

## Poly Medicure Limited Announces Acquisition of Citieffe Group

This marks the second acquisition within a month

**New Delhi, September 25<sup>th</sup>, 2025: Poly Medicure Ltd. (NSE: POLYMED | BSE: 531768)**, Poly Medicure Ltd is India's leading Medical Device company with a dominant position in medical consumables market, today announced signing of definitive agreement to acquire 100% stake in Medistream SA ("Group") consisting of Citieffe SRL and its step-down subsidiaries in USA & Mexico, **at an Enterprise Value of INR 324 Crores (EUR 31 Million)**. Citieffe is an Italy based manufacturer specializing in the **orthopaedic trauma and extremities segment** with a direct presence in **Italy, USA, and Mexico**, and distribution across **25+ countries**. The company generated revenues of **EUR 17.3 million** and EBITDA of **EUR 3.1 million** in CY 2024, reflecting **year-on-year growth of 15% and 14% respectively**. This **strategic acquisition** provides Poly Medicure with an entry point into the **large global orthopaedics market**, particularly in the trauma and extremities segment, which is the fastest growing and most resilient category within orthopaedics.

### Strategic Rationale for Acquisition:

- **Large global TAM:** Provides platform for expanding into attractive orthopaedics segment specifically focused in the fastest-growing extremities sub-segment; platform to build a global orthopedic business
- **Differentiated portfolio:** A diverse, fully accredited and patented portfolio of trauma & extremity products. It has 45 patents and full EU MDR clearance and accreditation in key markets like USA (FDA)
- **Global Presence:** Direct sales presence in Italy, USA and Mexico. **#2 independent player in Italy with a c.12% + market share in its targeted segment, one of the top players in Mexico with 12% + market share and growing presence in US**, the largest orthopaedic market
- **Integrated Business Solution:** Citieffe has inhouse capabilities from product R&D to manufacture to sales and distribution. Agile product development leading to quick to market innovations
- **Growth Potential:** A resilient and profitable business in a growing orthopaedic segment (Trauma & Extremities) with ability to enter orthopaedics adjacencies through strong in-house R&D. Also offers significant potential to scale-up US business wherein product pricing also is higher as compared to other geographies
- **Strong Financials:** Citieffe's EUR 17.3M revenue and EUR 3.1M EBITDA (CY '24) with 15%/14% y-o-y growth provides a proven, scalable platform
- **Synergies:** Boost financial performance by leveraging Polymed's manufacturing expertise and global distribution network.
  - **Product portfolio expansion** through addition of Plates in near term. Also, plan to enter joints replacement market in medium term
  - **US expansion** by hiring more sales reps in US to bolster coverage in largest ortho market wherein prices are also premium to Europe
  - **Outsourcing parts of manufacturing process to India** could help in reducing cost of product thus boosting margins

- **Introduce Citeffe Products in India** and expand by leveraging Polymed extensive network
- **Expansion of distribution network** through leveraging existing Polymed global distribution network can not only help deepen presence in Europe but expand to other countries globally

### Transaction Structure Overview:

- Acquiring Medistream SA (**“Group”**) consisting of Citieffe SRL and its step-down subsidiaries in USA & Mexico
- Existing Management to continue post transaction; Mr. Pascal Govi to continue as CEO
- **Acquiring 100% of the company** (majority stake with Archimed; a Europe based healthcare focused PE fund)
- **Equity Valuation of ~Euro 18.8mn**; shareholder loan liabilities of Euro 4.2mn to be repaid; **total upfront payout of ~Euro 23mn**; taking over net external debt of Euro 8.1mn
- With Enterprise Value of EUR 31 million, the transaction values company at EV/EBITDAx of 10.2x (FY 24 basis)
- The acquisition is subject to customary closing conditions and approvals and is expected to be closed in next 4-8 weeks

### Commenting on the acquisition, Mr. Himanshu Baid, Managing Director, Poly Medicure Limited stated:

"This acquisition marks another step in our journey to become a comprehensive healthcare solutions provider. Citieffe's strong R&D capabilities and diverse trauma & extremity portfolio aligns with our mission to deliver innovative, patient-centric technologies. Together, we will be able to accelerate the expansion into orthopaedics adjacencies and expand reach to more patients globally. Citieffe has direct sales operations in the U.S., Italy, and Mexico providing us a deeper foothold in these key markets. We see synergies in combining Citieffe's innovation pipeline with Polymed's manufacturing scale and commercial reach—this is about creating long-term value for healthcare providers, patients, and our stakeholders"

### Commenting on the acquisition, Mr. Pascal Govi, CEO, Citieffe stated

"It has been a pleasure to work with ARCHIMED, who always acted as a responsible shareholder, notably during Covid times. Their commitment to invest in a stronger organization, international development and innovation was key to reinforce the strategic positioning of Citieffe. The company was well prepared for attracting a leading Medtech company such as Polymed. I'm enthusiastic to start a new venture with a group sharing a common culture and vision."

### Commenting on the acquisition, Mr. Benoit Varichon, Partner at ARCHIMED stated

"We would like to thank CEO Govi and his team for their trust and outstanding achievement. Over the years, Citieffe has built solid and long-term growth foundations with an innovative and MDR-accredited product portfolio as well as a strong international footprint notably in the US. We are proud to see Citieffe joining a leading Medtech Group to pursue its growth trajectory."

### **About Poly Medicure Limited:**

Poly Medicure Ltd is a leading medical device manufacturer and exporter from India, with its products sold in over 125 countries, making a significant global impact on healthcare. With a robust portfolio of over 200 medical devices and more than 330 patents, Polymed offers a comprehensive range of medical devices across 12 medical therapies, including infusion therapy, vascular access, dialysis and renal care, critical care, cardiology, oncology, transfusion, diagnostics, gastroenterology, anaesthesia and respiratory care, urology, and surgery and wound management. Supported by 12 state-of-the-art manufacturing facilities across 4 countries, Polymed has the capacity to produce over 1.8 billion medical devices annually, meeting the ever-growing global demand. The company's diverse product offering ensures it addresses a wide range of medical needs worldwide.

### **About Citieffe:**

Founded in 1962 Citieffe is a vertically integrated developer, manufacturer and distributor of Orthopaedic Trauma and Extremity fixation systems with a significant market share in Italy and a growing presence in the US and Latin America. It has an agile and fully integrated business model with control over all processes from R&D, to Manufacturing to Sales and marketing. A product portfolio which is fully accredited and patented covering all fracture pathologies through an extensive range of versatile and essential Traumatology & Extremity solutions. It is backed by a solid Management team with a mix of experience and energy who are ready to help the company grow. Approx. 85% of sales coming from countries with direct sales force presence

### **Disclaimer:**

This press release contains forward-looking statements based on current expectations, assumptions, estimates, and projections about Poly Medicure Limited and its industry. These forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from those anticipated. Factors that could cause actual results to differ materially include, but are not limited to, changes in economic conditions, competitive landscape, regulatory developments, and other risks detailed in the company's filings with regulatory authorities. Poly Medicure Limited undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.

The financial information provided in this press release is unaudited and subject to change. Investors are advised to review the company's audited financial statements and other disclosures available on the company's website and through regulatory filings.

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