

# Investors Presentation

May 2022

**25**  
YEARS  
Touching Lives with Care

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# Content

Our Journey

Board of Directors & Management

Corporate Structure

Polymed's Unique Position

Five Year Vision

Customer Stickiness, Sustainable Business

Manufacturing

Key Financials and Ratios

New Product launches

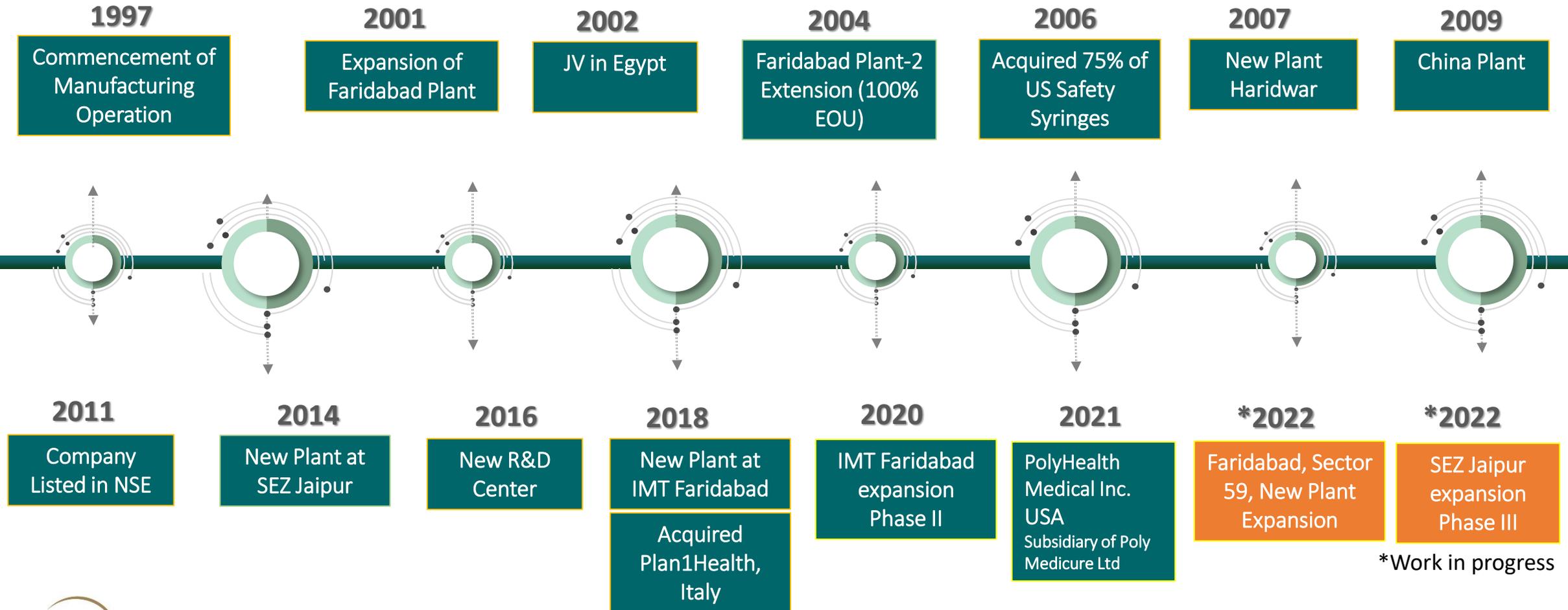
Corporate Communication

Way Forward, Capex Update

Awards and recognition



# OUR JOURNEY.....MILESTONE ACHIEVEMENTS



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

# ACROSS THE WORLD, WE SERVE PEOPLE IN OVER 120+ 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 GROUP

INDIA

Poly Medicure Ltd  
Holding Co.

Plan 1 Health India Pvt. Ltd.  
Wholly owned Subsidiary (100%)

OVERSEAS

Poly Medicure  
(Laiyang) Co. Ltd.  
China  
Wholly owned  
Subsidiary (100%)

Poly Medicure BV-  
Netherlands  
Wholly owned  
Subsidiary  
(100%)

Ultra for Medical  
Products Co.  
(UMIC) – Egypt  
Associate (23%)

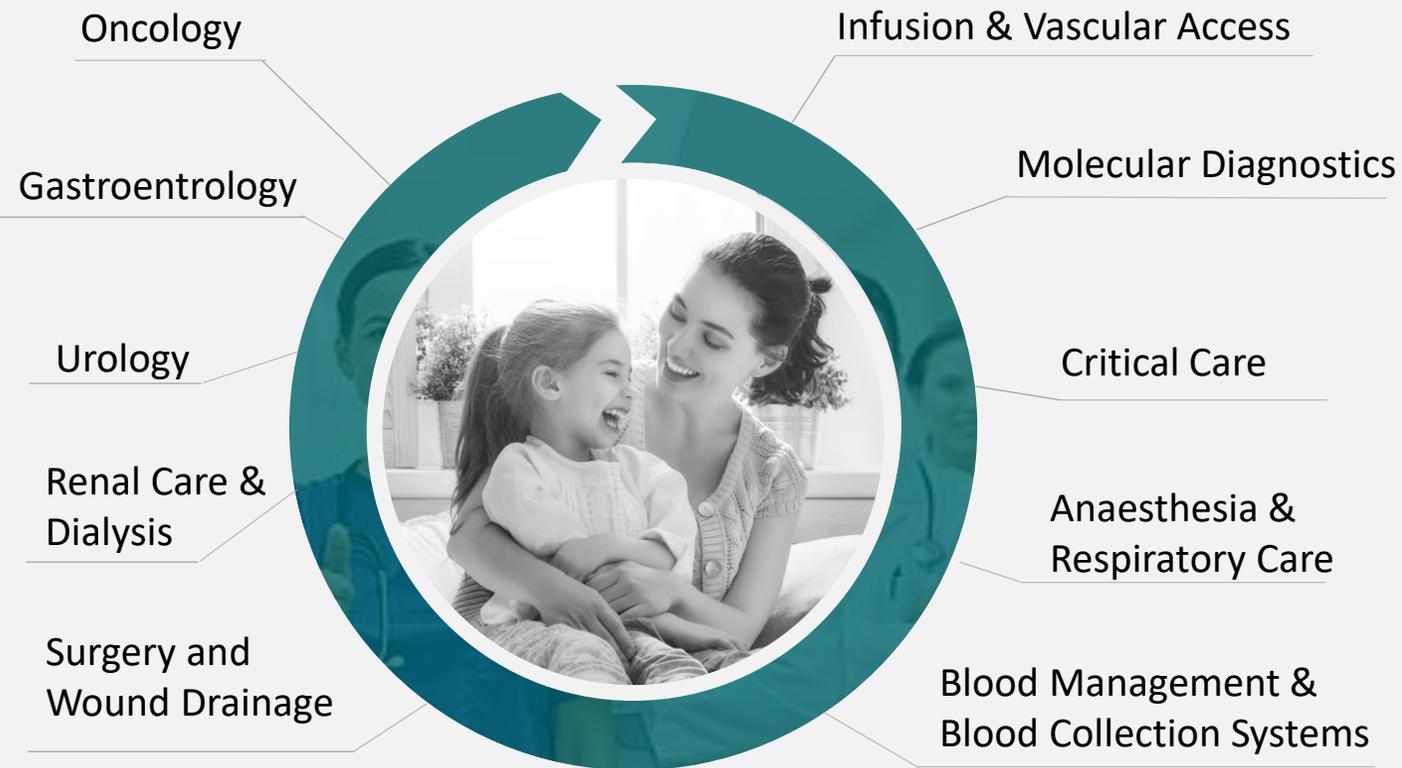
Plan 1 Health Italy  
Step Down Subsidiary (100%)

PolyHealth Medical Inc. USA  
Step Down Subsidiary (100%)

# 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

**6500+**

Hospitals Reach

In India

**30+**

Clinical Specialists

**50,000+**

HCP's Reach

#### Largest Exporter

Largest exporter of Consumable Medical Devices from India **10 years** in a row.



Portfolio of more than **160 Medical Devices**

**25 Years of manufacturing excellence**

# 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

**TODAY**



**Preferred Supplier**



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



**Solutions Partner**



Driving Delivery of Health Care



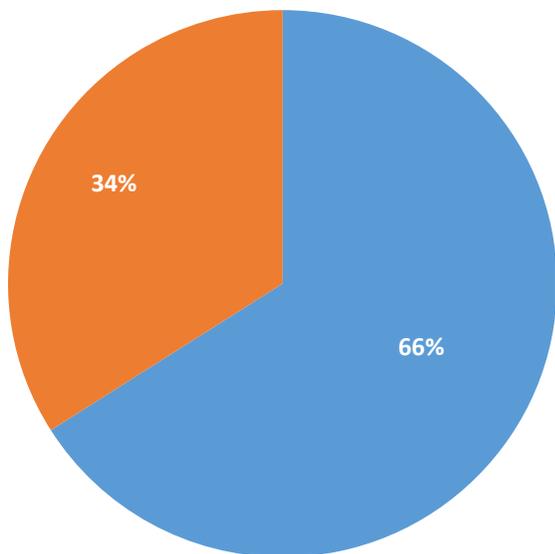
Value Based Supplier



# STICKINESS IN CUSTOMER BASE & SUSTAINABLE BUSINESS

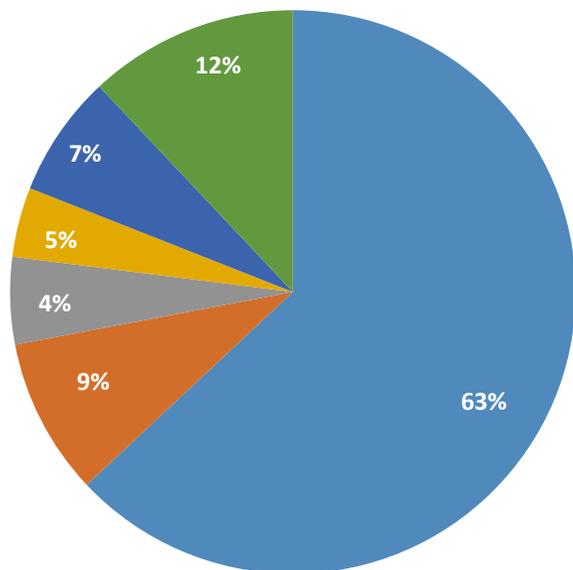
LEVERAGE OUR (CUSTOMER) INSTALLED BASE AND DISTRIBUTOR NETWORK TO LAUNCH NEW PRODUCTS

Polymed Sales By Geography



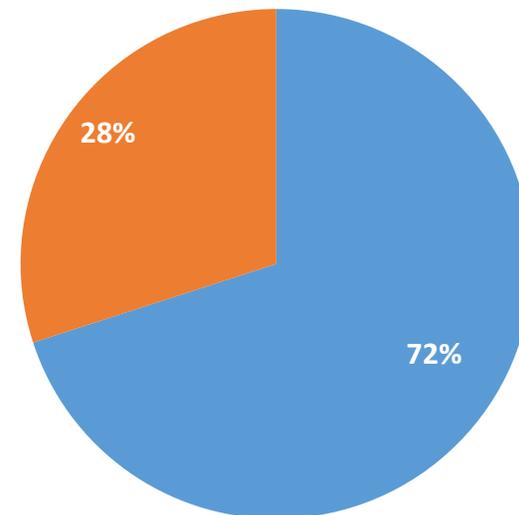
Export India

Polymed Sales By Product Category



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

Polymed Brand and OEM Private Label Sales



PolyMed Brand OEM



# MANUFACTURING ACROSS FOUR COUNTRIES

(INDIA, ITALY, EGYPT, CHINA)



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

Over 275+ Moulding Machines & 900+ Injection Molds

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

30+ 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



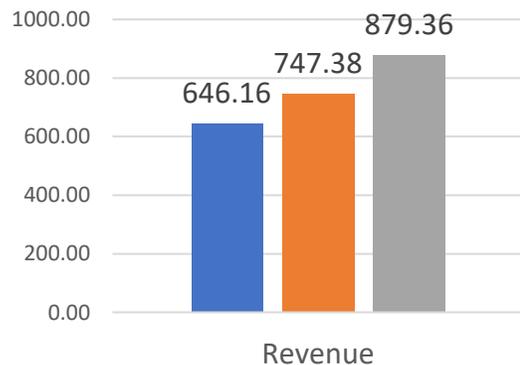
Amaro, Italy



# OUR STRENGTH: Consistent all-round growth (Standalone)



## REVENUE (₹ Crs.)

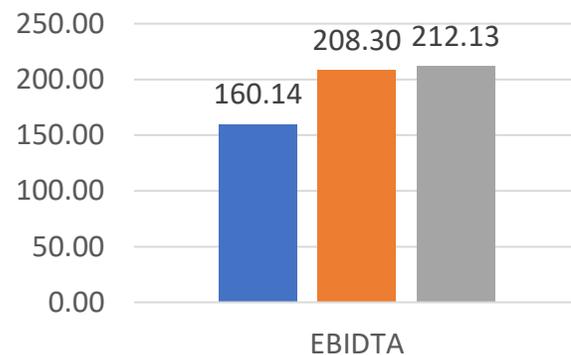


■ FY 2020 ■ FY 2021 ■ FY 2022

Year	Revenue
FY 2020	646.16
FY 2021	747.38
FY 2022	879.36



## EBIDTA (₹ Crs.)

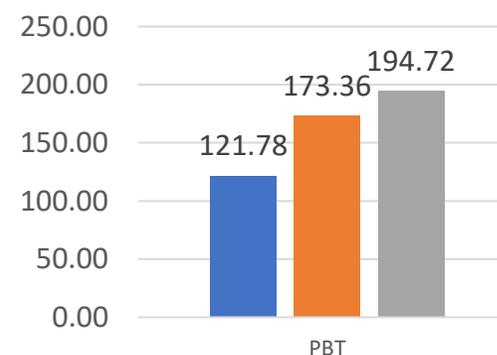


■ FY 2020 ■ FY 2021 ■ FY 2022

Year	EBIDTA	%
FY 2020	160.14	24.78%
FY 2021	208.30	27.87%
FY 2022	212.13	24.12%



## PBT (₹ Crs.)

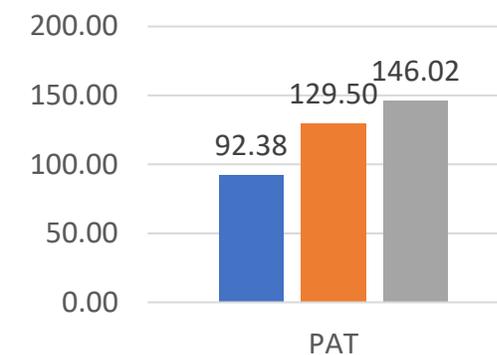


■ FY 2020 ■ FY 2021 ■ FY 2022

Year	PBT	%
FY 2020	121.78	18.85%
FY 2021	173.36	23.20%
FY 2022	194.72	22.14%



## PAT (₹ Crs.)

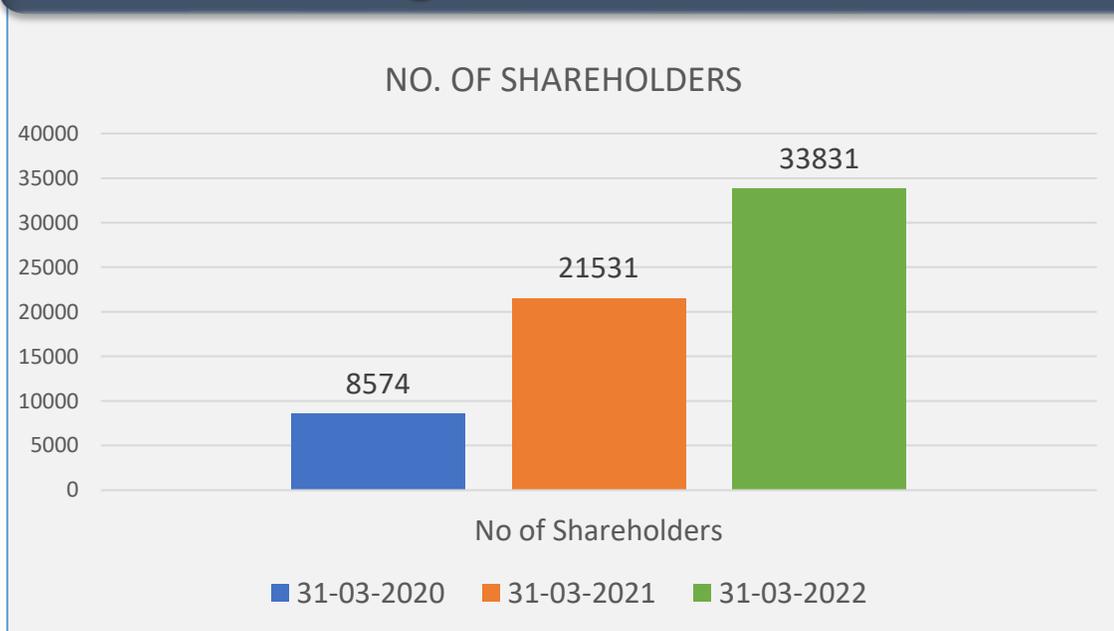


■ FY 2020 ■ FY 2021 ■ FY 2022

Year	PAT	%
FY 2020	92.38	14.30%
FY 2021	129.50	17.33%
FY 2022	146.02	16.60%

# 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

## Creating Value for Shareholders

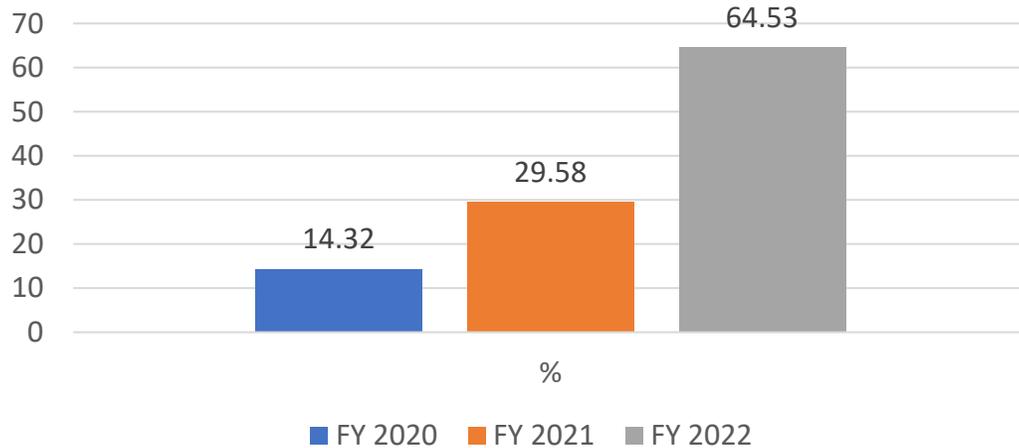


Date	Market Cap in INR (Cr)
31-03-2020	2,056.36
31-03-2021	7,884.74
31-03-2022	9,105.74

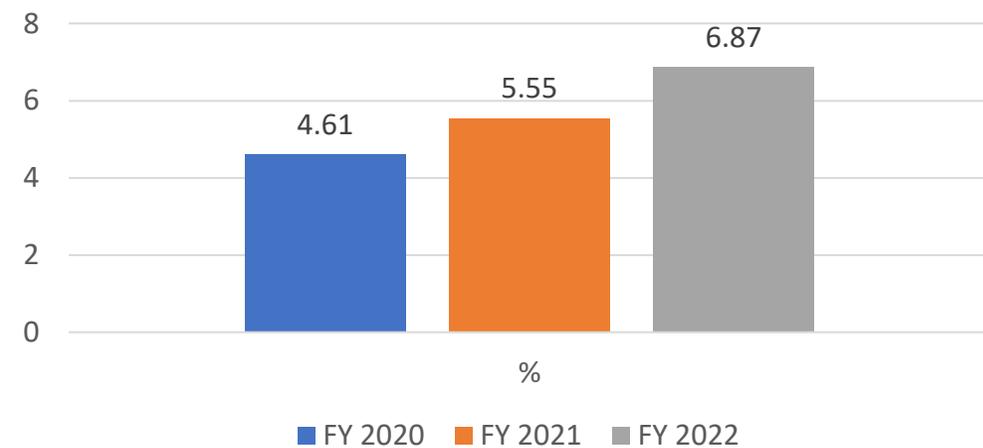


# RATIO'S

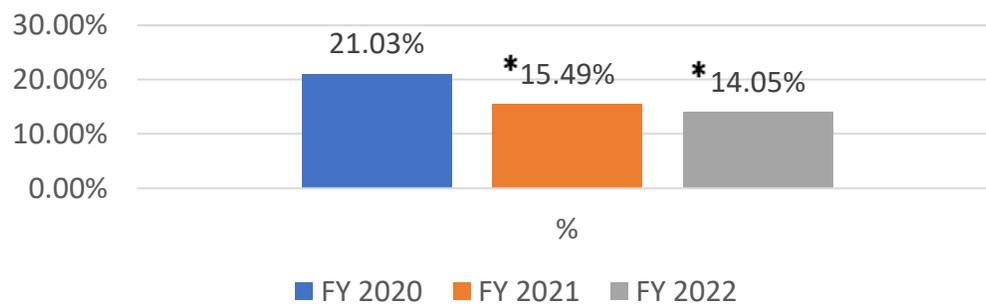
### Interest Coverage



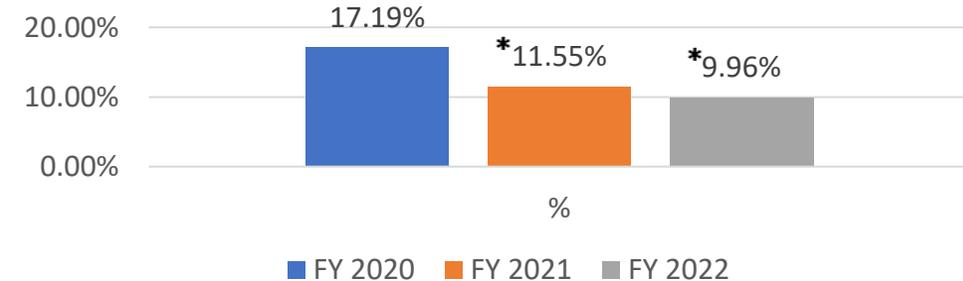
### Debt Service Coverage



### ROCE



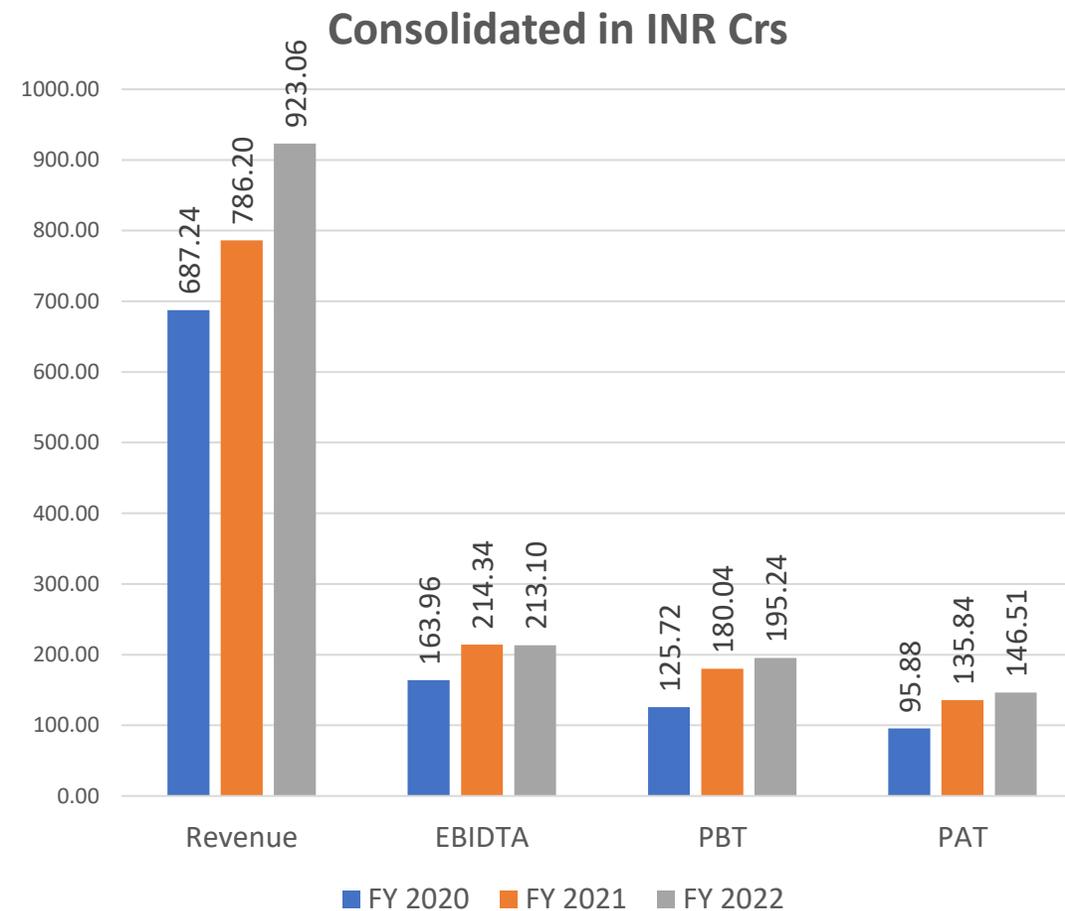
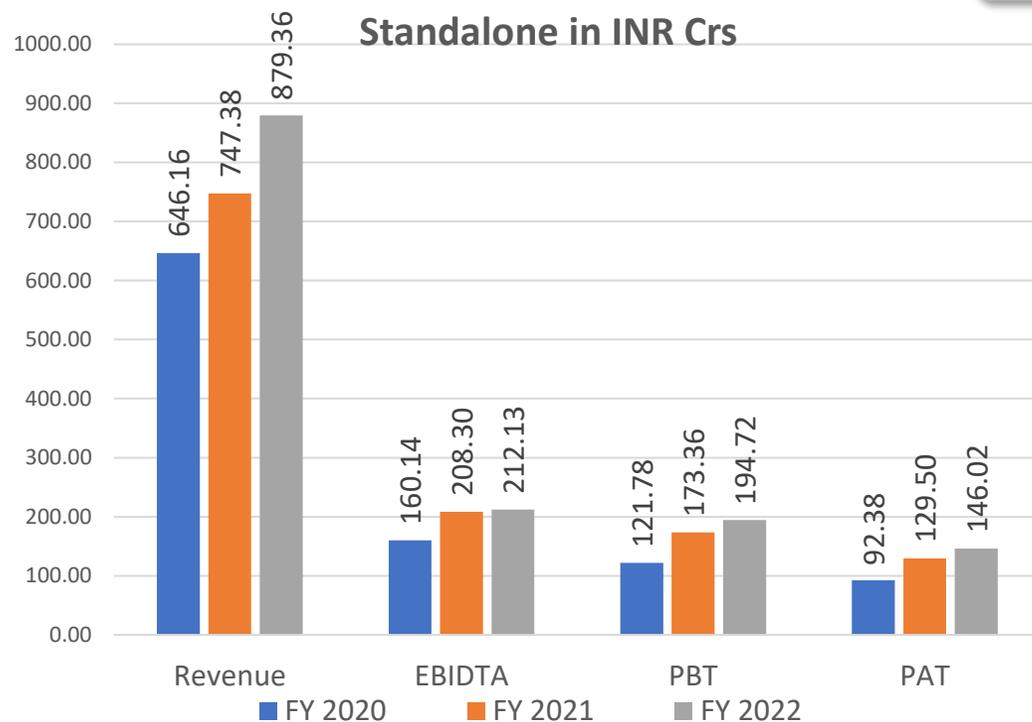
### ROE



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



# PERFORMANCE STANDALONE/CONSOLIDATED



\* All subsidiaries

Year	Revenue	EBIDTA	PBT	PAT
FY 2020	646.16	160.14	121.78	92.38
FY 2021	747.38	208.30	173.36	129.50
FY 2022	879.36	212.13	194.72	146.02



# NEW PRODUCT LAUNCHES - FY 22-23



Arterial blood collection syringe



ECG- Electrode



PICC Line



Polyguard +



Labside filter  
(Blood Bank Side filter )



Bedside Filter



Hubber Needle  
(Oncology)



Diagnostic Kits



Concentrate

Disinfectant



Midflux PP & PC, and High Flux PP & pc Dialyzer –  
1.4, 1.6, 1.8



Dialyzer Reprocessor



Polyfit Range

# PRODUCTION LINKED INCENTIVE SCHEME (RENAL CARE)



- 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 Plant
- Committed Investment of 70 Crs under the scheme from FY 2022-28
- 12 Crs of Investment done upto Mar-22 under the scheme

# PRODUCTION LINKED INCENTIVE SCHEME (IN VITRO DIAGNOSTIC)



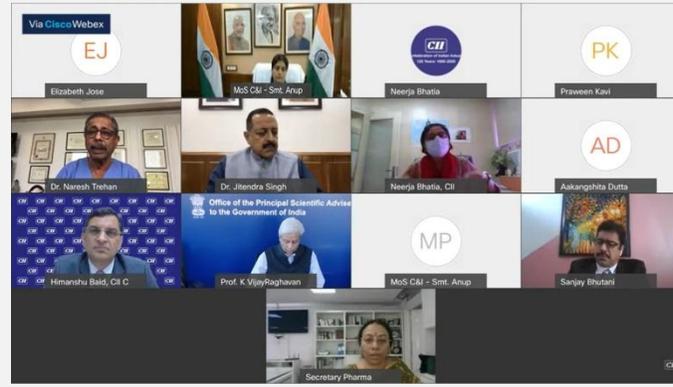
- Polymed got approval under In Vitro Diagnostic Medical devices for following products
- New range of Molecular Chemicals, reagents and diagnostic kits to be added.
- Greenfield projects defined under the guidelines to be operational at IMT Plant
- Committed Investment of 50 Crs under the scheme from FY 2022-28
- 11 Crs of Investment done upto Mar-22 under the scheme

# CORPORATE COMMUNICATION

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



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



**CII Annual Summit 2022**

# CORPORATE COMMUNICATION

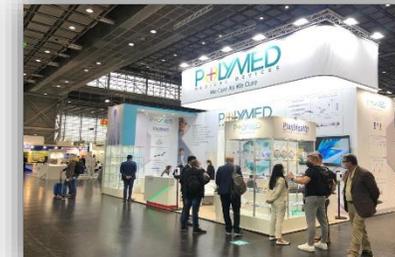
Media | Industry Events | Webinars | Social Media | Clinical Engagements | Conferences



Arab Health  ARAB HEALTH 2022, DUBAI



 MEDICA 2021, GERMANY



# WAY FORWARD

## Vascular Access

- Relationship building with corporate chain of hospitals
- Expand Dealer network

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

04

## Promote Infection Prevention and Safety

- Targeted Clinical engagement

05

## Operational Excellence

- Build sustainability
- Adopt best ESG standards
- Lead certification & ISO 14001

06

# CAPEX UPDATE

- Capex incurred in FY 2021-22 : INR 151.80 Crs
- Capex planned for FY 2022-23 : INR 150.00 Crs



# AWARDS & RECOGNITION

## “India Medical Device Leader of the Year 2021” by Government of India



"Export Excellence Award" by PLEXCONCIL as the largest exporter of disposable medical devices



# Thank You

## Poly Medicure Limited

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CELEBRATING

