



Poised for great opportunities to work differently  
with health care providers “beyond the device.”

October 2019

[www.polymedicure.com](http://www.polymedicure.com)

# Content

Polymed at a Glance

Our Story & Global Footprints

Financial Outlook

Innovative and Winning Product Range

R&D Capability

Manufacturing Excellence

Training, Education & CSR

Responsible Manufacturer & Future Direction

## PURSUIT OF QUALITY & AFFORDABLE HEALTHCARE

Poly Medicure Ltd is one of the **leading** medical devices manufacturer and exporter in India with a dominant position in medical consumables market with the focus on **Innovation, Safety, and Quality.**

We are one of the **Fastest Growing** Medical Devices Company in India.

**INR 611 Cr.**  
Consolidated Annual Turnover

**125+**  
Medical Devices

**110+**  
Countries Presence

**1950+**  
Employee Base

**3 Million**  
Medical devices  
Manufacturing capacity per day

## Amongst the Top 5

I.V. Cannula Manufacturer  
in the world

In India  
**1st**

Indigenous Dialyzer Manufacturer

In India  
**250+**

Sales Associates

**5000+**

Hospitals Reach

In India  
**20+**

Clinical Specialists

**40,000+**

HCP's Reach

## Largest Exporter

Largest exporter of Consumable  
Medical Devices from India for **last 6**  
**years** in a row.

## INNOVATION, AN INTEGRAL PART OF POLYMED STORY

Creating value by developing innovative  
healthcare products, which are **Safe** for  
medical fraternity and patients.

**Curing Millions** of patients daily with  
products manufactured in POLYMED  
plants across **Four Countries.**

# “India Medical Device Company of the Year”



Polymed Bagged the prestigious honor as the India Medical Device Company of the Year by Department of Pharmaceuticals, Government of India on **Feb 18, 2019.**

# Awards and Recognition

## Medical Device Company of the Year 2018

By DoP, Govt. of India



## Gold Award

By PHARMEXCIL for commendable contribution to medical devices patents



## Export Excellence Award

By FIA, Haryana



National Award Being Received By Mr. Rishi Baid, Executive Director From **Prime Minister** Of India, **Mr. Narendra Modi** On 18<sup>th</sup> October 2016



## Top Exporter Award

By PEC, Dept of Commerce, Govt. of India



## Star Performer Award

By EEPC India regional award (Northern) for Export Excellence



## Dare to Dream

By Zee Business in the category of Emerging Company of the year

# Board of Directors & Management



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



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



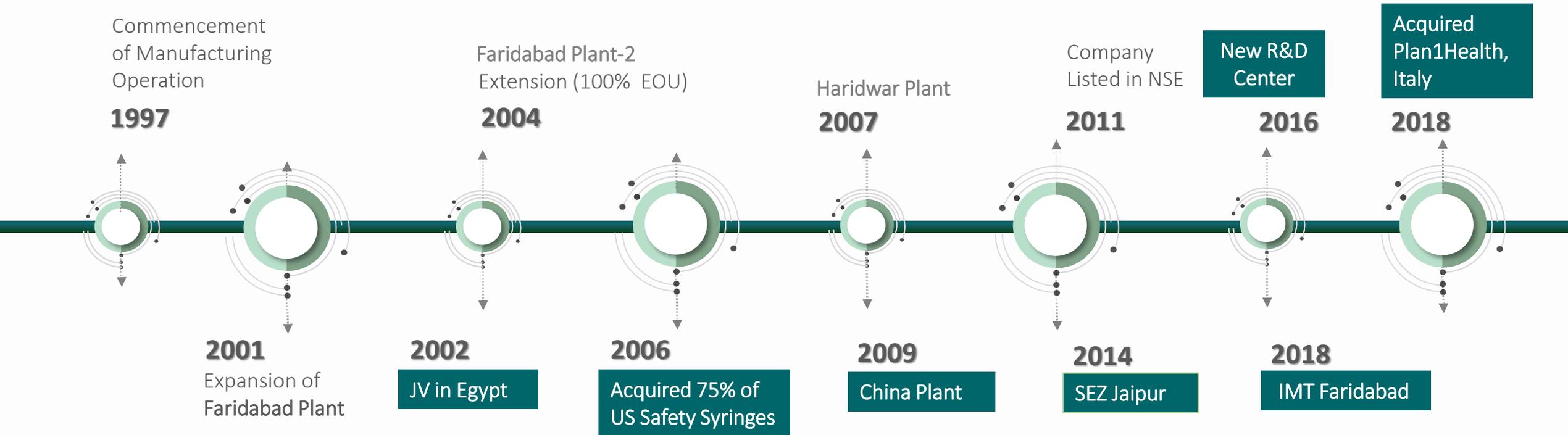
**Mr. Himanshu Baid**  
(Managing Director)



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

Strong Management with experience in Innovation, Product Development and Manufacturing

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



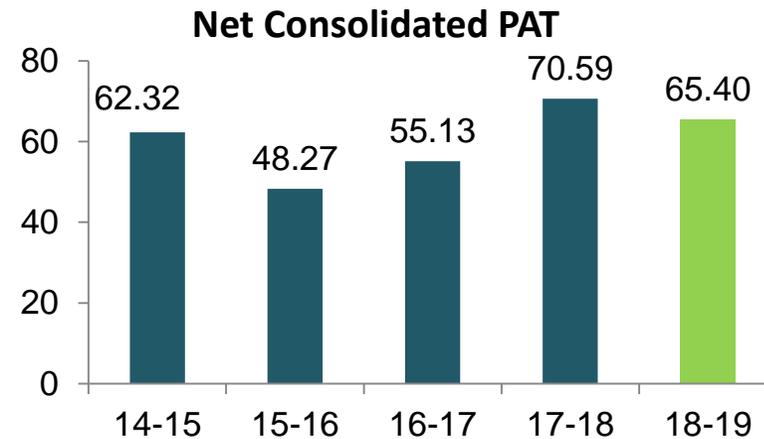
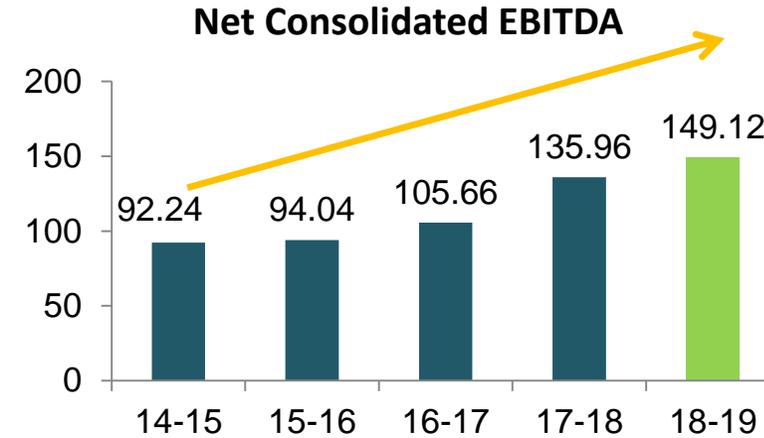
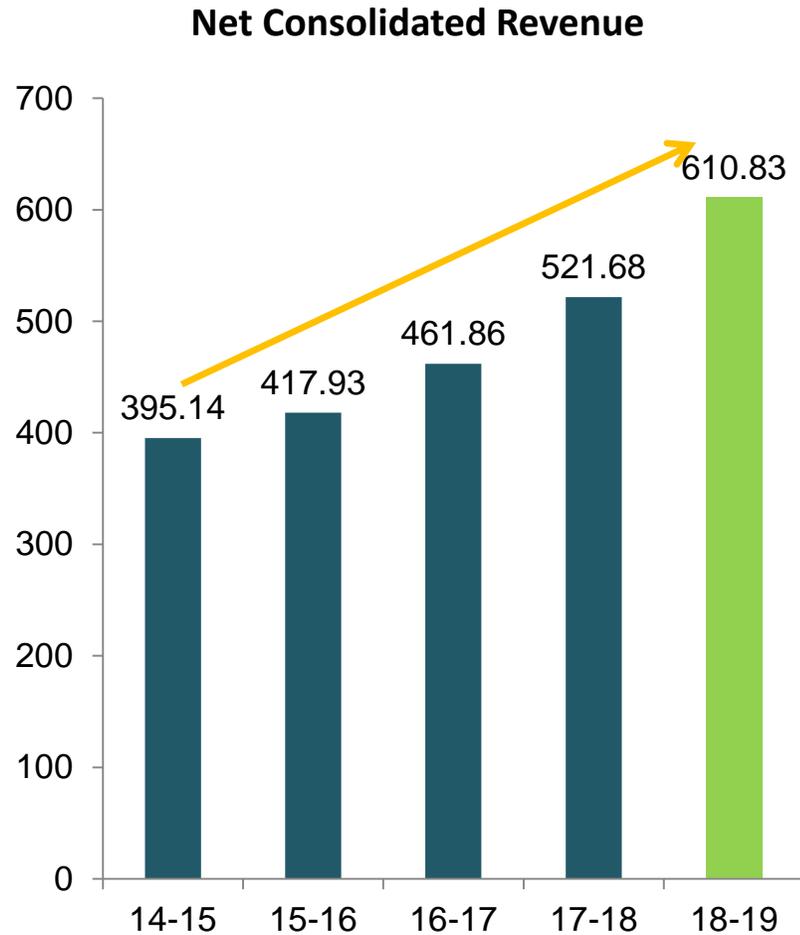


- ▲ 10 Manufacturing Plants\*  
(\*2 under construction & ready by mid 2020)
- ★ 1 R&D Center

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

# Financial Snapshot

Figures In INR Crore

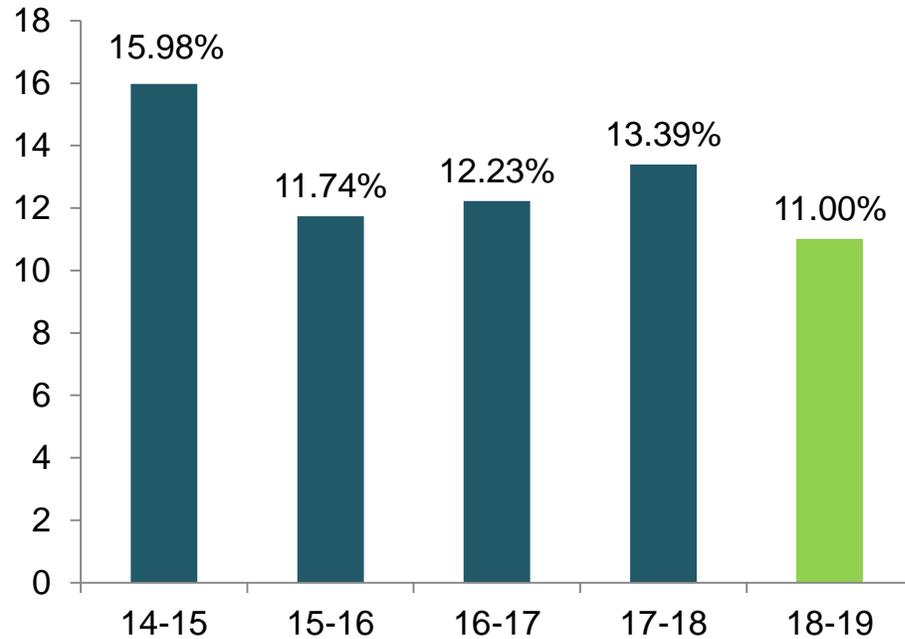


Sustained Growth with improving top-line, EBITDA and bottom-line

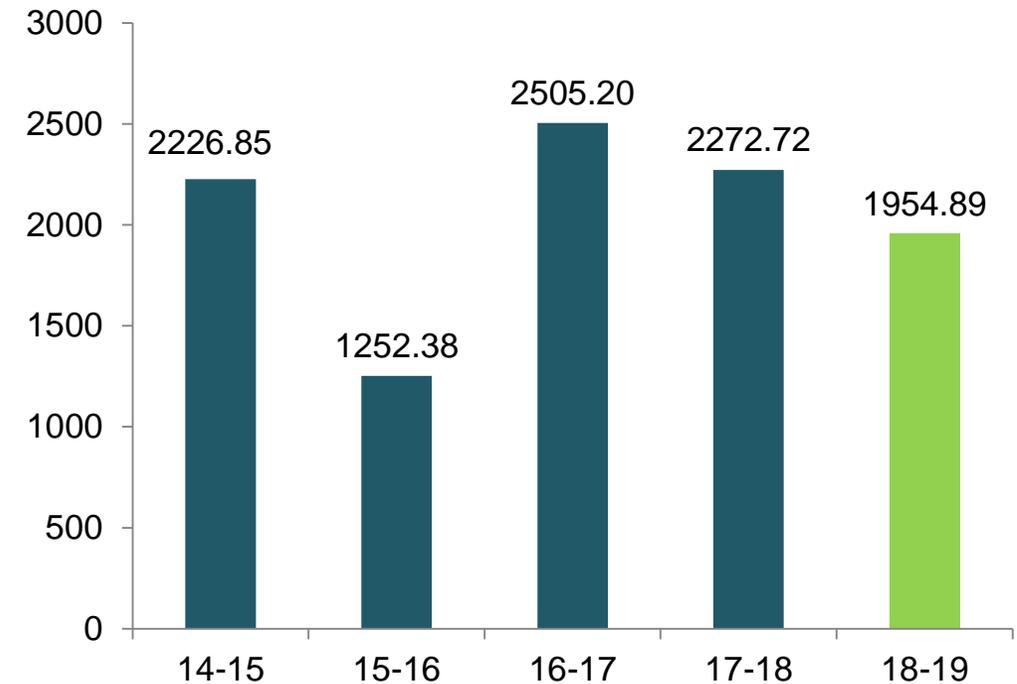
# Financial Snapshot

Figures In INR Crore

### Net Profit Margin%

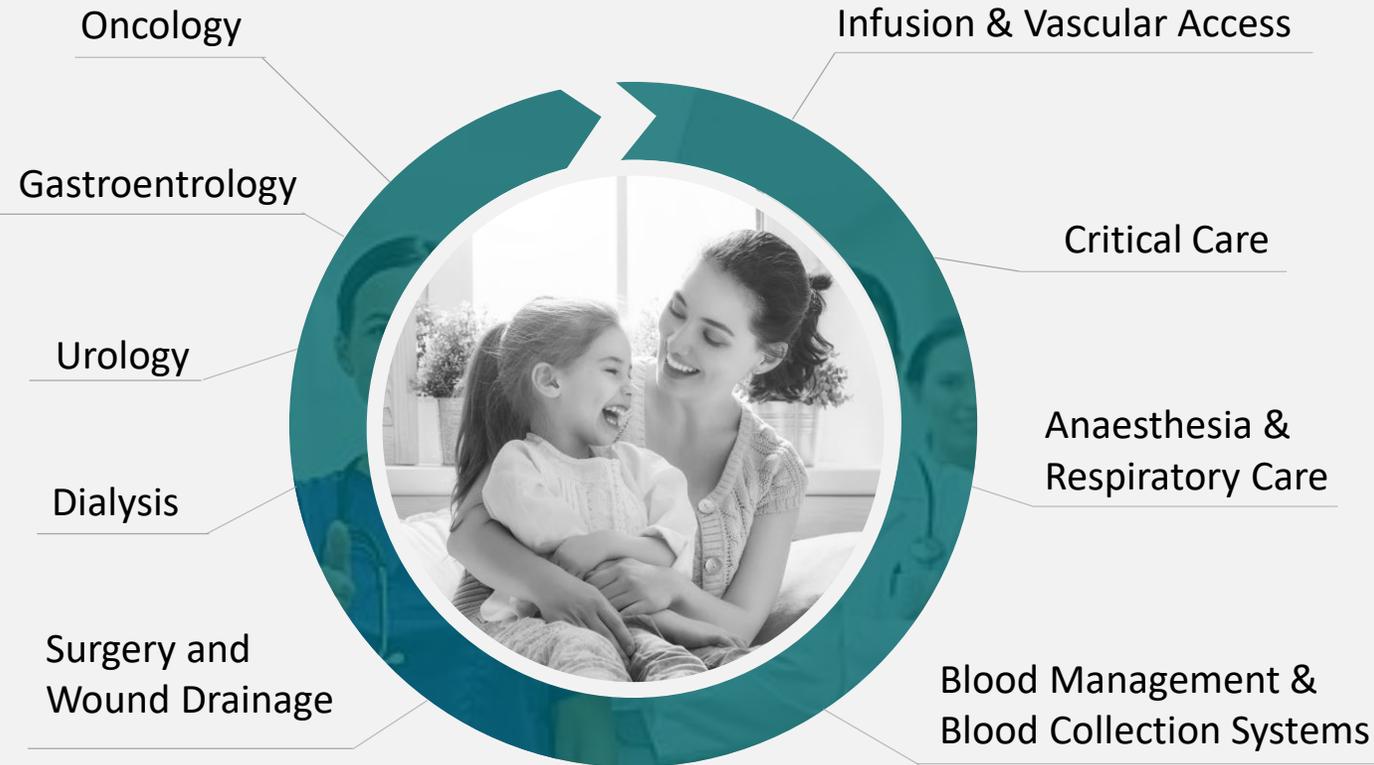


### Market Capitalisation



# Leading Medical Technology and Innovative Solutions

## Comprehensive Product Range



## Our Growth Verticals

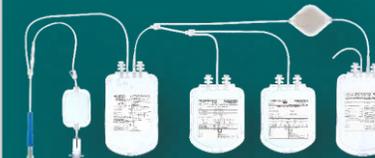
### Vascular Access



### Renal Care



### Blood Transfusion



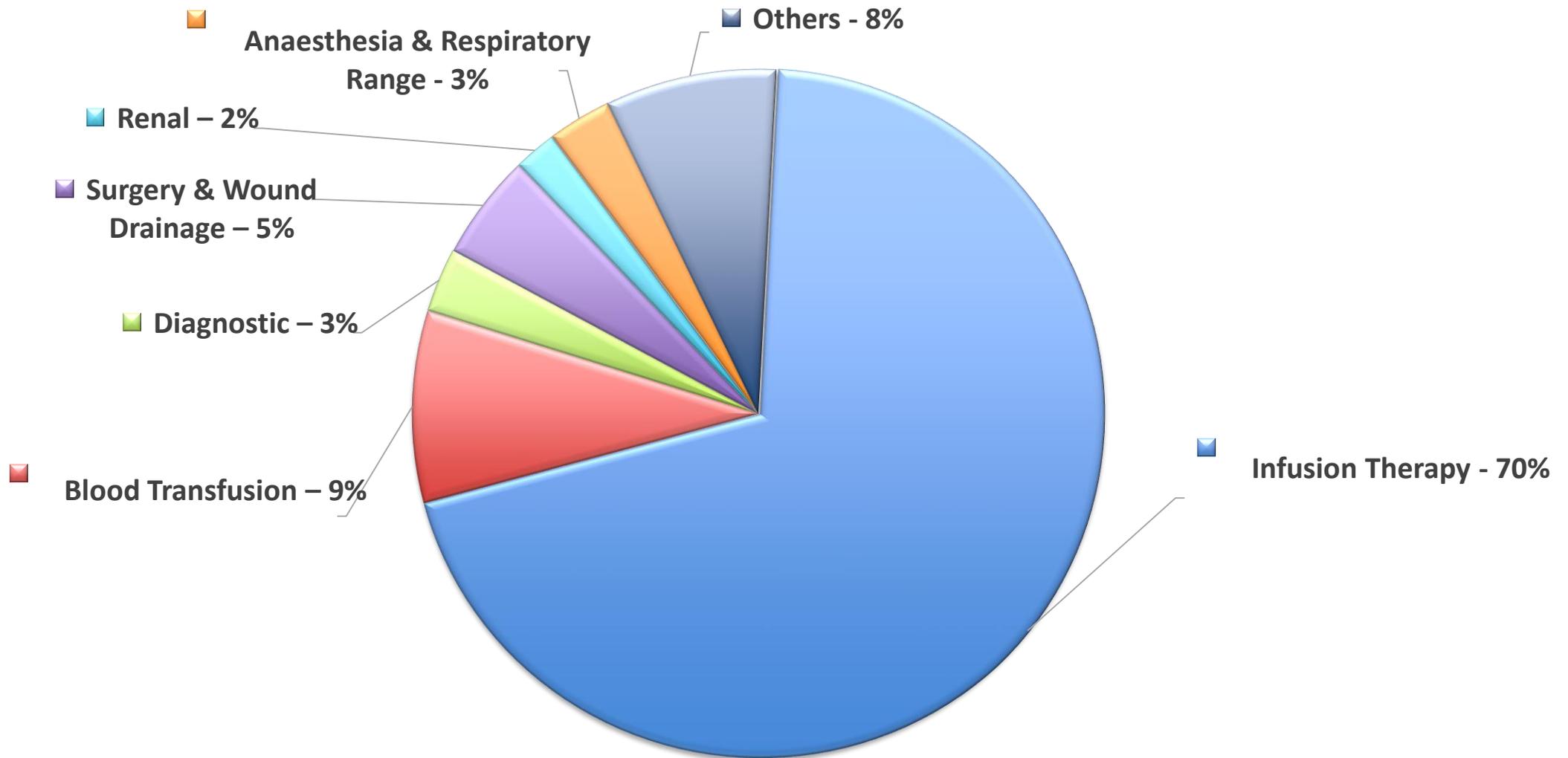
### Diagnostic



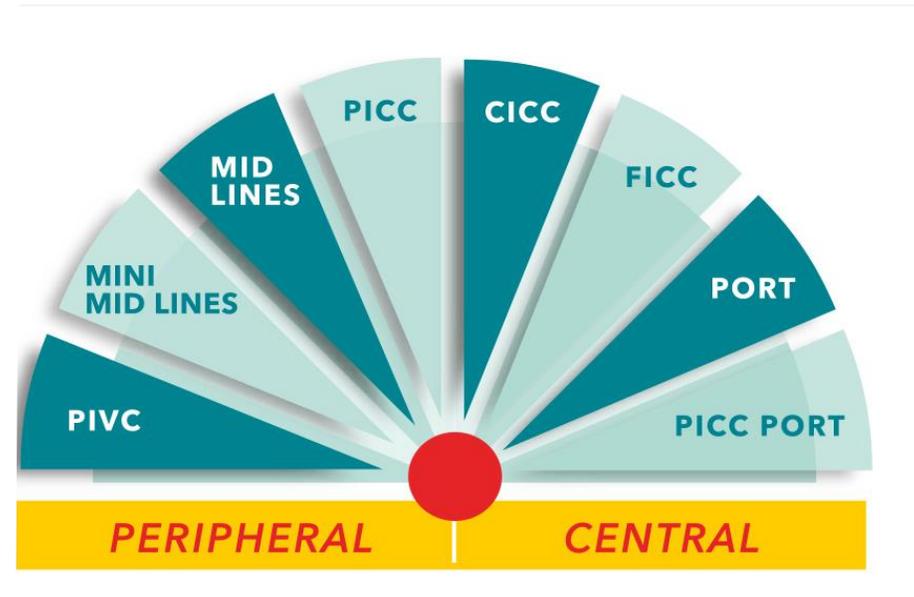
Portfolio of more than **125 Medical Devices**

**22 Years of manufacturing excellence**

# Business Distribution – Products Category



# Addressing unmet needs in Vascular Access



- Short PIVC's  
(Peripheral IV Cannula)
- Mini MID Lines
- MID Lines
- CVC (Central Venous Catheters)
- PICC (Peripherally Inserted Central Venous Catheters)
- PICC Ports



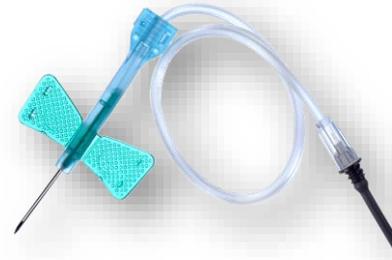
# Our Patented Products



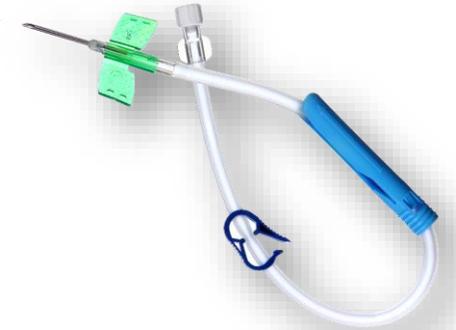
Arterial Cannula



Safety I V Cannula



Safety Blood  
Collection Set



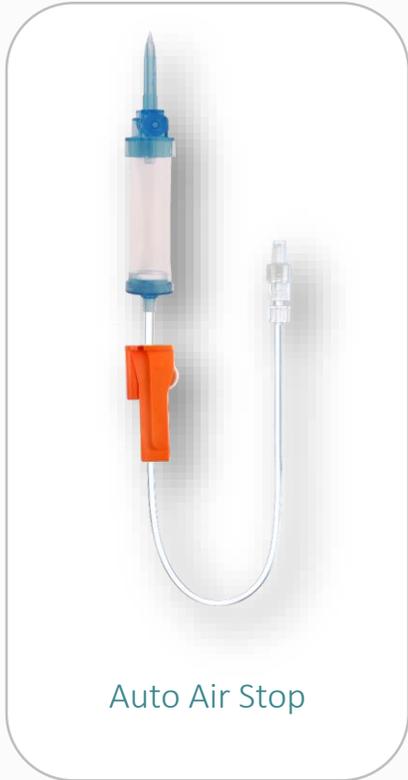
Safety Fistula Needle



## Our Patents Recognition

Gold Award by PHARMEXCIL for commendable contribution to medical devices patents.

# Our Patented Products



Auto Air Stop



Vial Access Spikes



Blood Safe I.V. Cannula



Closed System  
I.V. Catheter



# R&D, Regulatory and Process Capabilities

- R&D facility approved by the Ministry of Science & Technology, Government of India.
- All products are CE certified (EU Regulatory Compliant).

**Presafe**  
A DNV GL NEMKO COMPANY

**EC Certificate Full Quality Assurance System**

Certificate No: 11187-2017-CE-ND-NA-PS Rev. 1.0 Project No: PRJC-102278-2008-PRC-ND Valid Until: 24 August 2020

This is to certify that the quality system of:

**Poly Medicure Limited**  
UNIT II: Plot No. 115 – 116, Sector – 59,  
HSIDC Industrial Area, Ballabhgarh – 121 004, Faridabad, India

For design, production and final product inspection/testing of:

**Sterile Disposable Medical Devices**

Has been assessed with respect to:

**The conformity assessment procedure described in Article 11.3.a and Annex II excluding section 4 (Module H2) of Council Directive 93/42/EEC on Medical Devices, as amended**

and found to comply.

Further details of the product(s) and conditions for certification are given overleaf.

Place and Date:  
Havik, 10 November 2017

For:  
DNV GL NEMKO PRESAFE AS

*Tore Kolpus*  
Tore Kolpus  
Notified Body No.: 2460

The Certificate has been digitally signed. See www.presafe.com/signatures for more info.

Notice: The Certificate is subject to terms and conditions as set out in the Certification Agreement. Failure to comply may render this Certificate invalid.

MED-CO-078 DNV GL NEMKO PRESAFE AS - Veritasveien 3, N-1303 Høvik, Norway - Registered Enterprise No: NO 987 067 401 MVA Page 1 of 5

**Presafe**  
A DNV GL NEMKO COMPANY

**EC Certificate Full Quality Assurance System**

Certificate No: 11186-2017-CE-ND-NA-PS Rev. 0.0 Project No: PRJC-102278-2008-PRC-ND Valid Until: 24 August 2020

This is to certify that the quality system of:

**Poly Medicure Limited**  
Plot No. 104 - 105 UNIT I: Plot No. 104 – 105, Sector – 59,  
HSIDC Industrial Area, Ballabhgarh – 121 004, Faridabad, India.

For design, production and final product inspection/testing of:

**Sterile Disposable Medical Devices**

Has been assessed with respect to:

**The conformity assessment procedure described in Article 11.1.a and Annex II (Module H1) of Council Directive 93/42/EEC on Medical Devices, as amended**

and found to comply.

Further details of the product(s) and conditions for certification are given overleaf.

Place and Date:  
Havik, 29 September 2017

For:  
DNV GL NEMKO PRESAFE AS

*Alessandra Rinna*  
Alessandra Rinna  
Notified Body No.: 2460

The Certificate has been digitally signed. See www.presafe.com/signatures for more info.

Notice: The Certificate is subject to terms and conditions as set out in the Certification Agreement. Failure to comply may render this Certificate invalid.

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**Presafe**  
A DNV GL NEMKO COMPANY

**Management System Certificate**

Certificate No: 265786-2018-AQ-ND-NA-PS Rev. 0.0 Project No: PRJC-384849-2012-MSC-ND Initial Certification Date: 25 January 1999 Valid Until: 8 June 2021

This is to certify that the management system of:

**Poly Medicure Limited**

Unit I: Plot No. 104/105, Sector 59, HSIDC Industrial Area, Ballabhgarh, Faridabad-121004, Haryana, India.  
Unit II: Plot No. 115/116, Sector 59, HSIDC Industrial Area, Ballabhgarh, Faridabad-121004, Haryana, India.  
Unit III: Plot No. 17, Sector-3, SIDCUL, Integrated Industrial Estate, Haridwar - 249403, Uttarakhand, India.

Complies with the requirements of:

**ISO 13485:2016/NS-EN ISO 13485:2016**

The Certificate is valid for the following scope:

**Design & Development, Manufacture, Sales and Distribution of Sterile / Non-Sterile Medical Devices for Infusion, Transfusion, General Surgery, Dialysis, Urology, Gynecology, Anaesthesia, Gastroenterology, Respiratory, by Injection Moulding, Plastic Extrusion, Assembly, Packing and Sterilization in accordance with International Standard and/or customer specified requirements.**

Place and Date:  
Havik, 27 June 2018

For:  
DNV GL NEMKO PRESAFE AS

*Eugenia Winger Husebye*  
Eugenia Winger Husebye  
Notified Body No.: 2460

The Certificate has been digitally signed. See www.presafe.com/signatures for more info.

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MED-CO-078 DNV GL NEMKO PRESAFE AS - Veritasveien 3, N-1303 Høvik, Norway - Registered Enterprise No: NO 987 067 401 MVA Page 1 of 5

**Presafe**  
A DNV GL NEMKO COMPANY

**EC Certificate Full Quality Assurance System**

Certificate No: 11188-2017-CE-ND-NA-PS Rev. 0.0 Project No: PRJC-102278-2008-PRC-ND Valid Until: 24 August 2020

This is to certify that the quality system of:

**Poly Medicure Limited**  
UNIT III: Plot No. 17, Sector – 3,  
Integrated Industrial Estate,  
SIDCUL, Haridwar – 249 403, Uttarakhand, India

For design, production and final product inspection/testing of:

**Sterile Disposable Medical Devices**

Has been assessed with respect to:

**The conformity assessment procedure described in Article 11.3.a and Annex II excluding section 4 (Module H2) of Council Directive 93/42/EEC on Medical Devices, as amended**

and found to comply.

Further details of the product(s) and conditions for certification are given overleaf.

Place and Date:  
Havik, 29 September 2017

For:  
DNV GL NEMKO PRESAFE AS

*Alessandra Rinna*  
Alessandra Rinna  
Notified Body No.: 2460

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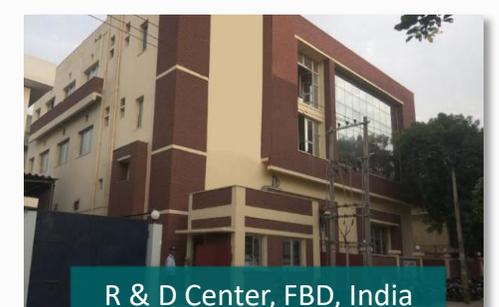
MED-CO-078 DNV GL NEMKO PRESAFE AS - Veritasveien 3, N-1303 Høvik, Norway - Registered Enterprise No: NO 987 067 401 MVA Page 1 of 5

# Manufacturing across four Countries

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



Over 200 Injection Moulding Machines & 800+ Injection Molds



More than 100 automatic assembly machines with vision control systems.

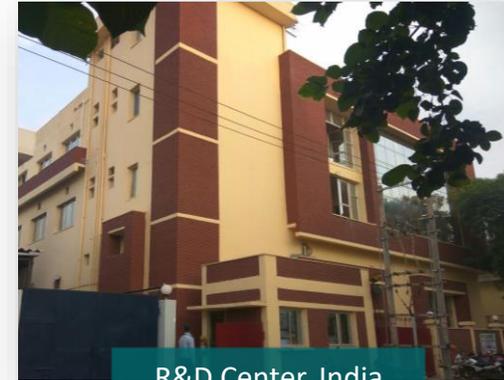
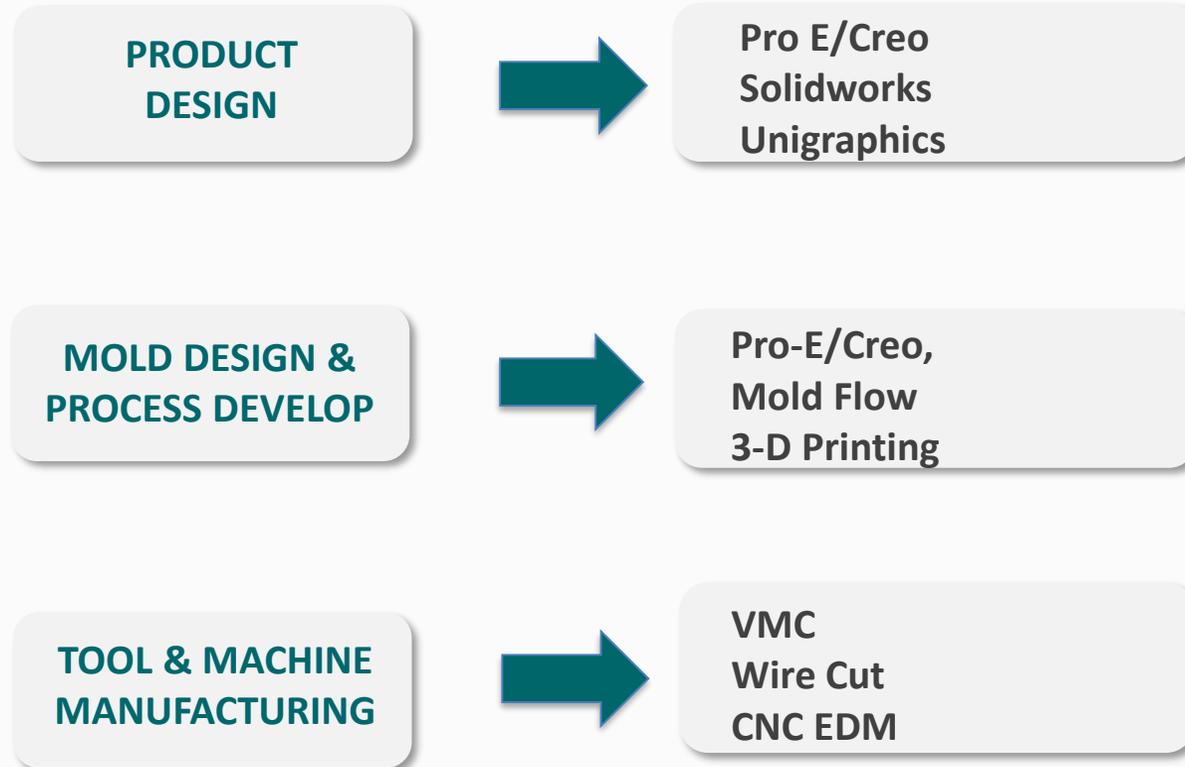


# Manufacturing Excellence



Across four countries, we ensure our product maintains highest global standard.

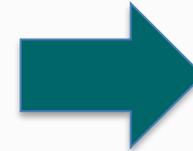
# Fully integrated from Product Design to Manufacturing



# Industrial Capabilities at Polymed

## Volume Production Capacity

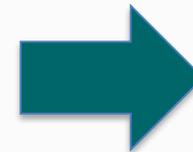
- 3 Million medical devices manufacturing capacity per day
- Adding 0.5 Million devices capacity per day by early 2020



**HIGH GLOBAL  
VOLUME**

## Clean Room

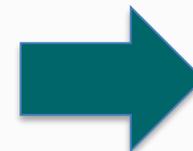
- Total clean room surface 100,000 square feet
- Additional 25,000+ square feet new clean room available by early 2020



**CLEAN ROOM  
AVAILABLE IN INDIA  
FOR NEW PRODUCTS**

## Highly Qualified Team

- Regulatory team specialized in EC, FDA regulations
- Clinical Specialists Team
- International Customer Services Team

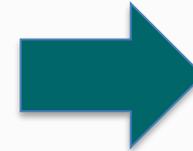


**TEAM WORKING FOR  
PROJECT SUPPORT**

# Industrial Capabilities at Polymed

## Development Orientation

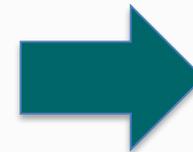
- R&D Team with 50+ engineers
- Process Engineering 30+ engineers
- Ability to create molds internally



**INFRASTRUCTURE FOR  
JOINT DEVELOPMENT  
AND TESTING**

## Versatility in Solutions

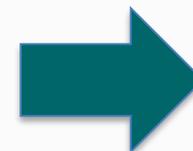
- Multiple technical solutions
- Multiple material handling capability



**ABILITY TO MEET  
ANY NEED FROM  
DIFFERENT MARKETS**

## High Efficiency

- Robotized manufacturing
- Machine making capability
- In-house Tooling facility



**EFFICIENCY AND COST  
LEADERSHIP IN  
MANUFACTURING  
PROCESS**

# Focus on Training & Continuous Medical Education



# Focus on Training & Continuous Medical Education



# Corporate Social Responsibility



Supporting Education and Socio cultural activities for underprivileged children in various school. Promoting education for visually & mentally challenged children.

# Corporate Social Responsibility



Providing safe Drinking Water, Meals and Toilets for Girl Child in many schools. Supporting various NGOs including Jaipur Foot involved in Upliftment of Physically Challenged Persons Promoting Female Hygiene.

# Future Direction

## Inorganic Growth

- Increase reach in key markets by inorganic route.

## Expansion of Product Portfolio

- Expanding product basket in existing and newer therapy areas.

## Focus on Innovation

- Commercializing new innovative products faster.
- Increase R&D spend to 5% of revenue.

## Advance Global Reach

- Increase footprints in the developed countries.
- Expand manufacturing capabilities in new geographies.

## Direct Customer Reach

- Expand direct customer connect in domestic and global markets.
- Clinical engagement programs.

Our **mission** is to excel in designing & delivering of healthcare products and services with user friendliness and safety features using latest technology to earn trust and confidence of all stakeholders.



### POLYMED For Healthcare Providers

Providing high quality  
Medical Devices at optimal  
cost and skill support.

### POLYMED For Patients

Providing access to quality  
and affordable medical  
technologies.

### POLYMED for Society & Sustainability

We Integrate sustainability  
principal into our innovation,  
and manufacturing.

### POLYMED for Employees

Safe and equal  
opportunities at the  
workplace.

# Thank You

## Poly Medicure Limited

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Registered Office:

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

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

For any general queries, Reach us at:

[info@polymedicure.com](mailto:info@polymedicure.com)

Visit: [www.polymedicure.com](http://www.polymedicure.com)

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