

**POLYMED**  
MEDICAL DEVICES  
We Care As We Cure

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



October 2020

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# Content

Polymed at a Glance

Journey

Management

Corporate Structure

Polymed's Unique Position, Customer Stickiness

Executive Leadership

Demographics and Industry Trends

Five Year Vision

Sustainable Business, Growth Opportunities

Manufacturing, R&D and Regulatory Capabilities

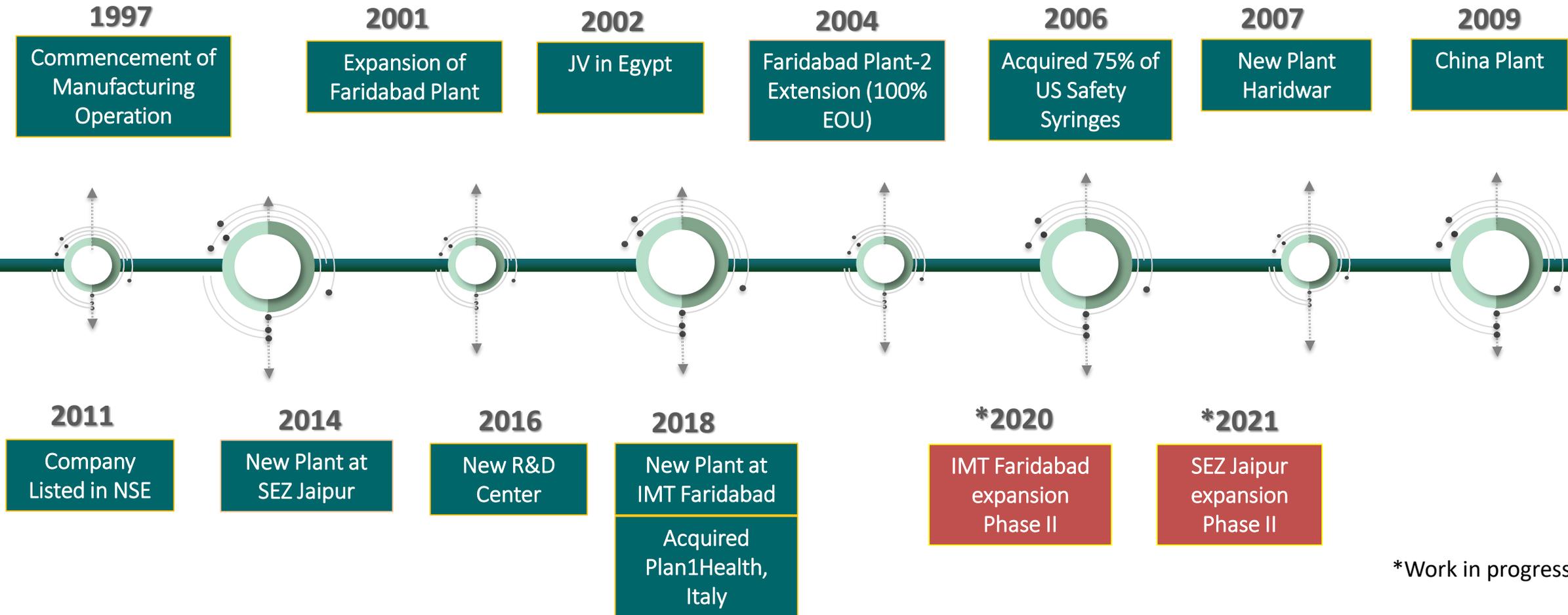
New Product launches

Key Financials and Ratios

Awards and recognition

Medical Education and Brand Communication

# 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\*  
(\*1 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**  
(Director)



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



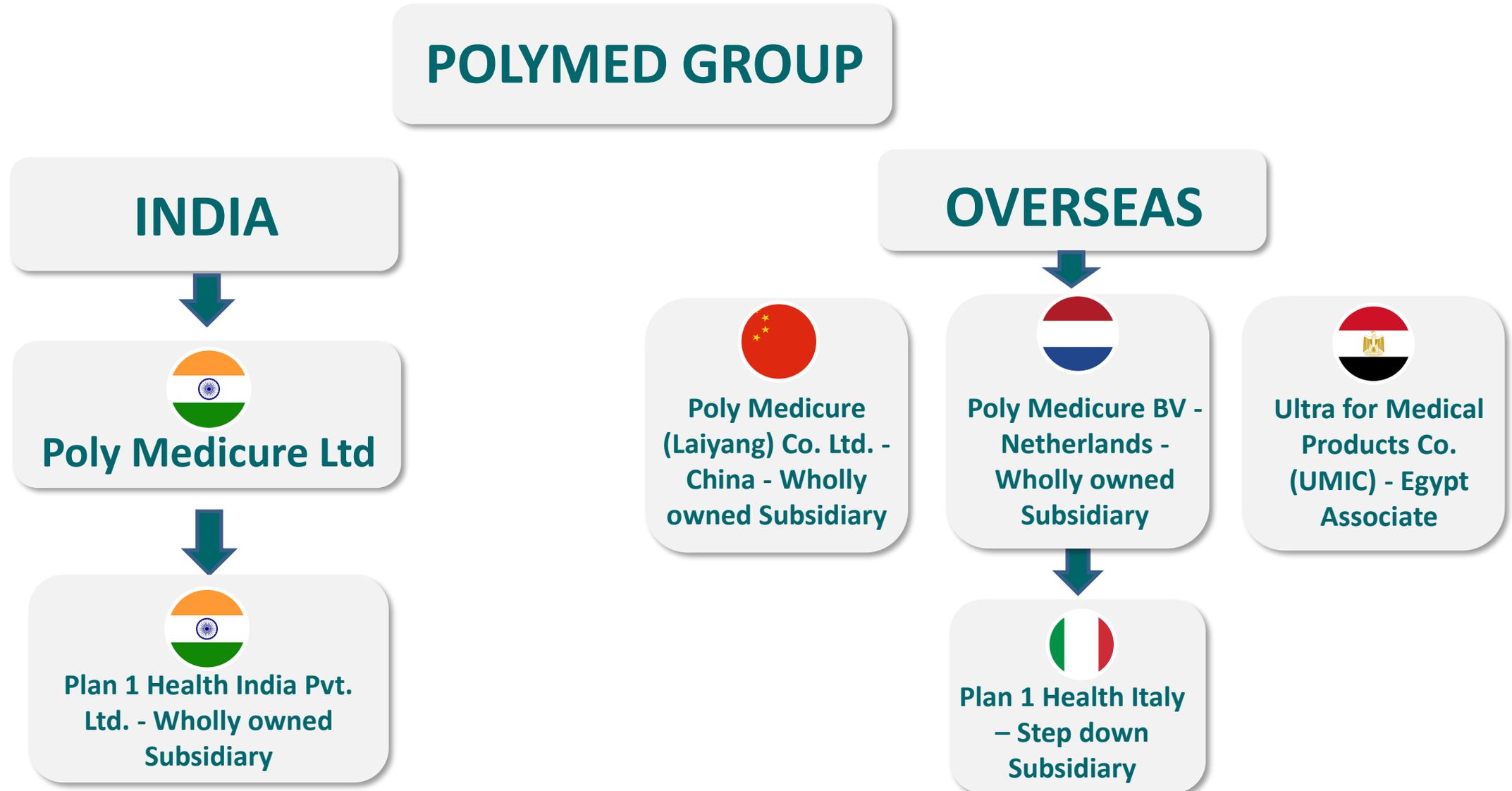
**Mr. Amit Khosla**  
(Non Executive Independent  
Director)



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

Strong Management with experience in Innovation, Product Development and Manufacturing

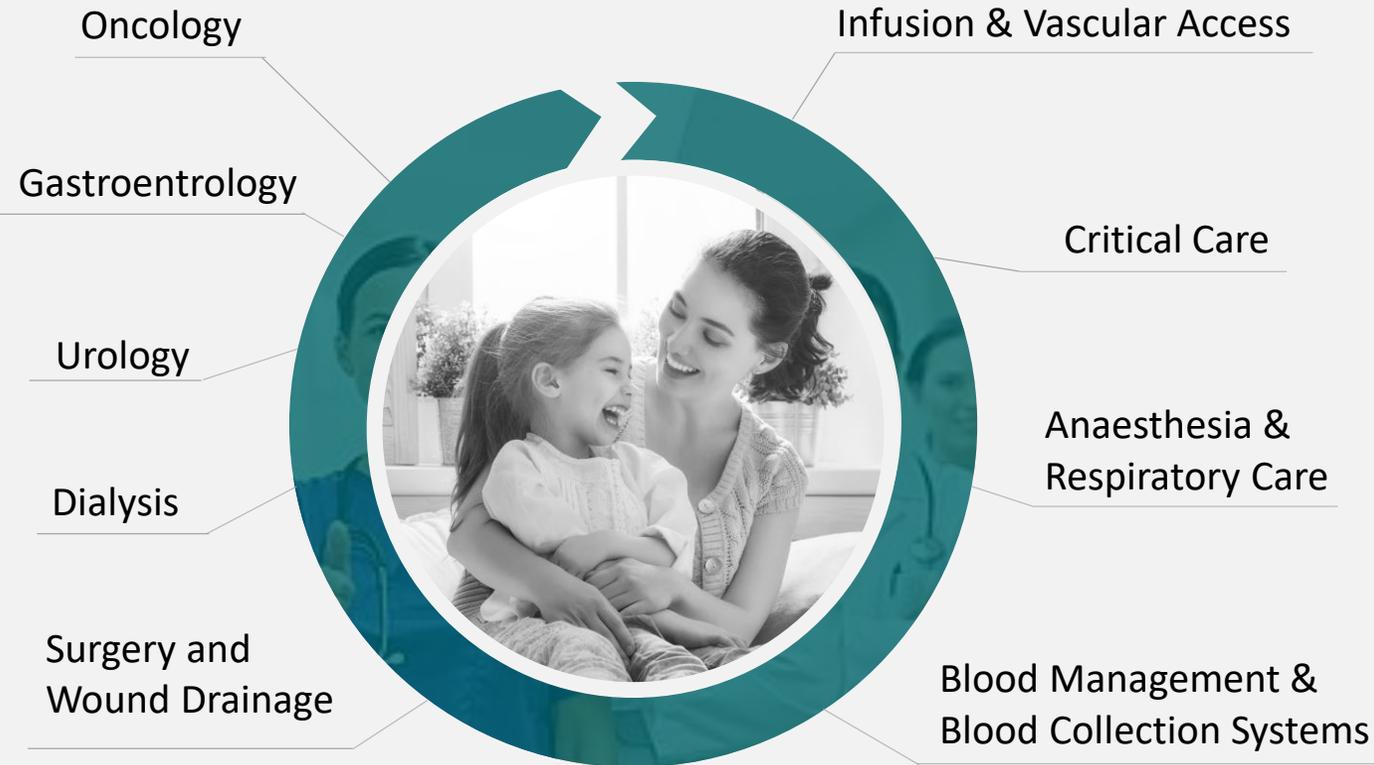
# CORPORATE STRUCTURE



# POLYMED'S UNIQUE POSITION

## EMINENCE IN FLUID MANAGEMENT DISPOSABLES AND PROCEDURAL MEDICAL DEVICES

### COMPREHENSIVE PRODUCT RANGE



Portfolio of more than **130 Medical Devices**

### 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.

**23 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

# KEY DEMOGRAPHICS & INDUSTRY TRENDS

## BROAD PATIENT POPULATION & PARTNER IN HELPING HOSPITAL TO ACHIEVE THEIR GOALS

### GLOBAL POPULATION GROWTH

7.6 billion people today, growing to 8.5 billion by 2030 and 9.7 billion by 2050



### LIFE EXPECTANCY

Global life expectancy to increase in both men and women by +4.4 yrs by 2040



### PEOPLE LIVING WITH COMORBIDITIES

Estimated 1.8 billion people today or 22% have co-morbidities, more susceptible to complications caused by infection(s)



1:5 people

### RISING COSTS OF HEALTH CARE

Global healthcare costs were \$7.8 trillion or 10.2% of world GDP, growing at 5.0% through 2023



### INFECTION PREVENTION & SAFETY LEGISLATION

7 to 10 patients out of 100 will acquire health care associated infections each year globally. In the USA 1.7 million and \$10 billion spent annual HAIs



4<sup>th</sup>  
Largest Market in in  
Asia

- *After Japan, China & South Korea*

\$11 Bn  
Current Market Size

- *Including implants, consumables, Medical Electronics*

9-11%  
CAGR Growth

- *Over the period of 5 years*

\$50 Bn  
Market Size by 2025

- *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

# GROWING PREFERENCE TOWARDS MADE IN INDIA

## SHIFT TOWARDS INDIA FOR CONTRACT MANUFACTURING, DUAL SOURCING AND PREDICTABLE TRADE

- Med Tech companies are looking towards **India** for new sourcing and **supply chains alternatives** due to tariffs and high dependency South East Asia countries



- This creates **new contract manufacturing** opportunities for Polymed



- Our footprint, **vertical integration** and **core competencies** in R&D, product development, tooling, moulds and high volume manufacturing/capacity make us an ideal partner



# 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

### 2026 and beyond

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



# 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

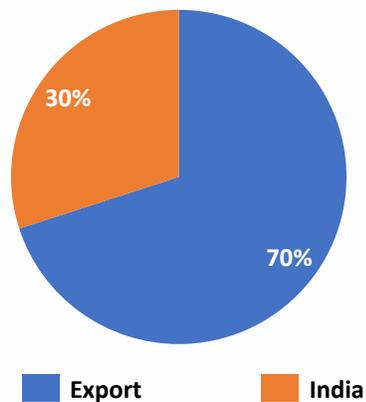
### Strong Repeat Orders & Relationships

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

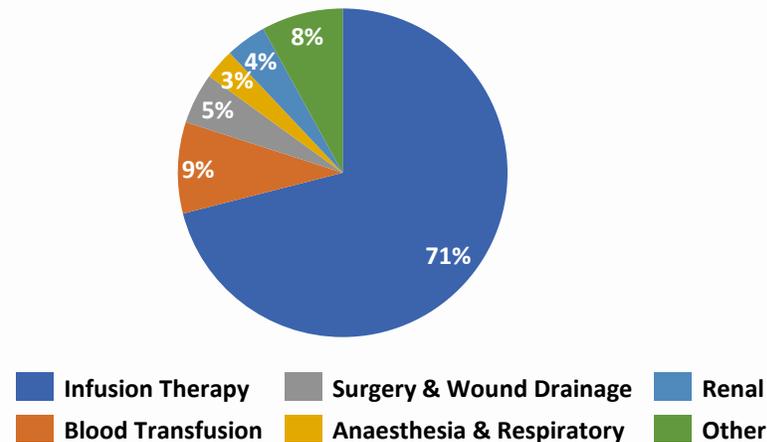
### Meaningful Relationships

- 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

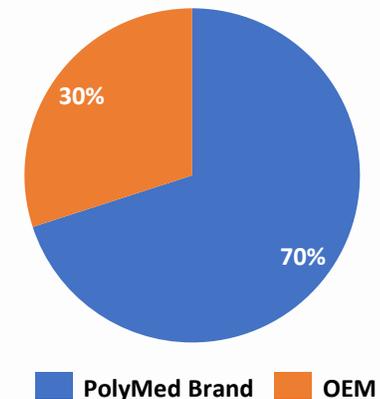
Polymed Sales By Geography



Polymed Sales By Product Category



Polymed Brand and OEM Private Label Sales



# MANUFACTURING ACROSS FOUR COUNTRIES

(INDIA, ITALY, EGYPT, CHINA)

1<sup>st</sup> 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



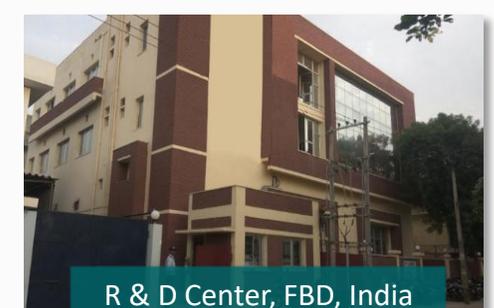
IMT Faridabad India



Faridabad Plant, India



Jaipur Plant, India



R & D Center, FBD, India



Laiyang-qingdao, China

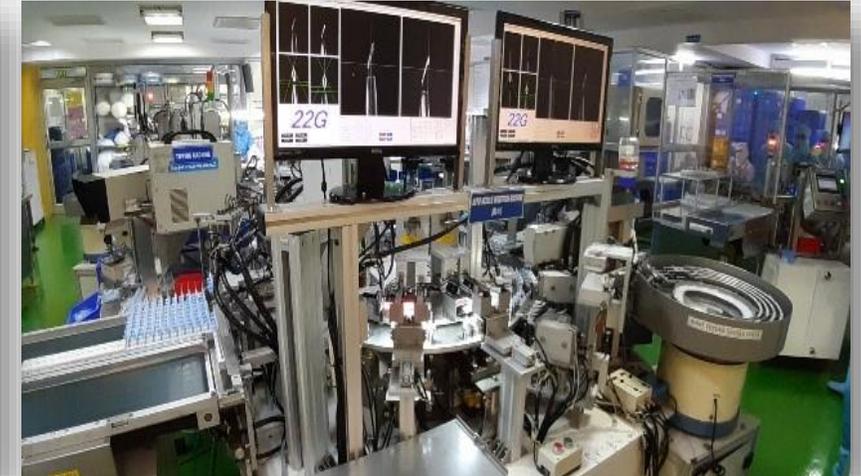


Assuit, Egypt



Amaro, Italy

# MANUFACTURING EXCELLENCE



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

# PLAN 1HEALTH, ITALY – EXPANSION IN FY 20-21

- Our stepdown subsidiary Plan1Health, Italy has expanded 3x its over all clean room area to expand manufacturing capacity and added new warehouse to facilitate increase storage and movement of goods.
- Company will start exporting its products to Brazil, Russia, China etc. in 2021



# STATUS UPDATES – INDIA PLANTS

## IMT Faridabad Plant-Phase II

- Phase II of our manufacturing plant in IMT, Faridabad will be ready by November 2020.
- New products like Manifolds, Catheters and new sizes of Dialyzers will be manufactured in this plant.
- We will be adding additional capacity of some of our existing products.



## SEZ Plant, Phase II, Jaipur

- Target competition by Jan/Feb 2021
- Capacity addition of different types of medical devices like Catheters, Tubings, Infusion lines etc. for exports



# R&D, REGULATORY AND PROCESS CAPABILITIES

FULLY INTEGRATED FROM NEW PRODUCT DESIGN DEVELOPMENT TO AUTOMATED MANUFACTURING

- 250+ Patents & 300+ pending applications
- R&D Team with 50+ engineers and 10+ Clinical Consultants
- All products are CE certified (EU Regulatory Compliant)

**HIGHLY QUALIFIED TEAM**



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

**PRODUCT DESIGN**



- Multi product design capability thru SUT
- Knowledge of global IP laws

**MOLD DESIGN & PROCESS DEVELOPMENT**



- Shorter development time
- Using high end design softwares

**TOOL & MACHINE MANUFACTURING**



- Leveraging latest technologies
- Reducing time to Market



# OUR NEW PRODUCTS

VTM & VLTM Kits



Launched in  
 May 2020

Dialysis Machines



Launched in  
 July 2020

N 95 Masks



Launched in  
 Aug 2020

Pre-Filled Syringes



Launch by  
 Nov 2020

Vial Access Spike  
 with Valve



Launch by  
 Dec 2020

Single use Dialyzers  
 1.4 / 1.6 / 1.8



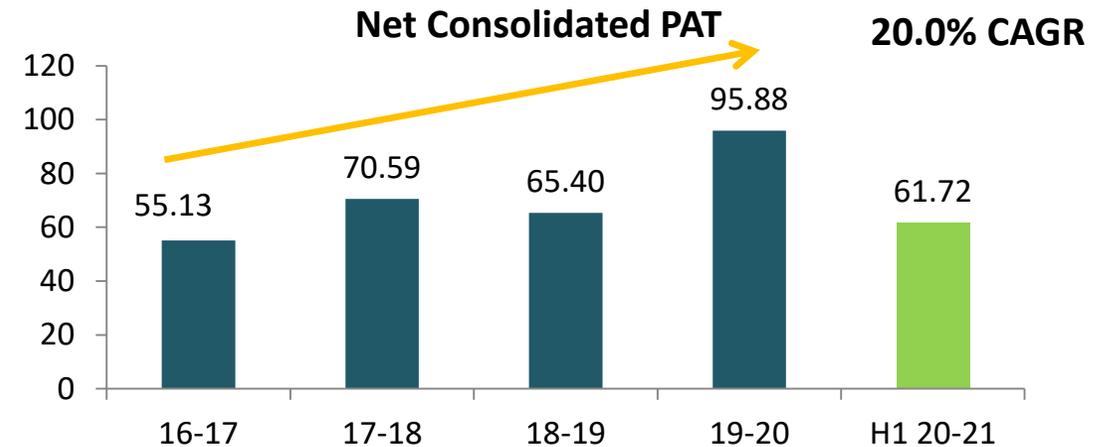
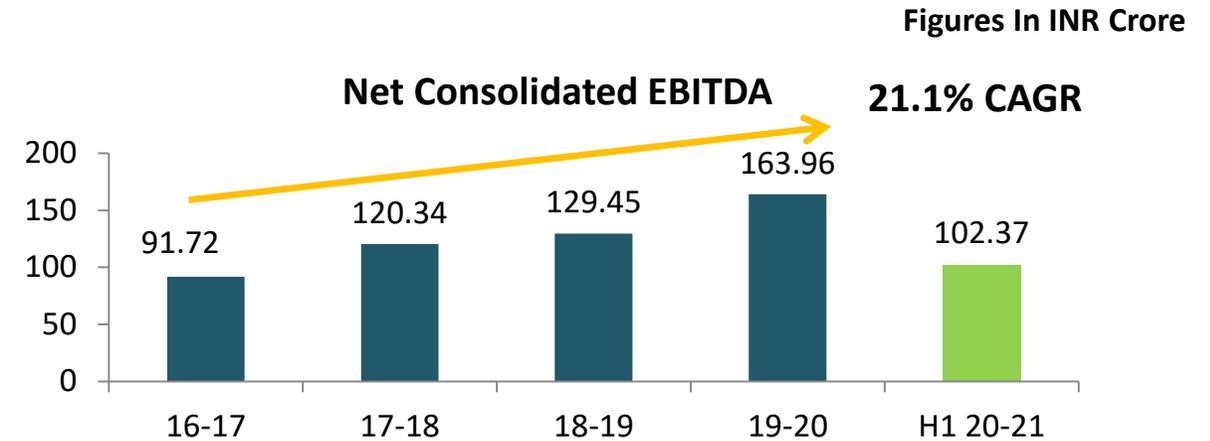
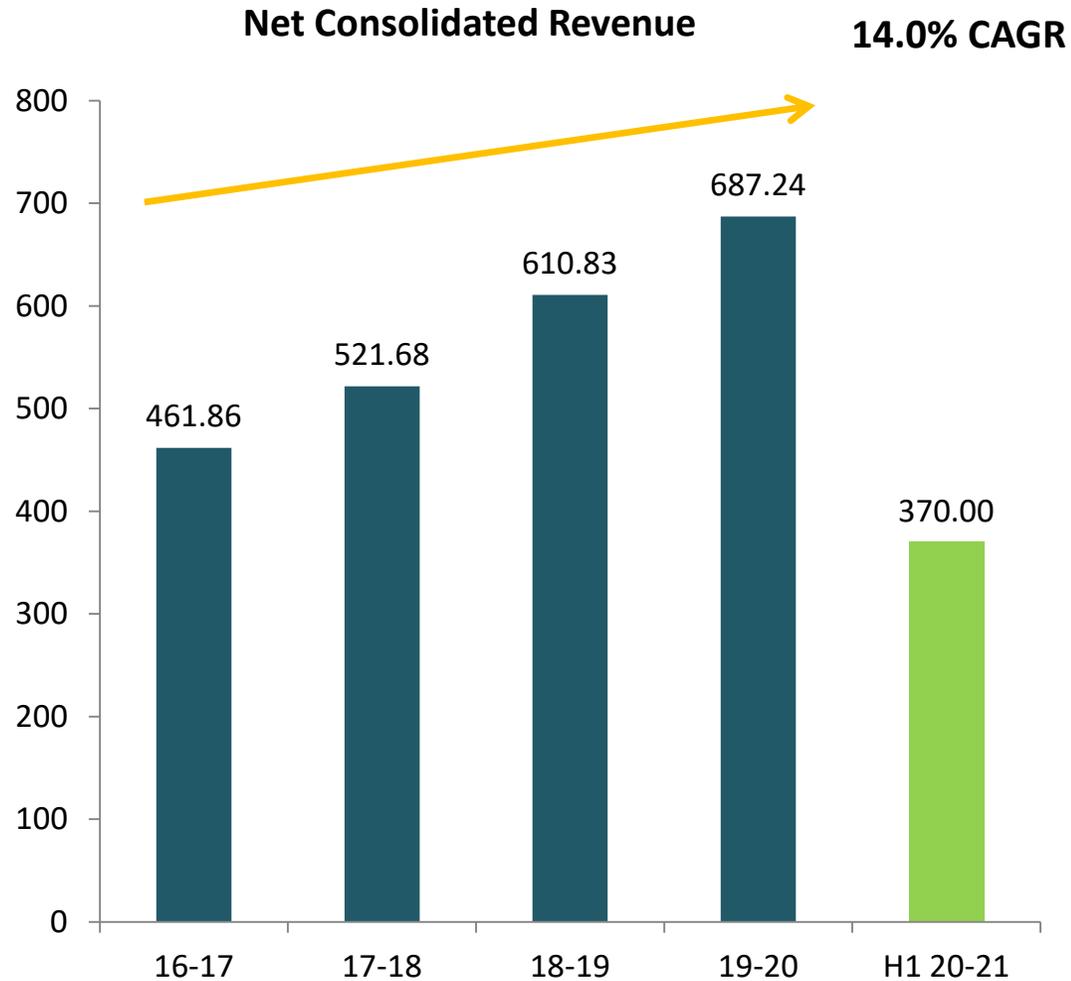
Launch by  
 Jan 2021

Blood Collection  
 Needles with  
 Flashback



Launch by  
 Feb 2021

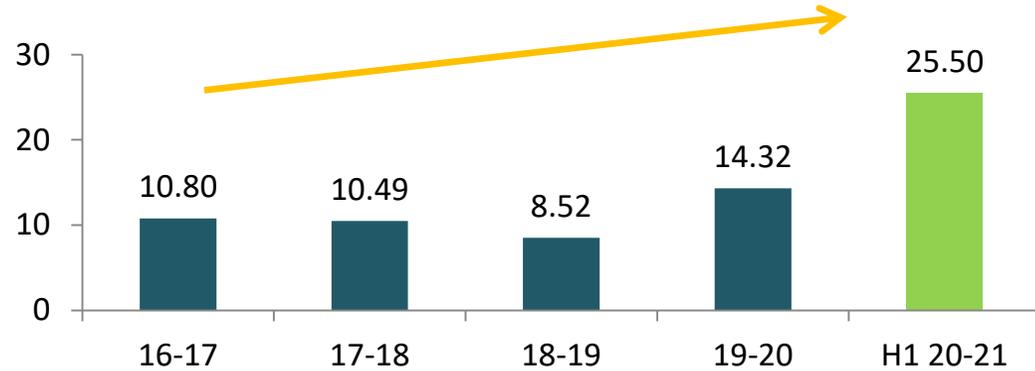
# FINANCIAL SNAPSHOT



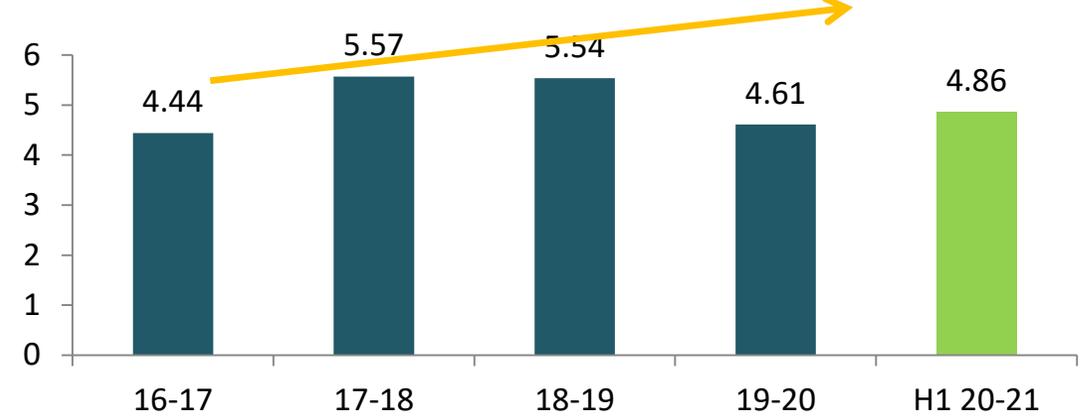
**Sustained Growth with improving top-line, EBITDA and bottom-line and Margins**

# RATIO'S

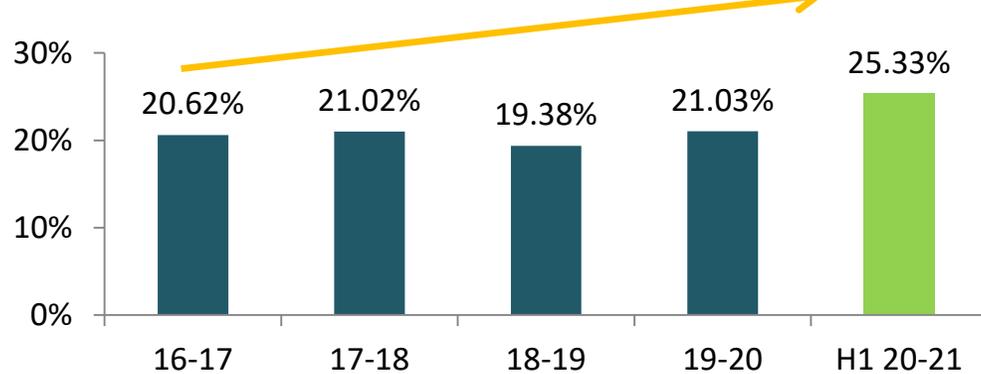
**Interest Coverage**



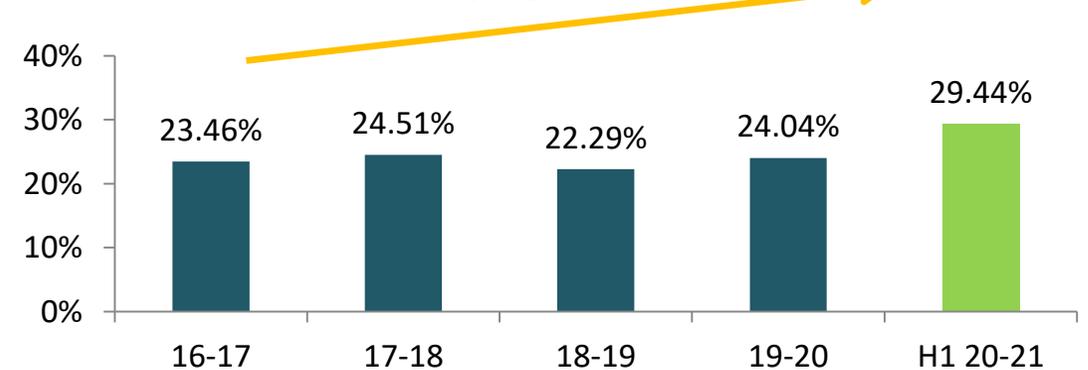
**Debt Service Coverage**



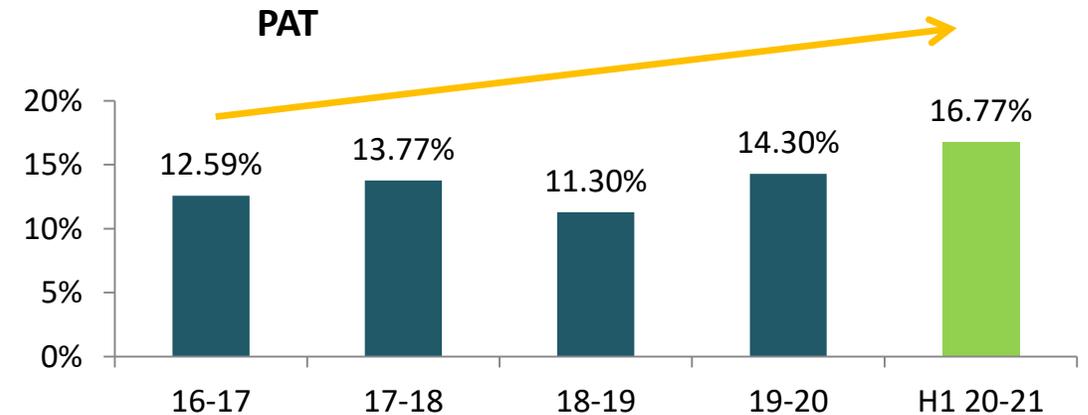
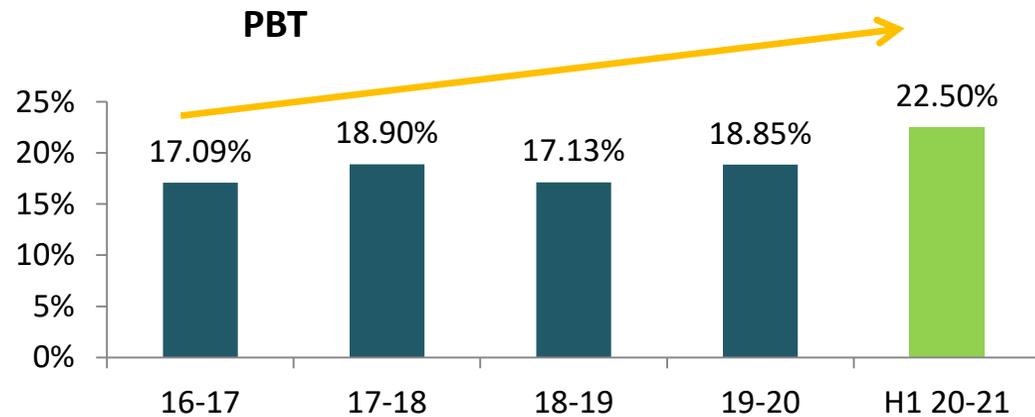
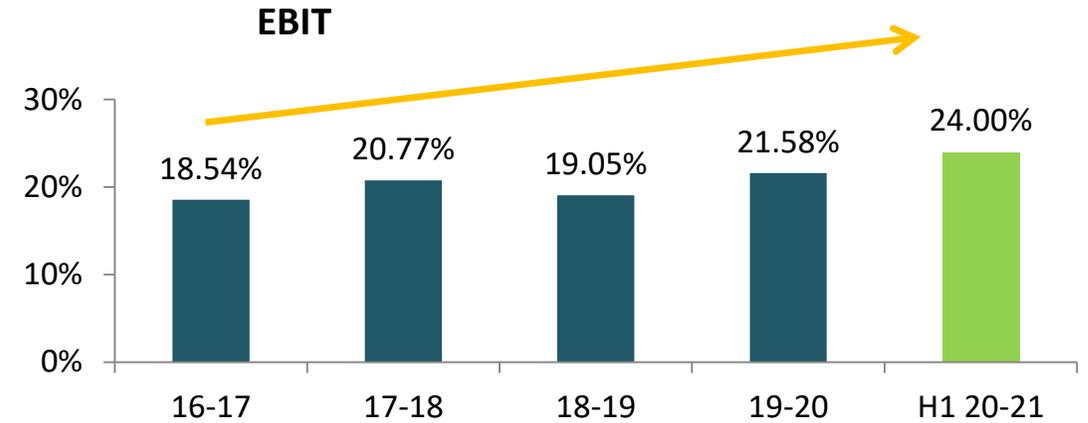
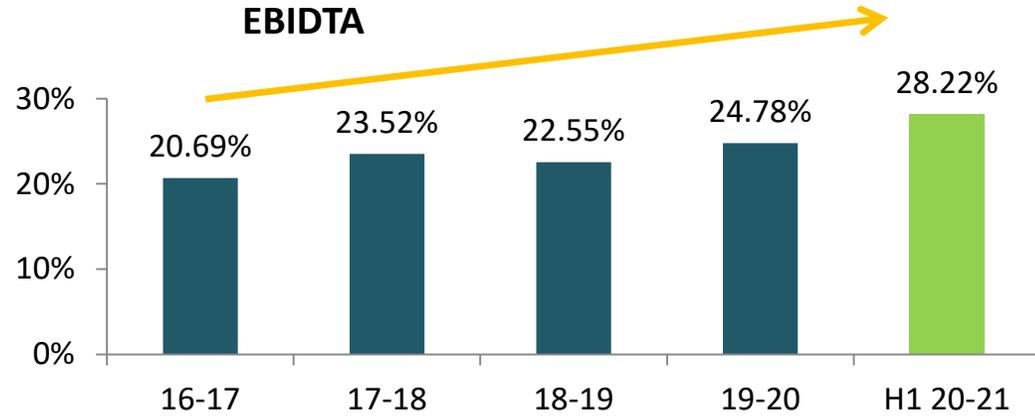
**Return on Capital Employed**



**Return on Equity**



# MARGIN'S %



# AWARDS AND RECOGNITION

## Top 25 Innovative Companies

### Poly Medicure has been featured in Forbes “Asia’s 200 Best Under A Billion” list

The Annual Best Under A Billion list spotlights 200 publicly listed small and mid-sized companies in the Asia-Pacific region with sales under \$1 billion.



Company	Industry	Country	Sales	Net Income	Market Value
<b>Poly Medicure</b>	Medical equipment	India	97	14	359*
Landwind	Automotive services	Australia	16	2	207
Li-Hsin Industries	Hardware	Taiwan	202	19	170
Lifecore Holdings	Pharmaceuticals	Hong Kong	31	4	85
Lull Technology	Software	China	79	23	176
MLA Capital Partners	Financial services	Japan	194	34	1234
Megaflex Financial Group	Financial services	Australia	413	270	8,130
Magtek	Software	Malaysia	288	29	212
Management Solutions Co.	Management consulting	Japan	36	3	128
Masood Microelectronics	Semiconductors	China	918	72	15,200
Mauritson Technology	Information systems	China	116	31	1,488
Medical Imaging Corp.	Medical equipment	Taiwan	14	3	28
Medihubika Holdings	Healthcare	Indonesia	287	18	471
Metrogallon Land	Property developer	Indonesia	89	14	254
ME Technosystem	Software	Malaysia	44	14	820
Micronix	Software	South Korea	106	16	184
Mikoto Information	Software	Taiwan	84	4	98
Mobile Edge Rays	China	Indonesia	49	7	94
Nam Viet Corp.	Health & Biotech	Vietnam	193	30	81
Nanjing Wanda Environmental	Water management	China	111	16	638
Nash Bio-Genex	Biotech	India	40	7	83
Nesta Finance International	Financial services	India	102	18	1,544
Nethbay	Software	Thailand	13	4	219
Norwest Group	Financial services	Australia	49	15	1,830
Novone	Pharmaceuticals	South Korea	138	13	282
Opayda	Hardware & Software	Malaysia	25	3	87
Oriental Interest	Property developer	Malaysia	72	14	40
Over The Wire Holdings	Software	Australia	47	7	219
Pakoven Jett [1]	Property developer	Indonesia	309	192	1,376
Park Systems Corp.	Healthcare equipment	South Korea	45	7	288
Parimontex [1]	Textiles	Malaysia	116	20	420
Perfect Group International	Beauty	Hong Kong	100	22	71
Perfect Stage Medical	Beauty	Hong Kong	107	44	440
Pharmaceutical [1]	Pharmaceuticals	Vietnam	144	38	287
Pharmaceutical [2]	Pharmaceuticals	Japan	144	8	121
Pharmaceutical [3]	Pharmaceuticals	Hong Kong	44	12	140
Pharmaceutical [4]	Pharmaceuticals	South Korea	124	13	241
Pharmaceutical [5]	Pharmaceuticals	India	97	14	359



Company	Industry	Country	Sales	Net Income	Market Value
Poly Medicure	Medical equipment	India	97	14	359*

All values in \$ Millions

(As on July 7, 2020)

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

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

# “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.**

## 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 and Plexcouncil



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

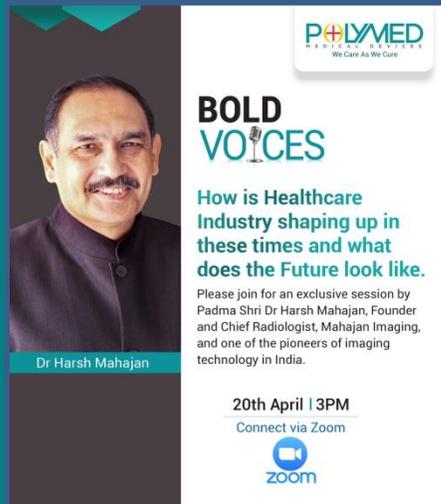
# FOCUS ON TRAINING & CONTINUOUS MEDICAL EDUCATION



# BRAND COMMUNICATION

## Webinars

• BOLD VOICES | Tune into Health | COVID19 •



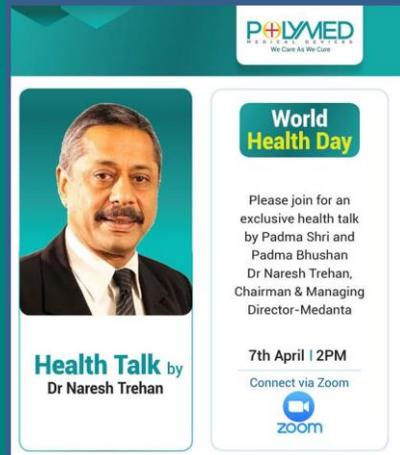
**BOLD VOICES**

**How is Healthcare Industry shaping up in these times and what does the Future look like.**

Please join for an exclusive session by Padma Shri Dr Harsh Mahajan, Founder and Chief Radiologist, Mahajan Imaging, and one of the pioneers of imaging technology in India.

**Dr Harsh Mahajan**

20th April | 3PM  
Connect via Zoom



**BOLD VOICES**

**World Health Day**

Please join for an exclusive health talk by Padma Shri and Padma Bhushan Dr Naresh Trehan, Chairman & Managing Director-Medanta

**Health Talk by Dr Naresh Trehan**

7th April | 2PM  
Connect via Zoom



8 Sessions

32 Sessions



**BOLD VOICES**

**Critical Care, The Backbone of Healthcare Delivery Ecosystem.**

Please join for an exclusive session by Dr. Yatin Mehta, Chairman, Institute of Critical Care and Anaesthesiology at Medanta - The Medicity Hospital Gurgaon.

**Dr. Yatin Mehta**

6th June | 2 PM  
Connect via Zoom



**BOLD VOICES**

**LIVE**

24th September | 3 PM

**Nursing Leaders Expanding Horizons- From Bedside to Boardrooms.**

Please join for an exclusive session by Dr. Jothi Clara J. Micheal, Director of Nursing (Strategies & Planning) India Operations Division, Parkway Healthcare India Private Ltd. (Gleneagles Global Group and Continental Hospitals) & Vice President, Association of Nurse Executives India (ANEI)

**Dr. Jothi Clara J. Micheal**

www.polymedicure.com | info@polymedicure.com




**BOLD VOICES**

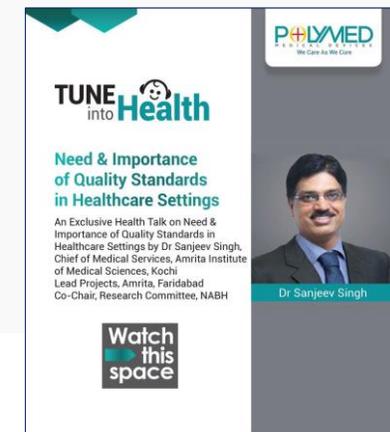
**Nursing, The Finest of the Fine Art.**

Nursing continues to remain an excellent amalgamation of the finest Art & Science.

Please join for an exclusive session by Col Binu Sharma President, Infusion Nurses Society (INS), India. Working as Senior Vice President Nursing Services at Columbia Asia Hospital Bangalore.

**Col Binu Sharma**

9th May | 3 PM  
Connect via Zoom



**TUNE into Health**

**Need & Importance of Quality Standards in Healthcare Settings**

An Exclusive Health Talk on Need & Importance of Quality Standards in Healthcare Settings by Dr Sanjeev Singh, Chief of Medical Services, Amrita Institute of Medical Sciences, Kochi  
Lead Projects, Amrita, Faridabad  
Co-Chair, Research Committee, NABH

**Dr Sanjeev Singh**

Watch this space

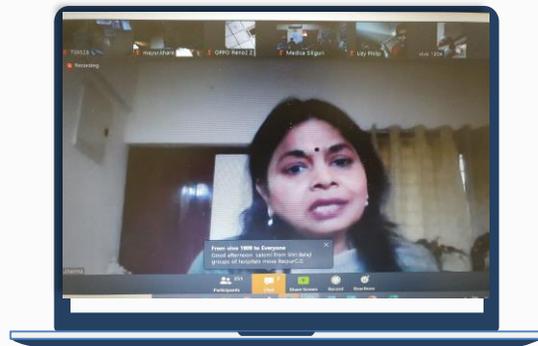
# BRAND COMMUNICATION

## Nursing Week Campaign

10 creatives posted on social media



Personalized Greetings to Nursing Leaders



Addressed by Col. Binu Sharma,  
INS President India & Sr. VP Nursing  
Services (Columbia Asia Hospitals)  
Attended by 350 participants



AV expressing gratitude  
towards Nursing community  
Appreciated Widely

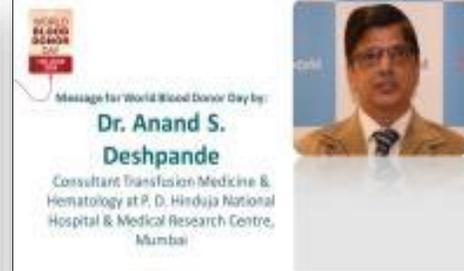
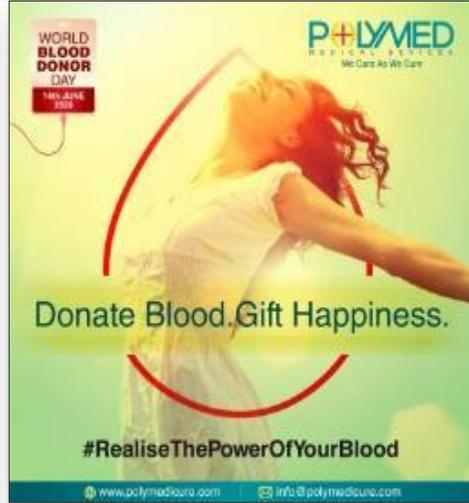
## World Kidney Day Campaign



Successfully celebrated in  
60+ Dialysis Centers PAN INDIA  
Touching 300+ technicians & 1200+ patients

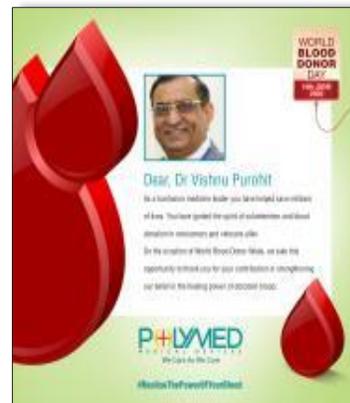
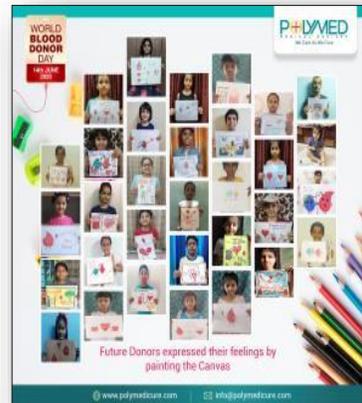


# BRAND COMMUNICATION



## World Blood Donor Day Campaign

Social Media | Awareness AV | Contest  
Testimonials from Blood Bank Leaders |  
Personalized e-Greetings | Drawing Competition



## Participation at CII India Healthcare Week Virtual Booth | Webinar Logo Branding | Print Ad



# SOCIAL MEDIA CAMPAIGNS FOR BRAND BUILDING



**POLYMED**  
MEDICAL DEVICES  
We Care As We Cure

**When you are battling cancer, be confident but never be complacent.**

Staying well after cancer is very important. Make sure you eat right, get regular physical activity, and go for recommended cancer screenings

**National Cancer Survivors Day**

www.polymedicure.com | info@polymedicure.com

#EverySisterCares

**POLYMED**  
MEDICAL DEVICES  
We Care As We Cure

**Not related by blood, But by warmth.**

**HAPPY RAKSHABANDHAN**

to all the sisters who are working selflessly to help us fight this pandemic.

www.polymedicure.com | info@polymedicure.com

Born in India. Loved Globally.

**POLYMED**  
MEDICAL DEVICES  
We Care As We Cure

**GLOBAL EXPERTISE STARTS AS LOCAL**

We are amongst the Top 5 Manufacturers of I.V. Cannula in the World.

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**POLYMED**  
MEDICAL DEVICES  
We Care As We Cure

Let's fight COVID19 together.

As one of the leading player in infusion therapy, Poly Medicure offers advanced solutions which reduce dependence of close monitoring of infusions in hospitalized patients, thereby allowing healthcare professionals to address other pressing medical needs. Also, with its safety peripheral IV cannulas, PolyMed is serving to prevent needle stick injuries (NSI) and potential transmission of blood borne pathogens including Covid-19 virus to protect medical professionals treating such patients. Know more: www.polymedicure.com

- Vascular Access
- Dialysis & Renal Care
- Transfusion System
- Diagnostics

WORLD HEART DAY, 2020

**POLYMED**  
MEDICAL DEVICES  
We Care As We Cure

**EXERCISING NEVER FAILS TO MAKE YOUR HEART SMILE**

#KeepYourHeartHappy

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**POLYMED**  
MEDICAL DEVICES  
We Care As We Cure

**THE TRUE PURPOSE OF LIFE IS TO AGE WITH GOOD MEMORIES.**

Stop stressing, eat well, exercise your brain to keep Alzheimer's at bay.

**WORLD ALZHEIMER'S DAY**  
21<sup>ST</sup> SEPTEMBER, 2020

www.polymedicure.com | info@polymedicure.com

POLYMASK

**POLYMED**  
MEDICAL DEVICES  
We Care As We Cure

**BE SAFE INDIA**

While all of us keep adjusting to this new normal, it is also essential to wear a mask, avoid crowded places, wash your hands frequently and maintain social distancing.

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**POLYMED**  
MEDICAL DEVICES  
We Care As We Cure

**AS OUR COUNTRY STRIDES INTO THE FUTURE, LET'S LEAVE HEPATITIS BEHIND**

Together, we can make India hepatitis free by raising awareness and learning to prevent the disease better.

**WORLD HEPATITIS DAY**  
28<sup>TH</sup> JULY, 2020

www.polymedicure.com | info@polymedicure.com

# Thank You

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