



# Investors Presentation

May 2023

Confidential | Slide 1

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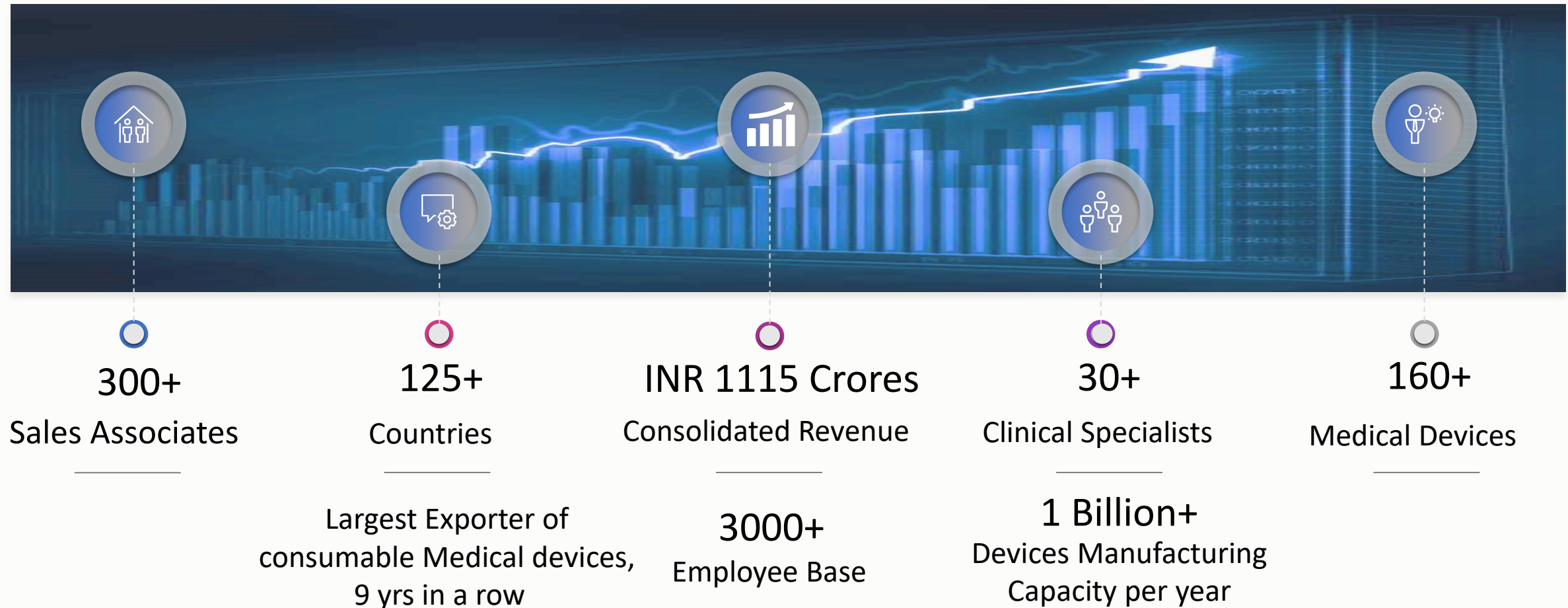
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# Table of Contents

<u>Polymed at a Glance</u>	4
<u>Board of Directors</u>	9
<u>Manufacturing Excellence</u>	11
<u>Research and Development</u>	15
<u>Sustainability Reporting</u>	17
<u>Financial Data</u>	19
<u>Medical Devices Policy 2023</u>	23
<u>Way Forward</u>	26
<u>Capex Update</u>	27
<u>Awards and Corporate Communication</u>	28



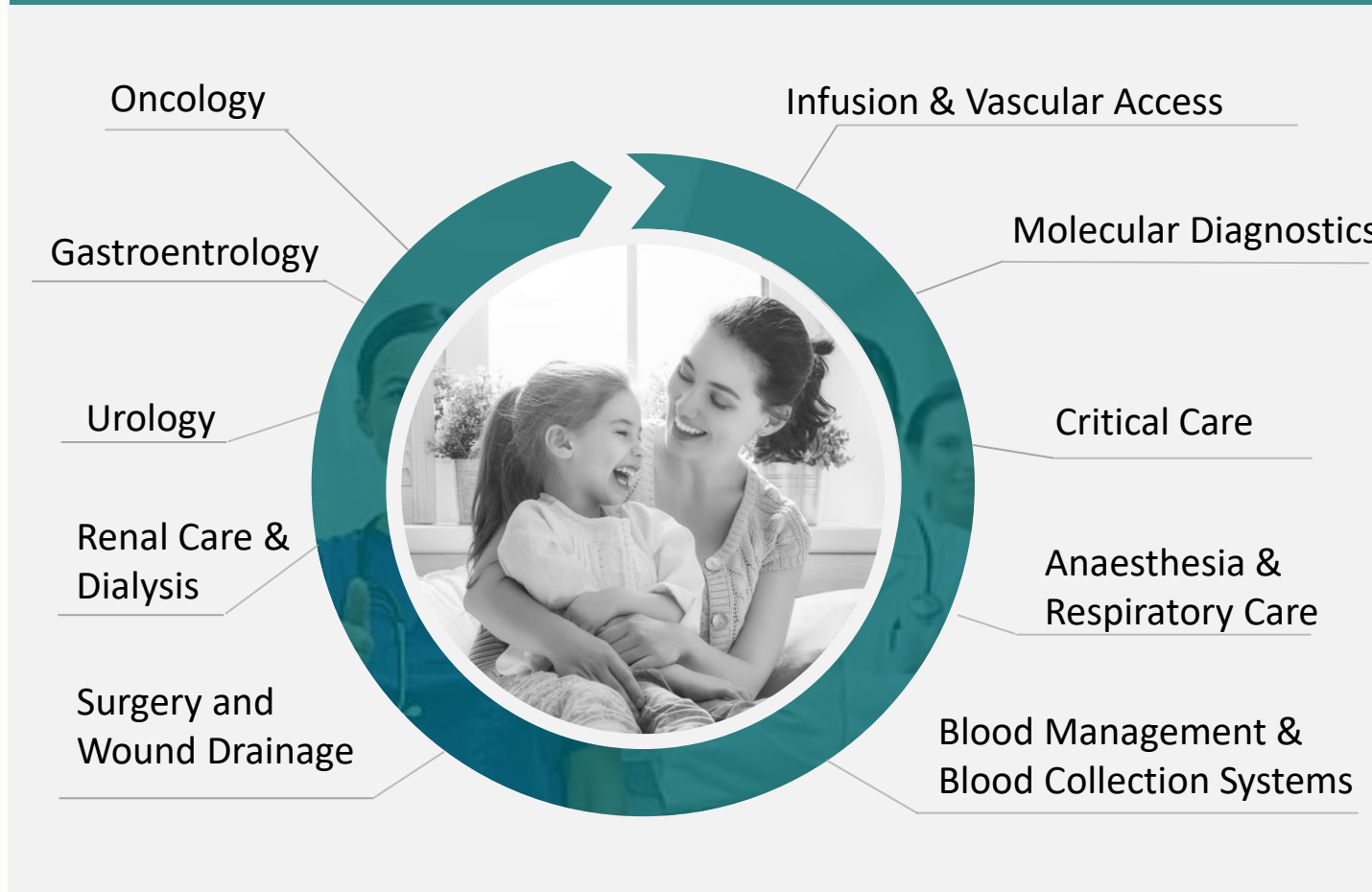
# Polymed at a Glance



# Polymed's Unique Position

EMINENCE IN FLUID MANAGEMENT DISPOSABLES AND PROCEDURAL MEDICAL DEVICES

## COMPREHENSIVE PRODUCT RANGE

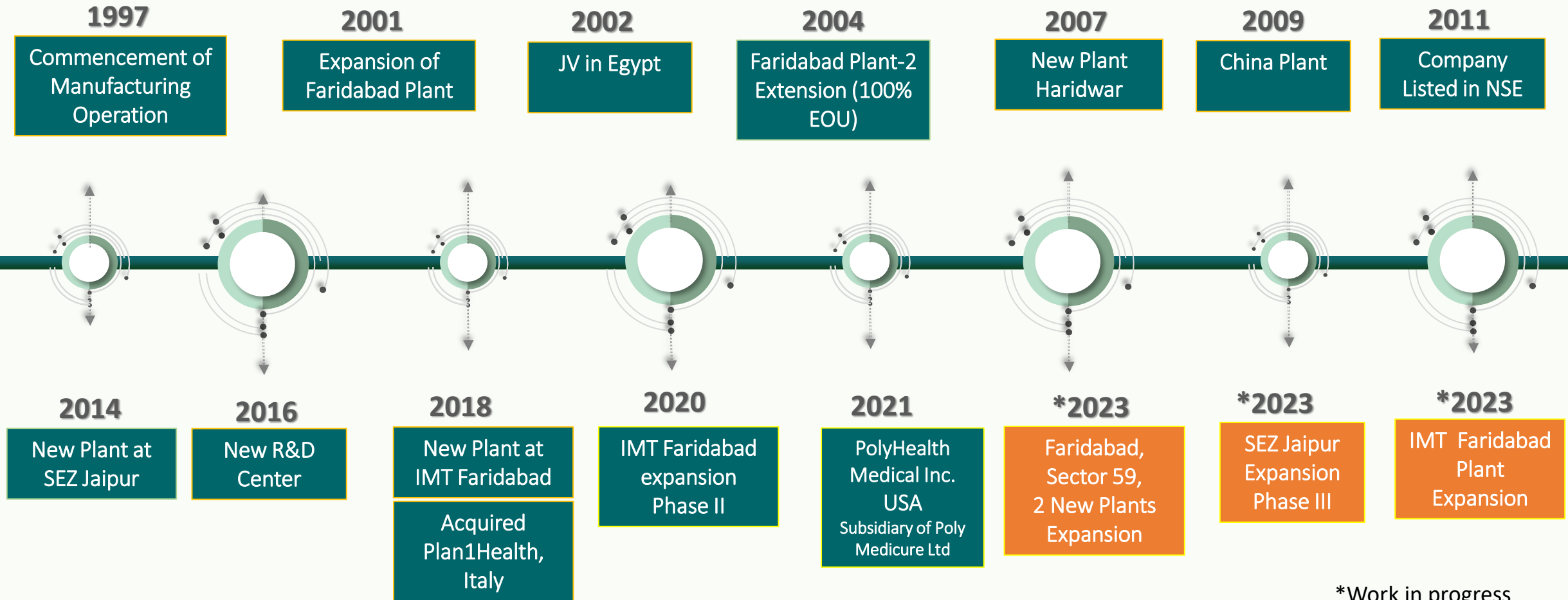


Portfolio of more than **160+** Medical Devices

**26 Years** of manufacturing excellence

# Our Journey.....

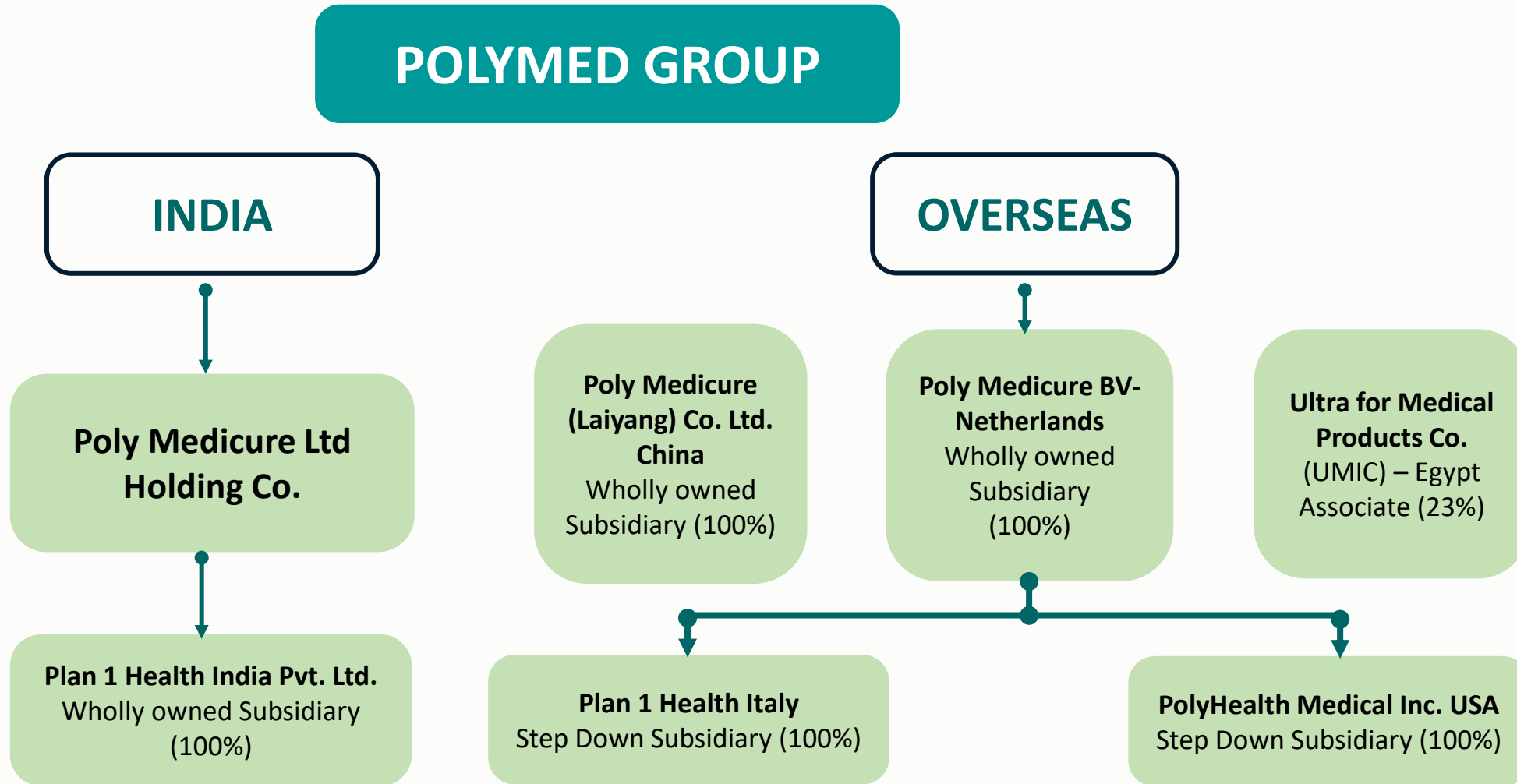
## A SUCCESSFUL STORY SPANNING OVER 25 YEARS



\*Work in progress

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

# Corporate Structure



# 2020-2025 Vision

## TRANSFORM FROM A PRODUCT COMPANY TO A SOLUTION PROVIDER ORGANIZATION

### Started in 1997

Commencement of Manufacturing Operation

### 2002-2009

Product and facility expansion

### 2011-2019

New R&D Center  
Acq of Plan 1 Health  
New Manufacturing Plants



### 2020-2021

- Focus on commercial launch of current product pipeline
- Invest in development of infection reduction and fluid management and accelerate time to market
- Upscale R&D and Operations

### 2022-2025

- Launch differentiated new products in premium markets and geographies
- Accelerate growth in developed countries
- Develop critical care range of products

### 2026 and beyond

- Globally recognized solution provider of infection reduction technologies and fluid management products

**TODAY**



**Preferred Supplier**

**Solutions Partner**



Value Based Supplier



Supplier of 1<sup>st</sup> Choice



Driving Delivery of Health Care



# Board of Directors & Management



**Mr. Himanshu Baid**  
(Managing Director)



**Mr. Jugal Kishore Baid**  
(Non-Executive Director)



**Mr. Prakash Chand Surana**  
(Non-Executive Independent Director)



**Mr. Amit Khosla**  
(Non-Executive Independent Director)



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



**Mrs. Mukulika Baid**  
(Non-Executive Director)



**Mr. Alessandro Balboni**  
(Non-Executive Non-Independent Director)



**Ms. Sonal Mattoo**  
(Non-Executive Independent Director)



**Mr. Rishi Baid**  
(Joint Managing Director)



**Dr. Shailendra Raj Mehta**  
(Non-Executive Independent Director)



**Dr. Sandeep Bhargava**  
(Non-Executive Independent Director)



**Dr. Ambrish Mithal**  
(Non-Executive Independent Director)

# Executive Global Leadership

Building out Geographical Leadership with strong medical device experience & expertise



**Heyward Powe**  
VP Sales & Business Development, North & Central America

- 24 years Medical Device Experience
- He brings a wealth of knowledge with Hospital Sales, Group Purchasing Organizations, Global and Regional Distribution, Integrated Delivery Networks, and Value Analysis Committees.



**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

# Across the World, We serve people in over 125+ countries

## Our Growth Verticals



Vascular Access



Dialysis & Renal Care



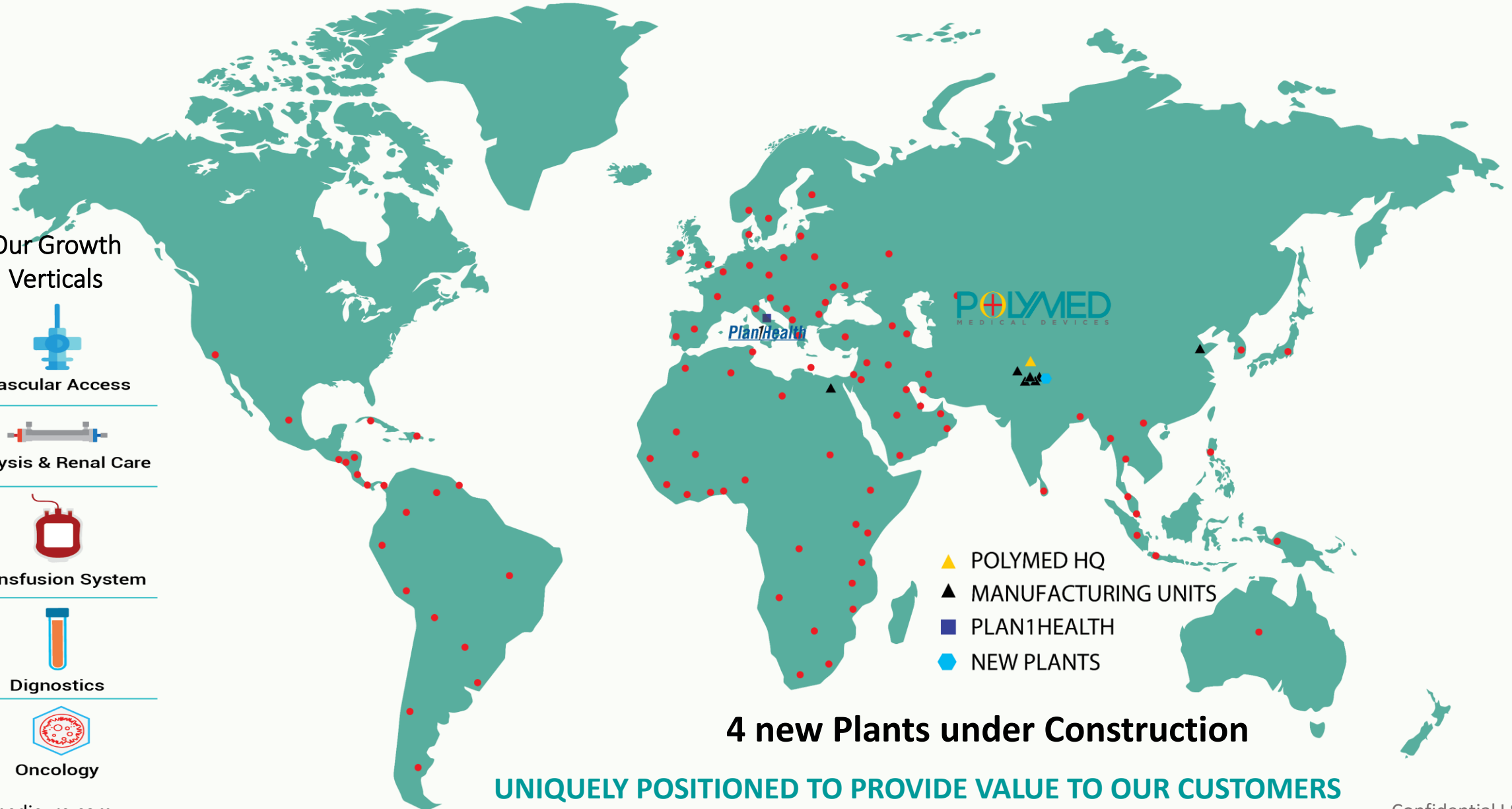
Transfusion System



Dignostics



Oncology



**4 new Plants under Construction**

**UNIQUELY POSITIONED TO PROVIDE VALUE TO OUR CUSTOMERS**

# Manufacturing

(INDIA, ITALY, EGYPT, CHINA)



1<sup>st</sup> Medical Device Company from India to have overseas plants.

Over 300+ Moulding Machines & 1200+ Injection Molds

More than 200+ automatic assembly machines with vision control systems.

50+ 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

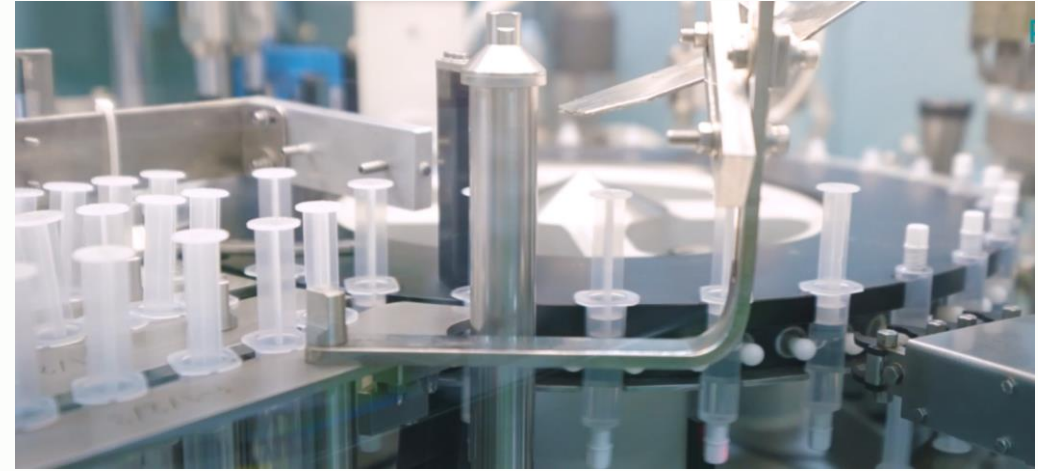


Amaro, Italy

# Manufacturing Excellence



# Manufacturing Excellence



# Research and Development Capabilities

## Product Design & Development

- Product Design using CAD Software ProE Creo, Solidworks, NX, AutoCAD
- Dedicated R&D Quality Lab for Design Verification
- Program Management skills
- 3D Printing Prototype facility
- PLC Programming



## Tooling

- Mold Design & Development
- Mold Flow Analysis for simulation
- VMC, CNC machines EDM/Wirecut/Milling/Centerless Grinder
- Laser Welding & Etching

**Patents Granted**  
 (as on 31.03.2023)

372

71

**Pending Patent Applications**  
 (as on 31.03.2023)

# Research and Development Capabilities

## Manufacturing Process

- Cannula manufacturing
- Ultrasonic Welding
- Radio Frequency Welding
- Thermal Bonding
- Hot Air Welding
- Laser Welding
- Plasma Welding
- UV Gluing & Curing
- Hydrophilic Coating
- Micro-drilling-Eyelet cut/punch (SS/Plastic)
- Pad printing
- Laser printing



## Processing capabilities

- Injection Molding  
Horizontal M/C's
- Insert Molding (Vertical M/C's)
- Extrusion (PVC, PU, FEP)
- Blow Molding
- Sheet Extrusion



# Sustainability & MDSAP Certifications

ZERTIFIKAT ◆ CERTIFICATE ◆ CERTIFICADO ◆ CERTIFICAT

## CERTIFICATE

The Certification Body of TÜV SÜD South Asia Private Limited certifies that



**Poly Medcure Limited**  
Plot No. PA 010-018, PA 010-019, Mahindra world city (Jaipur) Ltd.,  
Multi product SEZ Jaipur – 302 037, Rajasthan, India

has implemented Environmental Management System  
in accordance with ISO 14001:2015  
for the scope of

Manufacture, Warehouse, Sales and Marketing of  
Sterile / Non-Sterile Medical Devices for Infusion, Transfusion, General  
Surgery, Anaesthesia, Gastroenterology, Respiratory, Diagnostics and  
Cardiogram by Injection Moulding, Plastic Extrusion, Assembly,  
Packing and Sterilization

The certificate is valid from 2022-06-29 until 2025-06-28  
Subject to successful completion of annual periodic audits  
The present status of this certificate can be obtained through TÜV SÜD website by scanning below QR code and by  
entering the certificate number (without spaces) on web page. Further clarifications regarding the status & scope of  
this certificate may be obtained by consulting the certification body at [info@tuvindia.com](mailto:info@tuvindia.com)

Certificate Registration No. 99 104 01414  
Date of Initial certification: 2022-06-29  
Issue Date: 2022-06-29 Rev. 00

*Rahul Kale*

Rahul Kale  
Head of Certification Body  
of TÜV SÜD South Asia Private Limited,  
Mumbai  
Member of TÜV SÜD Group



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### ISO-14001

ZERTIFIKAT ◆ CERTIFICATE ◆ CERTIFICADO ◆ CERTIFICAT

## CERTIFICATE

The Certification Body of TÜV SÜD South Asia Private Limited certifies that



**Poly Medcure Limited**  
Plot No.34, Sector-68, IMT, Faridabad – 121 004, Haryana, India

has implemented Environmental Management System  
in accordance with ISO 14001:2015  
for the scope of

Design & Development, Manufacture, Sales and Distribution of  
Sterile & Non-Sterile Non-Active Non-Implantable Medical Devices for  
Infusion, Transfusion, General Surgery, Dialysis, Urology,  
Anaesthesia, Gastroenterology, Cardiovascular, In vitro Diagnostic  
Respiratory by Injection Moulding, Plastic Extrusion, Assembly,  
packing and sterilization.

The certificate is valid from 2022-06-29 until 2025-06-28  
Subject to successful completion of annual periodic audits  
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entering the certificate number (without spaces) on web page. Further clarifications regarding the status & scope of  
this certificate may be obtained by consulting the certification body at [info@tuvindia.com](mailto:info@tuvindia.com)

Certificate Registration No. 99 104 01415  
Date of Initial certification: 2022-06-29  
Issue Date: 2022-06-29 Rev. 00

*Rahul Kale*

Rahul Kale  
Head of Certification Body  
of TÜV SÜD South Asia Private Limited,  
Mumbai  
Member of TÜV SÜD Group



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ZERTIFIKAT ◆ CERTIFICATE ◆ CERTIFICADO ◆ CERTIFICAT



## CERTIFICATE

No. QS6 105485 0009 Rev. 00

Certificate Holder: **POLY MEDICURE LIMITED**  
Plot No. 34  
Sector-68, IMT  
Faridabad, Haryana 121004  
INDIA

Certification Mark:

Scope of Certificate: **Manufacture of IV Catheters (Cannula) with / without Safety Features, Infusion Sets, Prefilled Syringe with Saline Solutions, Vial Access Spike, Needle Free Connectors, Auto Disable Syringes, Safety Huber Needle, Spinal Needle, Endotracheal Tubes, Disinfecting Port Protectors, Fistula Needle with / without Safety Features, Blood Line Sets, Dialysis Filters for the areas of Infusion, Anesthesia and Dialysis**

Standard(s): **ISO 13485:2016**

Regulatory Authority(ies): **Brazil ANVISA, Health Canada, USA FDA. See attached for listing of specific regulatory requirements.**

The Certification Body of TÜV SÜD America Inc. certifies that the quality management system of the manufacturer listed above has been audited against the stated criteria and found to conform to those criteria for the scope of certification listed. Validity of this certificate can be obtained by visiting the website [www.tuvsud.com/ps-cert](http://www.tuvsud.com/ps-cert)  
TÜV SÜD America Inc. is an MDSAP Recognized Auditing Organization.

REPs Facility ID: **F005858**  
Effective Date: **2022-06-16**  
Expiry Date: **2025-06-15**

Page 1 of 2  
Date of Issue: 2022-06-28

*(Renée Walker)*  
Manager, US Certification Body,  
Medical and Health Services

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### MDSAP

ZERTIFIKAT ◆ CERTIFICATE ◆ CERTIFICADO ◆ CERTIFICAT



## CERTIFICATE

No. QS6 105735 0007 Rev. 00

Certificate Holder: **Poly Medcure Limited**  
Plot No.PA-010-018, PA-010-019  
Mahindra World City (Jaipur) Ltd, Multi- Product SEZ  
Jaipur, Rajasthan 302037  
INDIA

Certification Mark:

Scope of Certificate: **Manufacture of IV Catheters (Cannula) with / without Safety Features, Infusion Sets, Safety Hypodermic Needles, Safety Winged Infusion Set, Blood Transfusion Set, Blood Collection Needle with / without Safety Feature, Blood Collection Tubes, Suction Catheters, Infant Feeding Tubes, High Pressure Vacuum Drainage Bottle, Yankaur Suction Set (Suction Tube and / or Handle), ECG Electrodes and Alcohol Swabs for the areas of Infusion, Transfusion, Diagnostics, Anesthesia, Gastroenterology, General Surgery, Heartbeat Monitoring and Disinfecting**

Standard(s): **ISO 13485:2016**

Regulatory Authority(ies): **Brazil ANVISA, Health Canada, USA FDA. See attached for listing of specific regulatory requirements.**

The Certification Body of TÜV SÜD America Inc. certifies that the quality management system of the manufacturer listed above has been audited against the stated criteria and found to conform to those criteria for the scope of certification listed. Validity of this certificate can be obtained by visiting the website [www.tuvsud.com/ps-cert](http://www.tuvsud.com/ps-cert)  
TÜV SÜD America Inc. is an MDSAP Recognized Auditing Organization.

REPs Facility ID: **F005860**  
Effective Date: **2022-07-26**  
Expiry Date: **2025-07-25**

Page 1 of 2  
Date of Issue: 2022-08-09

*(Renée Walker)*  
Manager, US Certification Body,  
Medical and Health Services

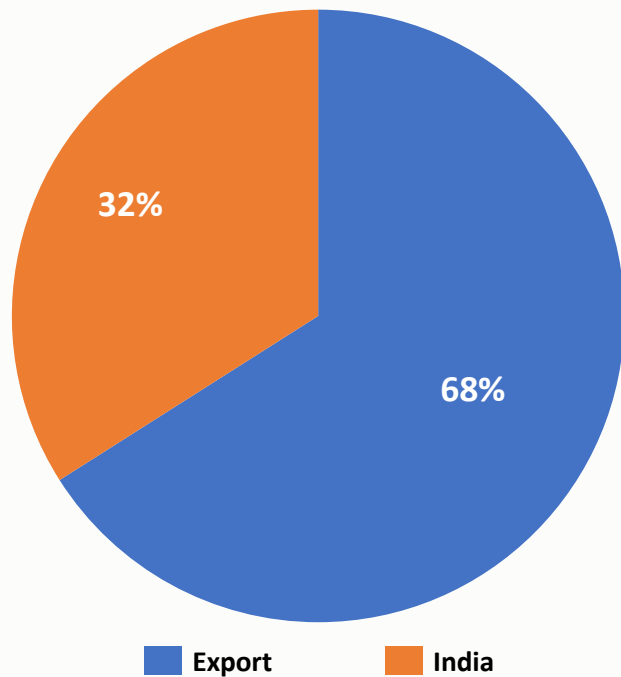
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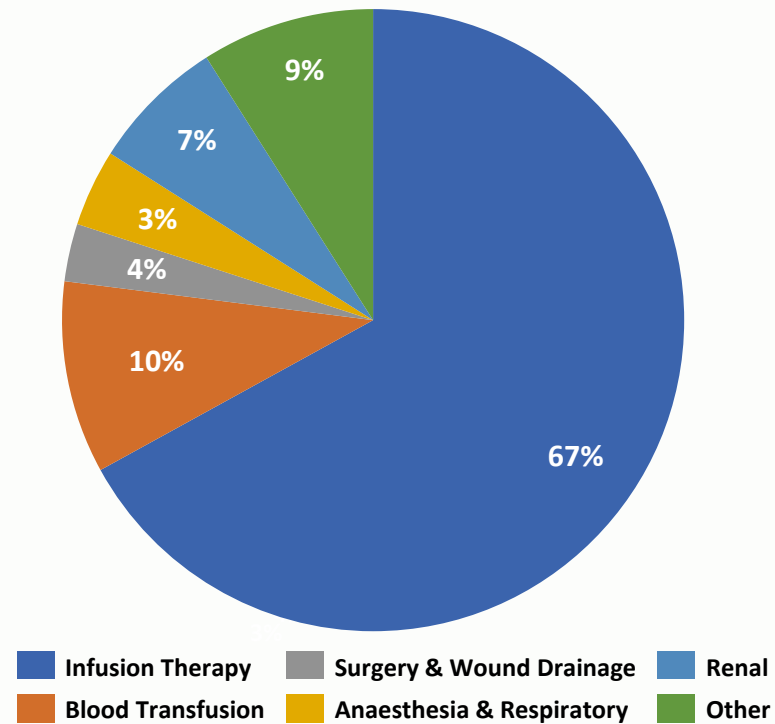
# Stickiness in customer base & sustainable business

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

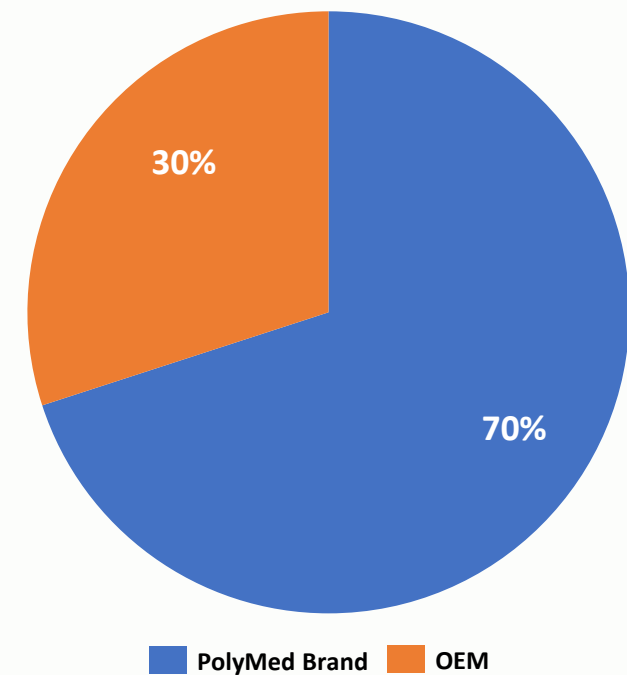
Polymed Sales By Geography



Polymed Sales By Product Category



Polymed Brand and OEM Private Label Sales

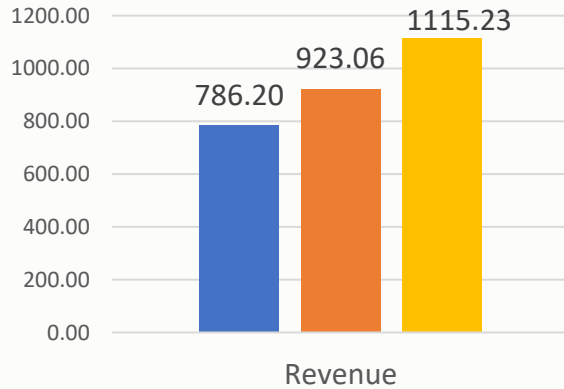


# Our Strength:

## Consistent all-round growth (Consolidated)



### REVENUE (₹ Crs)

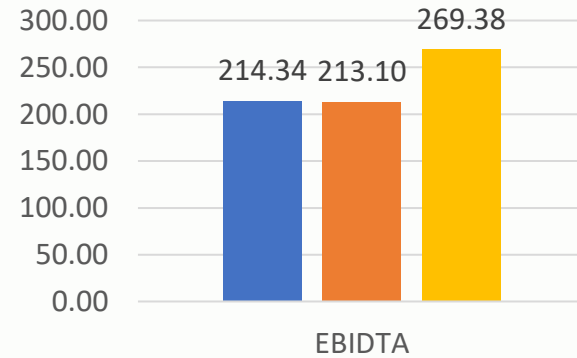


■ FY 2021 ■ FY 2022 ■ FY 2023

Year	Revenue	CAGR
FY 2021	786.20	20%
FY 2022	923.06	
FY 2023	1115.23	



### EBIDTA (₹ Crs)

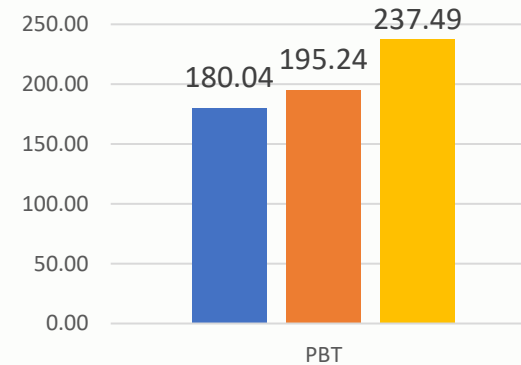


■ FY 2021 ■ FY 2022 ■ FY 2023

Year	EBIDTA	%
FY 2021	214.34	27.26%
FY 2022	213.10	23.09%
FY 2023	269.38	24.16%



### PBT (₹ Crs)

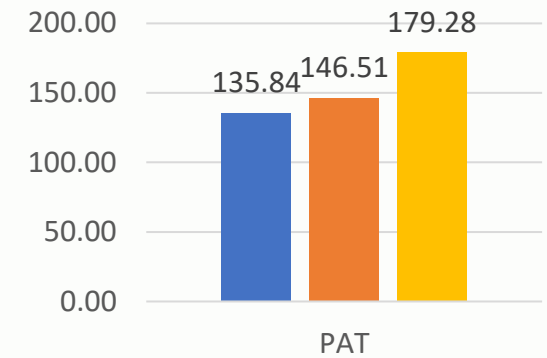


■ FY 2021 ■ FY 2022 ■ FY 2023

Year	PBT	%
FY 2021	180.04	22.90%
FY 2022	195.24	21.15%
FY 2023	237.49	21.30%



### PAT (₹ Crs)

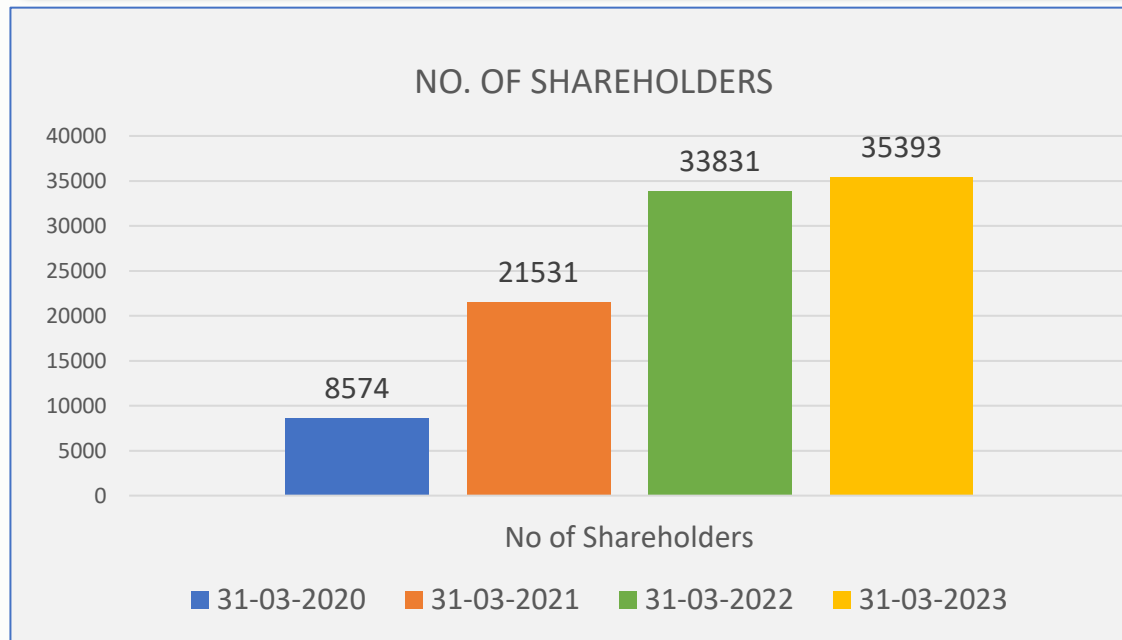


■ FY 2021 ■ FY 2022 ■ FY 2023

Year	PAT	%
FY 2021	135.84	17.28%
FY 2022	146.51	15.87%
FY 2023	179.28	16.08%

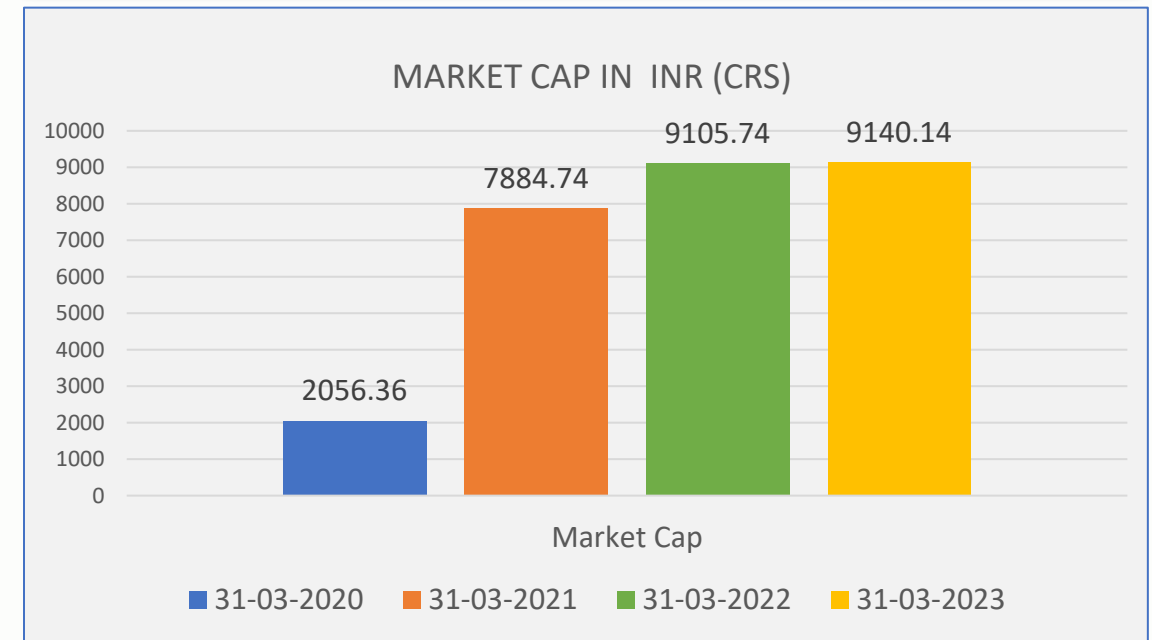
# Creating Value for Shareholders

## Increasing Shareholders Base



Date	No of Shareholders
31-03-2020	8,574
31-03-2021	21,531
31-03-2022	33,831
31-03-2023	35,393

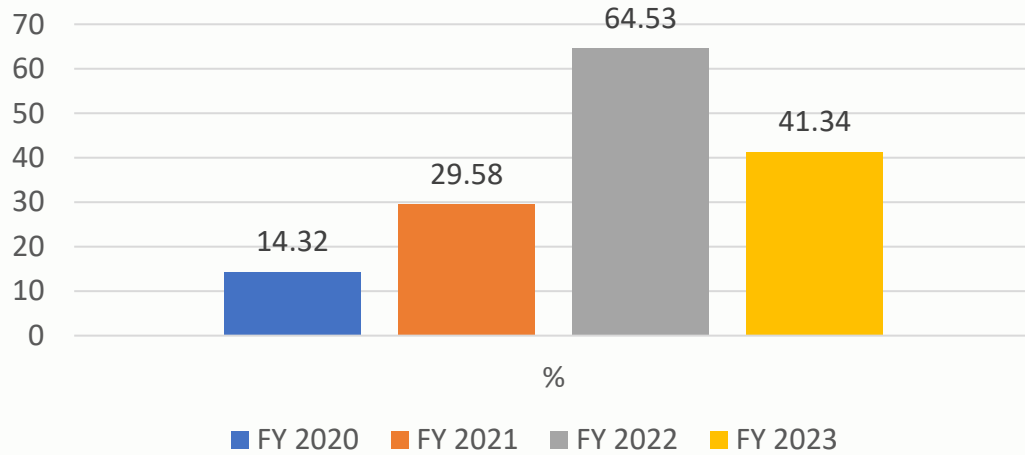
## Creating Value for Shareholders



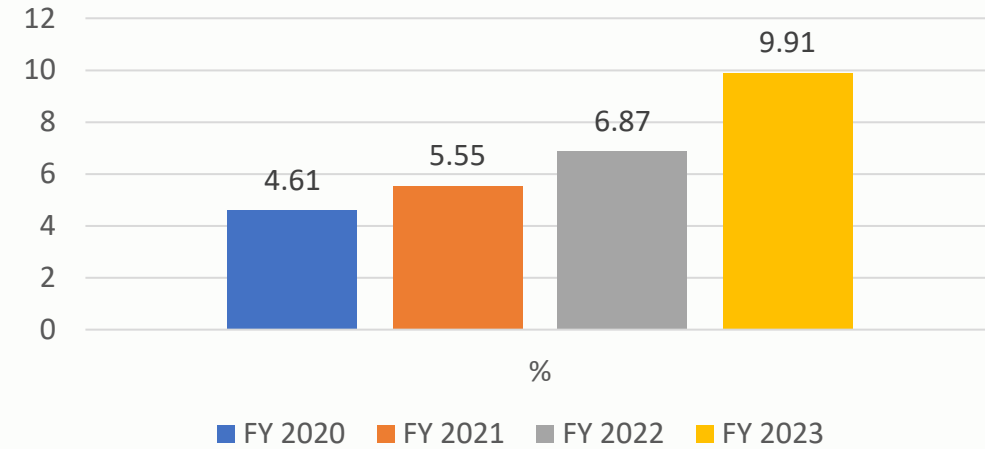
Date	Market Cap in INR (Cr)
31-03-2020	2,056.36
31-03-2021	7,884.74
31-03-2022	9,105.74
31-03-2023	9,140.14

# Ratio's

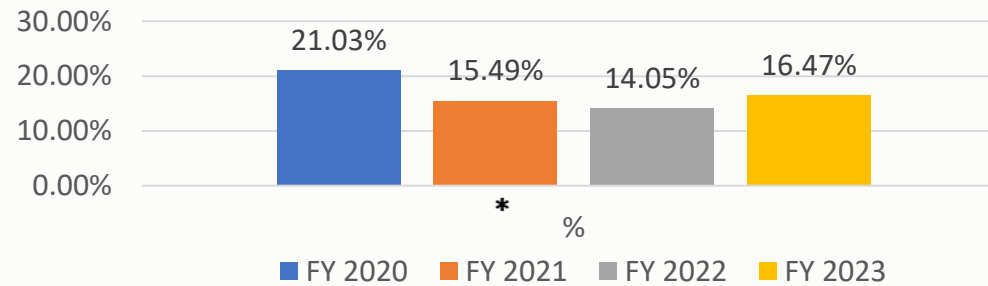
**Interest Coverage**



**Debt Service Coverage**

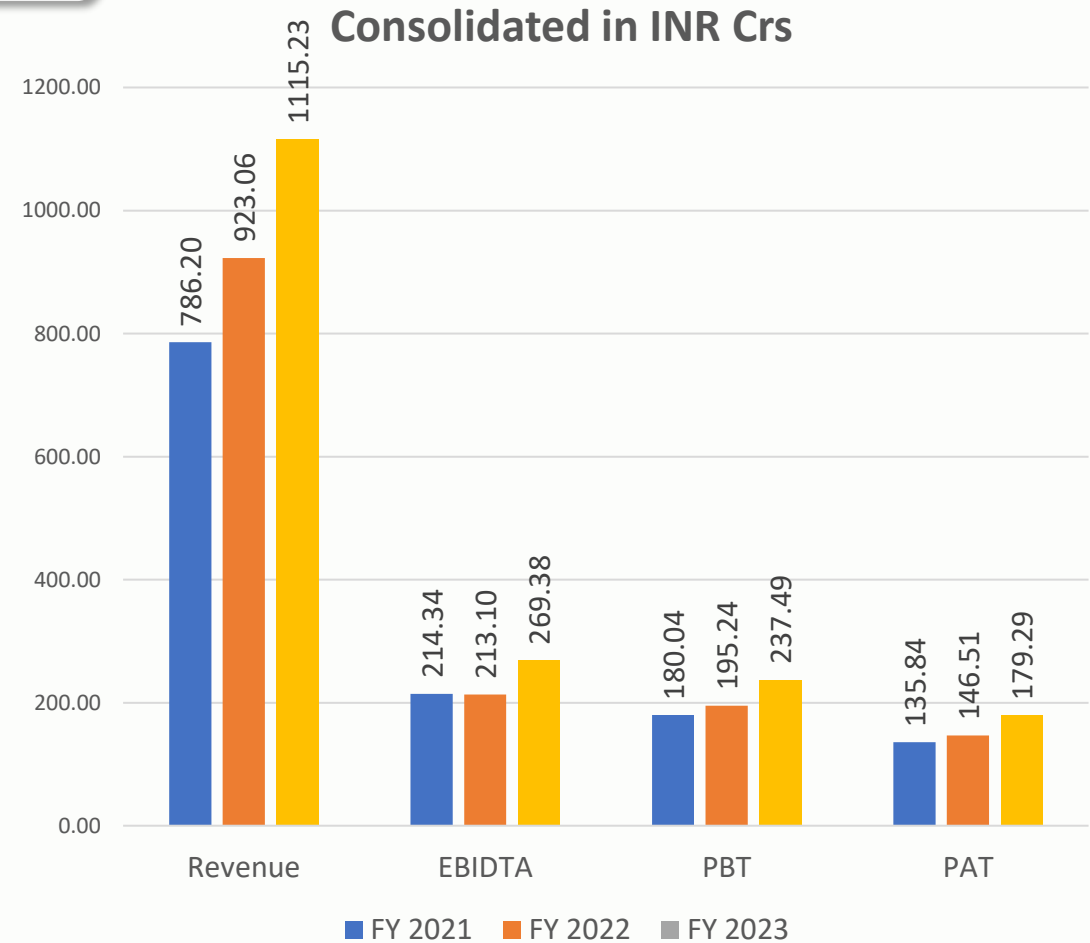
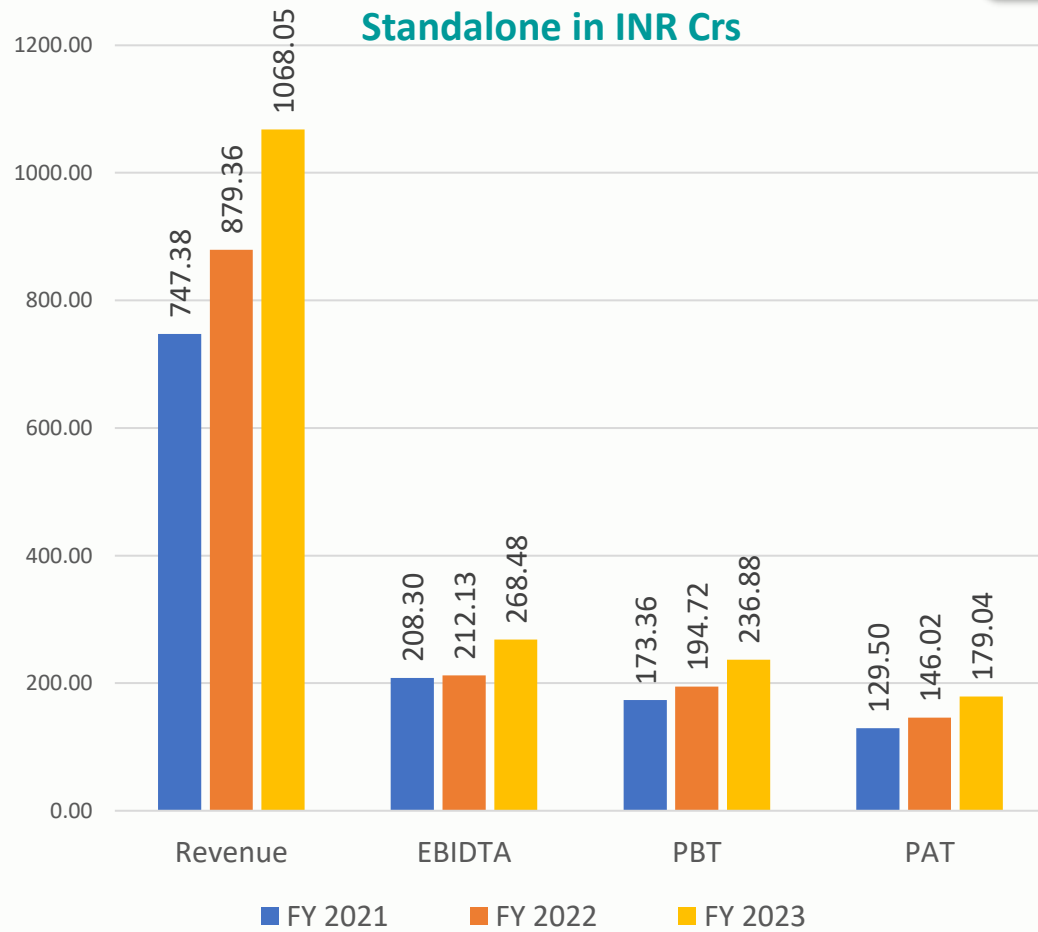


**ROCE**

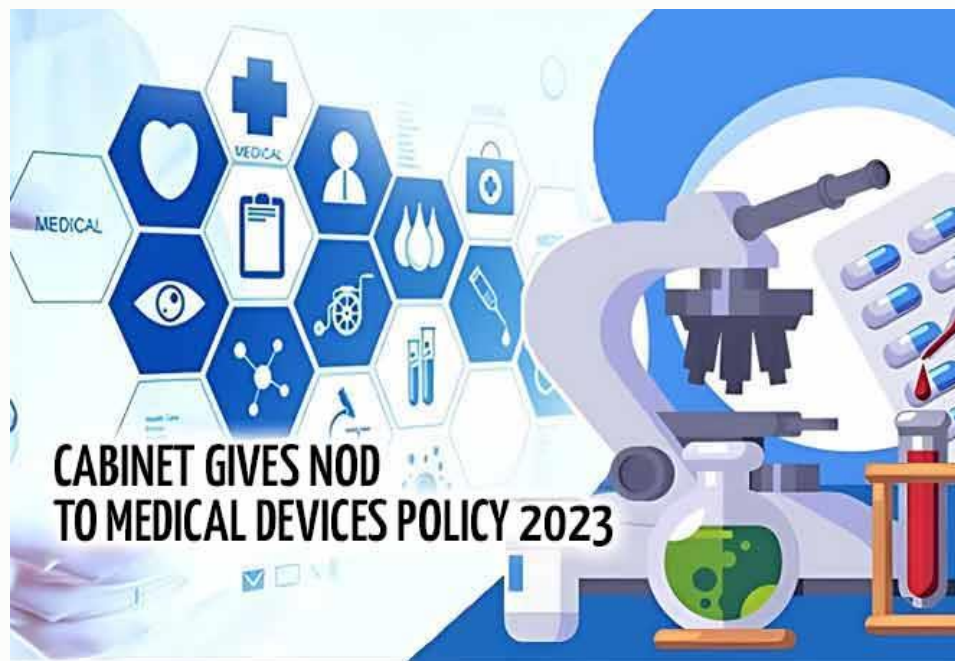


\* Increase in Share Capital due to QIP in Feb 2021

# Performance Standalone/Consolidated



# New National Medical Devices Policy 2023



## Vision:

- ✓ Accelerated growth path with a patient-centric approach
- ✓ To emerge as the global leader in the manufacturing and innovation of medical devices by achieving 10-12% share in the expanding global market over the next 25 years.
- ✓ Policy is expected to help the Medical Devices Sector grow from present \$11 Bn to \$50 Bn by 2030.

**Mission:** Policy lays down a roadmap for accelerated growth of the medical devices sector to achieve the following missions viz,

- ✓ Access & Universality
- ✓ Affordability,
- ✓ Quality,
- ✓ Patient Centred & Quality Care,
- ✓ Preventive & Promotive Health Security,
- ✓ Research and Innovation and Skilled manpower.

# New National Medical Devices Policy 2023

## Strategies to Promote Medical Device Sector:

- **Regulatory Streamlining:** creation of a Single Window Clearance System, enhancing the Role of BIS and designing a coherent pricing regulation.
- **Enabling Infrastructure:** The establishment and strengthening of large medical device parks.
- **Facilitating R&D and Innovation:** Department's proposed National Policy on R&D and Innovation in the Pharma- MedTech Sector .
- **Attracting Investments in the Sector:** encourages private investments, Venture Capitalists, and also Public-Private Partnership(PPP).
- **Human Resources Development:** to have a steady supply of skilled work force across the value chain
- **Brand Positioning and Awareness Creation:** Dedicated Export Promotion Council enabling market access.



## Production Linked Incentive Scheme (I & II)



- Polymed got approval under Renal Care Segment. New Cardio range to be added
- Committed Investment of 70 Crs under the scheme from FY 2022-28
- 25.5 Crs of Investment done upto Mar-23 under the scheme
- Polymed got approval under In Vitro Diagnostic Medical devices. New range of Molecular Chemicals, reagents and diagnostic kits added.
- Committed Investment of 50 Crs under the scheme from FY 2021-28
- 22 Crs of Investment done upto Mar-23 under the scheme. Qualified to claim incentive for 2022-23

# Way Forward ...

## Vascular Access

- Be a leading global player
- Expand footprint in Europe & USA

01

## Renal

- Introduce Indigenous Dialysis Machine
- Expand Dialyzer range

02

## Research & Development

- Increase R&D investments
- Shorter lead time for commercialization

03



## International Strategy

- Transition to MDR
- Improve Brand visibility in International markets
- **Received US FDA 510(K) clearance for two products**

04

## Promote Infection Prevention and Safety

- Targeted Clinical engagement

05

## Operational Excellence

- Build sustainability
- Adopt best ESG standards
- ISO 14001

06

## Capex Update

- Capex incurred in FY 2022-23 : INR 237 Crs
- Capex planned for FY 2023-24 : INR 200 Crs

### Premises under Construction as on 31<sup>st</sup> March 2023



Faridabad Manufacturing and  
Warehouse 56A  
Scheduled Operation Q1 -2023-24



Jaipur SEZ Phase - II  
Scheduled Operation Q1 -2023-24



Faridabad Plant 117  
Scheduled Operation Q2 -2023-24



Faridabad IMT Plant II  
Scheduled Operation Q3 -2023-24

## Awards & Recognition



**"Top 50 Innovative Companies Award 2022" By Confederation of Indian Industry – Received in December 2022**

# Corporate Communication

Media | Industry Events | Webinars | Social Media | Clinical Engagements | Conferences



1 lac + followers on social media,  
250 posts pushed last year



# Corporate Communication

Media | Industry Events | Webinars | Social Media | Clinical Engagements | Conferences

Arab Health  ARAB HEALTH 2023, Dubai



 MEDICA 2022, Germany



INS Annual Conference 2022, Delhi



ISNCON 2022, Pune



# Thank You

## Poly Medicure Limited

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Registered Office:

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New Delhi-110020, India

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

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