

Poly Medicure Limited

Regd. Office: 232 B, 3rd Floor, Okhla Industrial Estate,
Phase-III, New Delhi - 110 020 (INDIA)
T: +91-11- 33550700, 47317000
E: info@polymedicure.com W: polymedicure.com
CIN: L 40300DL1995PLC066923



Date: 17th May 2024

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.

Sub: Submission of Investor's Presentation

Dear Sir/Ma'am,

Pursuant to Regulation 30, Regulation 51 and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor's Presentation with respect to Audited Financial Results for Quarter and Financial Year ended on March 31, 2024.

The same is also available on the website of company i.e. www.polymedicure.com.

Request you to take the same on records.

Thanking You,

Yours Sincerely

For Poly Medicure Limited

Avinash Chandra
Company Secretary





Investor's Presentation

Poly Medicure Ltd.
May 2024

Forward Looking Statement

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We are commanding a **formidable** presence in the medical devices space

Polymed at a Glance

 **12**
Specialities

 **12**
Manufacturing Plants
Across 4 countries

 **125+**
Countries

200+
Medical Devices

 **4000+**
Employee Base

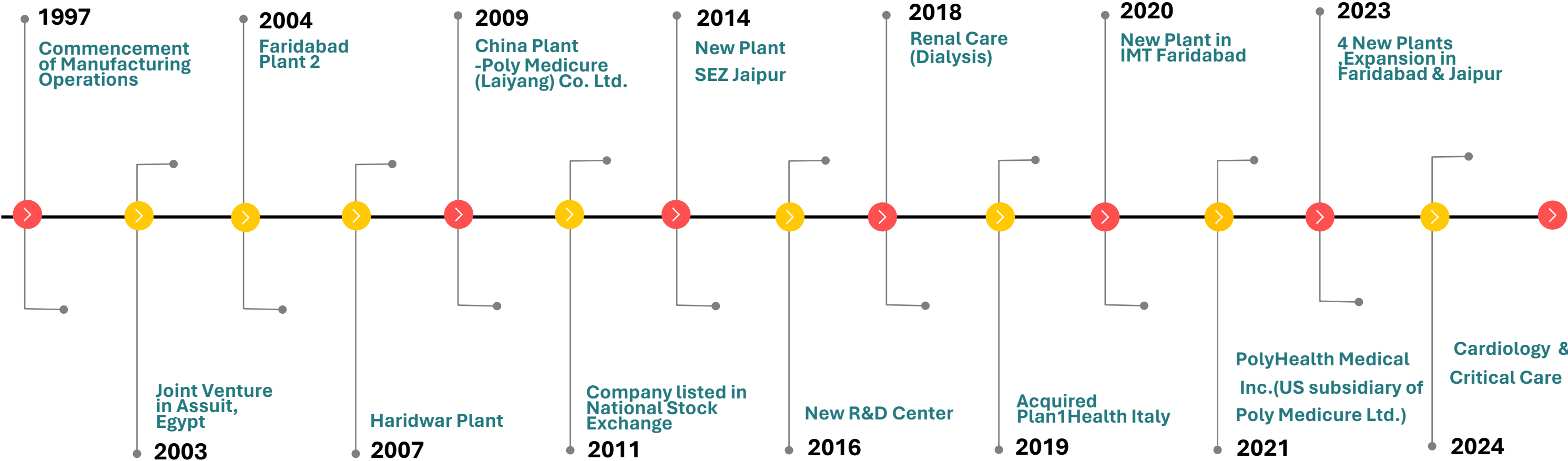
 **400+**
Sales Associates

 **400+**
Patents

 **1.2 Billion+**
Devices Manufacturing Capacity
Per year

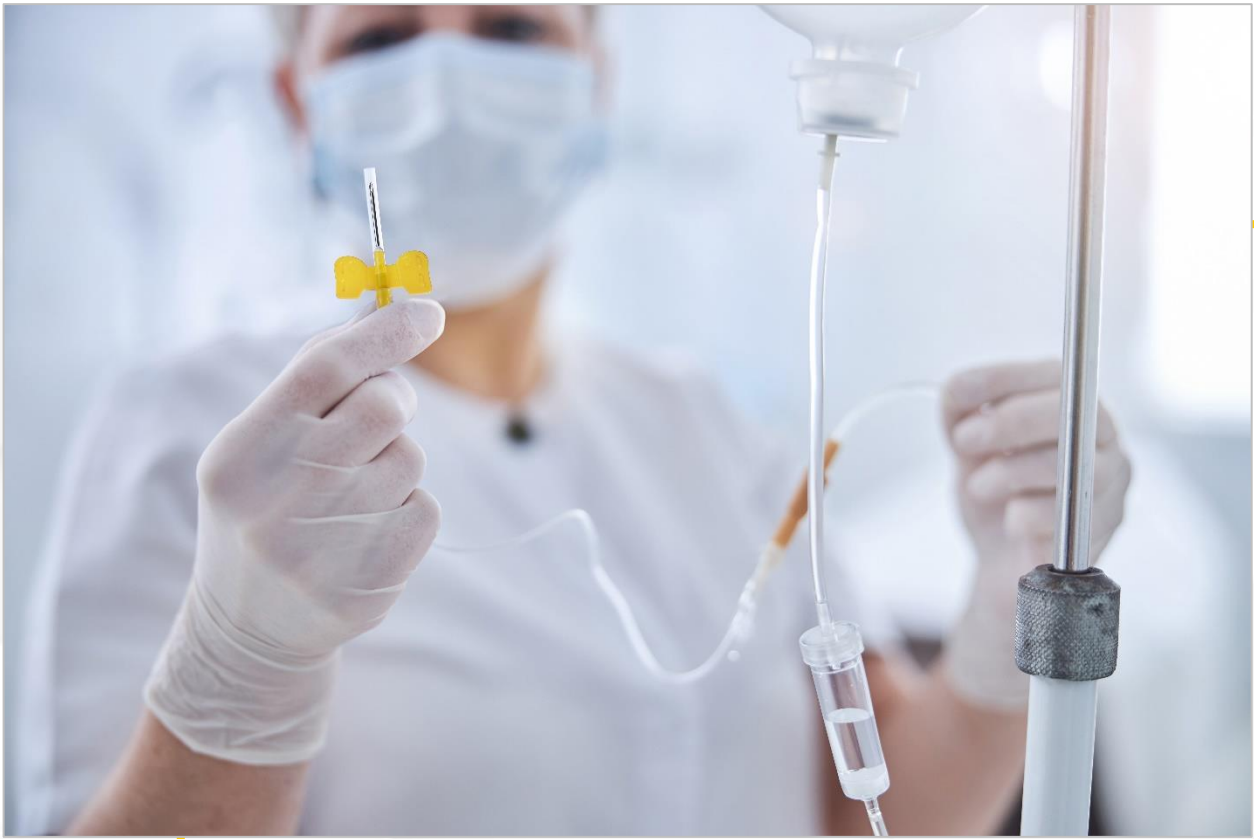
Navigating Our Journey

Polymed's Path of Milestones and Triumphs



Polymed spearheads **innovation** across diverse healthcare domains, advancing towards a **healthier world**

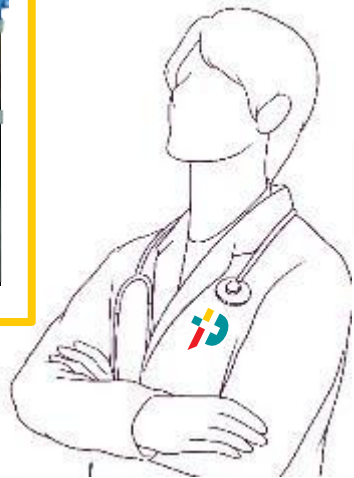
Billion Lives touched Annually



FLUID MANAGEMENT



PROCEDURAL MEDICAL DEVICES & EQUIPMENTS



Comprehensive Integration

Our Solutions **Enhance Care** Across the Hospital Spectrum

IPD



ICU



Blood Bank



Emergency



Dialysis Centre



Operation Theatre



Pathology Lab

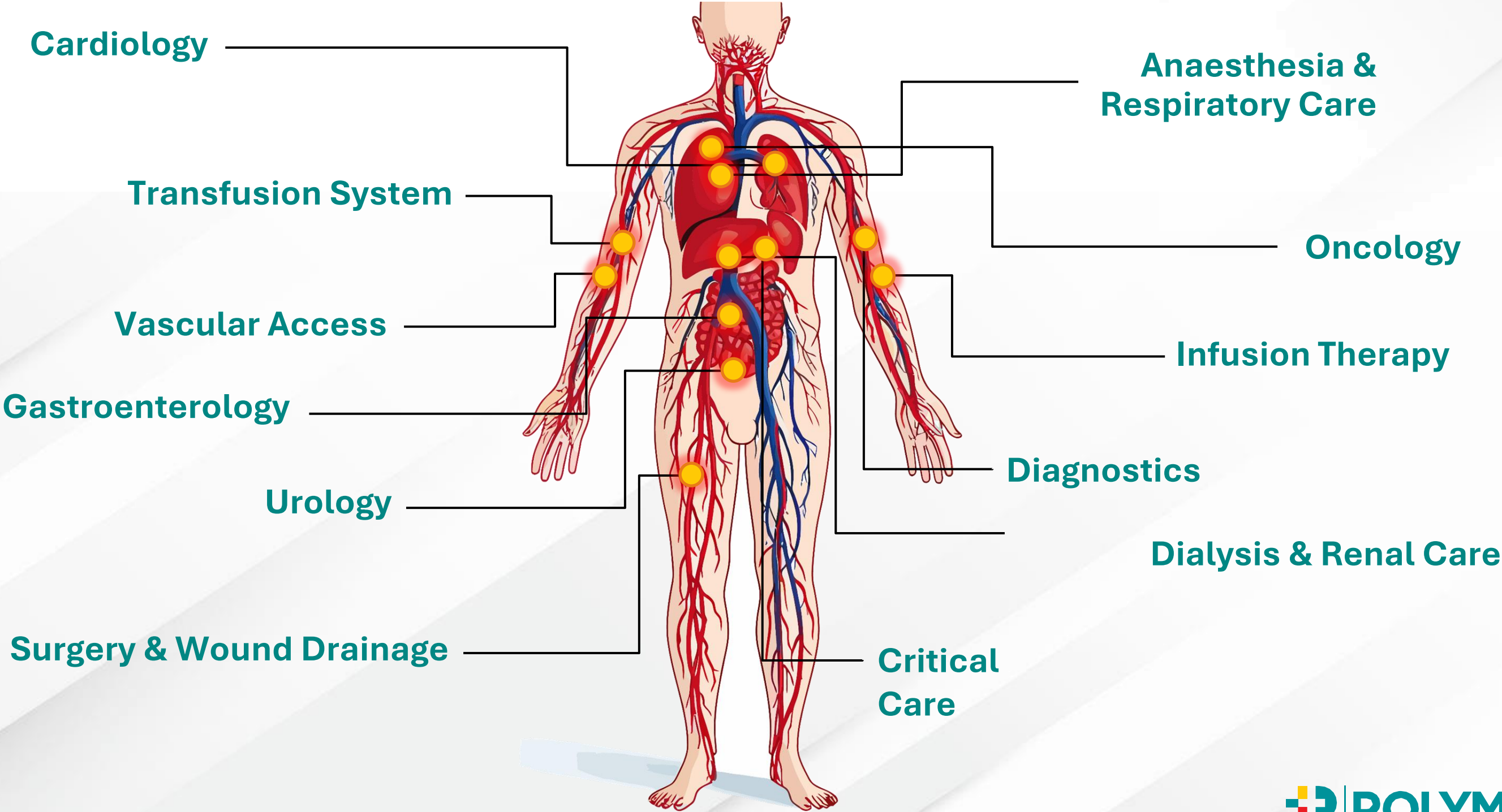


Specialty Treatment Units

Oncology, Cardiology,
Gaestrontology, Urology



Our **Innovations** Deliver Vital **Care** to Key Clinical Specialties



Diving into Our Product Portfolio

Vascular Access



IV Cannula



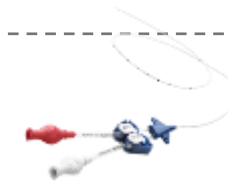
Arterial Catheter



Central Venous Catheters



Mini Mid Lines - OTN



Peripherally Inserted Central Catheter



Peripherally inserted Venous Catheters



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



Vial Access Spike with Integrated Valve



Manifolds



Arterial Blood Collection Syringe

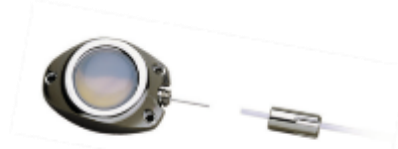


Prefilled Saline Syringe



Needle Free Connectors

Oncology



Implantable port



PICC Catheter



Mini Mid Lines- OTW



Safety IV Cannula With Blood Control



Safety Huber Needle



Disinfecting Cap



IV Infusion Set For Photosensitive Drugs



Safety Closed IV Catheter System



Photosensitive HP Line

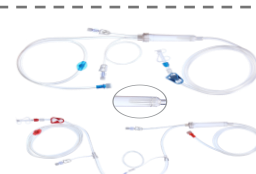
Dialysis



Dialysis System



Dialyzer



Blood Lines



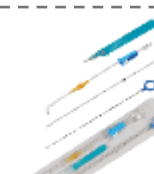
Fistula Needle



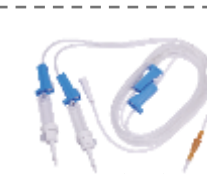
Hemodialysis Catheter



Hemodialysis Kit



Peritoneal Dialysis Set



Peritoneal Dialysis Transfusion Set



Transducer Protector

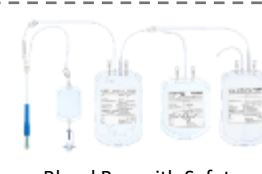
Transfusion System



ACD Bag



Blood Bag Systems



Blood Bag with Safety Device & Sampling Bag



CPD-SAGM-TOTM Bag System



Blood Bag with In-Line RBC Filter



Top & Bottom Extraction Bag System



Blood Administration Set

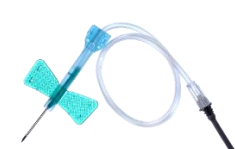


Transfusion Pump Set

Diagnostics



Blood Collection Tubes



Safety Blood Collection Set



Rapid Kits



Fever Panel



VTM Kit

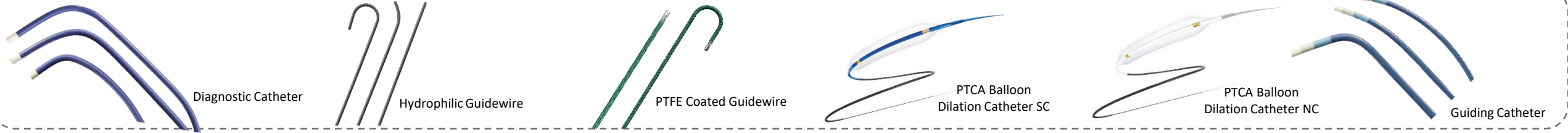


Standard Needle Holder



Blood Collection Needle

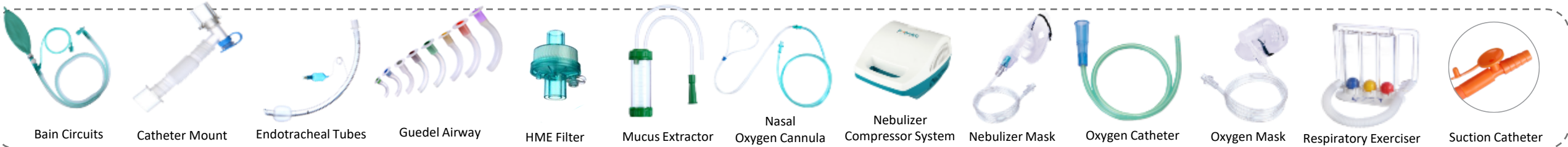
Cardiology



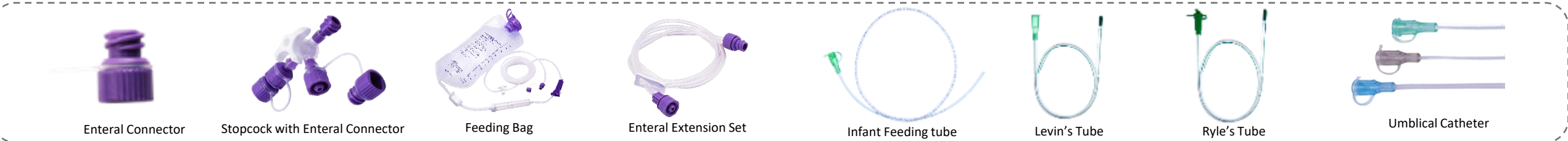
Surgery and Wound Drainage



Anesthesia & Respiratory Care



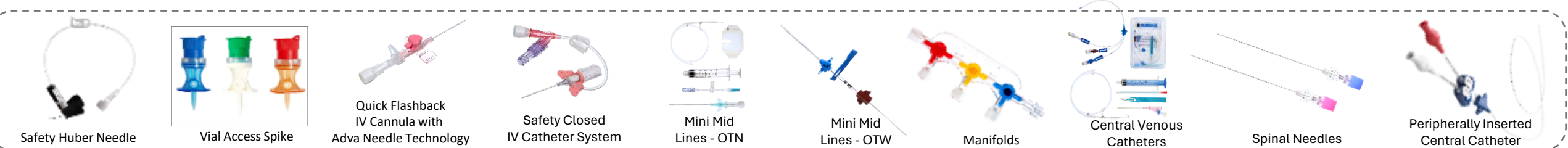
Gastroenterology



Urology



Critical Care

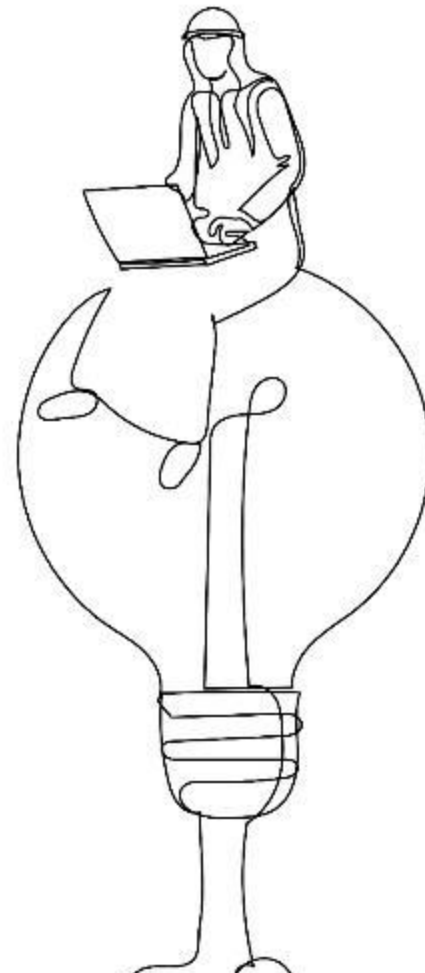


[CAGR 15%*] Industry



- High Import Dependence
- Low investments in R&D
- Limited manufacturing capabilities
- Core stream
- Clinical complexities

VS



Polymed [CAGR 22%]

- **Top exporter** for disposable medical devices for 12 years in a row
- **Strong** emphasis on R&D
- Strong manufacturing capabilities with **12 Ultra-modern plants**
- Focus on **fast growing** segments
- Clinical team of **30 experts**

*Source : Invest India

Value Creation Through Innovation and Streamlined Operational Models

GROW



- Foster **sustainable** revenue expansion, Striving for Margin Growth
- Build **direct presence** in key markets
- Extend our **reach** in developed countries

Commercial

INNOVATE



- **Strategic Investments** in High-Growth Areas
Cardiology, Critical Care, Oncology & Renal Care

Innovation

SCALE



- **Enhancing** Manufacturing Capacities to global scale.
- Build flexibility into manufacturing processes to quickly adapt to changing market demands

Operations

Polymed's **Robust Manufacturing** Footprint

12 State-of-the-Art Facilities across 3 continents



117, Faridabad, India



IMT 1, Faridabad, India



SEZ, Jaipur, India



115-116, Faridabad Plant, India



Jaipur Plant, India



Laiyang-qingdao, China



104-105, Faridabad Plant, India



R & D Center, India



Amaro, Italy



Haridwar Plant, India



Assuit, Egypt



IMT 2, Faridabad India



12 Plants

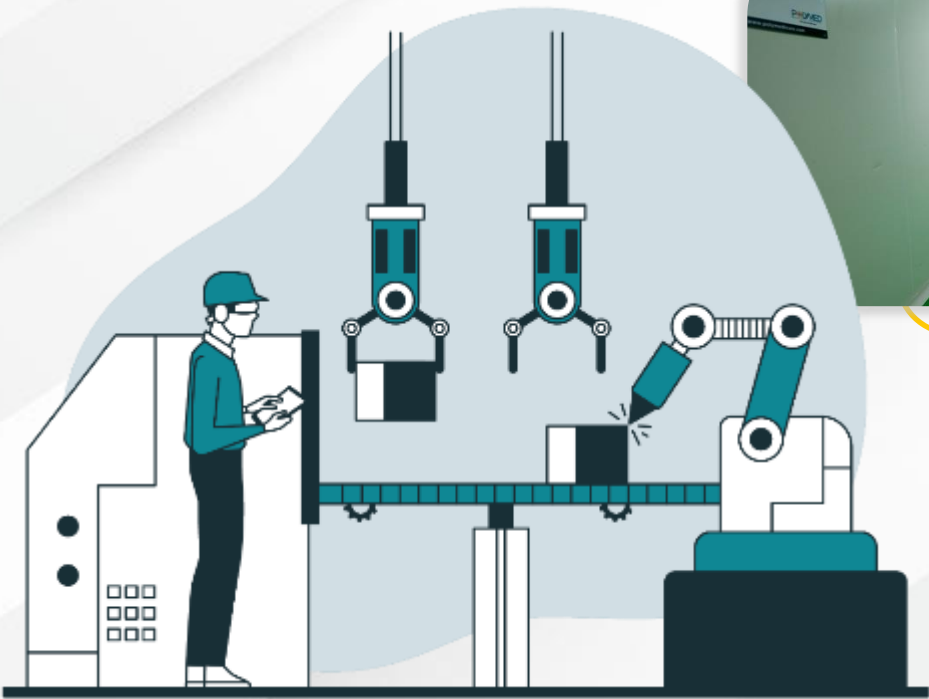
The first Indian medical device company with **international manufacturing facilities**

350+ Moulding Machines & 1500+ Injection Molds

200+ automatic assembly machines.

100+ robots employed in our manufacturing processes.

Mastering Manufacturing Striving Towards Operational Excellence



Navigating the Path Building **Tomorrow's Healthcare Solutions**

Started In
1997

2002-09

2011-19

2020-24

2025 - 27

**2028
& beyond**

Commencement
of Manufacturing
Operation

Product and facility
expansion

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

Transition

Preferred
Supplier

Solutions
Partner



Driving Delivery of
Health Care

Value Based
Supplier

Supplier of
1st Choice

- › Launched **differentiated products** in premium markets & geographies
- › Accelerate **growth** in developed markets

- › Prioritize the expansion of **transformative verticals** – Cardiology, Critical Care, Oncology, Renal Care
- › Expand global footprint with direct presence

- › Through a strategic focus on continuous **innovation**, global **expansion**, regulatory excellence we will drive **sustainable growth**, enhance patient outcomes, and solidify our position as a **leader** in the medical device industry.

Way Forward



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



Clinical Footprint

Targeted clinical engagements with key stakeholders, fostering **innovation** and enhance patient outcomes



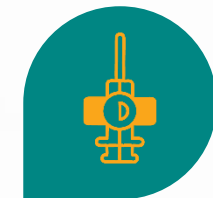
Research & Development

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



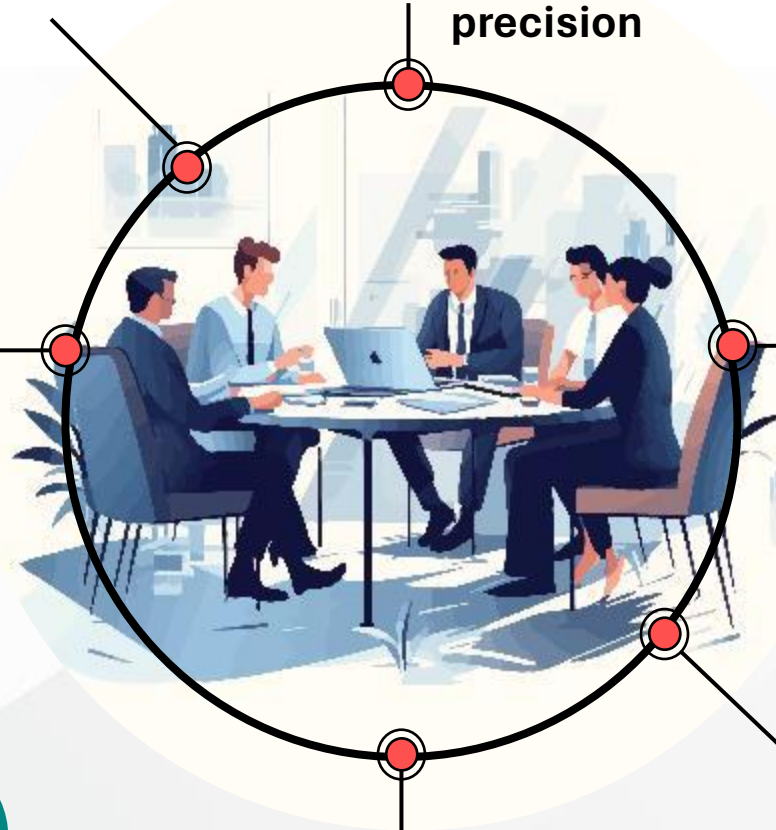
Manufacturing

Enhance manufacturing capacity, poised to meet growing global demand



Protect Our Planet

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



Revenue Mix

2/3rd

International



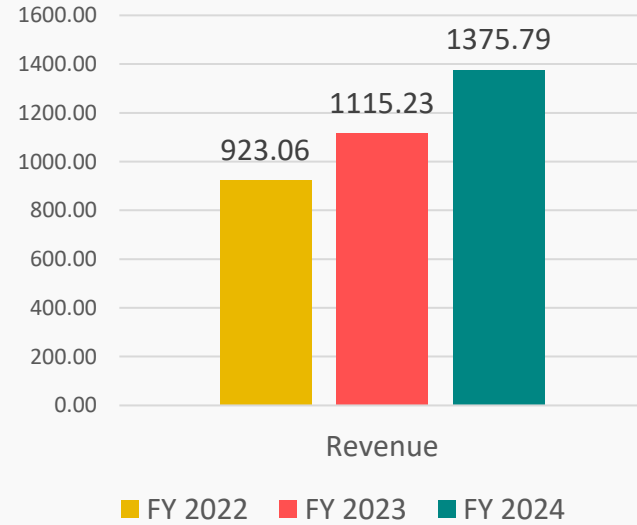
1/3rd

India

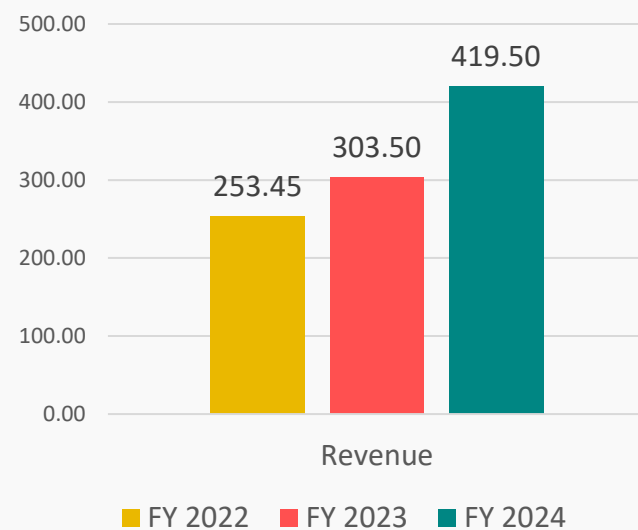
Our Strength: Consistent all-round **growth**



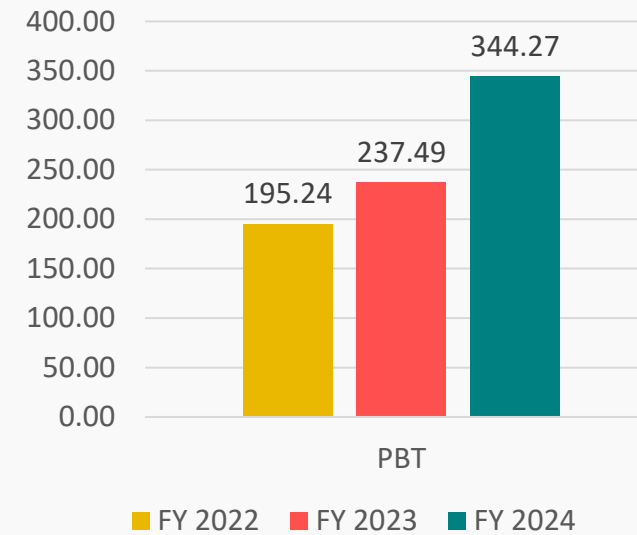
REVENUE (₹ Crs)



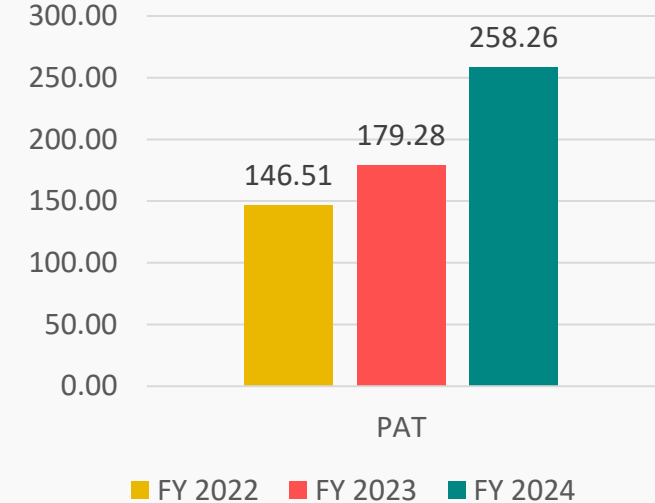
EBIDTA (₹ Crs)



PBT (₹ Crs)



PAT (₹ Crs)



Year	Revenue	CAGR
FY 2022	923.06	22%
FY 2023	1115.23	
FY 2024	1375.80	

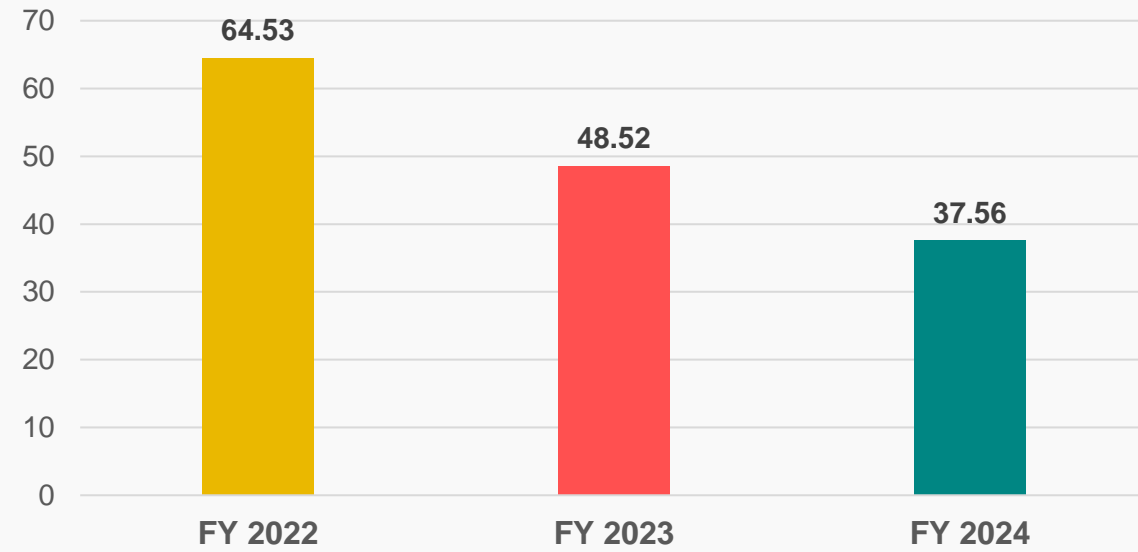
Year	EBIDTA	%
FY 2022	253.45	27.46%
FY 2023	303.50	27.21%
FY 2024	419.50	30.49%

Year	PBT	%
FY 2022	195.24	23.13%
FY 2023	237.49	21.15%
FY 2024	344.27	25.02%

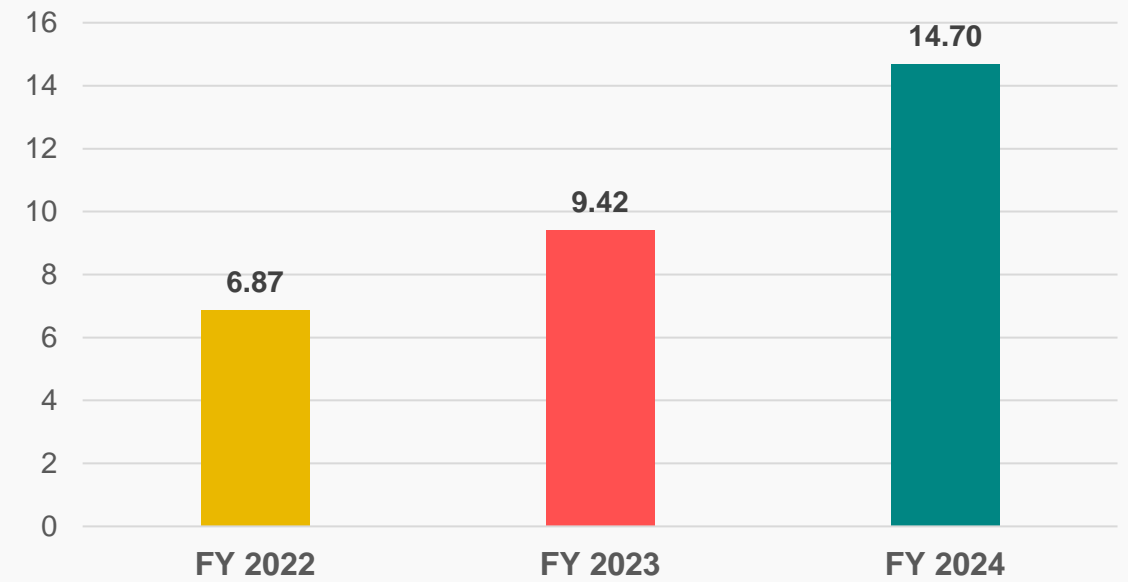
Year	PAT	%
FY 2022	146.51	17.28%
FY 2023	179.28	15.87%
FY 2024	258.26	18.77%

Ratio's (in %)

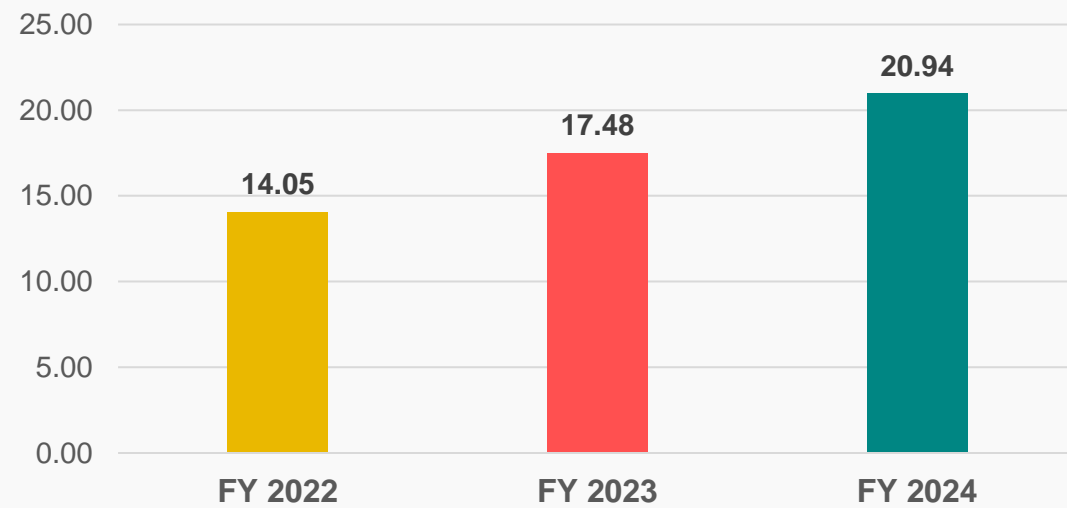
Interest Service



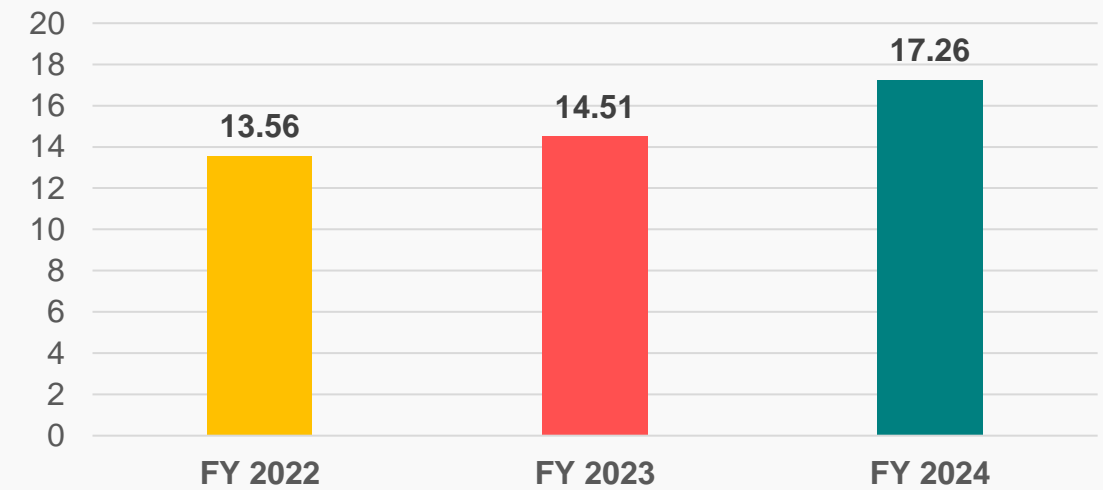
Debt Service Coverage



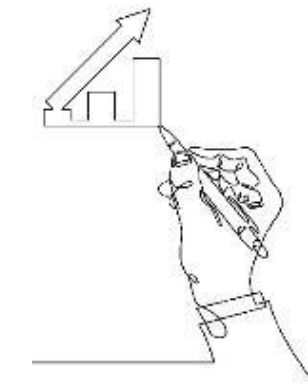
ROCE



ROE

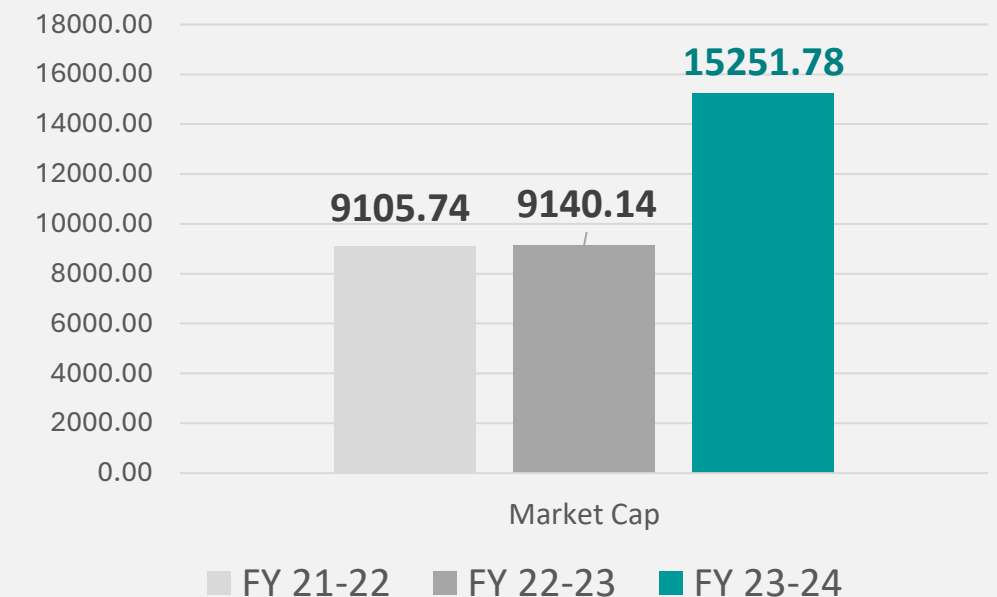


Delivering on our commitment of **Value Creation**



Shareholder Category in %	31 Mar'23	31 Mar'24
Promoters	53.31	53.15
Institutional Investors	19.89	19.60
Private Corporate Bodies	15.68	15.91
Indian public	11.12	11.34

Market Capitalization (in INR Crs)



No. of Folios increased **from 35,393** as on 31st March' 23 **to 36,712** as on 31st Mar'2024



Shareholders Return

Market Beating Performance

The stock has delivered a return of **62.37%** over the past 3 years.



Consistent Success

Consistent Positive Performance over the Past 6 Quarters



Maximizing Returns

- ROCE at 20.94 %



Driving Growth

- The NET SALES (Q) Highest at Rs 360 crs

Investors Returns* (3 years)

Period	6 Month	1 Year	2 Year	3 Year
Stock (%)	12.28 %	64.70%	94.6%	62.37%
Sensex (%)	13.07%	18.95%	33.98%	49.30%

*Source : BSE

Towards our Commitment to a **Sustainable World**



Power consumption per production unit **remains steady** despite a 6% rise in production and the launch of two new plants

POWER CONSUMPTION



6.14% HSD Saving
30 KL
by convert Steam Boilers with PNG & minimize HT Line faults

FUEL SAVING



26 Pits for
Rain Harvesting;
90% of the wastewater is
being reused

WATER RECYCLING



Produced Solar Energy
13,92,089 KWH
Helped combat greenhouse
gas emissions

**SOLAR POWER
GENERATION**



DIGITAL INITIATIVES

Reduction of
45,451 kg CO2e



SUSTAINABLE DEVELOPMENT