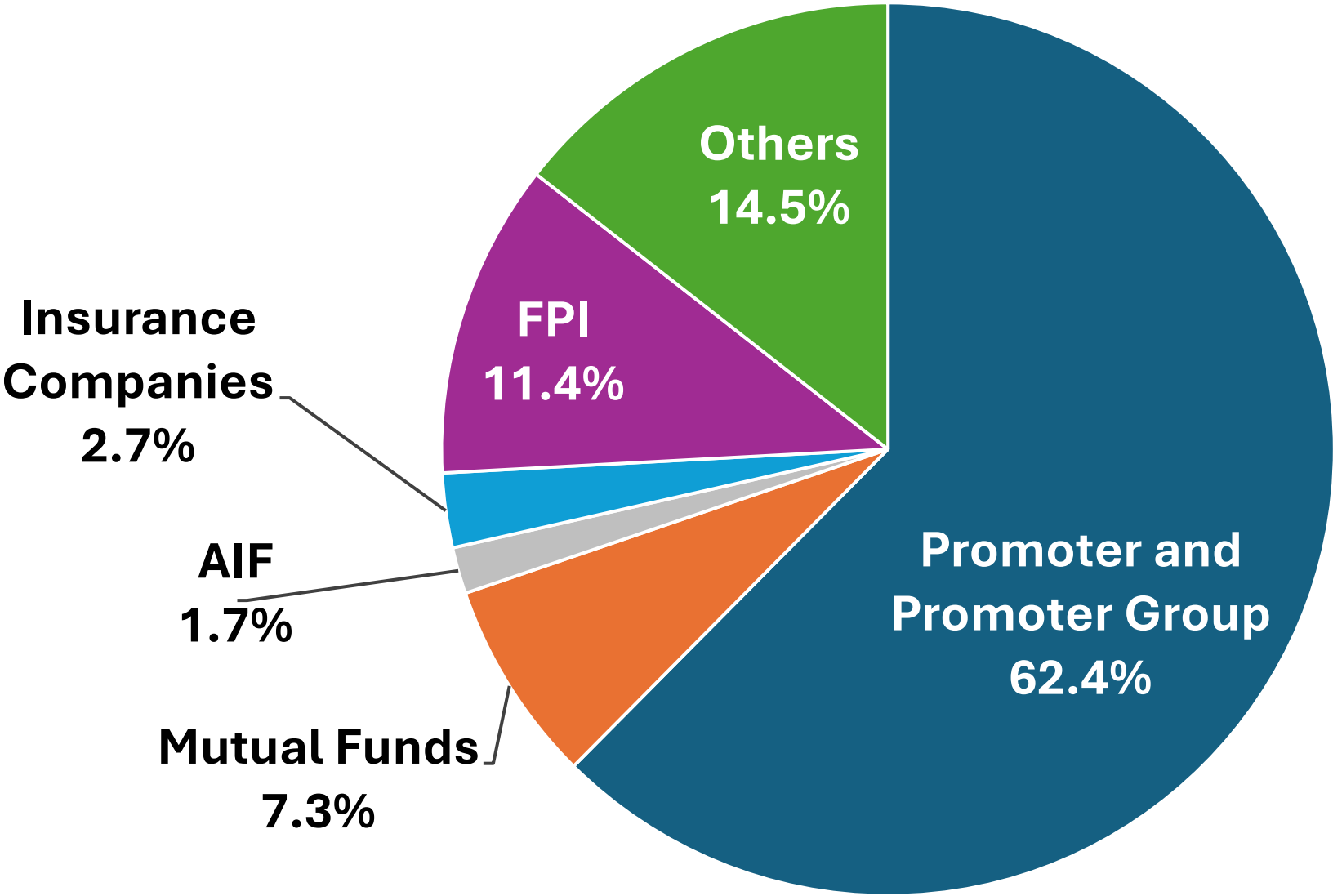
Return Ratios



* Excludes the amount raised through QIP in August 2024, EBIT has been computed after excluding the treasury income generated from the QIP Funds

** Calculated based on trailing 12 months performance

Shareholding Pattern as on June 30th 2025



Agenda

Corporate Overview

Polymed Key Differentiators

- **Legacy** – Operating since 1997
- **Leadership** – Second fastest growing Medtech Company in India in terms of revenue *
- **Focus on innovation** : Granted 334 patents in India and globally
- **Manufacturing powerhouse** – Backward integrated manufacturing facilities with annual capacity of over 1.8bn devices across 200+ product categories; 12 operational plants and 3 under construction
- **Global Business** – ~70% of revenue from International business
- **Established Distribution Network** – 530+ Sales associates and 630+ distributors in India; 260 distributors globally
- **Solid Financial Strength and Liquidity**: Zero Net Debt Balance sheet with significant cash reserves of Rs. 1248.6 Cr.

Polymed at a Glance



12
Specialities



12
Manufacturing Plants
Across 4 countries



125+
Countries



200+
Medical Devices



3000+
Employee Base



530+
Sales Associates



334
Patents Granted



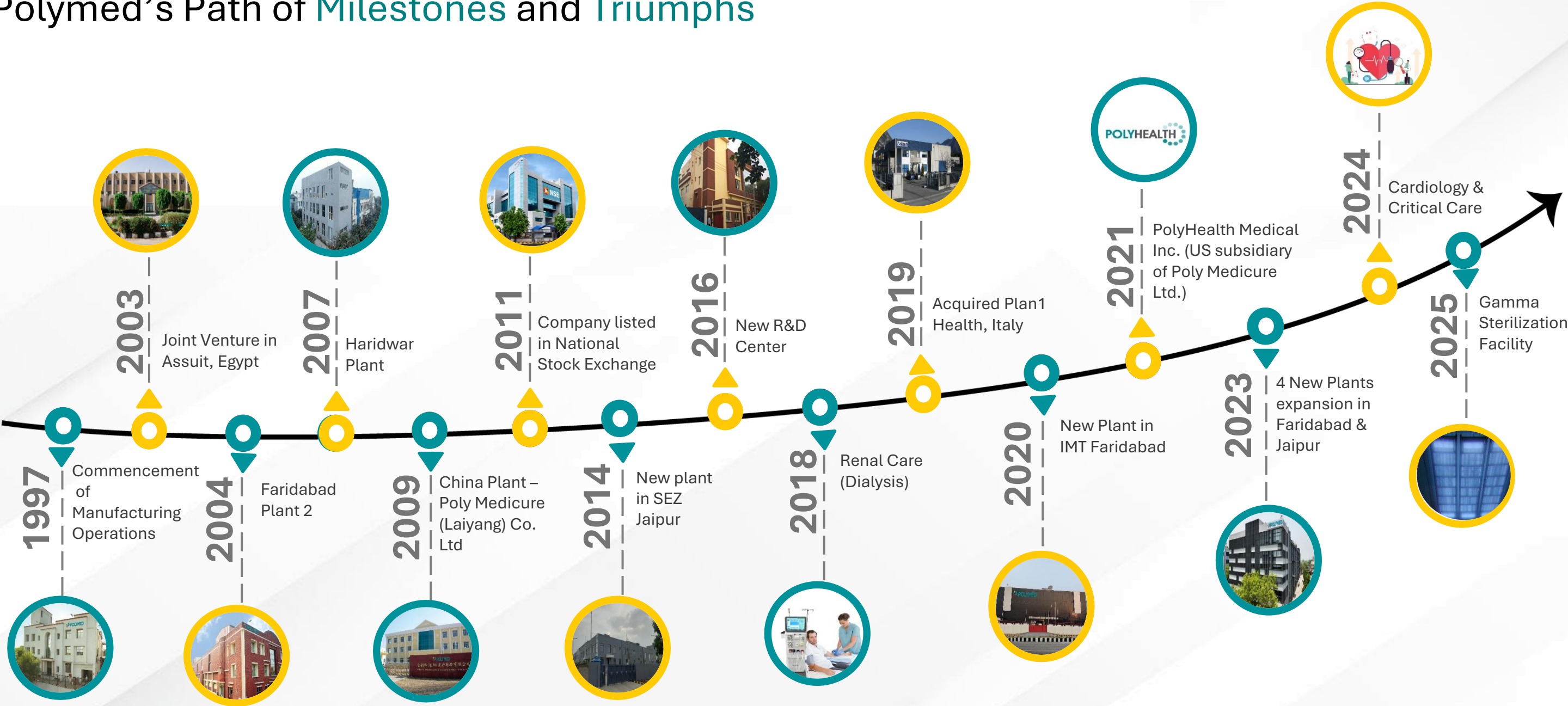
900+
Distributors across
India & Globally



1.8 Billion+
Devices Manufacturing Capacity
Per year

Navigating Our Journey

Polymed's Path of Milestones and Triumphs



Awards & Accolades



Mr Himanshu Baid, MD, Poly Medicure
EY Entrepreneur of the Year Award 2024 -
Lifesciences & Healthcare Category



Hurun India 2024 List of
India's 500 Most Valuable Companies



Himanshu Baid, MD, Poly Medicure
Healthcare Entrepreneur of the Year 2025
by Financial Express



Medical Devices Provider of the Year
2025 by Financial Express



Excellence in Medical Equipment
Innovation by India Health Next
Awards



Industrial Intellectual Property
Awards 2024 by CII



The Next 500 Companies 2023
by Fortune India



ET Best
Healthcare Brands 2024



Top Exporter of Plastic Medical
Disposables from India
for 10 Years by Plexconcil



Bhamashah Award by Govt. of
Rajasthan, Education Dept.



Top 75 Industrial Innovative
Company of the Year 2024
by CII



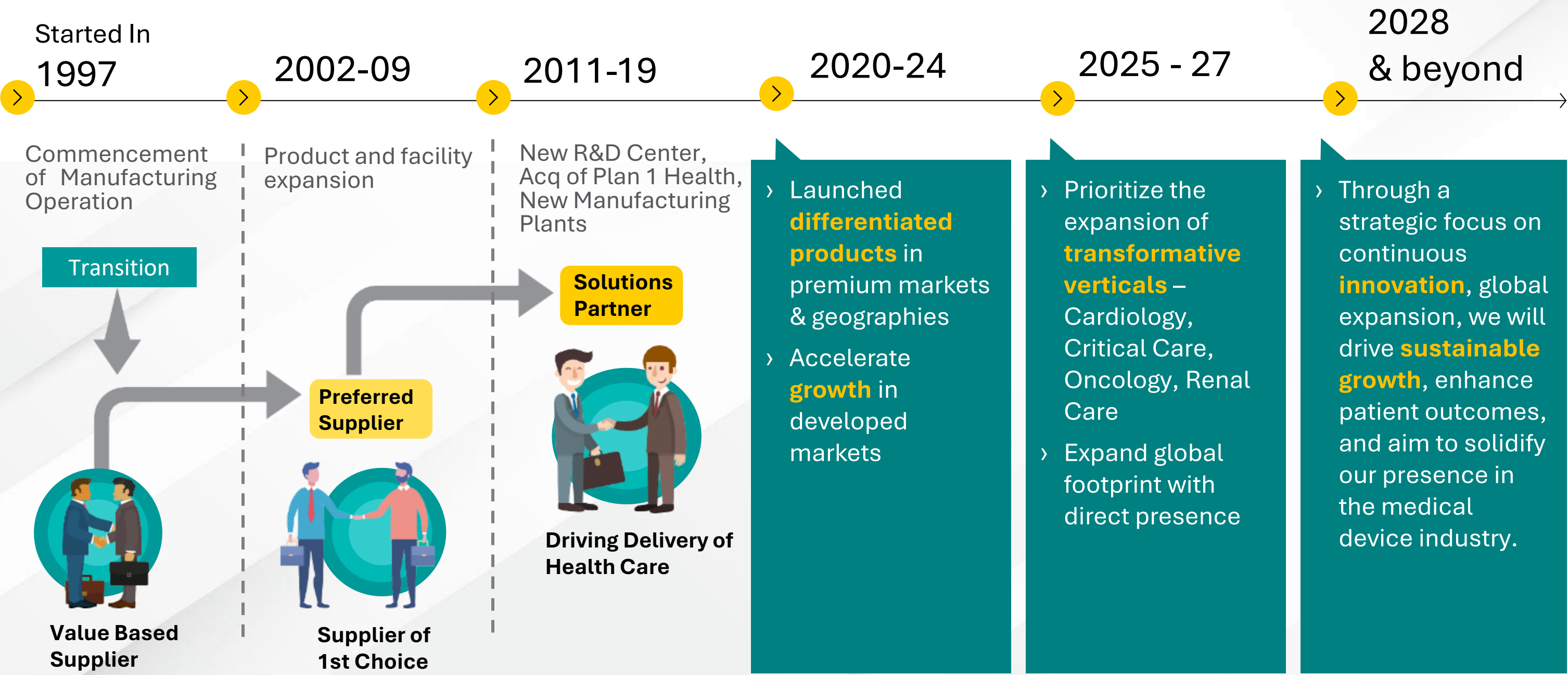
Leading Brand in
Medical Devices
by Elets



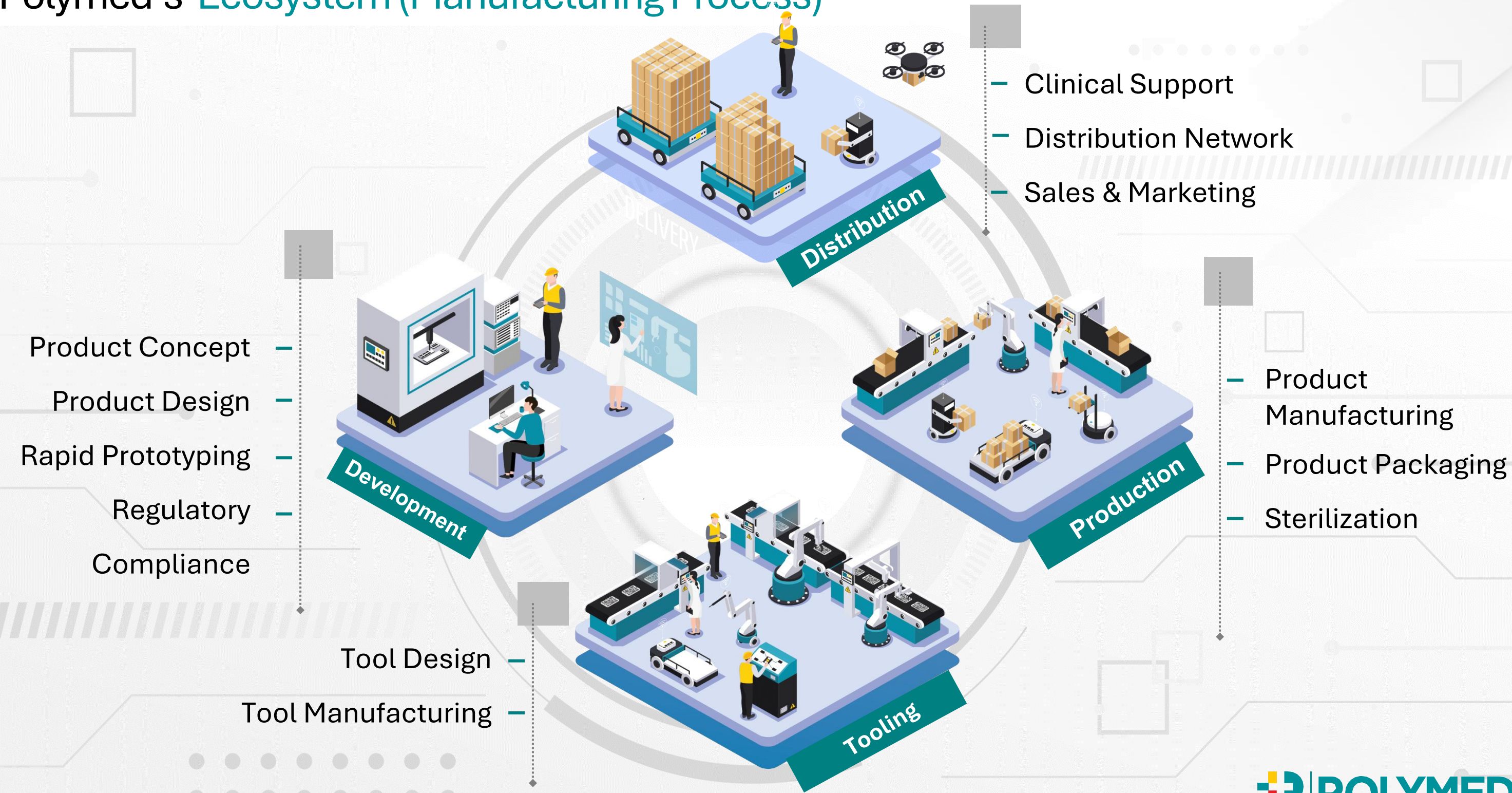
Indian Medical Devices
Leader of the Year 2022
by Govt. of India

Navigating the Path

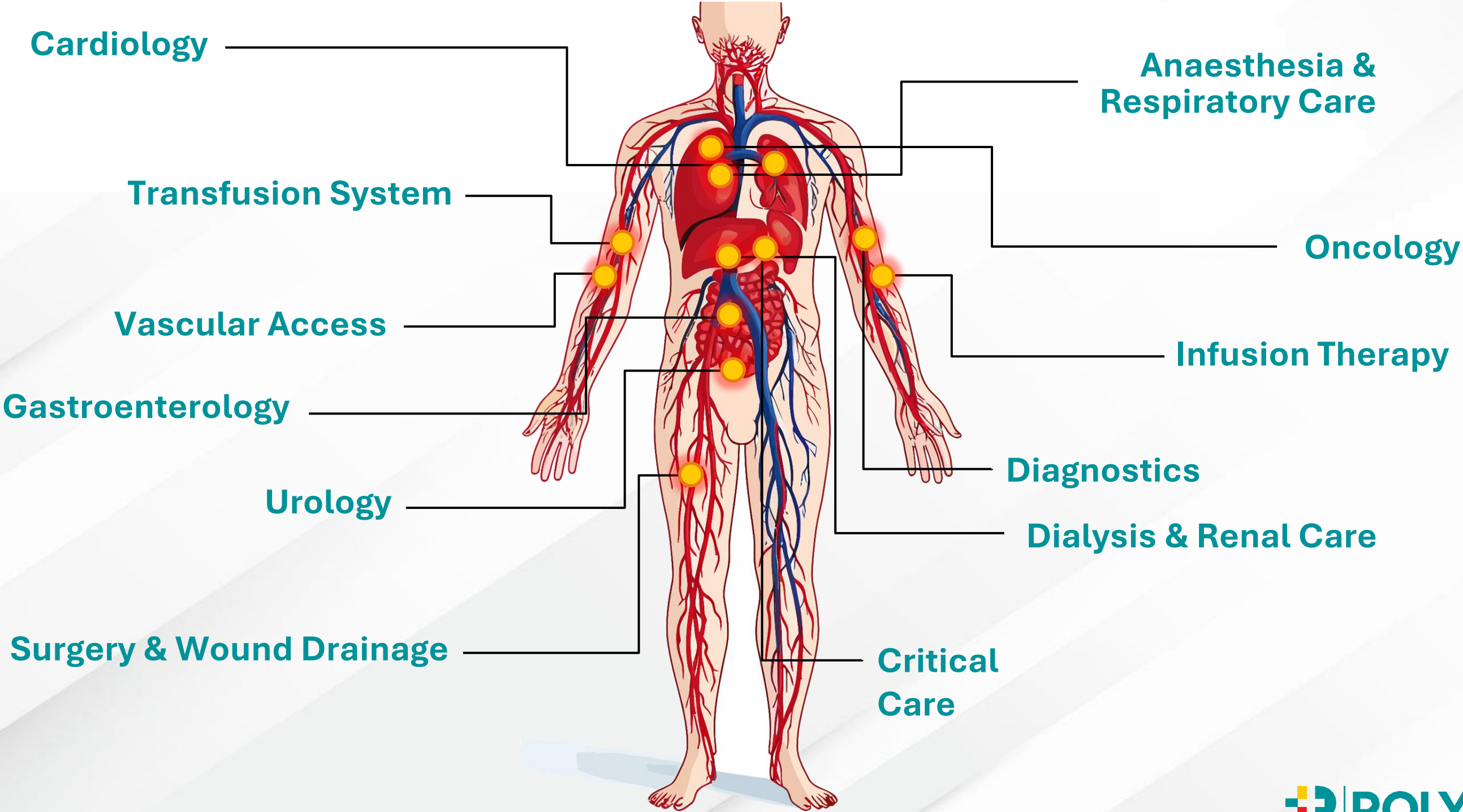
Building Tomorrow's Healthcare Solutions



Polymed's Ecosystem (Manufacturing Process)



Our Innovations Deliver Care to Key Clinical Specialties



Diving into our Product Portfolio

Vascular Access



IV Cannula



Disinfecting Cap



Central Venous Catheters



Pre-filled Saline Syringe



IV Sets



Three Way Stop Cock



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



Extension Lines



Manifolds



Arterial Blood Collection Syringe



Prefilled Saline Syringe



Needle Free Connectors

Oncology



Implantable port



PICC Catheter



Photofusion IV set



Vial Access Spike with Integrated Valve



Safety Huber Needle




Oncofusion Infusion Set




Peripherally Inserted Central Catheter


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



Single Blood Bag



Multiple Blood Bag



Leuko Depletion Filter Bag



Transfer Bag



Umbilical Cord Bag



Hemodraw



Bedside Filter

Diagnostics



Blood Collection Tubes



VTM Kit



Scalpian Set



Standard Needle Holder

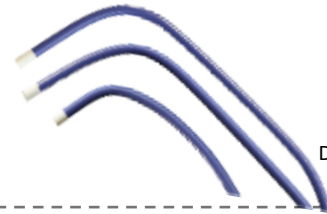


Blood Collection Needles

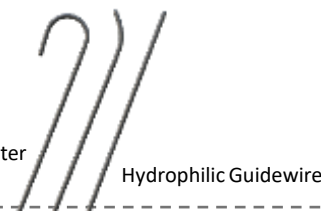
Cardiology



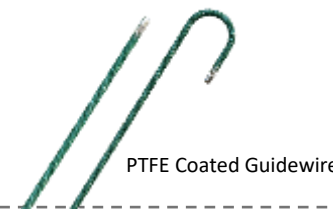
DES



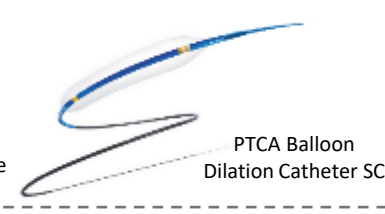
Diagnostic Catheter



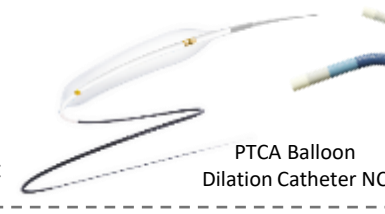
Hydrophilic Guidewire



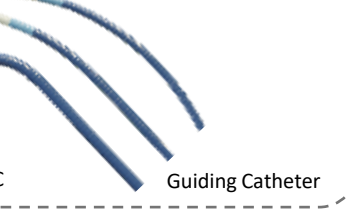
PTFE Coated Guidewire



PTCA Balloon
Dilation Catheter SC

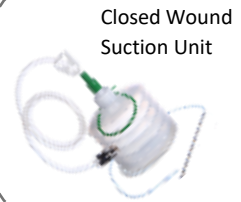


PTCA Balloon
Dilation Catheter NC



Guiding Catheter

Surgery and Wound Drainage



Closed Wound
Suction Unit



Closed Wound
Suction Unit with Spring



Centesis
Catheter



High Pressure
Vacuum Bottles



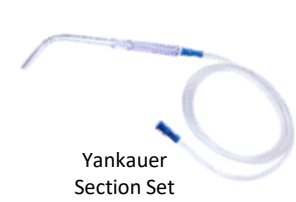
Redon
Drain Tubes



Under Water
Seal Drainage



Thoracic
Drainage Catheter



Yankauer
Section Set



Yankauer
Section Handle

Anesthesia & Respiratory Care



Bain Circuits



Catheter Mount



Endotracheal Tubes



Guedel Airway



HME Filter



Mucus Extractor



Nasal
Oxygen Cannula



Nebulizer
Compressor System



Nebulizer Mask



Oxygen Catheter



Oxygen Mask



Respiratory Exerciser



Suction Catheter

Gastroenterology



Enteral Connector



Stopcock with Enteral Connector



Feeding Bag



Enteral Extension Set



Enteral Syringe



Infant Feeding tube



Levin's Tube



Ryle's Tube

Urology



Foley
Ballon Catheters



Irrigation Set



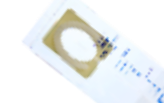
Leg Bag Set



Urine
Collection Bags



Urine Bag with T-type
Bottom Outlet & Sampling Port



Pediatric Urine
Collection bag



Urine
Drainage Catheters

Critical Care



Arterial Cannula



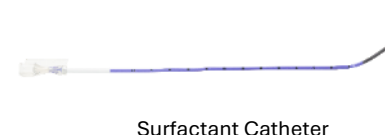
Arterial Catheter



Umbilical Catheter



Mini Mid
Lines - OTN



Surfactant Catheter



Central Venous
Catheters



LA Line

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**

350+ Moulding Machines and 1500+ Molds & Dies

200+ Automatic Assembly Machines

100+ Robots employed in our manufacturing processes

Way Forward



Towards our Commitment to a **(Sustainable World)**

Approx. 50% facilities are certified under
ISO 14001:2015

ENVIRONMENTAL MANAGEMENT SYSTEM

- Annual Health check-up of 180 employees
 - One on one consultation with certified nutritionist

EMPLOYEE WELLBEING

9.9 MWp solar energy

- To achieve a ~28% reduction in scope-2 emission
 - 30% cost saving

SIGNED POWER PURCHASE AGREEMENT WITH AMPIN

SUSTAINABLE DEVELOPMENT

- Only Indian Member
 - Help in Scope-3 emission reduction

ZEMBA MEMBERSHIP

Achieved ~20% reduction in Scope 1
(Q1 FY25 vs. Q1 FY24)

SCOPE 1 EMISSION

Q1 FY 25- 764 MW

Achieved 9% increase in onsite solar power
generation

(Q1 FY25 vs. Q1 FY24)

ONSITE SOLAR POWER GENERATION

33 Pits for

Rain Harvesting to recharge ground water &
7 STPs provided to reuse the wastewater
after treatment

WATER CONSERVATION & RECYCLING

Thank You

For any investor related queries reach us at:

aayur.verma@polymedicure.com