

Poly Medicure Limited

Regd. Office : 232-B, 3rd Floor, Okhla Industrial Estate,
Phase-III, New Delhi - 110020 (INDIA)
T: +91-11-33550700, 47317000, F: +91-11-26321894, 26321839
E: info@polymedicure.com W: polymedicure.com
CIN: L 40300DL1995PLC066923



Date: 25th May, 2021

Scrip Code: - 531768

The Manager,
BSE Limited,
Department of Corporate Services,
Phirozee Jeejeebhoy Towers,
Dalal Street, Mumbai- 400001.

Scrip Code:- POLYMED

The Manager
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1-Block-G
Bandra Kurla Complex, Bandra(E),
Mumbai-400051.

Subject: Compliance of Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation for FY 2020-21

Dear Sir/Madam,

Please find enclosed the Investor Presentation covering the performance highlights of the Company for FY 2020-21.

We have also uploaded the presentation on the Website of the Company at www.polymedicure.com

We request you to take the above on record and the same be treated as the necessary compliance under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Thanking You,

Yours Sincerely

For Poly Medicure Limited

Avinash Chandra
Company Secretary





Uniquely positioned to deliver value and solutions “beyond the device.”



DISCLAIMER

This presentation has been prepared by Poly Medicure Limited (the “Company”) solely for your information and may not be distributed, reproduced, or redistributed or passed on directly or indirectly to any other person, whether within or outside your organization or firm, or published in whole or in part, for any purpose by recipients directly or indirectly to any other person. By accessing this presentation, you agree to be bound by the following restrictions and to maintain absolute confidentiality regarding the information disclosed in these materials. The Company may alter, modify or otherwise change in any manner the contents of this presentation, without obligation to notify any persons of such change or changes. This presentation and its contents are confidential and may not be copied, published, reproduced or disseminated in any manner.

This presentation may contain certain forward looking statements based on the currently held beliefs and assumptions of the management of the Company which are expressed in good faith and in their opinion, reasonable. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. Many factors could cause the actual results, performances, or achievements of the Company to be materially different from any future results, performances, or achievements. Significant factors that could make a difference to the Company’s operations include, but are not reasonable to, domestic and international economic conditions, changes in government regulations, tax regime and other statutes. The Company does not undertake to revise any forward-looking statement that may be made from time to time by or on behalf of the Company.

This presentation contains certain supplemental measures of performance and liquidity that are not required by or presented in accordance with Indian GAAP, and should not be considered an alternative to profit, operating revenue or any other performance measures derived in accordance with Indian GAAP or an alternative to cash flow from operations as a measure of liquidity of the Company.

In no event shall the Company be responsible to any person or entity for any loss or damage, whether direct, indirect, incidental, consequential or otherwise, arising out of access or use or dissemination of information contained in this presentation, including, but not limited to, loss of profits. No representation, warranty, guarantee or undertaking (express or implied) is made as to, and no reliance should be placed on, the accuracy, completeness or correctness of any information, including any estimates, targets and opinions, contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein and, accordingly, none of the Company, its advisors and representative and any of its or their affiliates, officers, directors, employees or agents, and anyone acting on behalf of such persons accepts any responsibility or liability whatsoever, in negligence or otherwise, arising directly or indirectly from this presentation or its contents or otherwise arising in connection therewith.

You must make your own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent analysis as you may consider necessary or appropriate for such purpose. Any opinions expressed in this presentation are subject to change without notice and past performance is not indicative of future results. By attending this presentation you acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the Company’s business.

This presentation and its contents are not and should not be construed as a prospectus or an offer document, including as defined under the Companies Act, 2013, to the extent notified and in force) or an offer document under the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended. This presentation is not for publication or distribution or release in any country where such distribution may lead to a breach of any law or regulatory requirement. The information contained herein does not constitute or form part of an offer, or solicitation of an offer to purchase or subscribe, for securities for sale. The distribution of this presentation in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. None of the Company’s securities may be offered or sold in the United States without registration under the U.S. Securities Act of 1933, as amended, except pursuant to an exemption from registration therefrom.

CELEBRATING



By accessing this presentation, you accept that this disclaimer and any claims arising out of the use of the information from this presentation shall be governed by the laws of India and only the courts in Delhi, and no other courts, shall have jurisdiction over the same.

Content

Our Journey

Management

Corporate Structure

Polymed's Unique Position

Executive Leadership

Demographics and Industry Trends

Five Year Vision

Customer Stickiness, Sustainable Business

Manufacturing, R&D and Regulatory Capabilities

Key Financials and Ratios

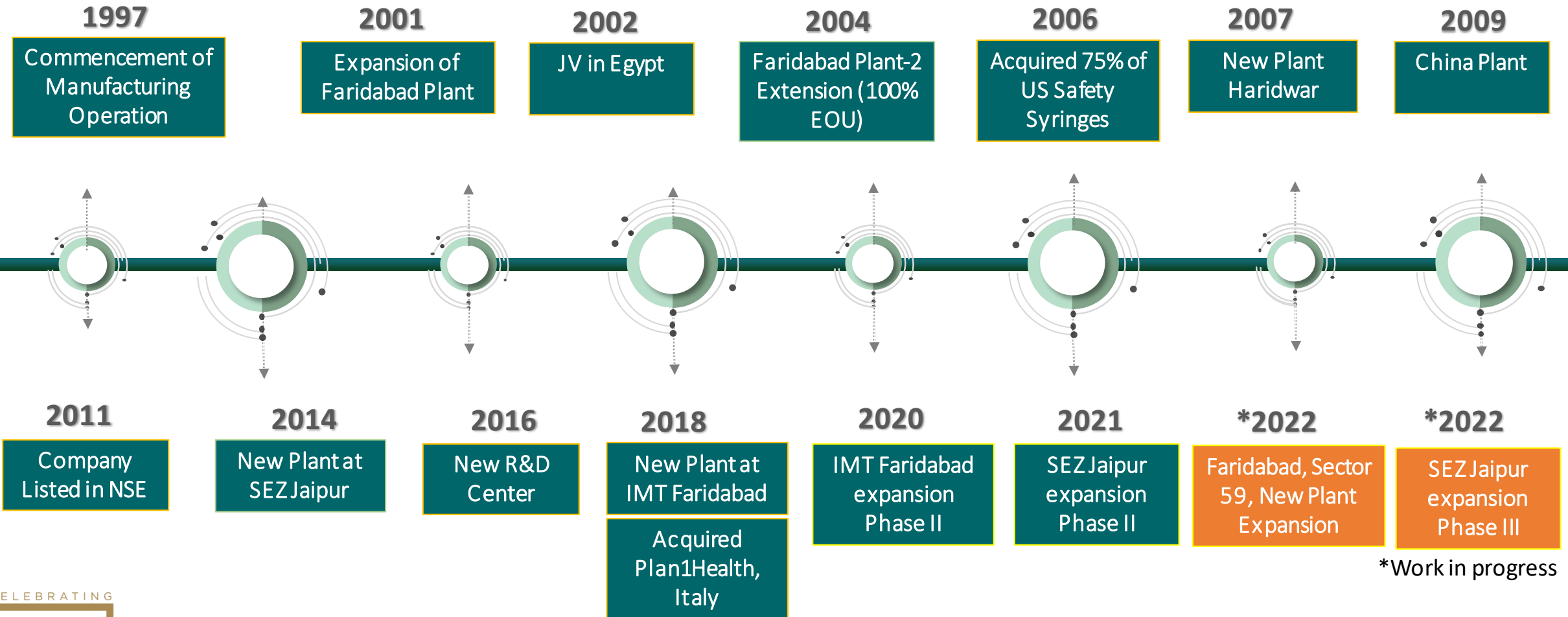
New Product launches

Medical Education and Brand Communication

Value Drivers, Capex Update

Awards and recognition

OUR JOURNEY.....MILESTONE ACHIEVEMENTS



*Work in progress



Established in 1997, POLYMED is a key player in the Indian Medical Devices Industry

ACROSS THE WORLD, WE SERVE PEOPLE IN OVER 110+ COUNTRIES



- 9 Manufacturing Plants*
(*2 under construction)
- 1 R&D Center



UNIQUELY POSITIONED TO PROVIDE VALUE TO OUR CUSTOMERS

BOARD OF DIRECTORS & MANAGEMENT



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



Mr. Himanshu Baid
(Managing 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)



Dr. Sandeep Bhargava
(Non Executive
Independent Director)



Mr. Alessandro Balboni
(Non Executive
Non Independent Director)



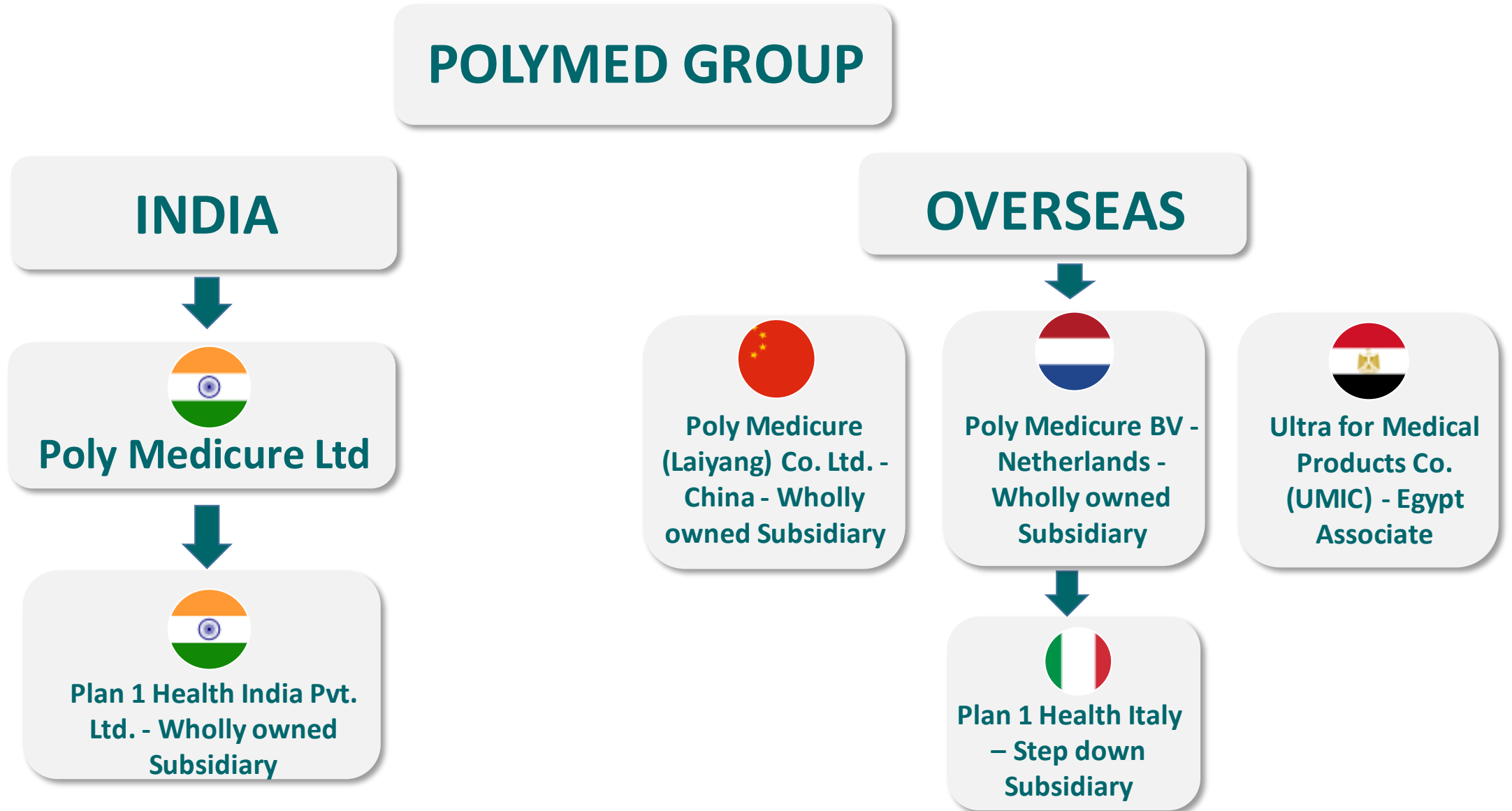
Mr. Amit Khosla
(Non Executive Independent
Director)



Ms. Sonal Mattoo
(Non Executive Independent
Director)

Strong Management with experience in Innovation, Product Development and Manufacturing

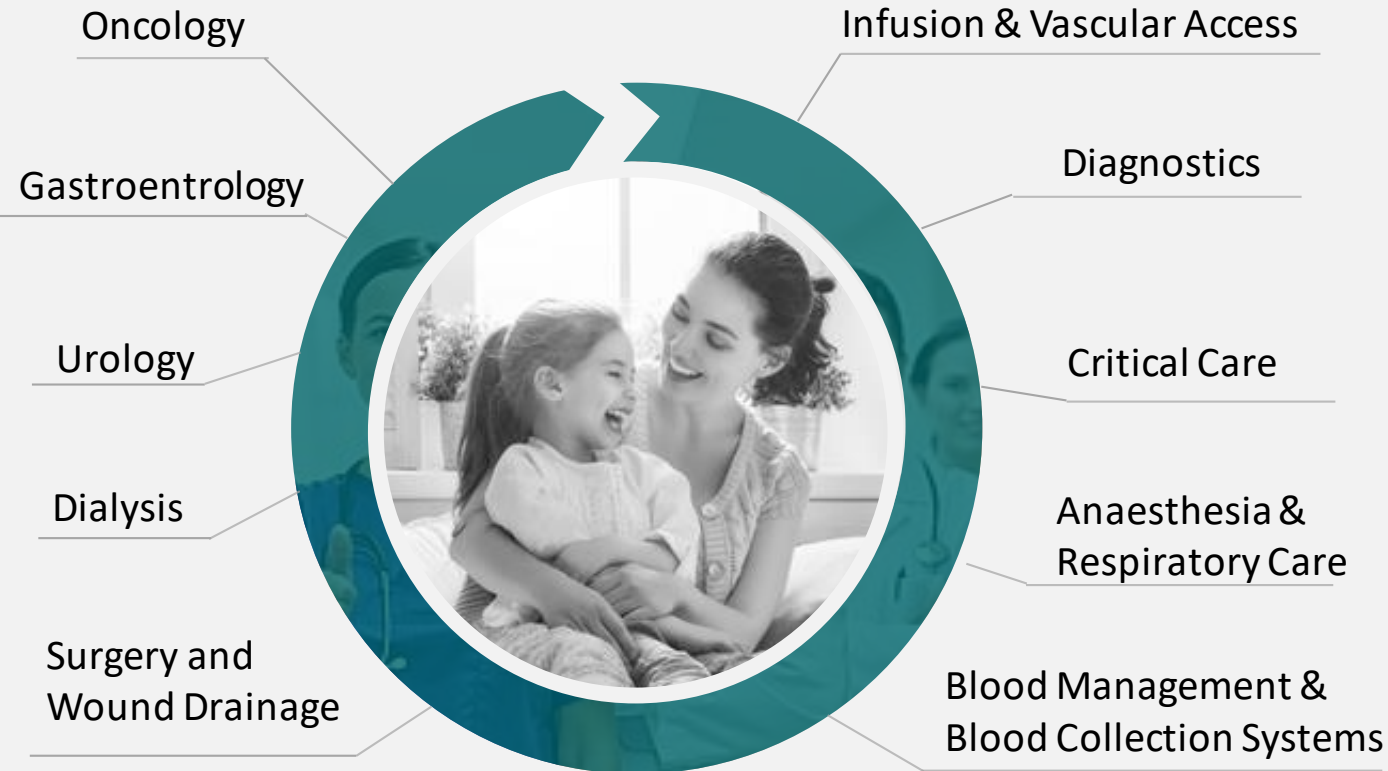
CORPORATE STRUCTURE



POLYMED'S UNIQUE POSITION

EMINENCE IN FLUID MANAGEMENT DISPOSABLES AND PROCEDURAL MEDICAL DEVICES

COMPREHENSIVE PRODUCT RANGE



INNOVATION, AN INTEGRAL PART OF POLYMED STORY

Amongst the Top 3

I.V. Cannula Manufacturer in the world

In India

1st

Indigenous Dialyzer Manufacturer

In India

275+

Sales Associates

5500+

Hospitals Reach

In India

20+

Clinical Specialists

40,000+

HCP's Reach

Largest Exporter

Largest exporter of Consumable Medical Devices from India **8 years** in a row.

Portfolio of more than **150 Medical Devices**

24 Years of manufacturing excellence



STRONG EXECUTIVE GLOBAL LEADERSHIP ADDED

BUILDING OUT GEOGRAPHICAL LEADERSHIP WITH DEEP MEDICAL DEVICE EXPERIENCE AND EXPERTISE



Kim Schelble
VP & Managing Director N. America

- 14 years Medical Device Experience
- Smiths Medical, Covidien Peripheral Vascular and Medtronic Spine
- 20 years experience overall including Deloitte & Touche in IPO and Venture Capital Services
- MBA Marketing & Finance from UCLA Anderson School



Alessandro Balboni
Managing Director EMEA and CEO Plan1Health, 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



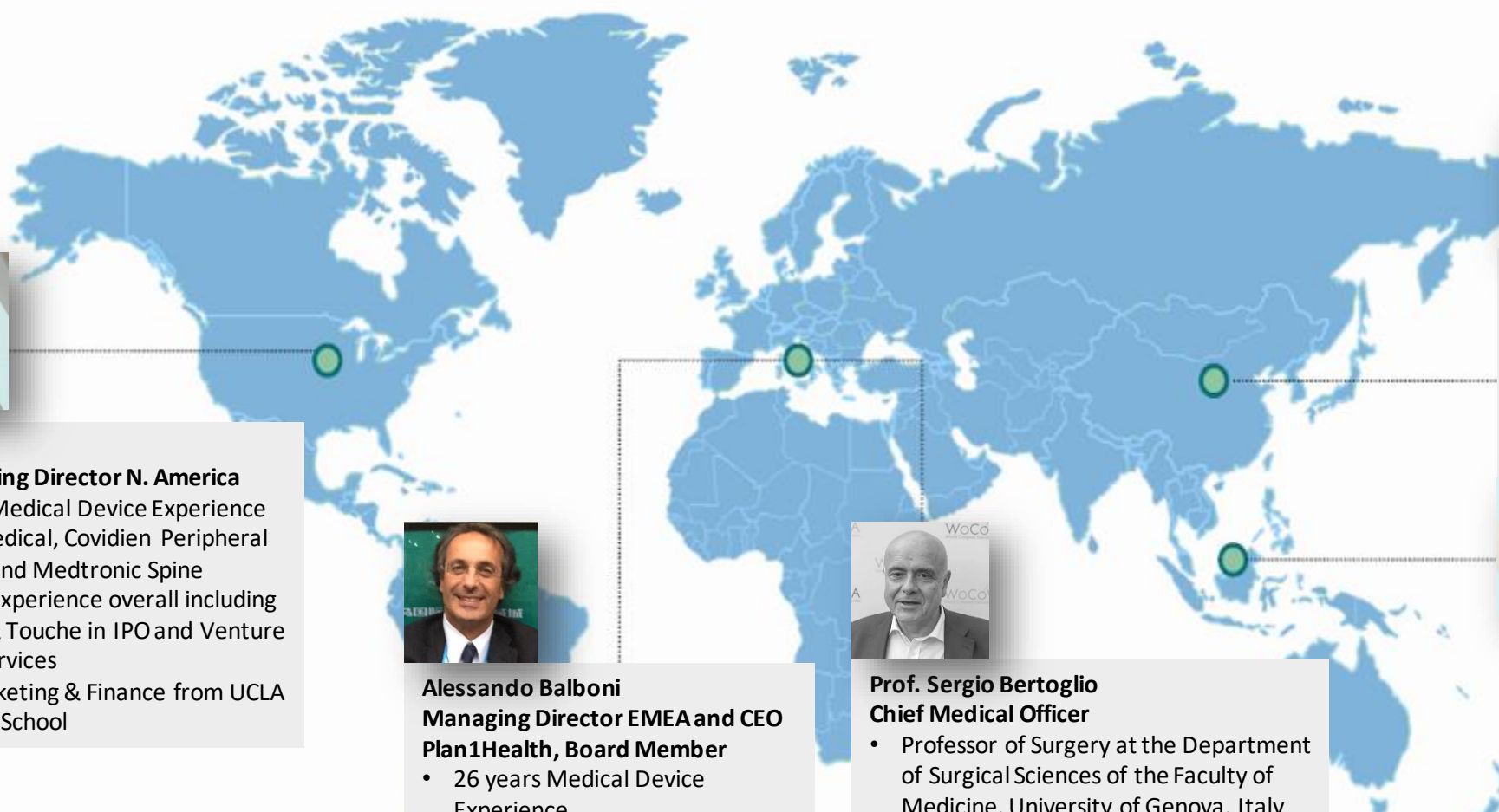
Xue Wendong
General Manager China

- 20 years Medical Device Experience
- Managing Polymed China Facility



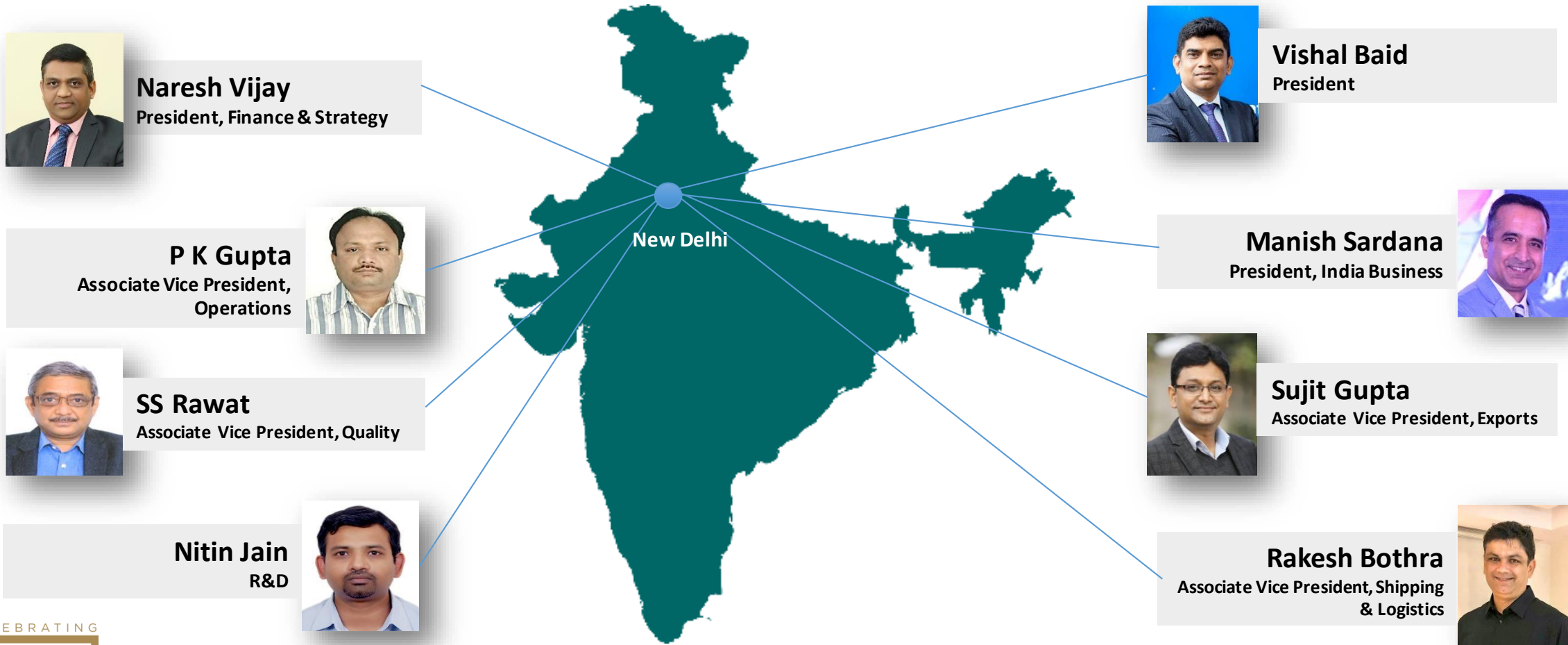
Teo Wen Ching
Regional Director Southeast Asia

- 18 years Medical Device Experience
- Sol-Millennium, Staunch Medical, Becton Dickenson and B Braun



INDIA BUSINESS LEADERSHIP

LEADERSHIP WITH DEEP MEDICAL DEVICE EXPERIENCE AND EXPERTISE



Leadership with deep medical device experience and expertise

INDIAN MEDICAL DEVICES MARKET



- *After Japan, China & South Korea*
- *Including implants, consumables, Medical Electronics*
- *Over the period of 5 years*
- *Poised to be the leader in Medical Devices*

Government Support & Incentives

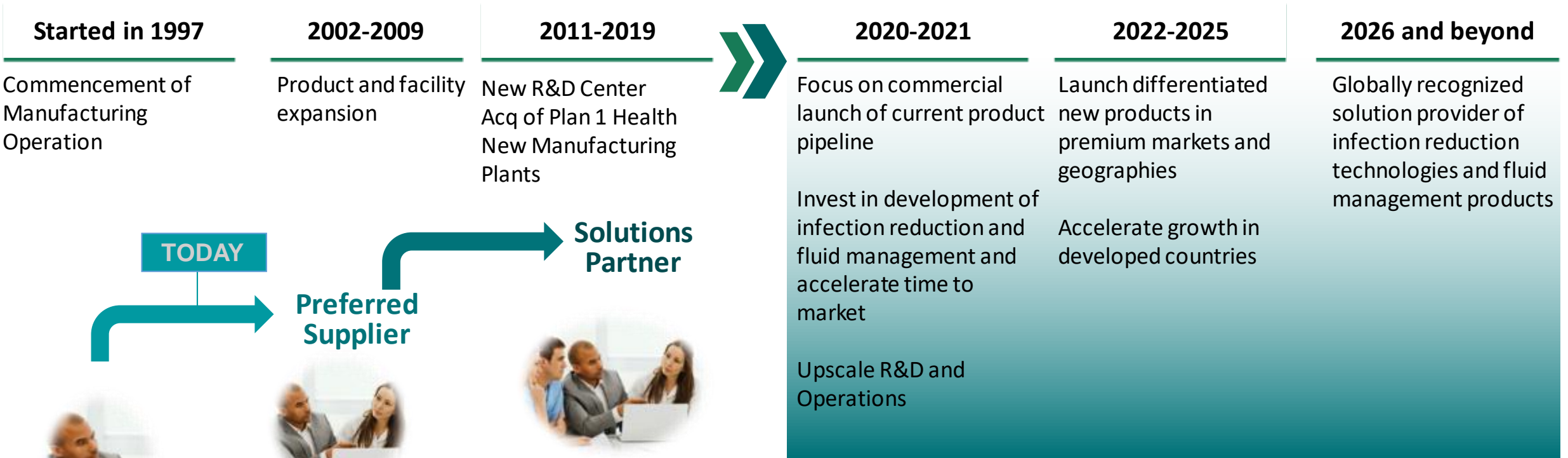
- **Scheme for Promotion of Medical Device Parks**
 - Encouragement to State Governments to establish Medical Device Parks
- **Regulatory Support**
 - Regulation of all Medical Devices through The Medical Devices (Amendment) Rules, 2020
- **Production Linked Incentives (PLI Scheme)**
 - Financial incentive for production of targeted medical devices, Total outlay - \$456 Mn
- **Ease of Doing Business**
 - 100% FDI allowed via automatic route
 - Preferential Purchase Order – PPO 2017



Sources: invest India

2020-2025 VISION

TRANSFORM FROM A PRODUCT COMPANY TO A SOLUTION PROVIDER ORGANIZATION



STICKINESS IN CUSTOMER BASE & SUSTAINABLE BUSINESS

LEVERAGE OUR (CUSTOMER) INSTALLED BASE AND DISTRIBUTOR NETWORK TO LAUNCH NEW PRODUCTS

Large Strategic Customer Base

- Large customer base over 110 different countries
- Strong presence in India
- Growth expansion in Europe
- Balanced sales throughout the world

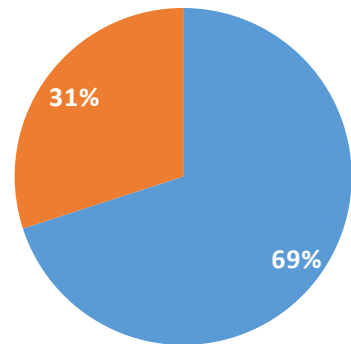
Strong Repeat Orders & Relationships

- 150+ commercially available products
- Numerous product registrations and more in pipeline
- Broad portfolio of hospital products for most patients

Meaningful Relationships

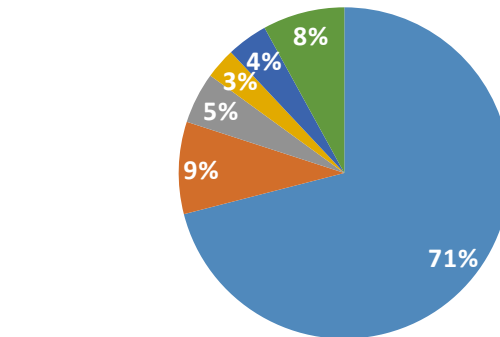
- Long tenured relationships with strategic network of distributors
- 275+ sales associates in India, 10+ in Europe
- 70% + POLYMED branded sales and rest Private label
- Increased new products in premium and value tier for public and private Hospitals

Polymed Sales By Geography



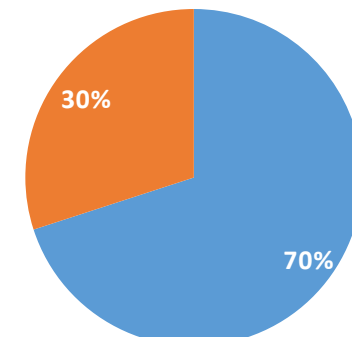
Export India

Polymed Sales By Product Category



Infusion Therapy Blood Transfusion Surgery & Wound Drainage Anaesthesia & Respiratory Renal Other

Polymed Brand and OEM Private Label Sales



PolyMed Brand OEM



MANUFACTURING ACROSS FOUR COUNTRIES

(INDIA, ITALY, EGYPT, CHINA)

1st Medical Device Company from India to have overseas plants.

Over 250+ Moulding Machines & 800+ Injection Molds

More than 150+ automatic assembly machines with vision control systems.

20+ Robots used in manufacturing.



Faridabad Plant, India



Haridwar Plant, India



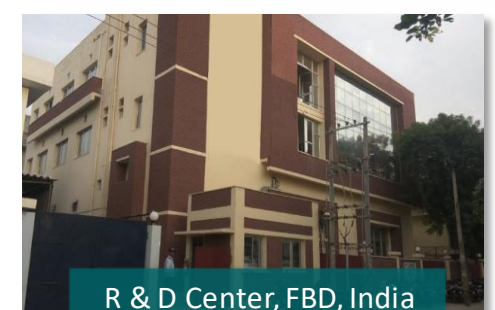
IMT Faridabad India



Faridabad Plant, India



Jaipur Plant, India



R & D Center, FBD, India



Laiyang-qingdao, China



Assuit, Egypt



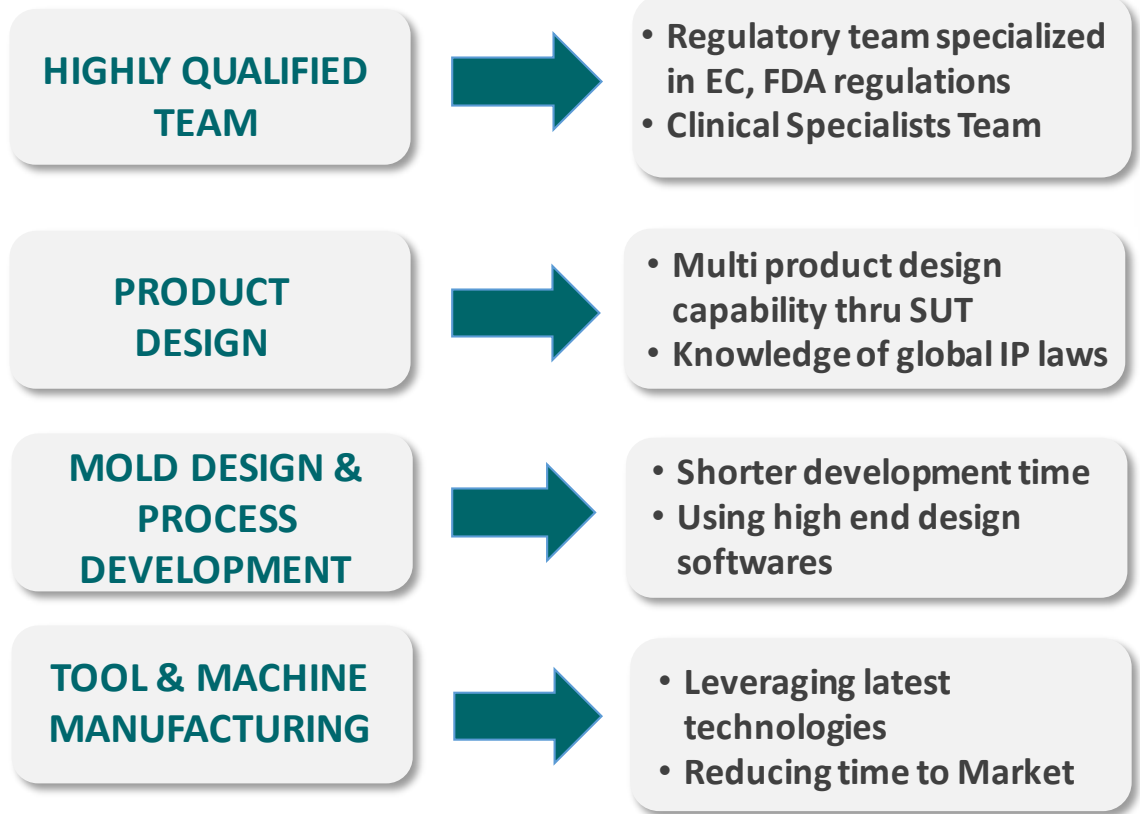
Amaro, Italy



R&D, REGULATORY AND PROCESS CAPABILITIES

FULLY INTEGRATED FROM NEW PRODUCT DESIGN DEVELOPMENT TO AUTOMATED MANUFACTURING

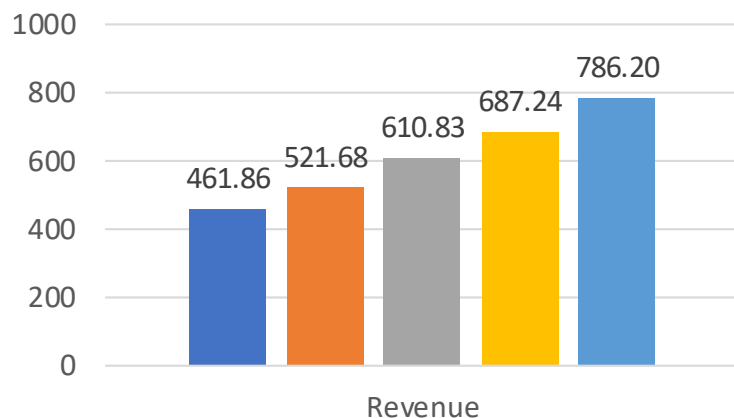
- 310+ Patents & 160+ pending applications
- R&D Team with 50+ engineers and 10+ Clinical Consultants
- All products are CE certified (EU Regulatory Compliant)



Our Strength: Consistent All round growth (Consolidated)



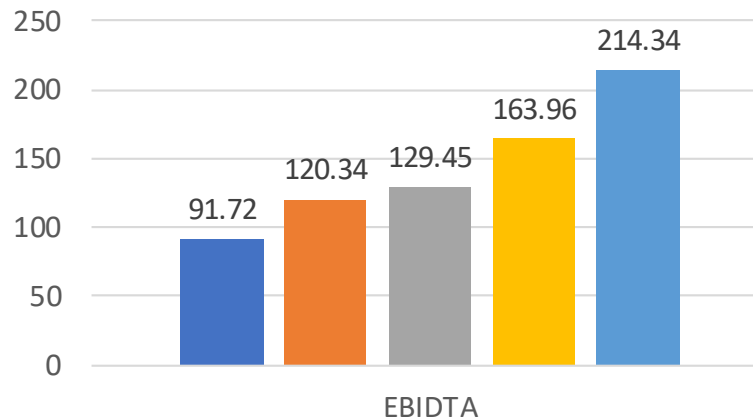
REVENUE (₹ Crs)



■ FY 2017 ■ FY 2018 ■ FY 2019 ■ FY 2020 ■ FY 2021



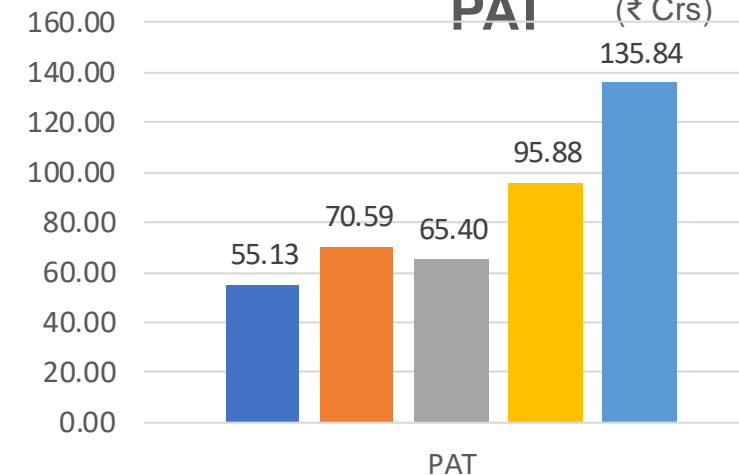
EBIDTA (₹ Crs)



■ FY 2017 ■ FY 2018 ■ FY 2019 ■ FY 2020 ■ FY 2021



PAT (₹ Crs)



■ FY 2017 ■ FY 2018 ■ FY 2019 ■ FY 2020 ■ FY 2021

Year	Revenue	CAGR
FY 2017	461.86	14%
FY 2018	521.68	
FY 2019	610.83	
FY 2020	687.24	
FY 2021	786.20	

Year	EBIDTA	%
FY 2017	91.72	20.69%
FY 2018	120.34	23.52%
FY 2019	129.45	23.48%
FY 2020	163.96	24.49%
FY 2021	214.34	27.79%

Year	PAT	%
FY 2017	55.13	12.59%
FY 2018	70.59	13.77%
FY 2019	65.40	11.30%
FY 2020	95.88	14.30%
FY 2021	135.84	17.28%



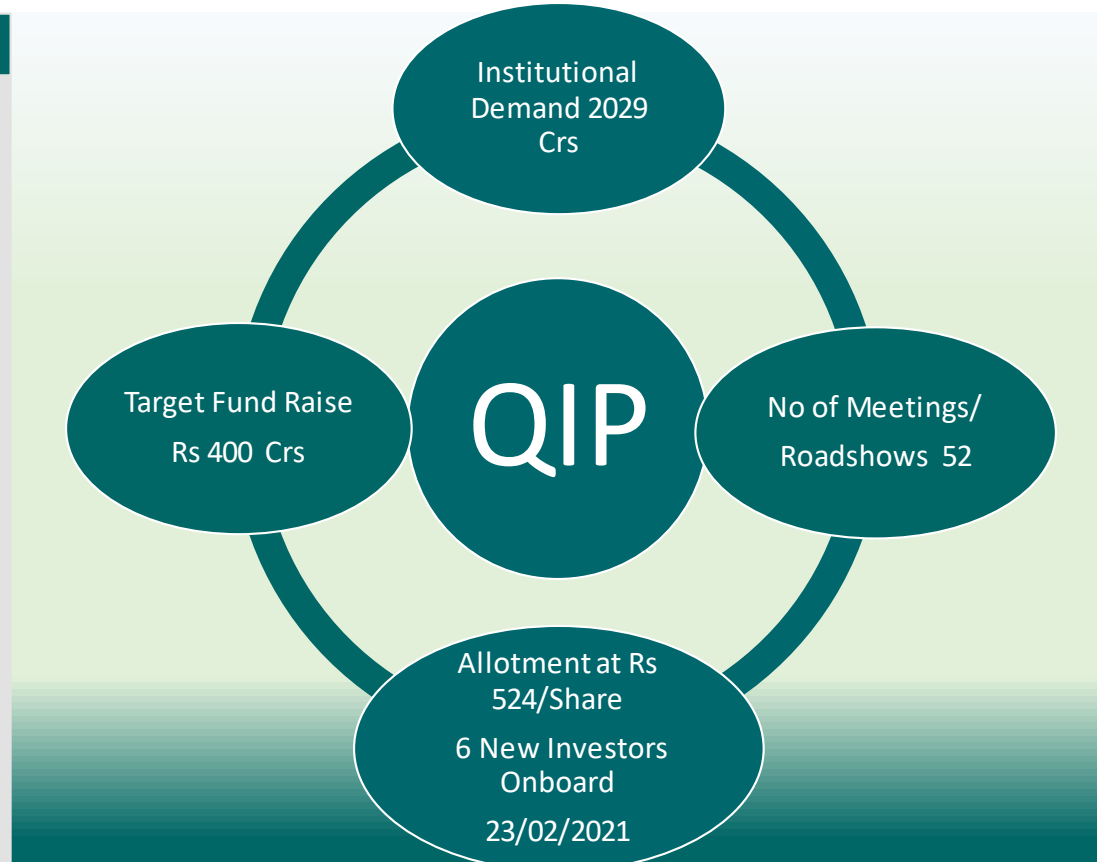
FUND RAISE JOURNEY



QIP

QIP FUND RAISE

- Acquisition opportunities India and Overseas
- Expansion of existing Business
- New Production facilities
- Investment in Subsidiaries
- Repayment of debt



MAJOR PARTICIPIANTS

Curated Roadshows Covering Major Investors Across the Globe

1X1 Investor Meetings

UTI MF	Light House	Capital Research	White Oak
Max Life	IIFM AMC	SBI MF	ICICI Pru MF
GSAM	Fidelity	Param Capital	Taiyo Pacific
Sundaram MF	T Rowe Price	Mirae MF	Grandeur Peak
Ashmore	Malabar	Samsung AM	Champlain
Polumin Capital	Kabouter Funds	Tantallon Capital	Aurigin
Wasatch	Fiera	Factorial	Duro Capital
LIC MF	Soc Gen	New Port	Macquarie
Ward Ferry	LGM Investments	Habrok	ODIN Fund Management
Apax	Tata AIA Insurance	Ocean Dial	Tara Capital
Zaaba Capital			

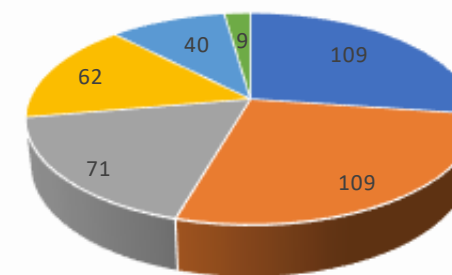
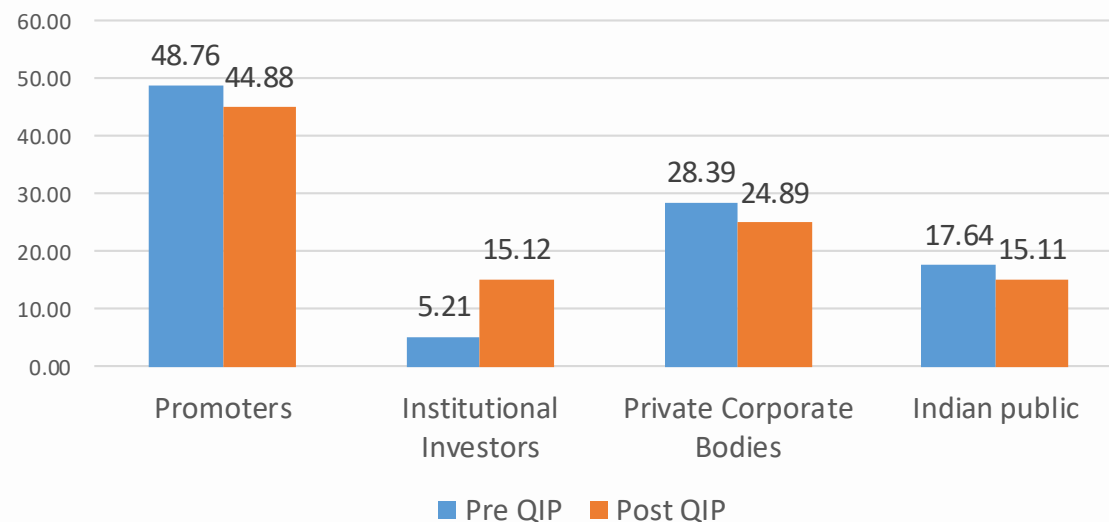
Group Meetings

Geosphere	Kotak Infina	Matthews	First Principles
Steinberg	New Vernon Funds	Nippon MF	Nippon Offshore
Kotak Alternate Assets	MK Ventures	Gaja Capital	General Atlantic
Reliance Life	India Capital	Tata MF	

QIP NEW STAKEHOLDERS

In Rs Crs

Shareholding-Adding Institutional Shareholders



- Capital group
- White Oak group
- UTI MF
- Light house
- Max life
- Girik Capital

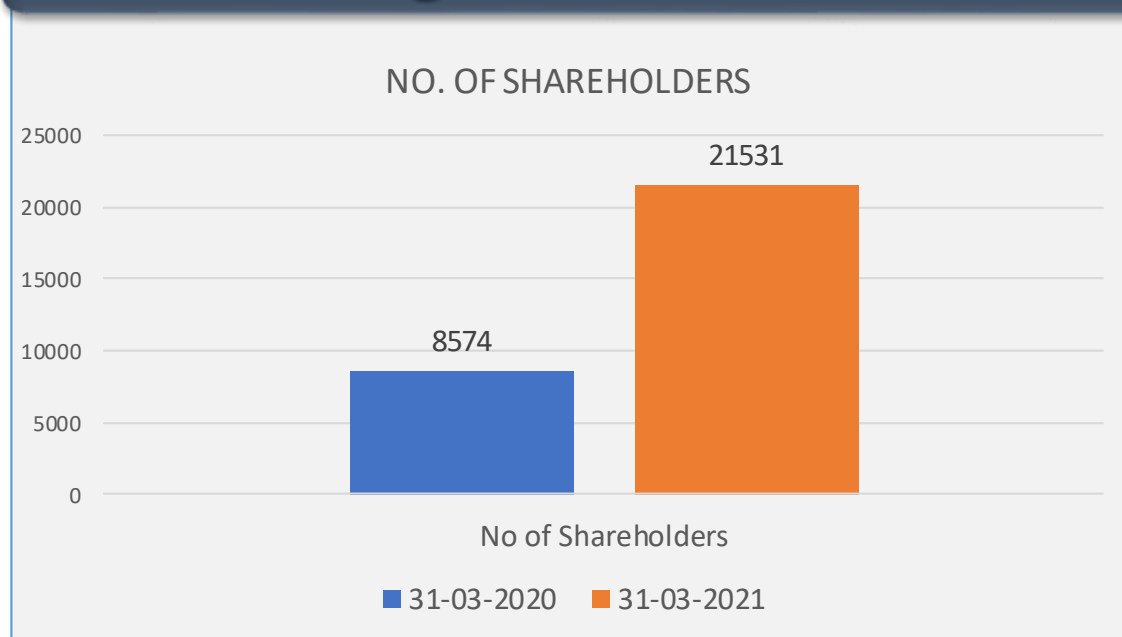
Shareholder Category in %	Pre QIP	Post QIP
Promoters	48.76	44.88
Institutional Investors	5.21	15.12
Private Corporate Bodies	28.39	24.89
Indian public	17.64	15.11

Investor	Amount
Capital group	109
White Oak group	109
UTI MF	71
Light house	62
Max life	40
Girik Capital	9



Creating Value for Shareholders

Increasing Shareholders Base



Date	No of Shareholders
31-03-2020	8,574
31-03-2021	21,531

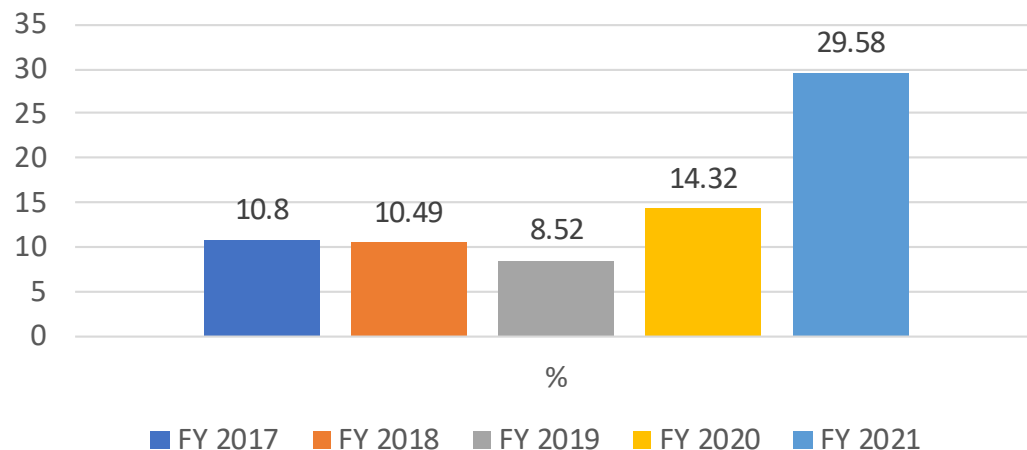
Creating Value for Shareholders



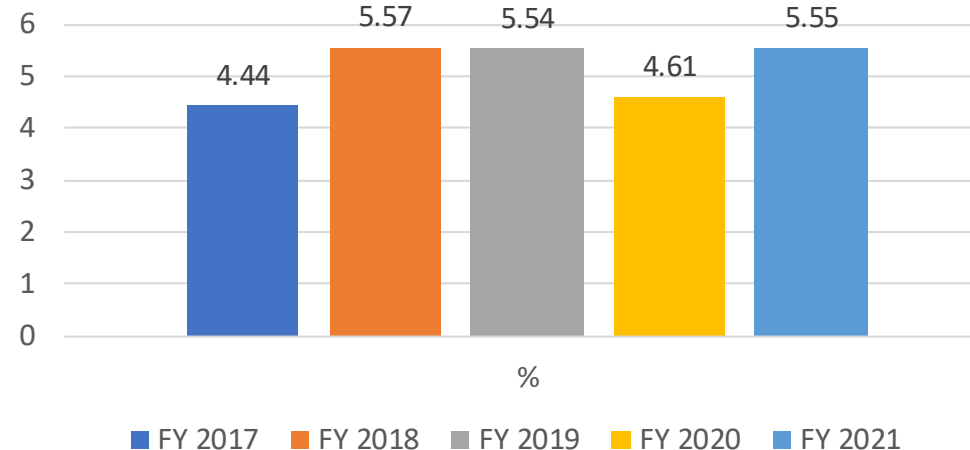
Date	Market Cap
31-03-2020	2,056.36
31-03-2021	7,884.74

RATIO'S

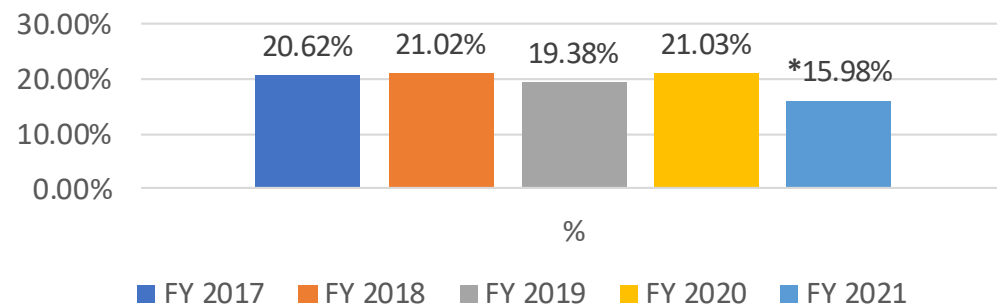
Interest Coverage



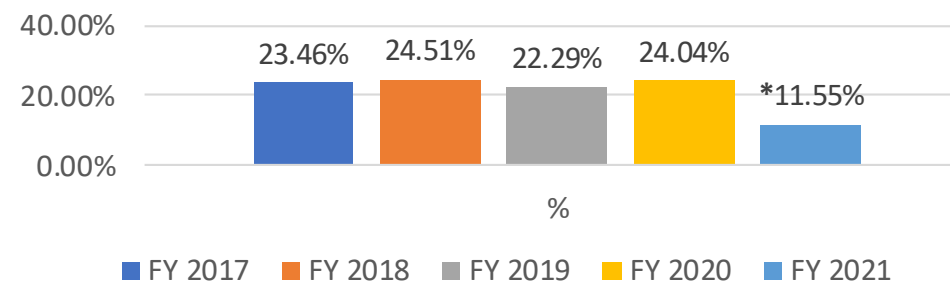
Debt Service Coverage



ROCE



ROE



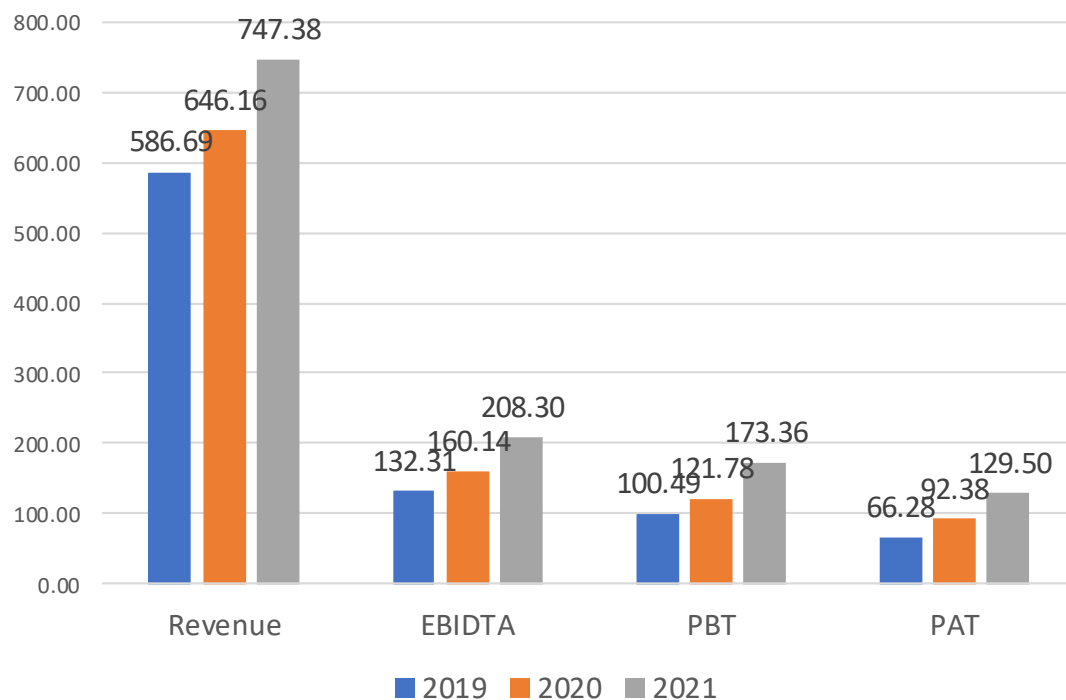
* Increase in Share Capital due to QIP in Feb 2021



Performance Standalone/Subsidiary

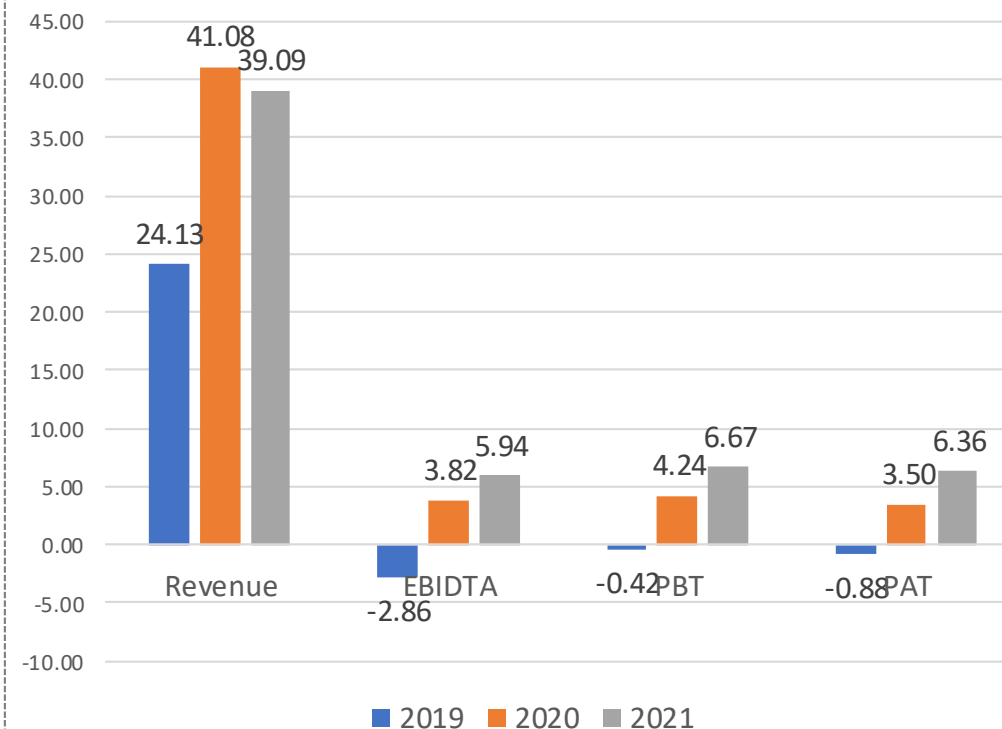


Standalone



Year	Revenue	EBIDTA	PBT	PAT
2019	586.69	132.31	100.49	66.28
2020	646.16	160.14	121.78	92.38
2021	747.38	208.30	173.36	129.50

Subsidiaries



Year	Revenue	EBIDTA	PBT	PAT
2019	24.13	-2.86	-0.42	-0.88
2020	41.08	3.82	4.24	3.50
2021	38.81	6.04	6.67	6.34

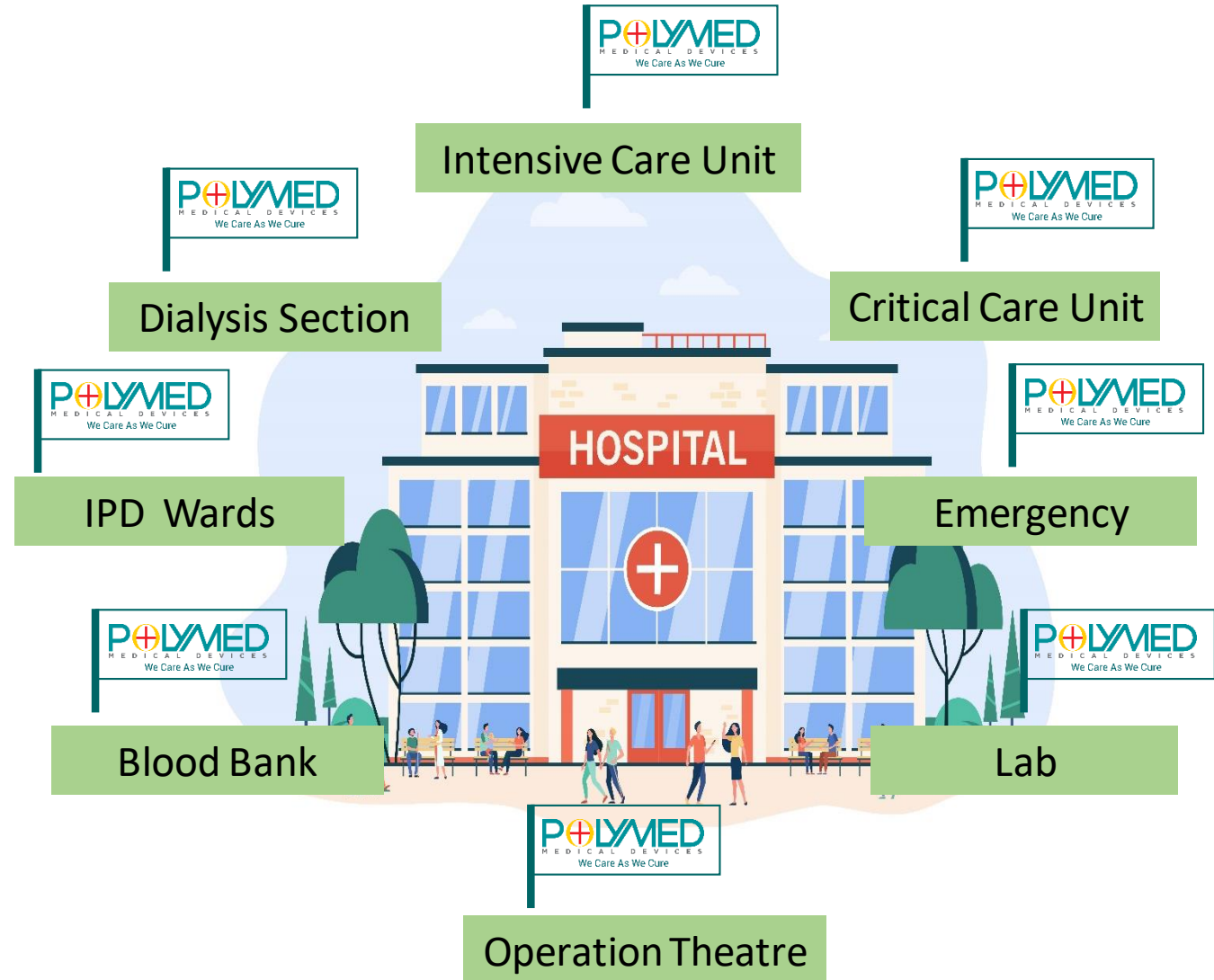


Grew our distributor network extending our customer reach



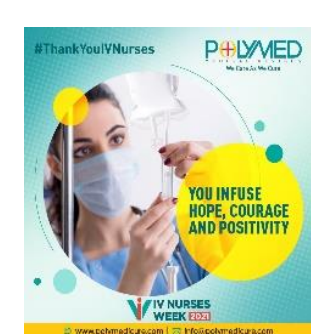
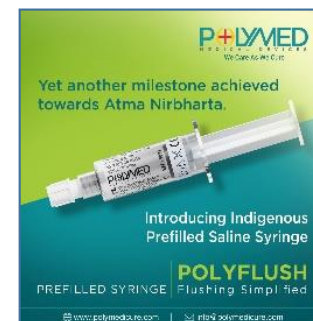
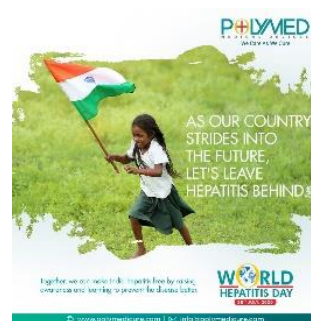
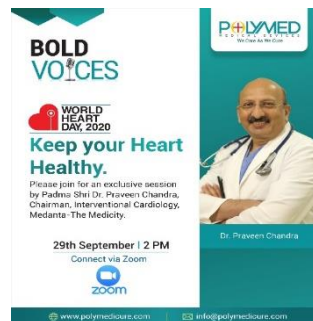
Increased Distributor Network

- ❑ Distributor strength increased from 150 to 223
- ❑ Added top corporate hospitals, dialysis & lab chains
- ❑ Strengthened KOL network across the country
- ❑ Plan to recruit 50 team members in Sales & Marketing
- ❑ Expansion of clinical team in FY21-22



HCP Connect

Webinars | Focused Communication | Posts | Personalized e-Greetings | Contest | AVs



Webinars



10

73

10

- Total 93 webinars organized,
- Engaging 119 HCPs,
- Attended by 10500 healthcare professionals.

Direct Communication

Important Medical Days,
New Product Launch,
Webinar links

eMail, Whatsapp – 25,000
50 communications sent to

- Doctors
- Nurses
- Dialysis Technicians

600+ Professional Educational Programs

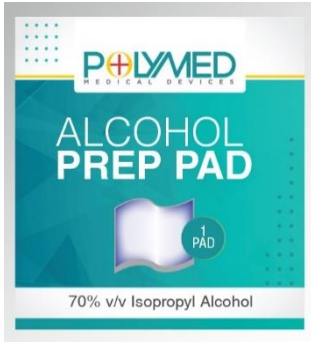
Campaigns

Marketing campaigns

- Blood Donor Week
- National Doctors Day
- World Health Day
- International Nursing Week
- World Kidney Week etc.
- IV Nurse Day



New Products Plan for FY 21-22



Alcohol Prep Pad



PolySwab- Disinfectant cap



Single use dialyzer



Nebulizer Machine



ECG- Electrode



Syringes



Blood Bag with LD filter

New Products Plan for FY 21-22 (Diagnostics)



RT-PCR Kit



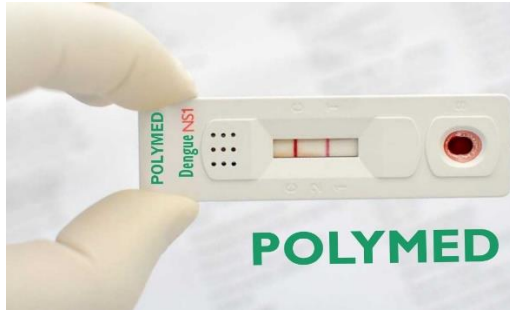
RNA extraction Kit



COVID-19 antigen Kit

COVID-19 Range

New Products Plan for FY 21-22 (Diagnostics)



Dengue NS1 antigen detection



Dengue NS1 Ag and IGG/IGM



Dengue IGM/IGG



Malaria Ag P.f/Pan



Typhoid Rapid Igg/Igm



Troponin I (Cardiac Marker)

Business Growth – Region wise Performance

Growth in Sales (% wise) – Compared to Last FY 2019-20



50%



MIDDLE EAST



23%



EUROPE & CIS



5%



AFRICA



4.6%



SOUTH EAST ASIA



-6.4%



AMERICAS



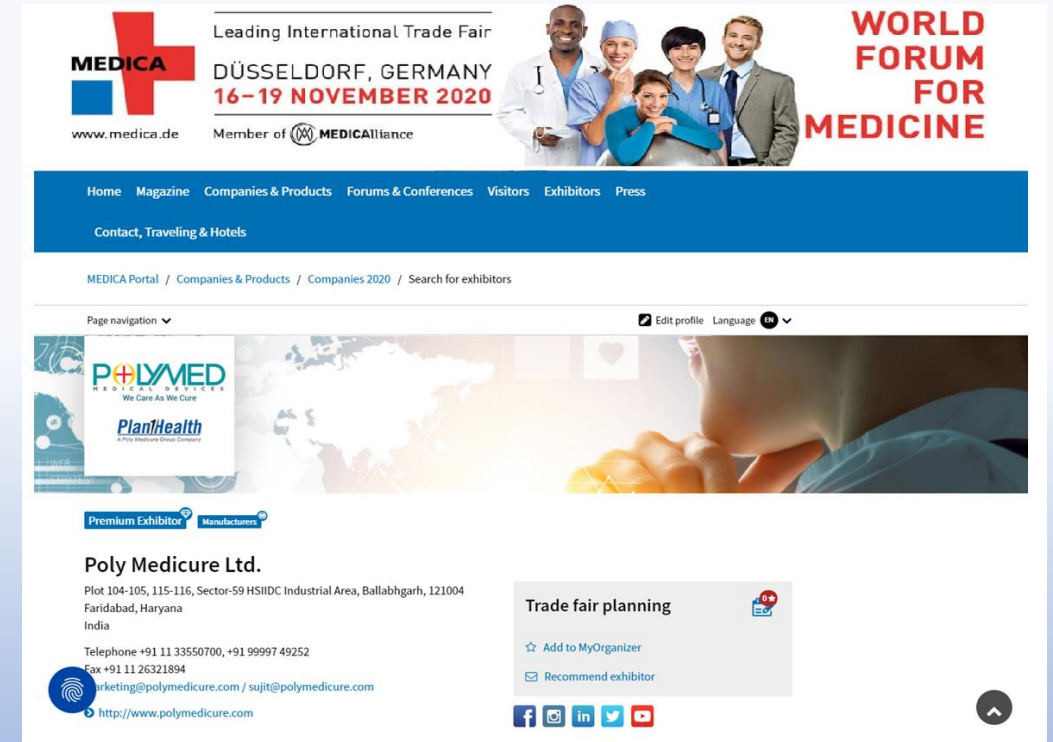
17%



INDIA



Participated in Virtual Exhibitions



EEPCINDIA MEDICAL DEVICES EXPO 2021
ENGINEERING THE FUTURE

MEDICA VIRTUAL MEDICA 2020



International Biz – Digital Engagements

ELEVATE : Virtual Global Training Program

ELEVATE

ELEVATE

HAEMOFLASH NEW
Blood Collection Needle with Flashback Chamber

1. With transparent Flash Back Chamber for easy visualization
2. Safe and User friendly
3. Leak proof needle
4. Ultra thin walled smooth and sharp needle



zoom_diagnostics
POLYMED
DARE TO DREAM

ELEVATE POLYMED
MEDICAL DEVICES
We Care As We Cure

CERTIFICATE OF PARTICIPATION

This is to certify that
"Tom Willi"
of "XYZ HEALTHCARE"
a valued channel partner of Poly Medcure Limited, India,
has successfully participated in ELEVATE, a virtual global training
programme on the usage of medical devices.
Dated: 18th Jan - 01st Feb 2021.

Himanshu Baid
Himanshu Baid
Managing Director

Sujit Gupta
Sujit Gupta
AVP - International Sales & Marketing

ELEVATE

ELEVATE




AutoSave • International Training.pptx - Saved to this PC

File Home Insert Design Transitions Animations Slide Show Review View Help Search

I.V. Infusion Set

- IV Infusion is a way to deliver medication or fluids directly into the body through a vein
- The distal end of infusion set is directly connected with an IV access device (e.g. IV Cannula) and the proximal end is connected with infusion source e.g. Infusion bottle, bag etc.
- IV Infusion sets are used to allow administration of fluids, medications, parenteral nutrition, chemotherapy drugs etc. into human circulatory system




ELEVATE

International Biz – Value Drivers

Complete Line of Peripheral & Central Lines

- ❑ Full range of peripheral and central lines to offer to customers to complete their product portfolio
- ❑ Showcase clinical advantages
- ❑ Balanced offering to leverage pricing and scale



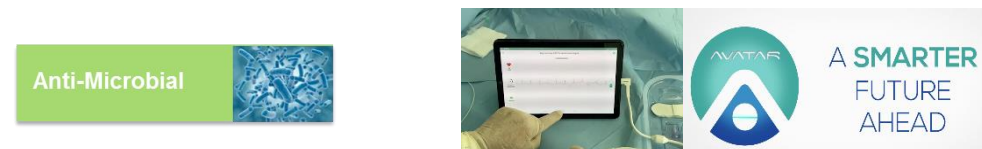
New Vascular Access & Infusion Accessories

- ❑ Complimentary vascular access and infusion accessories
- ❑ Bid for large Tenders, contracts to gain volume
- ❑ Broader product scale to create stickiness for repeat orders



Clinical Science Enabling Technologies

- ❑ Anti-microbial applications and material science
- ❑ Procedural efficiencies & accessible enabling technologies
- ❑ Procedural solutions, safety and infection prevention



Post-Covid Customer Engagement/Congresses

- ❑ Resume travel and customer engagements
- ❑ Participation at leading tradeshows and congresses
- ❑ Leverage expanded product range for private label opportunities and additional distributor sales



PRODUCTION LINKED INCENTIVE SCHEME

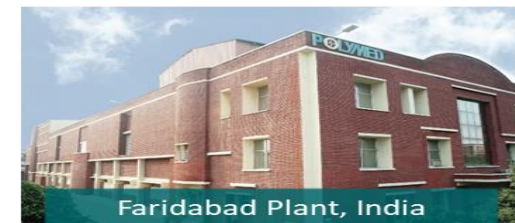


Government has earmarked a Budget of 3420 Crs. for the scheme

- Polymed got approval under Renal Care Segment for following products
 - ✓ Dialyzer
 - ✓ Dialysis Machine
 - ✓ Peritoneal Dialysis Kit
 - ✓ Bloodline
 - ✓ Fistula
 - ✓ Transducer Protector
- Greenfield projects defined under the guidelines to be operational at IMT (Existing) and sec 117 (New Plant)
- Incentive of 5% on incremental sales (over Base Year: FY 2019-20)

CapEx update

Particulars	Total Capex Planned for 2020-21	Capex incurred in 2020-21
Expansion at SEZ, Jaipur	15.00	8.91
Expansion Plant at IMT, Faridabad	33.00	34.97
Balancing Expansion at Unit I+II, Faridabad	27.00	24.49
Balancing Expansion at Haridwar	12.60	13.29
New Plot Sector 56 A Faridabad	13.40	12.29
Total	101.00	93.95



Particulars	Total Capex Planned for 2021-22
New Plant at 117	75.00
Expansion at SEZ, Jaipur	40.00
Others	50.00
Total	165.00

CELEBRATING



Covid-19 update and company's actions

COVID-19 PANDEMIC



IMPACT

- Increased Material Cost
- Increased Logistics Cost
- Limited availability of Vessels/Air Cargo
- Reduced manpower
- Lower demand as the COVID-19 focus lead to postponement of non-critical (elective) surgeries

ACTIONS

- Managing Operations with COVID Protocol
- COVID Awareness Programs for Employees
- Increased COVID specific CSR spent.
- Added COVID specific Range of products in Diagnostics and Respiratory Care

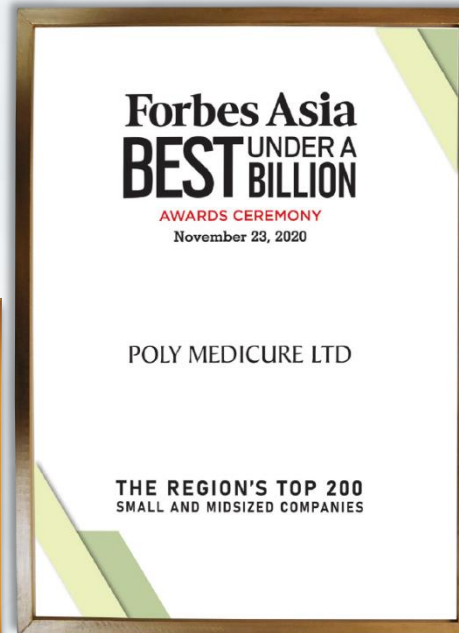
Awards & Recognition



"CFO AWARD"
Financial Express



"ATMANIRBHAR MEDTECH CO."
Medgate Today



"BEST UNDER A BILLION"
Forbes Asia



"TORCHBEARER OF HEALTHCARE"
Medgate Today



"TOP EXPORTER AWARD"
Plastic Export Promotion Council

Thank You

Poly Medicure Limited

Registered Office:

232 B, 3rd Floor, Okhla Industrial Estate, Phase III,
New Delhi-110020, India

Tel:- 91-11-33550700, 47317000, 26321838/99

For any general queries, Reach us at:

info@polymedicure.com

Visit: www.polymedicure.com

CELEBRATING

