

# Welcome to 28<sup>th</sup> Annual General Meeting

September 2023

Poly Medicure Limited



Infusion Therapy &  
Vascular Access



Dialysis &  
Renal Care



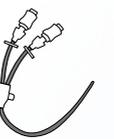
Transfusion  
System



Diagnostics



Oncology



Critical Care



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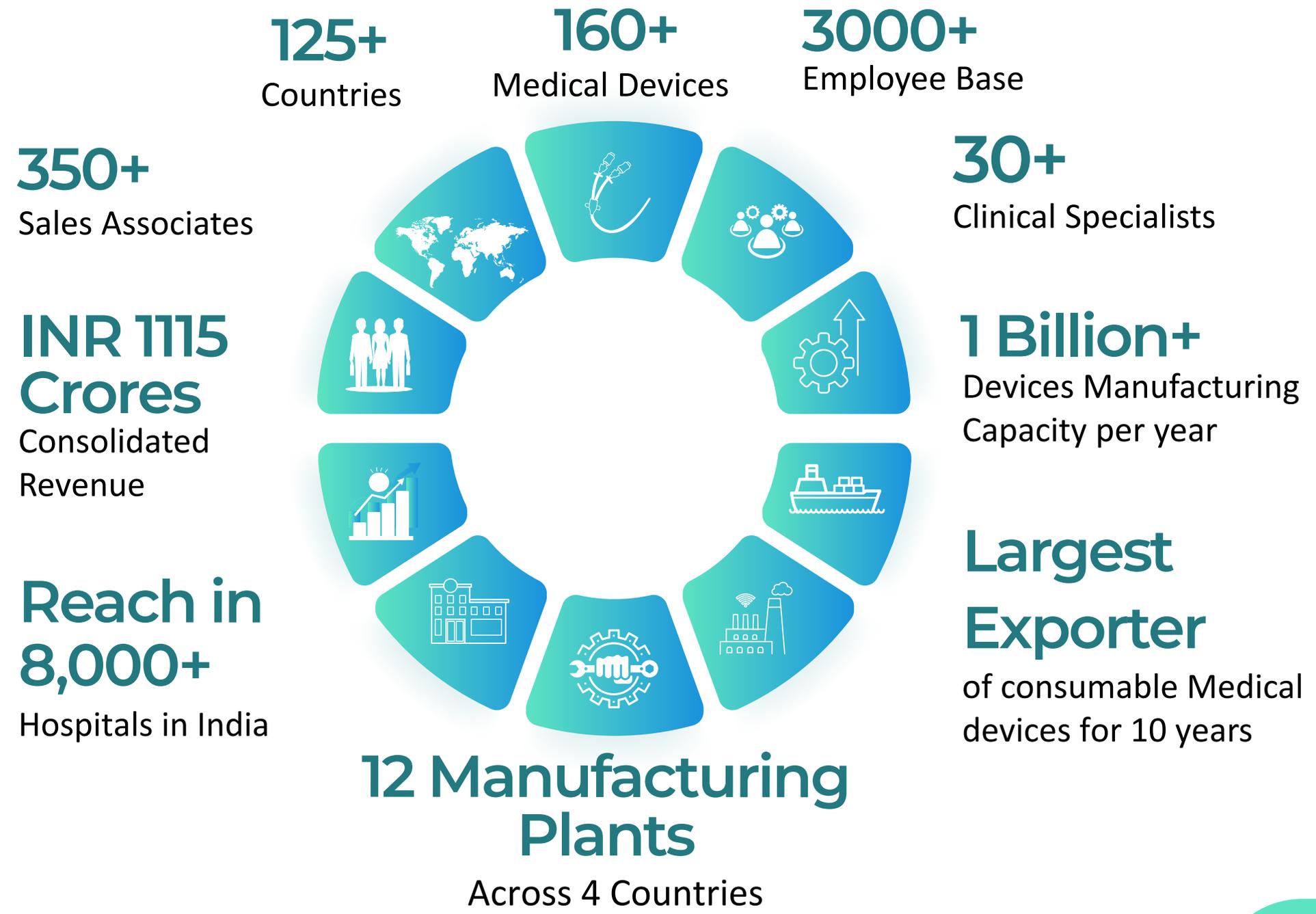
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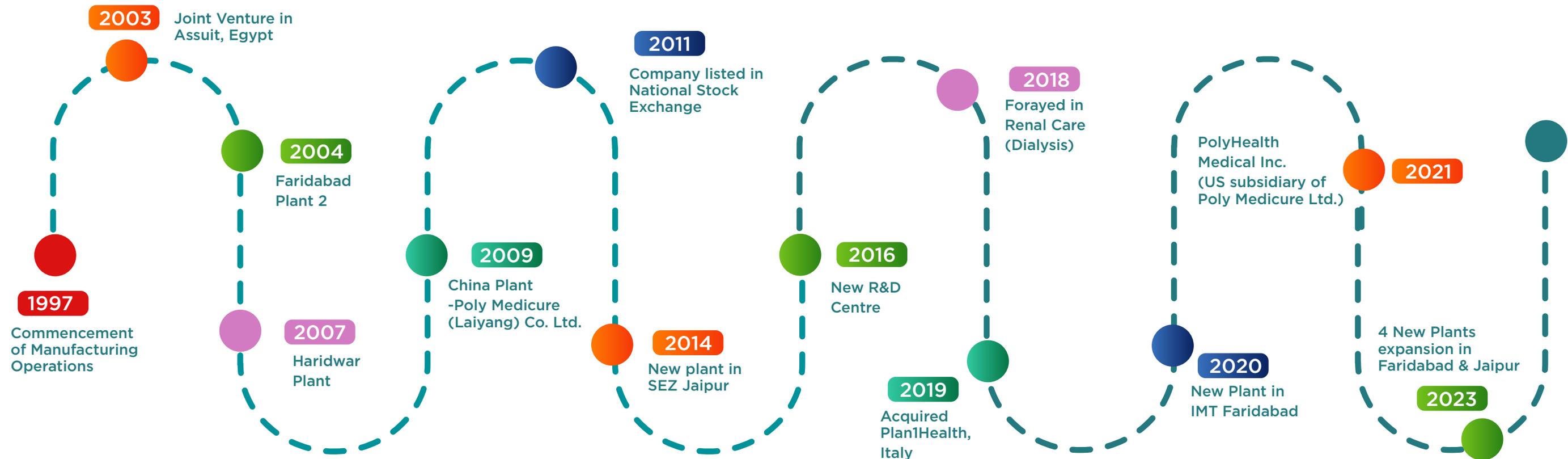
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# Polymed at a Glance



# A Success Story spanning over 26 Years



# Corporate Structure

## POLYMED GROUP

### INDIA

Poly Medicure Ltd

Plan 1 Health India Pvt. Ltd.  
Subsidiary

### OVERSEAS

Poly Medicure  
(Laiyang) Co. Ltd. China  
Subsidiary

Plan 1 Health Italy  
Subsidiary

Poly Medicure BV-  
Netherlands  
Subsidiary

PolyHealth Medical Inc. USA  
Subsidiary

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

# Board of Directors & Management



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



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



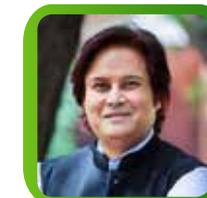
**Mr. Rishi Baid**  
(Joint Managing Director)



**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)



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



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



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



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



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

# Leadership Team



Vishal Baid

President,  
Corporate Business



Manish Sardana

President,  
India Business



Hemant Bhalla

Sr. Vice President,  
Renal Care



Sujit Gupta

Associate Vice President,  
International Business



Rakesh Bothra

Associate Vice President,  
Shipping & Logistics



Naresh Vijay

CFO &  
President-Finance



P K Gupta

President,  
Operations



Rajesh Kumar

Vice President,  
Operations



SS Rawat

Associate Vice President,  
Quality

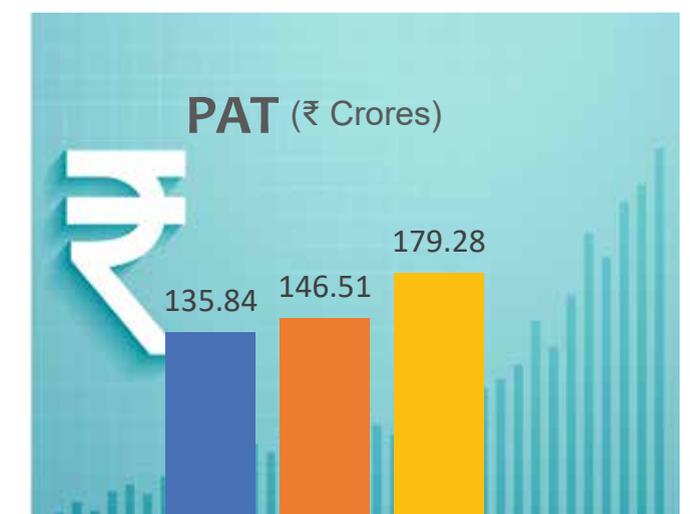
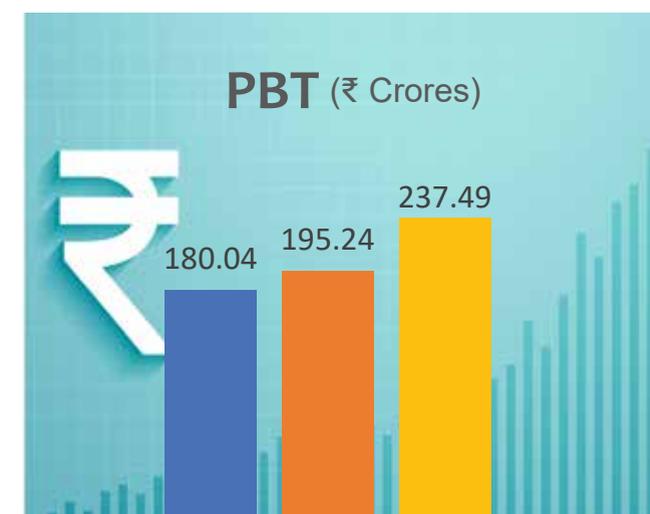
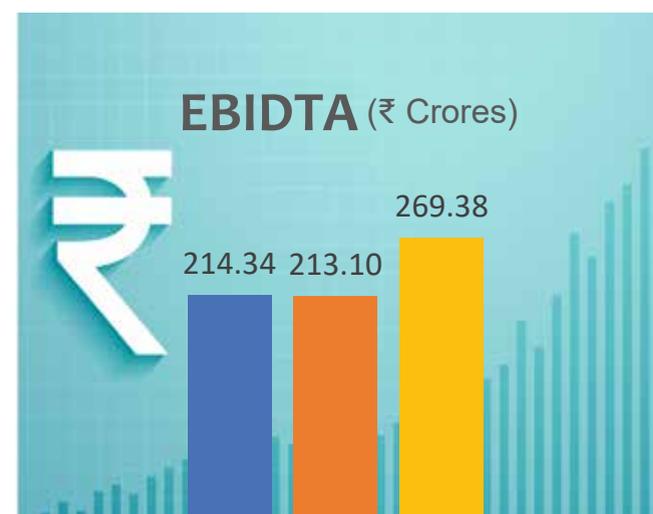
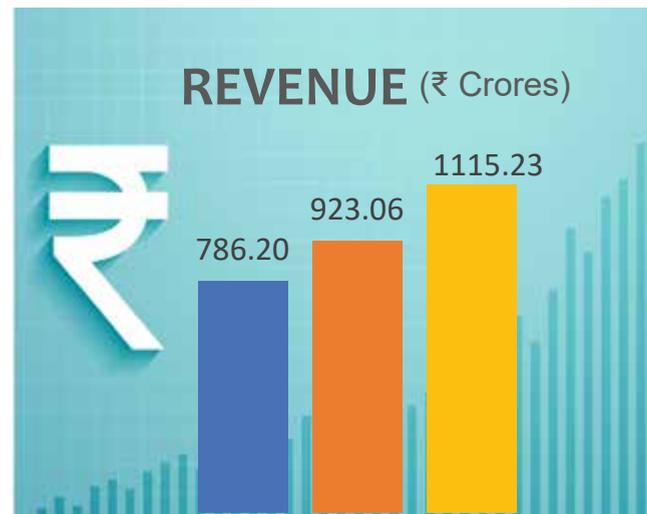


Bijay Rawat

Sr. General Manager  
Production

# Our Strength:

## Consistent all-round growth (Consolidated)



■ FY 2021 ■ FY 2022 ■ FY 2023

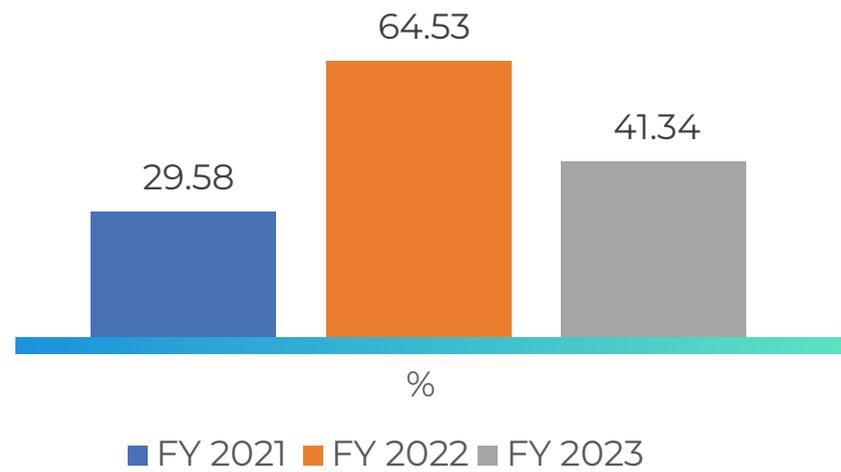
Year	Revenue	CAGR
FY 2021	786.20	20%
FY 2022	923.06	
FY 2023	1115.23	

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

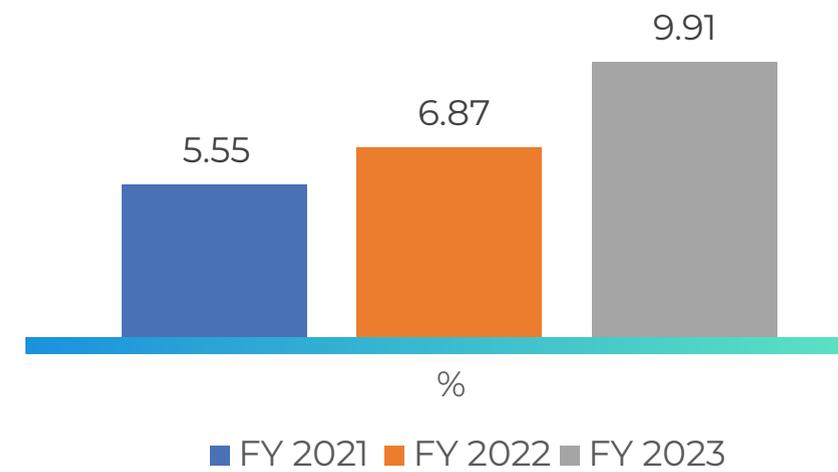
Year	PBT	%
FY 2021	180.04	22.90%
FY 2022	195.24	21.15%
FY 2023	237.49	21.30%

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

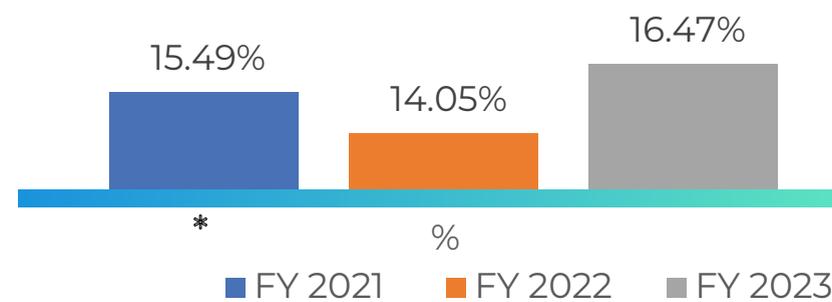
### Interest Coverage



### Debt Service Coverage

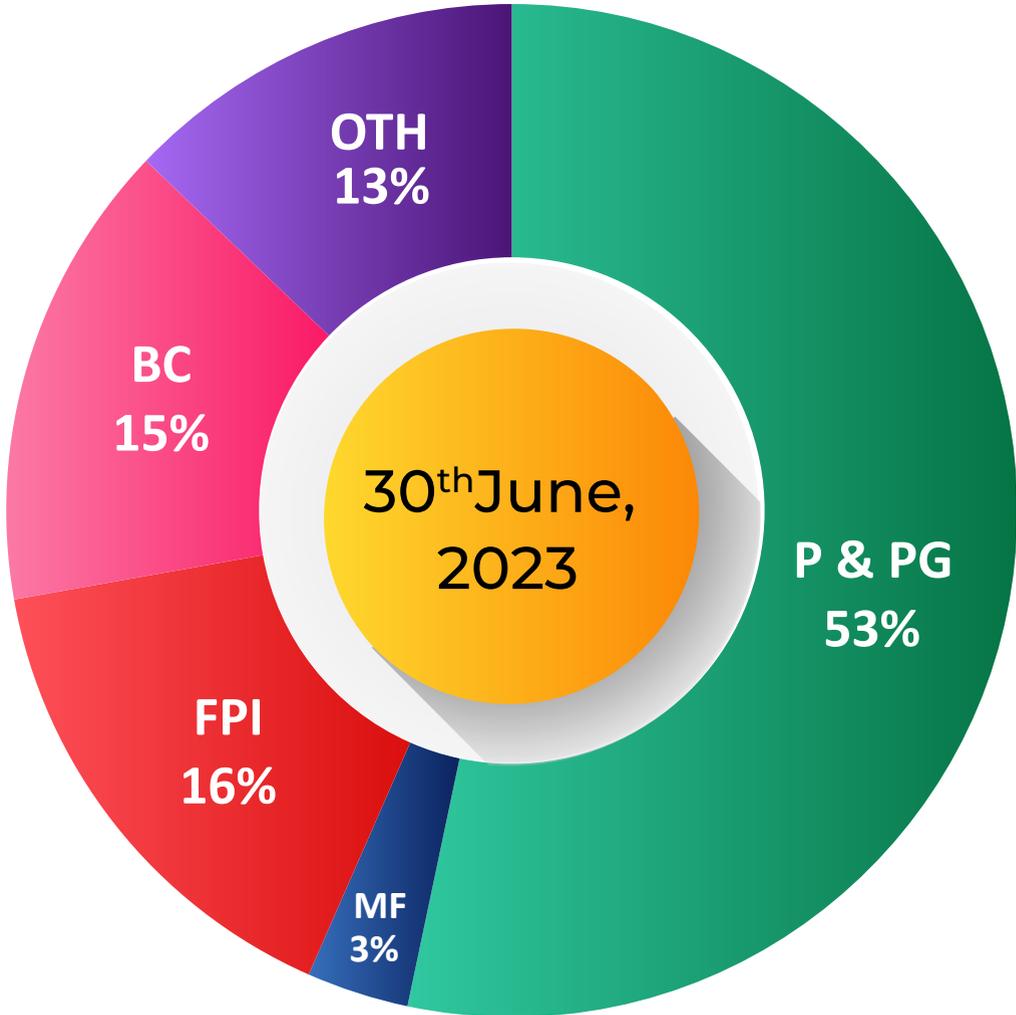


### ROCE



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

# Shareholding Pattern 30<sup>th</sup> June, 2023



Promoters and Promoters Group	53.31 %
Mutual Funds	3.27 %
FPIs	15.61 %
Bodies Corporate	14.94 %
Others	12.87 %
Grand total	100 %

# Revenue by Region



**India**  
**32%** | **International**  
**68%**

TOUCHING MILLIONS OF LIVES  
EVERYDAY ACROSS  
**125+COUNTRIES**

Region wise Revenue %

Region	FY 21-22	FY 22-23
India	34 %	32 %
Europe	31 %	35 %
Rest of World	35 %	33 %

# Production Linked Incentive

## Scheme-I

- Polymed got approval under Renal Care Segment
- Committed Investment of 70 Crs under the scheme from FY 2022-28
- 25.5 Crs of Investment done upto Mar-23 under the scheme

## Scheme-II

- 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.



# Manufacturing

(INDIA, ITALY, EGYPT, CHINA)



Faridabad Plant, India



Jaipur Plant, India



Laiyang-qingdao, China



Faridabad Plant, India



IMT Faridabad India



Amaro, Italy



Haridwar Plant, India



R & D Center, FBD, India



Assuit, Egypt

1st 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.

75+ Robots used in manufacturing.

# Manufacturing-Capex Update

Capex incurred in FY  
2022-23 :  
INR 237 Crores

Capex planned for FY  
2023-24 :  
INR 200 Crores



Jaipur SEZ Phase - II  
Commenced Operation in Q1 -2023-24



Faridabad Manufacturing and Warehouse  
56A Commenced Operation in Q1 -2023-24



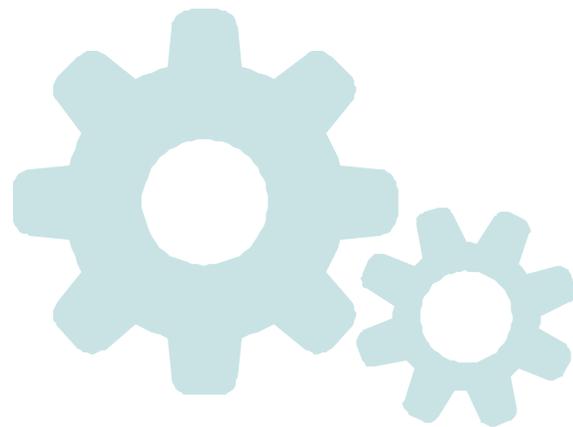
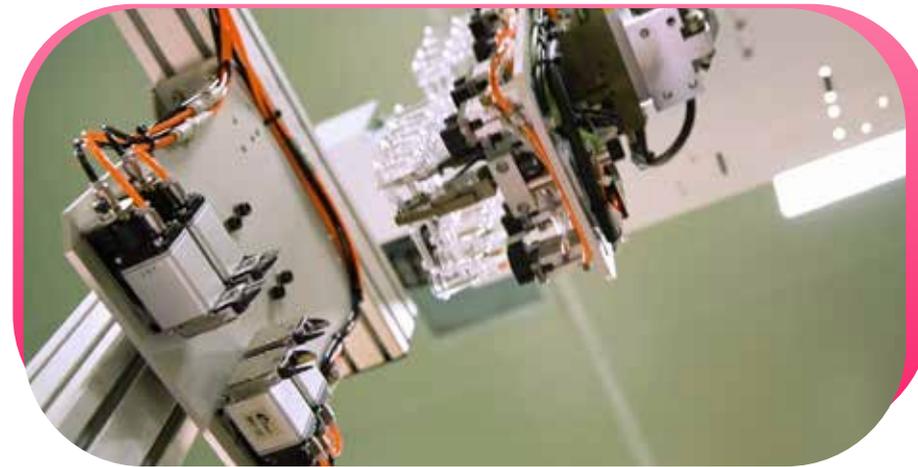
\*Faridabad Plant 117  
Scheduled Operation in Q3 -2023-24



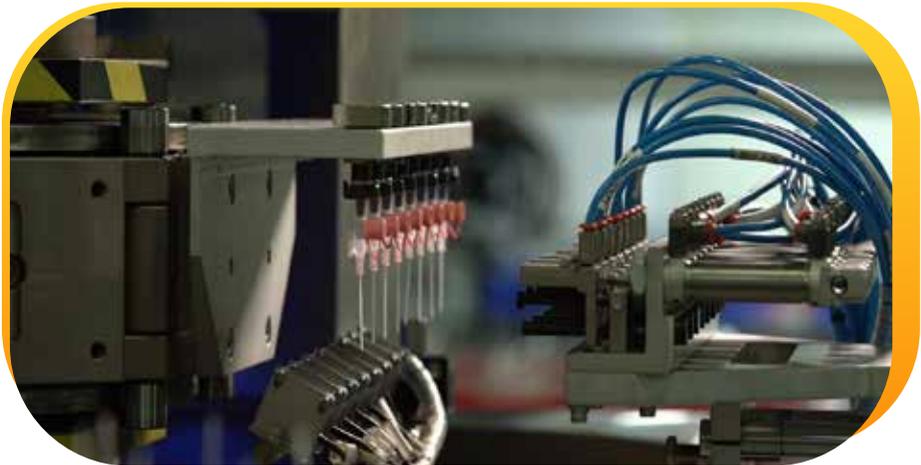
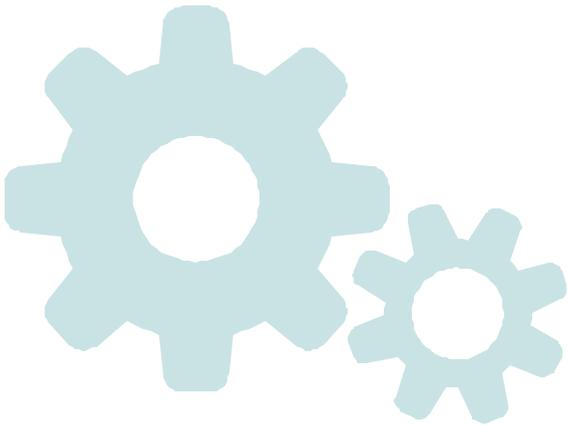
\*Faridabad IMT Plant II  
Scheduled Operation in Q4 -2023-24

\*Premises under Construction as  
on 15<sup>th</sup> September 2023

# Manufacturing Excellence



# Manufacturing Excellence



# Research and Development Capabilities

## Development of:

- Product Design
- Process Design
- Mold & Machine Design



Patents Granted  
(as on 31.03.2023)

Pending Patent Applications  
(as on 31.03.2023)

372

71

# 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



## Manufacturing Process

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

# Proposed New Products - FY 23-24



Diagnostic Catheters



Lab side Filter



Bed side Filter



Nitinol Guidewires



PTCA Balloon Catheters



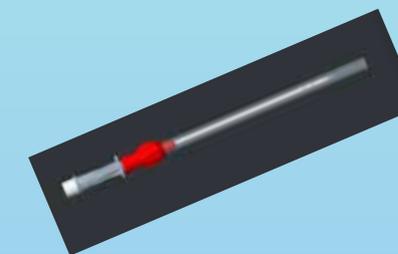
Feeding Tube with Guidewires



Plastic Mini ports



Arterial Catheters



Centesis Catheters

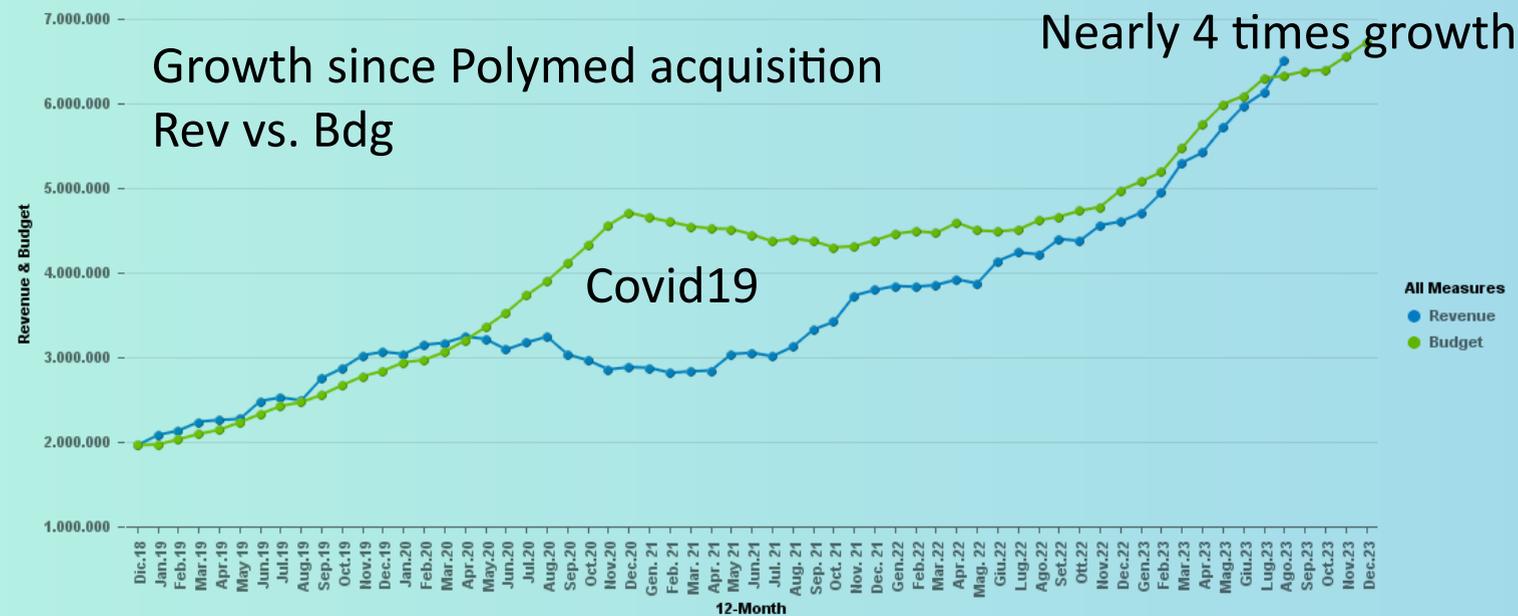
# European Polymed Strategy 2023-24



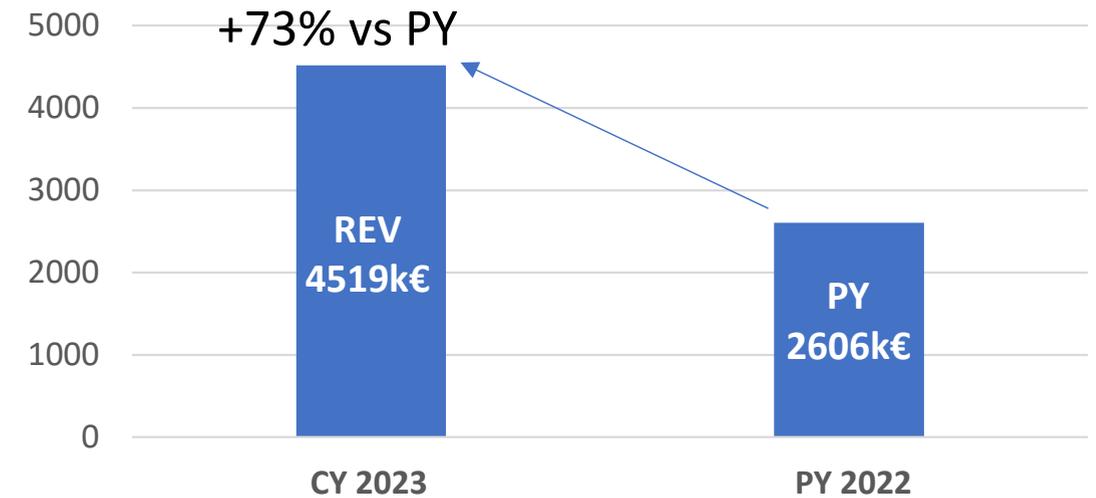
 <p><b>Headline</b></p>	<p><b>MORE VISIBILITY TO POLYMED BRAND: ROAD FROM B2B TO B2C</b></p>	
 <p><b>Expand Customer Sales</b></p>	<p>Italy:</p>	<p>tenders/direct business with more Polymed branded devices.</p>
	<p>Germany/Austria/Swiss:</p>	<p>expanding Polymed branded devices.</p>
	<p>France/Spain:</p>	<p>new direct approach to market for products + provide distributors business support</p>
	<p>UK:</p>	<p>expand products offering to NHS</p>
	<p>Rest of EU:</p>	<p>more deeper penetration with new direct salespersons</p>
 <p><b>Market penetration</b></p>	<p>Clinical Specialists on field Product specific trainings</p>	
 <p><b>Customer Engagement &amp; Communications</b></p>	<p>Medica Arab Health</p>	<p>Webinars Dedicated training</p>
		

# Plan1 Health Performance

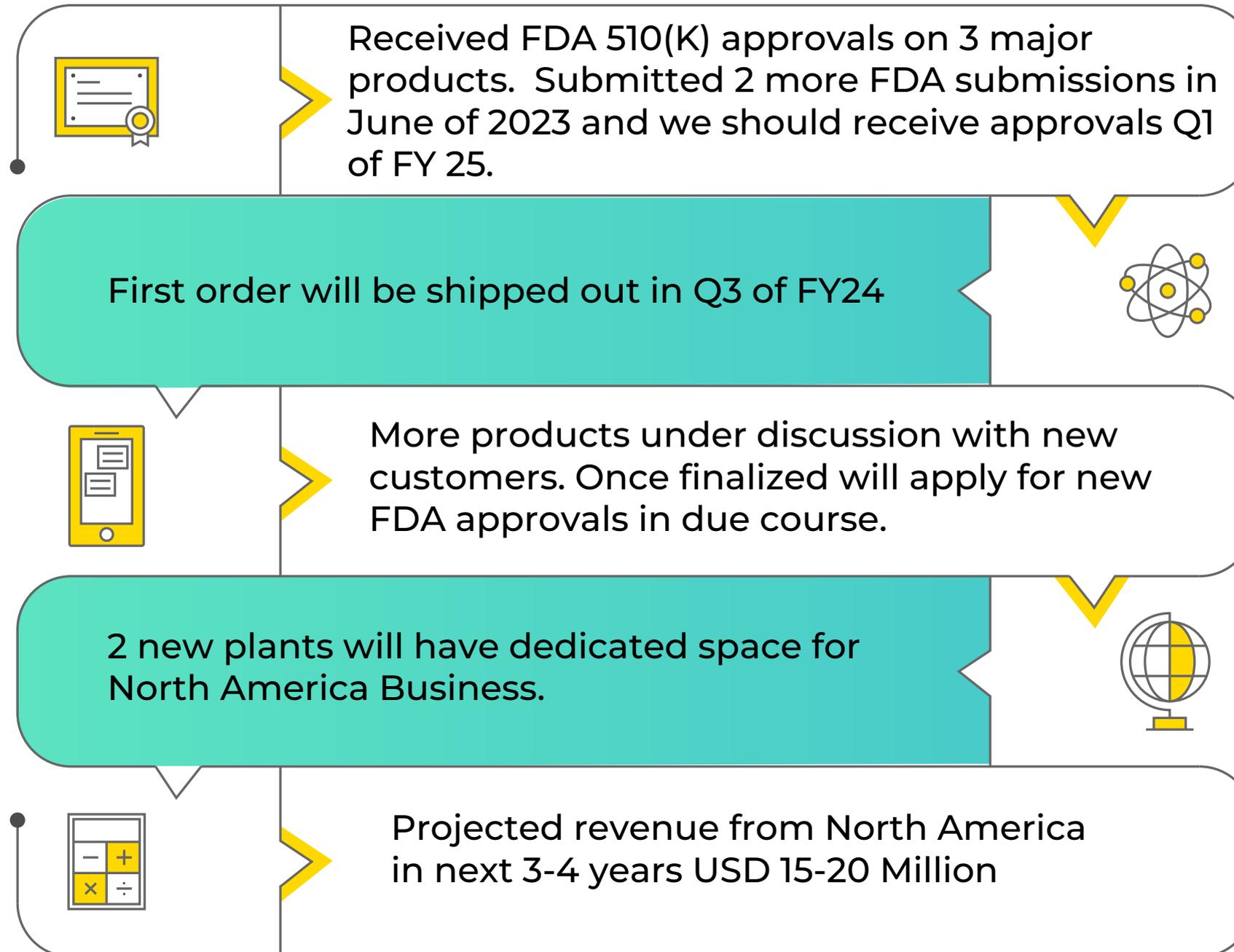
- § Growth +73% vs. PY until Aug.'23
- § High Growth for PICCs and MIDs and PORTs



Revenue Until Aug '23

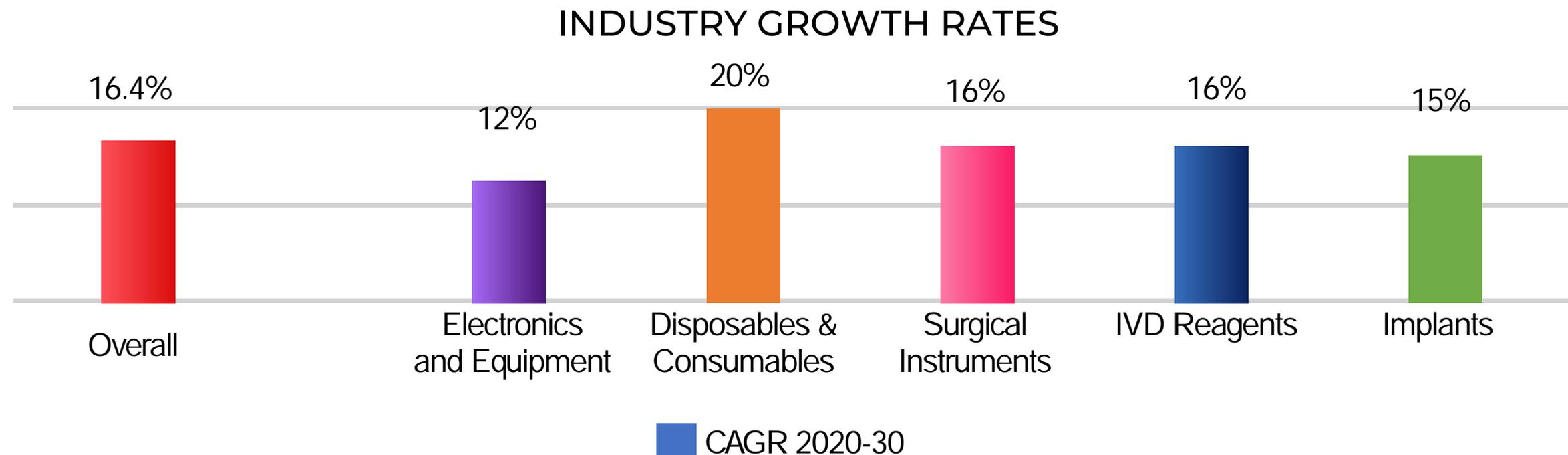


# North America Business Updates



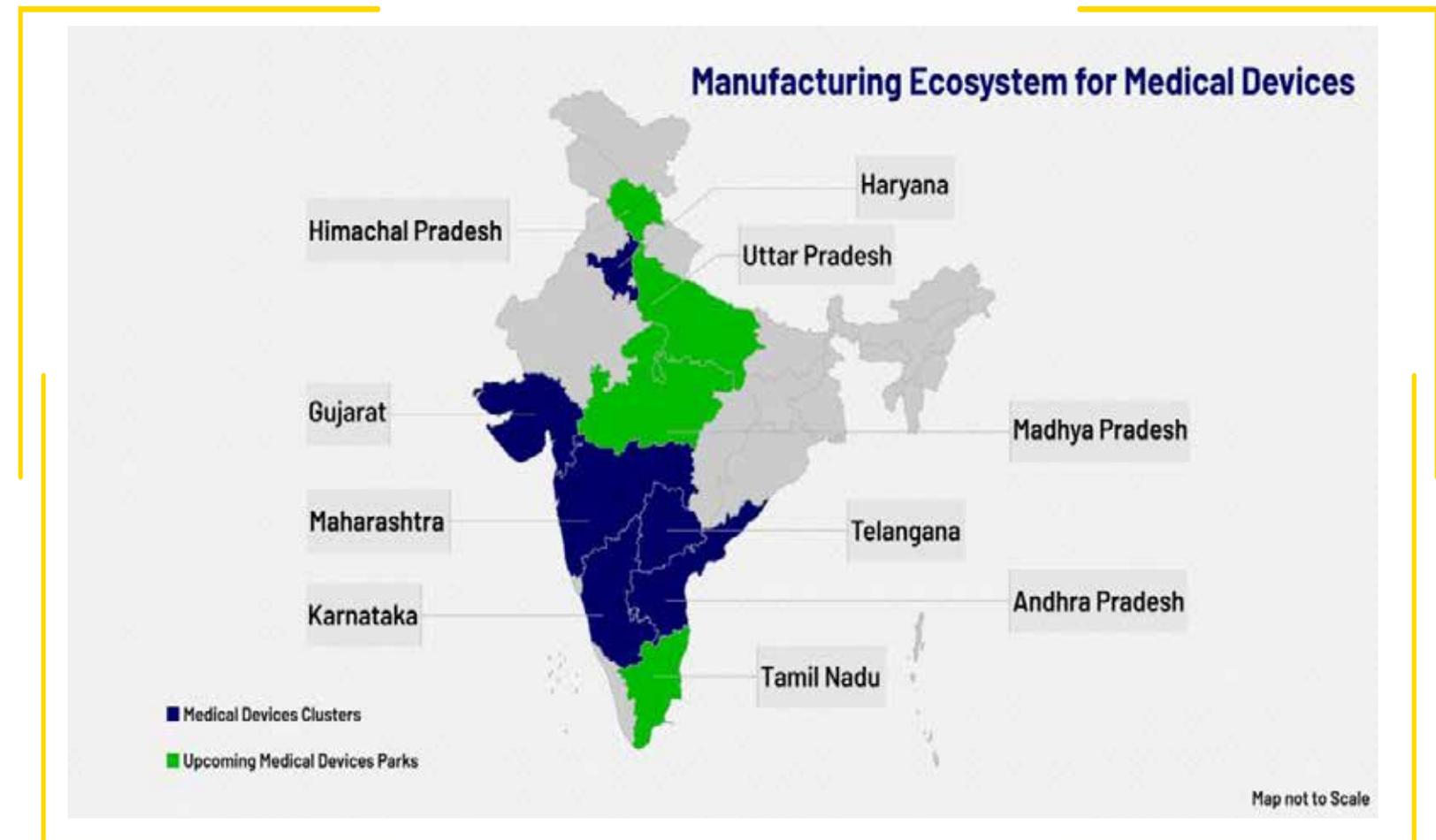
# India Medical Devices Sector - Overview

- Medical devices is a sunrise sector of the Indian economy.
- The size of the Indian medical devices market is estimated at USD 11 Billion in 2020, expected to grow to USD 50 Billion by 2030 with CAGR of 16.4%.
- The Indian medical device market share in the global market is estimated to be 1.65%.
- India is the 4th largest Asian medical devices market after Japan, China, and South Korea and among the top 20 global medical devices markets in the world.



# Growth Factors: Indian Medical Devices Industry

- Increase in demand due to increased investments in healthcare infrastructure
- Make in India push through PLI & Medical Devices parks
- All devices being regulated by CDSCO by 1<sup>st</sup> Oct 2023
- New R&D policy for medical devices
- Dedicated Medical Devices Export Council
- Reduced custom duty for raw material



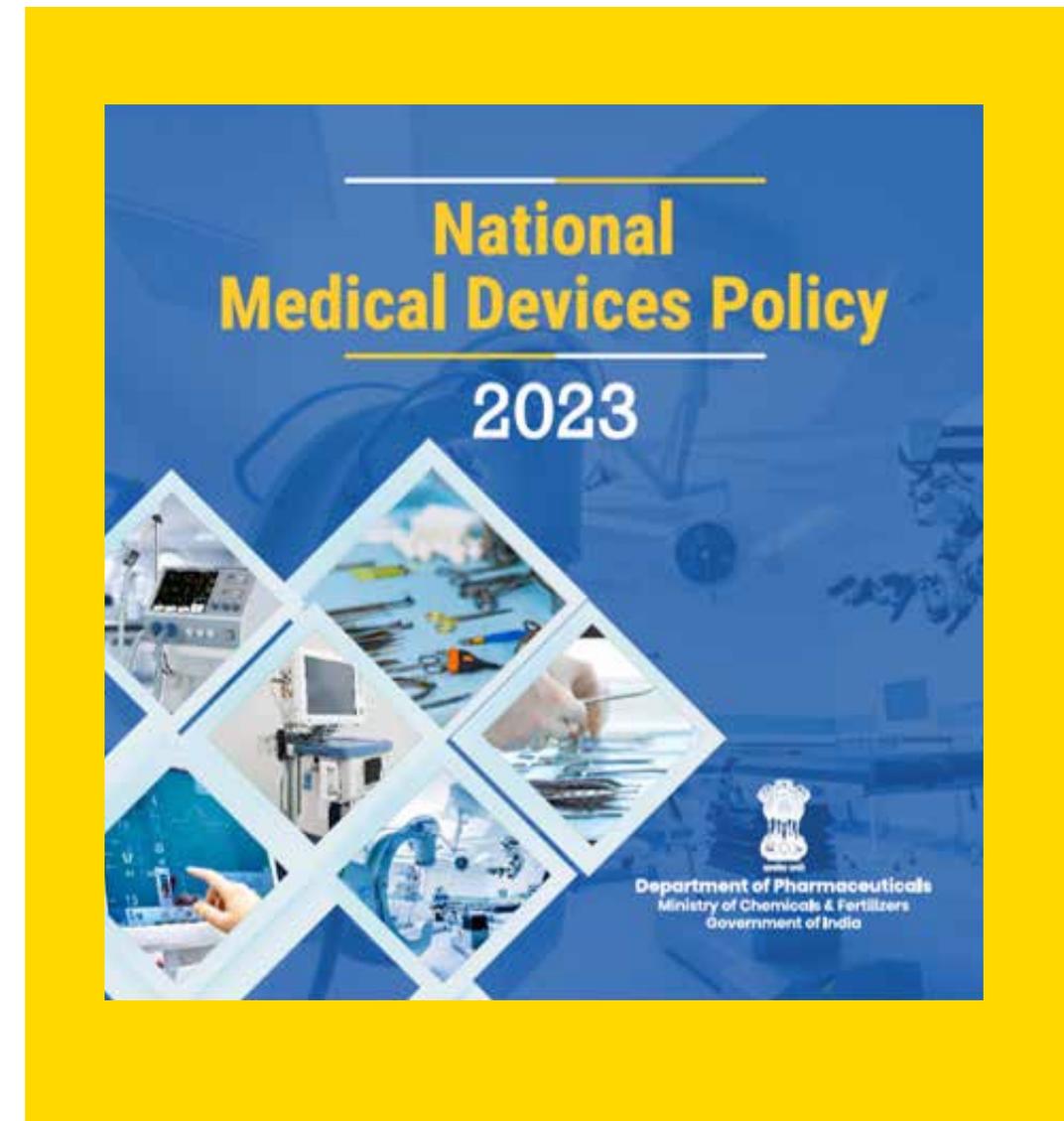
# New National Medical Devices Policy 2023

## 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.



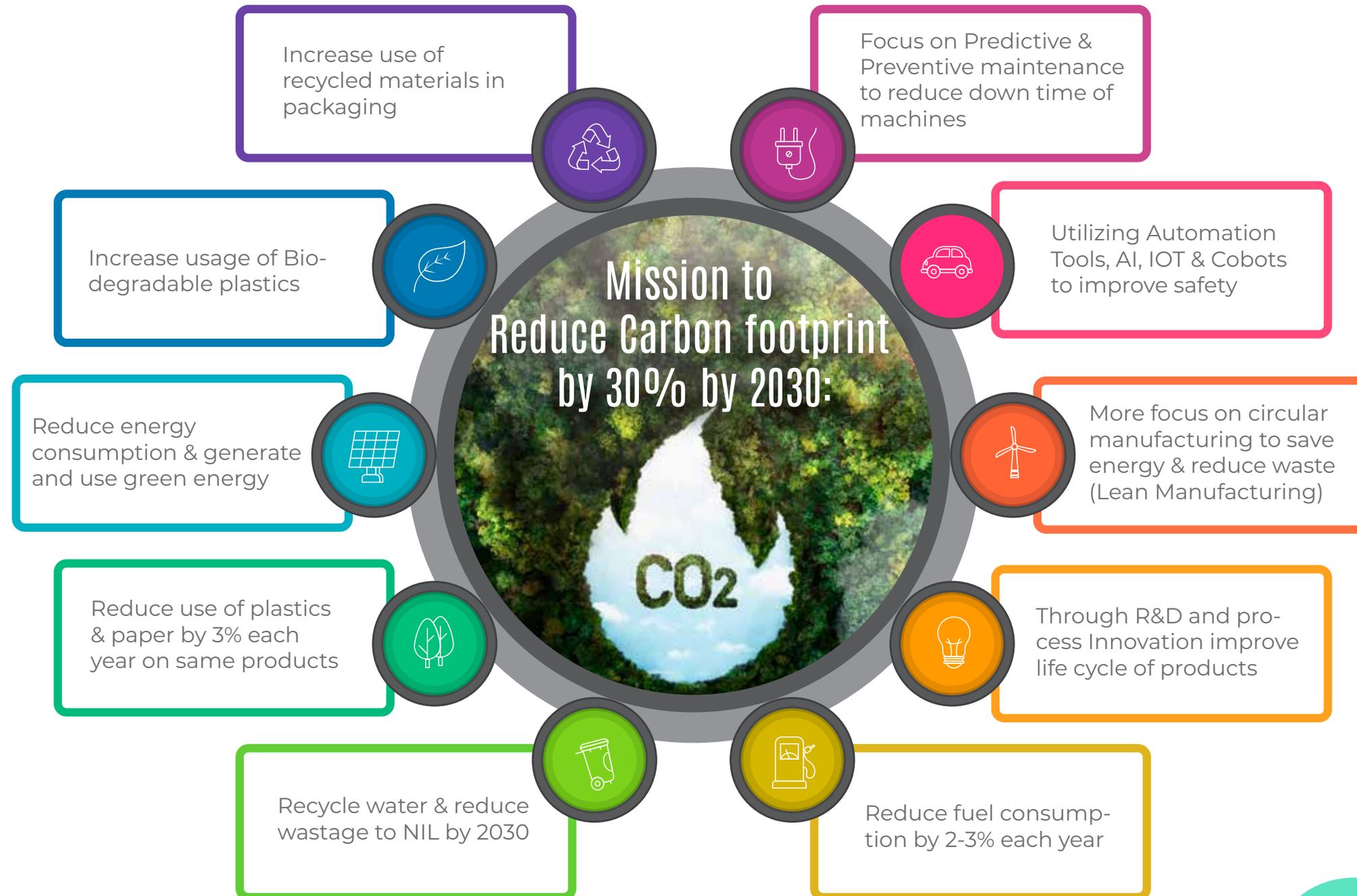
# New National Medical Devices Policy 2023

## 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.



# Focus on Sustainability



# Sustainability Reporting - Our Efforts



## Water Consumption

**14.5% Water Saving**

18,690 KL

by replacing DG set cooling towers with Close loop coil coolers



## Water Recycling

**Water reused in Gardening**

65,544 KL/Year

By reusing water in process system- Chillers, DG Sets, Cooling Towers, Steam Boilers, wash Room, Gardening



## Solar Power Generation

**Produced Solar Energy**

22,46,741 KWH

Helped combat greenhouse gas emissions



## Fuel Saving

**24.3% HSD Saving**

131 KL

by convert Steam Boilers with PNG & minimize HT Line faults



## Power Consumption

**8.2% Power Saving**

22,71,452 KWH / Year

By replacing old IEO level pumps with IE 3 & IE 4 pumps, AHU Blowers with energy efficient EC fan, ETO Electrical Heaters with PHE system

# Awards & Recognition



“Top 50 Innovative Companies Award 2022” by Confederation of Indian Industry - Received in December 2022



“Fortune India the next 500 Companies 2023”- Received in July 2023



ASSOCHAM, Best Company for Technology Innovation in Healthcare, Aug 2023

# Thank You!

## Poly Medicure Limited

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