Welcome to the
30th Annual
General Meeting

Poly Medicure Ltd.
25th September 2025

POLYMED

Forward Looking Statement

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Key Highlights of the year

Acquisition of Citieffe Inc

Acquiring **100% stake** in Italy-based Citieffe Inc. which manufactures Orthopedic Trauma products

Acquisition of PendraCare Group

Acquired **90% stake** in the Netherlands-based PendraCare Group which makes Cardiac Catheters

RisoR Stent Clinical Study

India's **First International Clinical registry** of 2000 patients to evaluate safety & performance

Launched 30+ new products

Launched over **30+ new products** across Business segments in FY 25

MDR Approval Received

Received **EU MDR certification** for **89 medical device products**

Launch of Drug Eluting Stent

Implanted over **3000 DES** with a positive feedback received from patients and clinicians

Awards & Accolades

Himanshu Baid, MD, received **EY Entrepreneur of the Year Award 2024** - Lifesciences & Healthcare Category

New manufacturing facilities

Ongoing Construction in **2 new plants in Haridwar & Palwal; expected to become operational in FY26 and FY27**

Qualified Institutional Placement (QIP)

₹1,000 crore raised by Polymed in Aug 2024 allotted at Rs 1,880 per share

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Citieffe – fully integrated Trauma and Extremity supplier with global sales footprint

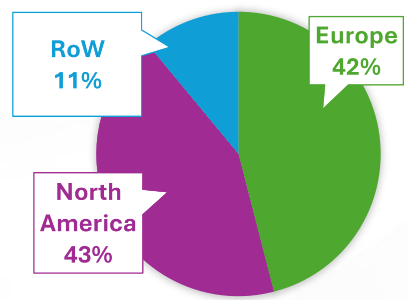
Vertically integrated developer, manufacturer and distributor of Trauma and Extremity fixation systems ...

Citieffe

- Founded in **1962,** Located in **Bologna, Italy**
- **45+ patents.** Dedicated **R&D team of 6 FTEs**
- 109 employees
- **54+ KOL** across globe from leading institutions
- **MDR** clearance on the full portfolio with in-house **manufacturing in Italy**
- **Low customer complaint rate** with defective product rate lower than 0.001%
- **Unique navigation software** for nailing systems
- CY24 Revenue : €17.3Mn (15% YoY growth)
  EBITDA: €3.1Mn* (14% YoY growth)

With diversified revenue base

Core Business Split, CY24



- **With global presence. Approx. 85% of sales coming from countries with direct sales force presence**
- ***#2 independent player in Italy with a c.12%+ market share*** (Excluding plates)
- **One of the Top players in Mexico with 12% + market share** (Excluding Plates and low cost products)
- Geographical coverage of 25+ countries with 25+ distributors

Backed by strong management

P. Govi – CEO
In Citieffe since 2019
~34+ years of work experience

E. Cocchi – CFO
In Citieffe since 2021
~26+ years of work experience

M. Rambola'– Global Supply Chain Director & GM USA
In Citieffe since 2020
~18+ years of work experience

R. Fernandez – GM México and LATAM sales director
In Citieffe since 2018
~25+ years of work experience

A. Dovesi – R&D Director
In Citieffe since 1987
~30+ years of work experience

Acquiring the company for ~ € 31 Mn (Enterprise Value), deal signed on 24th Sep 2025

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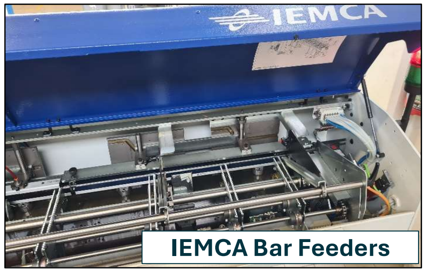
* Excludes one off /extraordinary expenses and income

Manufacturing Facility Overview

FISA cleaning machine



IEMCA Bar Feeders


Milling Machine: Vesta 610D


Facility overview

Laser Marking LASIT Compact mark G7


Blasting Machine NORDBLAST

Turning Machine: TORNOS Deco EVO20

Bologna, Italy

ISO 9001 & ISO 13485 approved manufacturing

2 production facilities:

Site 1 – Production facility, total area of 1,000 m², with total 12 machines

Site 2 – Assembly & packaging facility, total area of 1,100 m² with a total of 10 machines

Semi-finished goods are received from Site 1 & assembled at site 2, then cleaned & packaged & sent to customers

Facility currently runs at 60% capacity, with the ability to add a third shift to cover the forecast ramp up in sales

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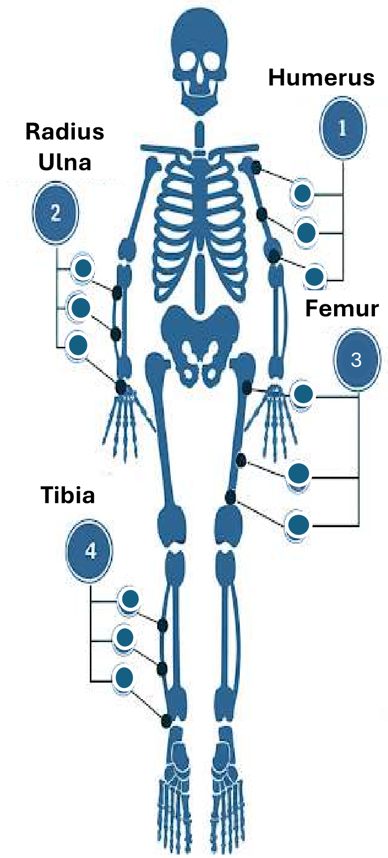
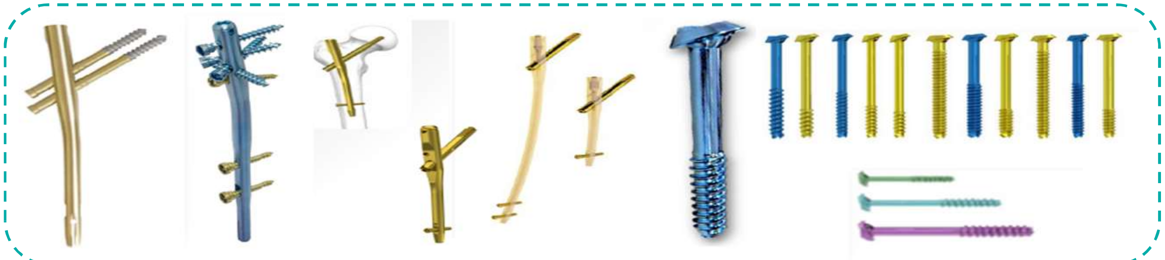
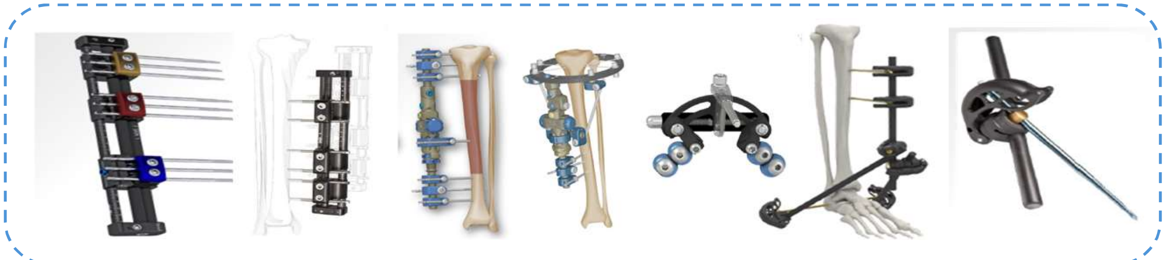
Citieffe product portfolio, powered by strong R&D and globally accredited quality

Areas Covered by Portfolio	Products Category	Products
	Internal Fixators	
	External Fixators	
	Navigation Systems and Instruments	
	Made in Italy	

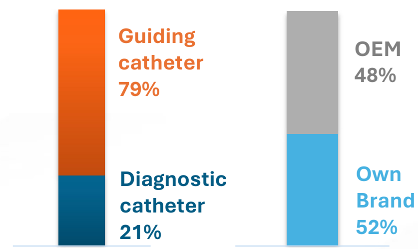
PendraCare – A Unique Interventional Cardiology consumable business in Europe

PendraCare – One-of-a-kind opportunity

- Located in **Leek Netherlands**
- **Product registration in more than 60 countries** (CE / FDA / CFDA / ANVISA)
- **Trusted Global Supplier** to medical devices industry leaders
- 67 employees
- ***Only independent player of size and scale in Europe specializing in cardiology catheter business***
- Capacity of >1.5 million products per year; Current production is 700-800k units per year
- CY24 Revenue : EUR.9.9 million
  EBITDA : EUR 1.4 million,
- *Expect to generate annual EBITDA synergy of EUR 3-4 million in next 3-4 years*

With diversified revenue base

Core Business Split, CY24



- **Operating across 35+ countries with 50+ distributors** across Europe, Middle East and Latin America.
- **Long term relationships with leading global OEMs** for product manufacturing and distribution
- Recently partnered with a European medical device company for **development and distribution of products used in the structural heart segment**
- In discussion with another US based company for development of neuro segment products

Backed by strong management

Sander Hartman – CEO / Founder
In Pendracare since 2012
~20+ years of work experience

Thea van Leersum – Manager Sales and Supply Chain
In PendraCare since 2008
~20+ years of experience

Erendira Rodriguez – Director QA-RA and clinical
In PendraCare since 2019
~15+ years of experience

Han Post – Manager R&D
In PendraCare since 2019
~25+ years of experience

Wendy Melchior – HR Director
In PendraCare since 2018
~25+ years of experience

Acquired the company for ~ €18Mn (Enterprise Value), closing done on 23rd Sep 2025

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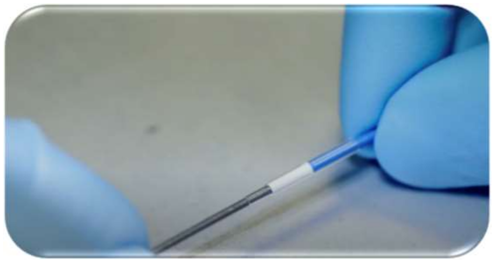
Manufacturing Facility Overview



Leek, Netherlands



ISO 13485 and FDA approved manufacturing

3,800 m^2 Leased facility (across 3 locations)

1,150 m^2 Cleanroom

>1.5 million production capacity per year

New lease signed ~2300m^2 for consolidating operations at one location; transition expected in CY 2028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Well Established Products with regulatory approvals in key markets

Product	Description	Photos	OEM	Distributor
Guiding Catheter (GC)	• **CE marked & FDA approved** • 2.5-year ARCUS-IMPROVE clinical data • Radial access design: hydrophilic coating & support		✓	✓
Diagnostic Catheter (DC)	**CE marked** Superior body characteristics, excellent torque and high flow rate		✓	✓
Semi - Finished	• Guiding & diagnostic catheter components • Licensing model for end-product finalization		✓	
CD/CM	• Catheter Contract Development • OEM manufacturing of braided catheters		✓	

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Ongoing work in Manufacturing Plant


Palwal, Haryana


Palwal, Haryana

Palwal plant is under construction and is expected to begin operation in FY26-27

Haridwar, Uttarakhand

In Haridwar plant work is in more advanced stage and is expected to begin operation in Q3' FY25-26

Polymed at a Glance

12
Specialities

13
Manufacturing Plants Across 5 countries

125+
Countries

200+
Medical Devices

3500+
Employee Base

530+
Sales Associates

334
Patents Granted

900+
Distributors across India & Globally

1.8 Billion+
Devices Manufacturing Capacity Per year

Recent Awards & Accolades

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

Himanshu Baid, MD, Poly Medicure
Healthcare Icon/Leader of the Year 2025 by ET Healthcare Awards

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

Industrial Intellectual Property Awards 2024 by CII

Medical Devices Provider of the Year 2025 by Financial Express

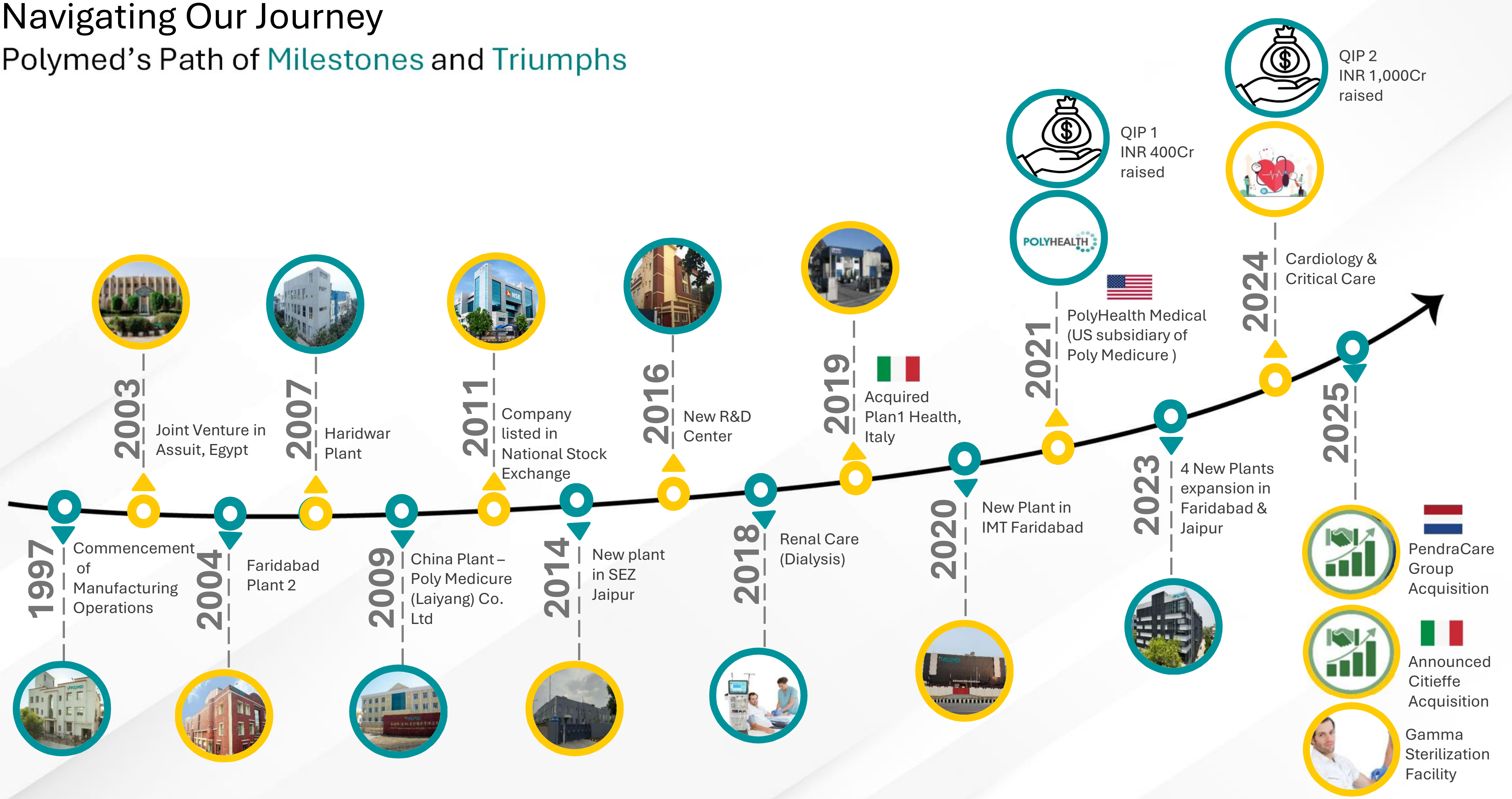
Bhamashah Award by Govt. of Rajasthan, Education Dept.

Top 75 Industrial Innovative Company of the Year 2024 by CII

ET Best Healthcare Brands 2024

Navigating Our Journey

Polymed's Path of Milestones and Triumphs



Polymed's Manufacturing Footprint

13 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

13 Plants

Company with **international manufacturing facilities**

350+ Moulding Machines and 1500+ Molds & Dies

200+ Automatic Assembly Machines

100+ Robots employed in our manufacturing processes

Leek , Netherlands

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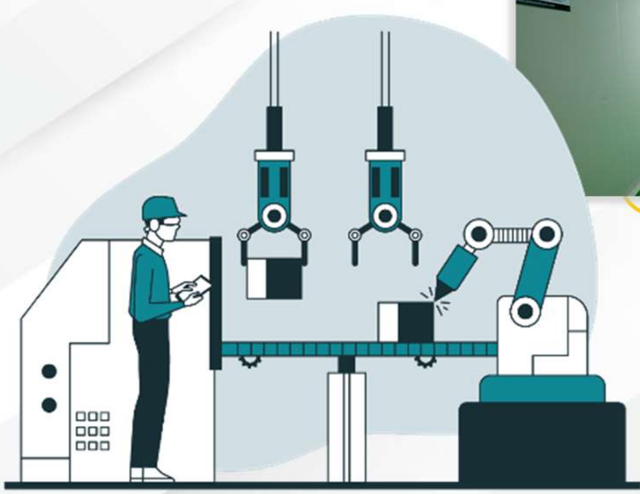
Mastering Manufacturing

Striving Towards Operational Excellence



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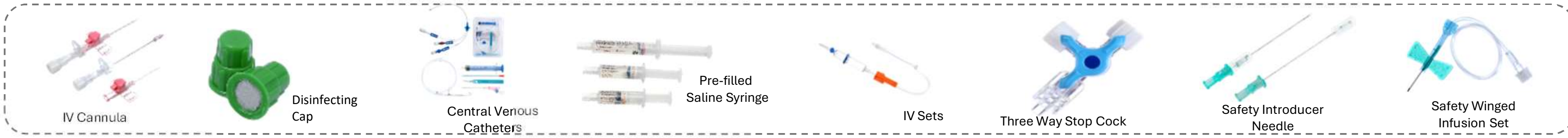
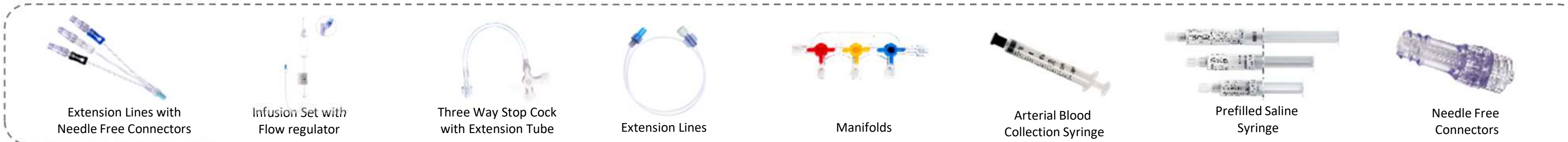
Diving into our Product Portfolio

Vascular Access

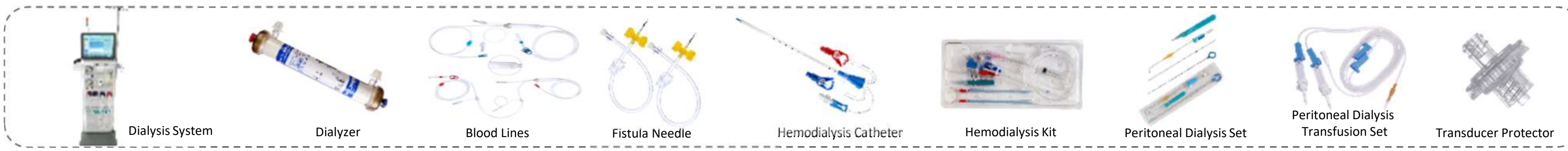


Infusion Therapy



Oncology

Dialysis



Transfusion System

Diagnostics

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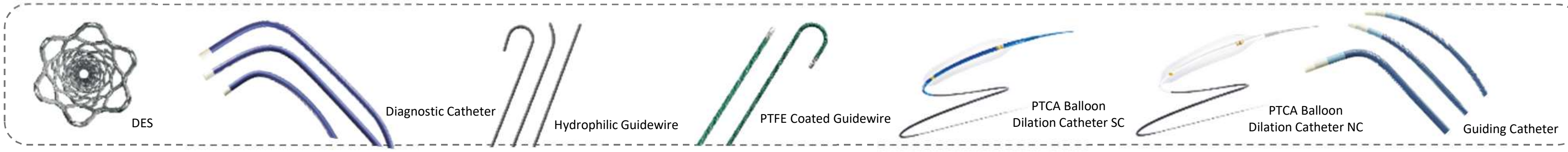
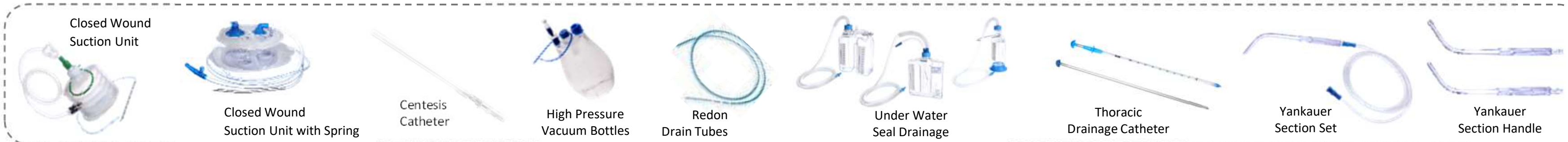
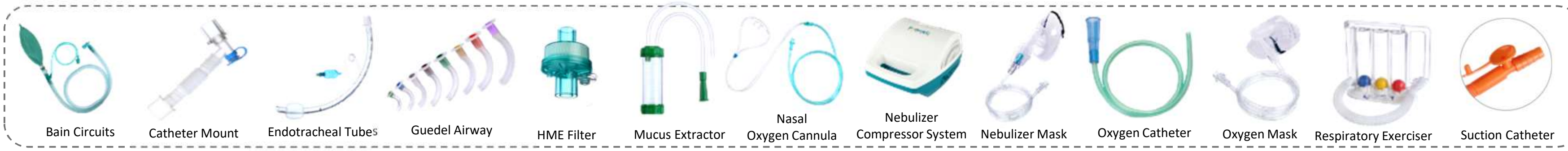
Cardiology



Surgery and Wound Drainage



Anesthesia & Respiratory Care



Gastroenterology

Urology

Critical Care

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Recent key new products launches

Critical Care


Midline Catheter


Umbilical Catheter


Surfactant Catheter


LA Line


Medicated Central Venous Catheter

Cardiology


Drug Eluting Stent


PTCA Balloon Dilatation Catheter (SC/NC)


Guiding Catheter


Introducer Needle


Manifold (2port/3Port)


Diagnostic Catheter


Hydrophilic Guidewire


PTFE Coated Guidewire


Inflation Device (Gun/Plunger)

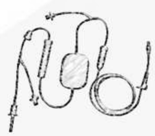
Renal Care


Haem-O-Line_S (Blood Line Set)

Vascular Access

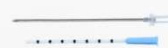

Arterial Blood Collection Syringe with Air Filter

Transfusion System


Bedside Filter

Surgery & Wound Drainage


Centesis Catheter


Decompressor Needle

Anesthesia & Respiratory Care


Closed Suction Catheter


Expandable Ventilator Circuit

Oncology


Safety Huber Needle

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India MedTech – Sunrise Sector Unveiling Enormous Growth Opportunities

4th
Largest Market in Asia
After Japan, China & South Korea

$15 Bn
Current Market Size
Historic Growth -
2009: 1B→2015:2B→2015:4B → 2022: $11B

15-20% CAGR Growth
Projected Growth

$50 Bn
Market Size by 2035

Evolving Ecosystem
- India's inherent digital and technology strength
- Burgeoning startup ecosystem
- Improving investor sentiments

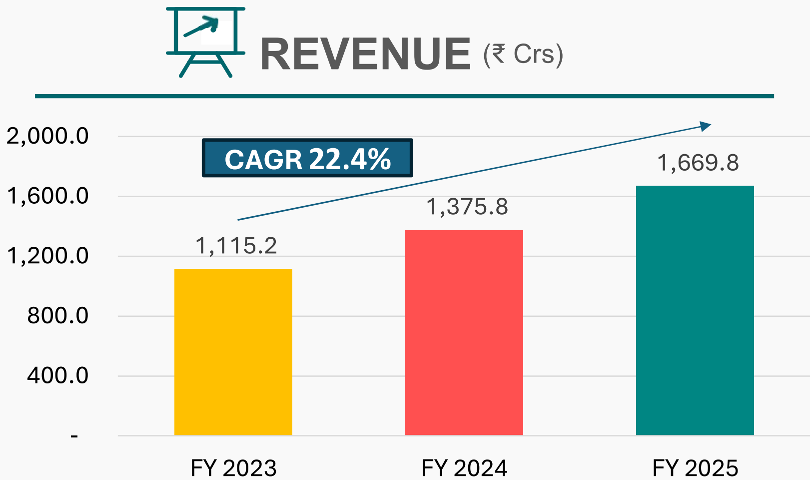
Demographics & Socioeconomics
- Expanding middle class
- Rising insurance coverage
- Medical tourism

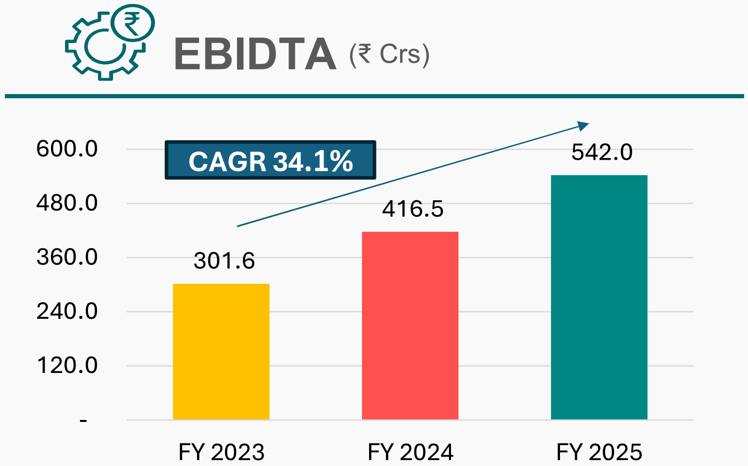
Growth Drivers
- Changing Disease Patterns
- Rising chronic diseases
- Aging population
- Shift to home healthcare, digital health

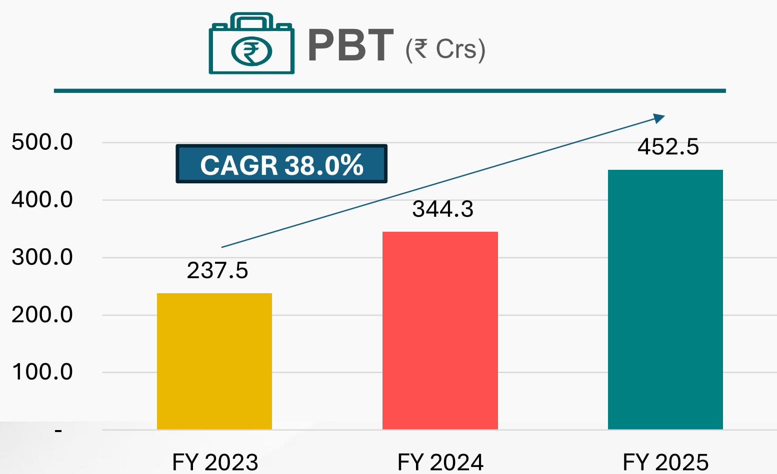
Government Initiatives
- PLI Scheme
- Medical Device Parks
- New proposed Drugs, Medical Devices and Cosmetics Bill, 2022
- National Medical Devices Policy, 2023

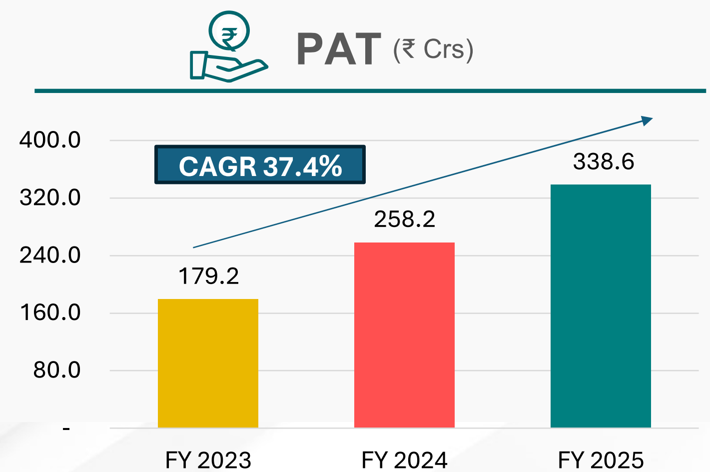
Currently, industry depends on imports to a large extent, especially for high-risk, technologically advanced medical devices

Our Strength: Consistent all-round growth









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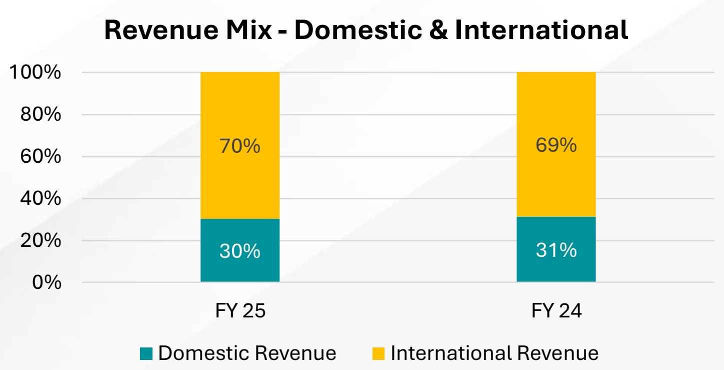
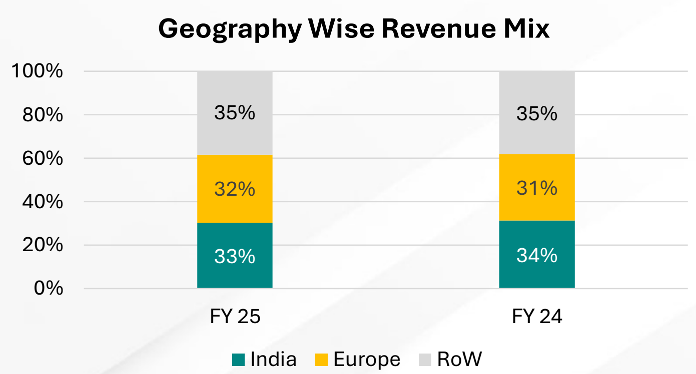
Standalone Sales Financial Performance Analysis

Figs in Rs. Crs unless specified

Particulars	FY 25	FY 24	Growth %
Domestic Revenue	486.4	410.0	18.6%
International Revenue	1,102.9	889.4	24.0%
Other Operating Revenue	12.6	7.9	59.8%
Total Operating Revenue	**1,601.8**	**1,307.2**	**22.5%**
Geographical Revenue Mix			
India	486.4	410.0	18.6%
Europe	502.2	399.8	25.6%
RoW	600.7	489.6	22.7%
Other Operating Revenue	12.6	7.9	59.8%
Total Operating Revenue	**1,601.8**	**1,307.2**	**22.5%**

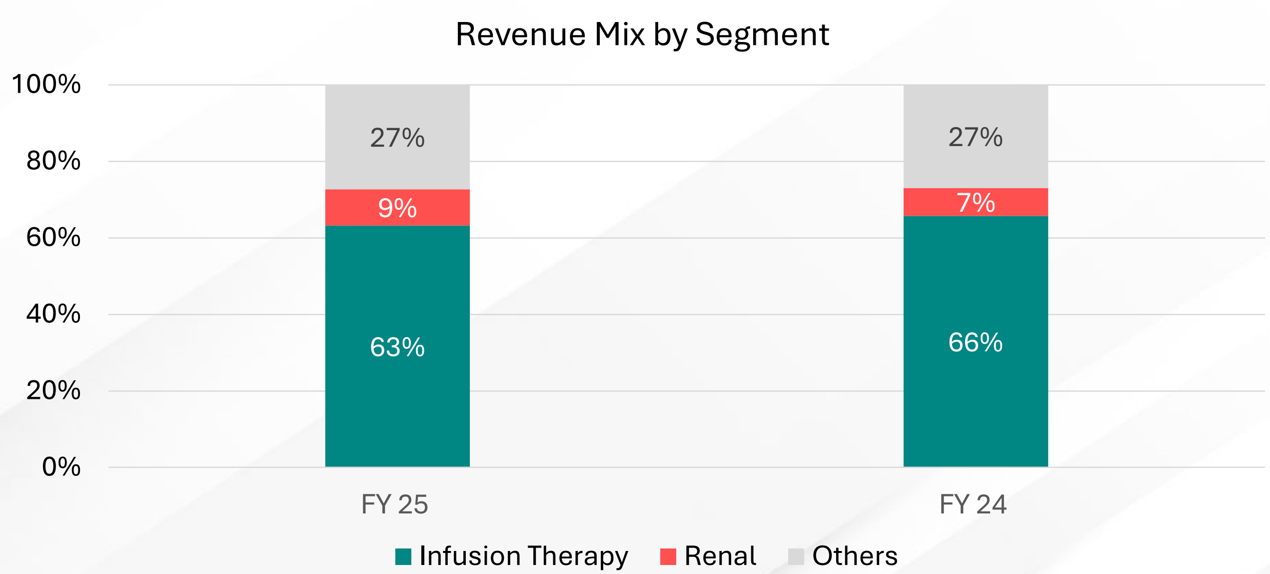




Segment Wise Sales Performance Analysis

Figs in Rs. Crs unless specified

Particulars	FY 25	FY 24	Growth %
Infusion Therapy	1,013.6	860.4	17.8%
Renal	151.3	94.5	60.1%
Others	436.9	352.4	24.0%
Total Operating Revenue	**1,601.8**	**1307.2**	**22.5%**



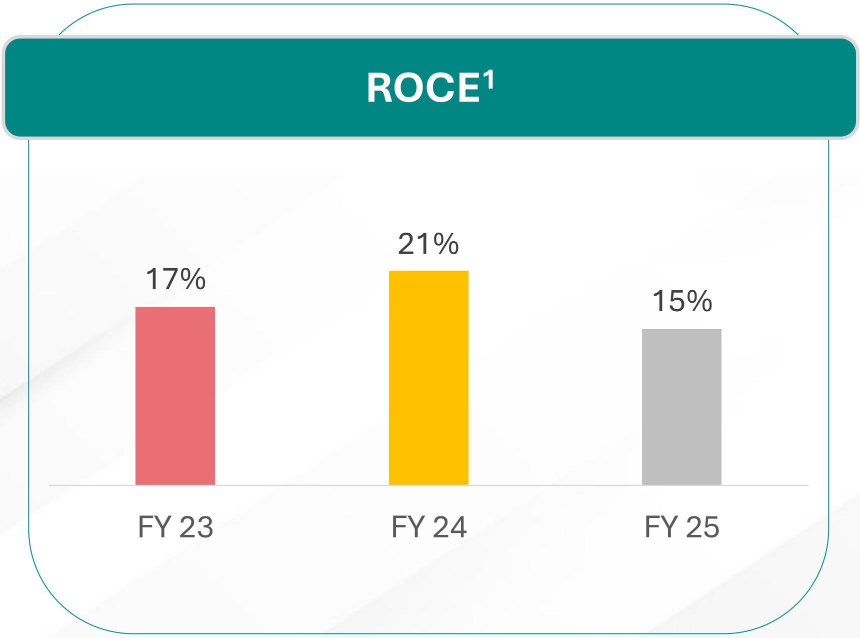
Balance Sheet

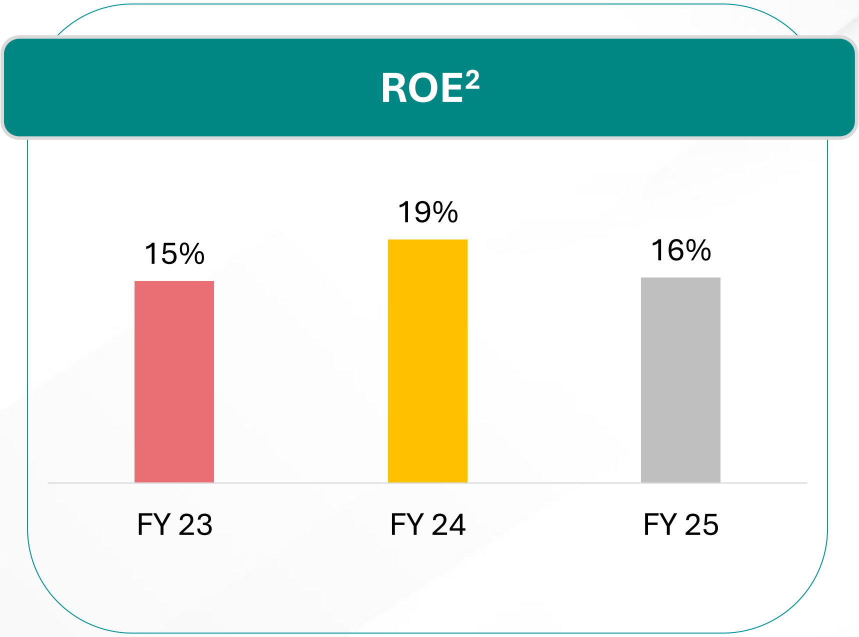
Figs in Rs. Crs unless specified

	Standalone		Consolidated	
Particulars	**As at March 31, 2025**	**As at March 31, 2024**	**As at March 31, 2025**	**As at March 31, 2024**
Total Shareholders Funds	**2,744.2**	**1,458.2**	**2,765.7**	**1,470.1**
Equity Share Capital	50.7	48.0	50.7	48.0
Other Equity	2,693.6	1,410.3	2,715.0	1,422.1
Total Debt	**169.9**	**160.3**	**177.6**	**170.0**
Long Term Borrowings	-	0.8	-	0.8
Short Term Borrowings	169.9	159.5	177.6	169.1
Other Non Current Liabilities	56.2	36.6	58.4	38.4
Total Sources of Funds	**2,970.2**	**1,655.2**	**3,001.8**	**1,678.4**
Net Fixed Assets Incl. CWIP	1,119.7	879.1	1,127.8	885.8
Intangible Assets including under development	18.0	19.3	26.6	25.0
Goodwill	-	-	28.6	28.6
Other Non Current Assets	122.0	103.6	72.2	50.1
Cash & Cash Equivalents**	1,219.6	303.6	1,227.7	313.5
Current Assets	656.0	515.7	704.5	555.6
Less: Current Liabilities	(165.1)	(166.2)	(185.7)	(180.2)
Net Current Assets	490.9	349.5	518.8	375.4
Total Assets	**2,970.2**	**1,655.2**	**3,001.8**	**1,678.4**

**Includes Investments, Other Bank balances and Bank deposits (both current & non current)

Return Ratios

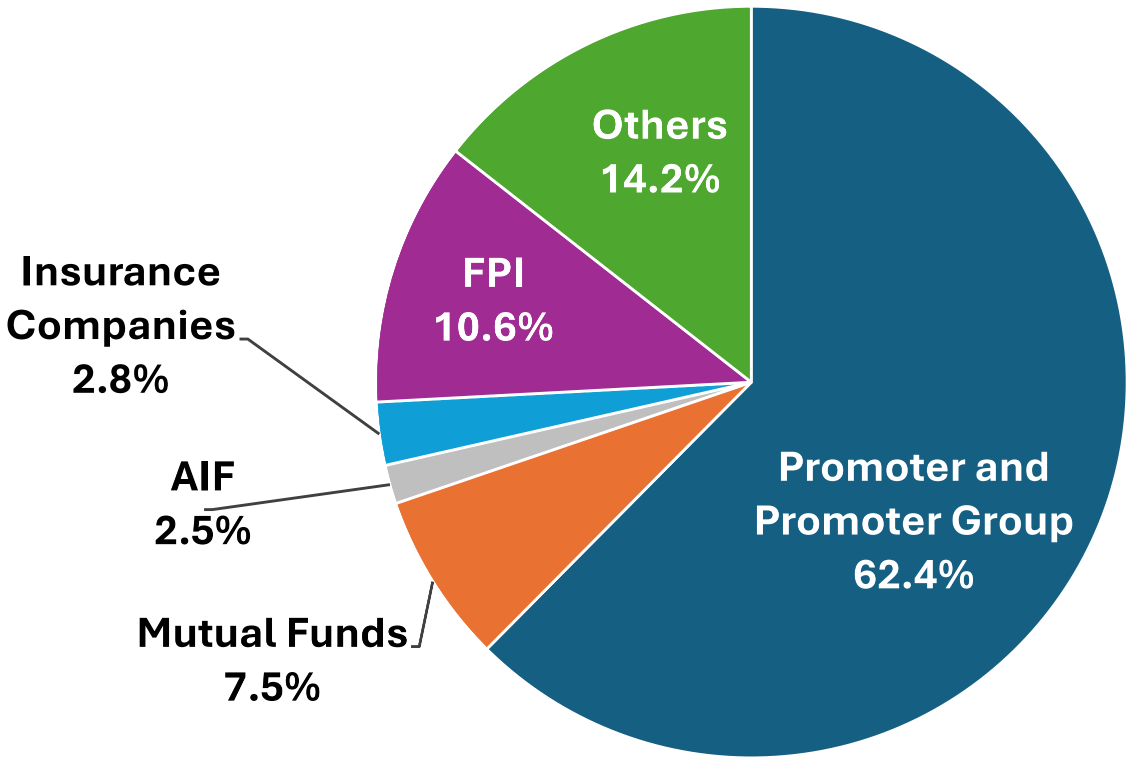




1 Return on Capital Employed (RoCE) calculated as Earning before interest and taxes (EBIT) / (Capital Employed (Shareholder's Equity + Total Debt + Deferred Tax Liability)

2 Return on Equity (RoE) calculated as Profit After Tax (PAT) / Shareholder's Equity average (Equity Share Capital + Other Equity)

Shareholding Pattern as of 31st August 2025



Way Forward

Research & Development

- Targeted R&D investments towards transformative therapeutic areas, aiming towards innovations
- Integration of AI and IoT technologies to enhance efficiency & precision

Emphasizing Inorganic Growth

Strategic Alliances to foster synergies and expanding market reach

International Strategy

Improve brand visibility & enhance direct presence to gain deeper insights into local market dynamics

Manufacturing

Enhance manufacturing capacity to meet growing global demand

Clinical Footprint

Targeted clinical engagements with key stakeholders, fostering innovation and enhancement of patient outcomes

Protect Our Planet

Implementing sustainable practices across all operations, aiming to minimize environmental impact

Towards our Commitment to a Sustainable World

SUSTAINABLE DEVELOPMENT

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

ENVIRONMENTAL MANAGEMENT SYSTEM

- Annual Health check-up of 208 employees
  - One on one consultation with certified nutritionist- 67 employees
- 1686 training attendances recorded

EMPLOYEE WELLBEING

9.9 MWp solar energy

- To achieve a ~28% reduction in scope-2 emission
  - 30% cost saving
- Commission by Oct 25

SIGNED PPA AGREEMENT

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

ZEMBA MEMBERSHIP

- 5% reduction in energy consumption during APR-AUG 25 compared to the same period in FY 24-25

Energy Consumption

- LCA is Ongoing for Prefilled Syringe as per ISO 14040/44

Life Cycle Assessment

Achieved ~4% reduction in Scope 2 during APR-AUG 25 compared to the same period in FY 24-25

SCOPE 2 EMISSION

APR TO AUG 25-1136 MW

Achieved 7% increase in onsite solar power generation during APR-AUG 25 compared to the same period in FY 24-25

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

POLYMED

Thank You

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