

Welcome to the 29th Annual General Meeting

Poly Medicure Ltd.
September 2024

Confidential | Slide 1



Forward Looking Statement

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We have a global 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

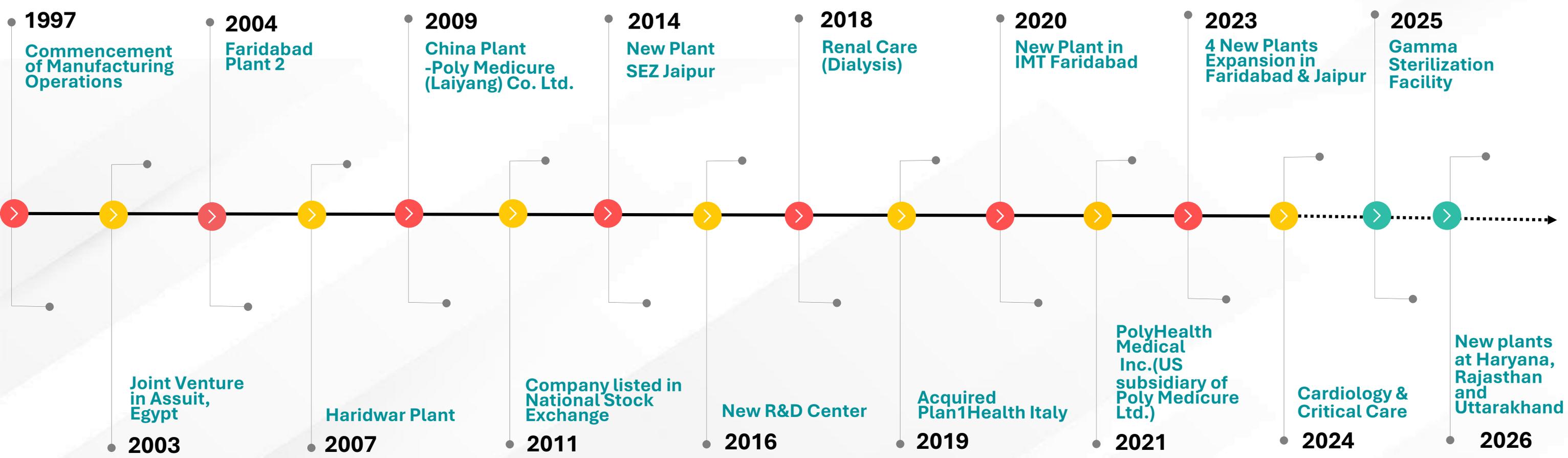
 **400+**
Sales Associates

 **325+**
Patents Granted
40+ applications pending

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

Navigating Our Journey

Polymed's Path of Milestones and Triumphs



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

- › 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**, we will drive **sustainable growth**, enhance patient outcomes, and solidify in the medical device industry.

Transition

Preferred Supplier

Solutions Partner

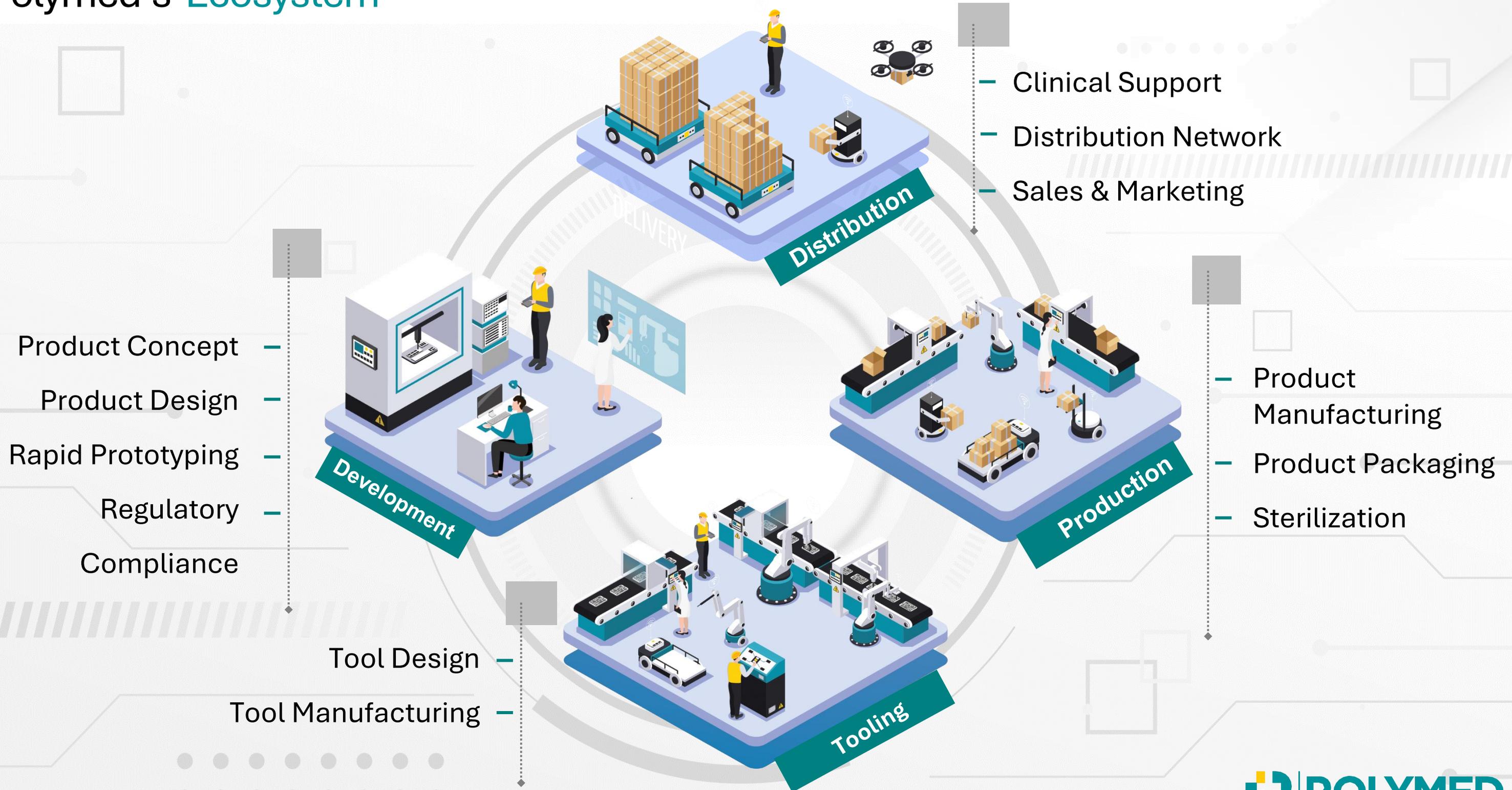


Driving Delivery of Health Care

Value Based Supplier

Supplier of 1st Choice

Polymed's Ecosystem



Comprehensive Integration

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

IPD



ICU



Blood Bank



Emergency



Dialysis Unit



Operation Theatre



Pathology Lab



**Chemotherapy
Day Unit**



Cath Lab

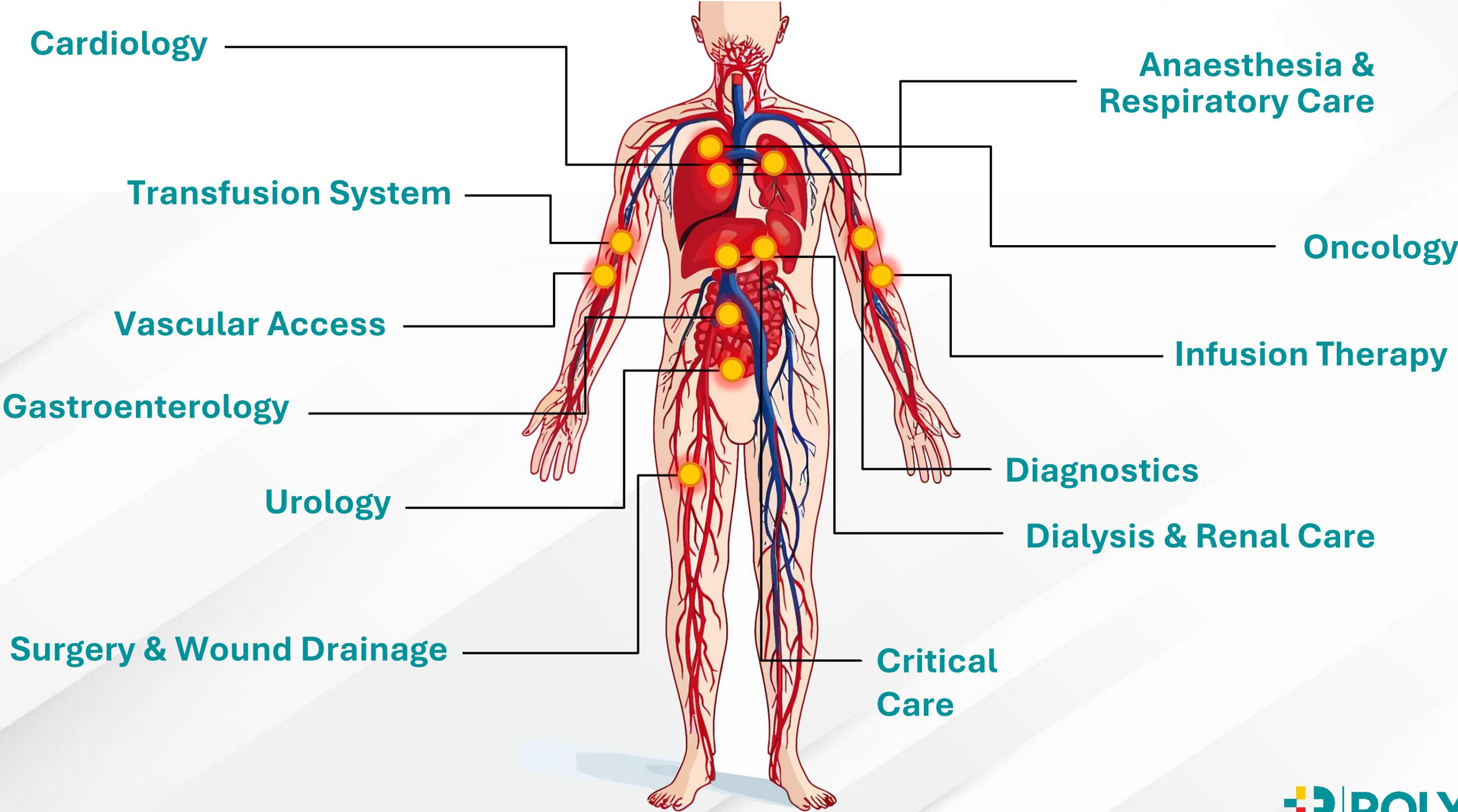


**Specialty Treatment
Units**

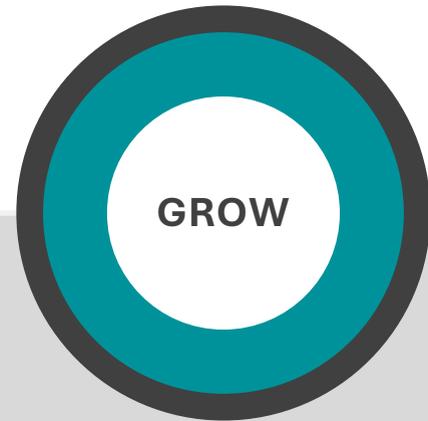
Gaestrontology, Urology



Our Innovations Deliver Vital Care to Key Clinical Specialties



Value Creation through Innovation and Streamlined Operational Models



- Foster **sustainable** revenue expansion, Striving for Margin Growth
- Build **direct presence** in key markets
- Extend our **reach** in developed countries
- Establish local **distribution** points
- Inorganic **opportunities**



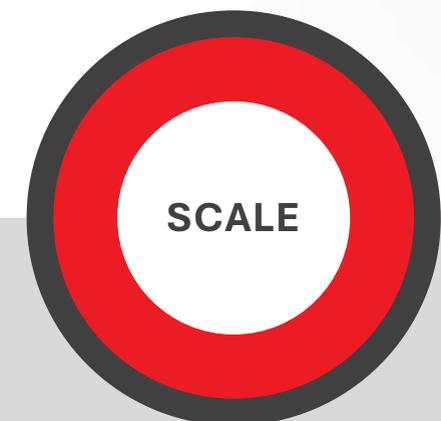
Commercial



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



Innovation



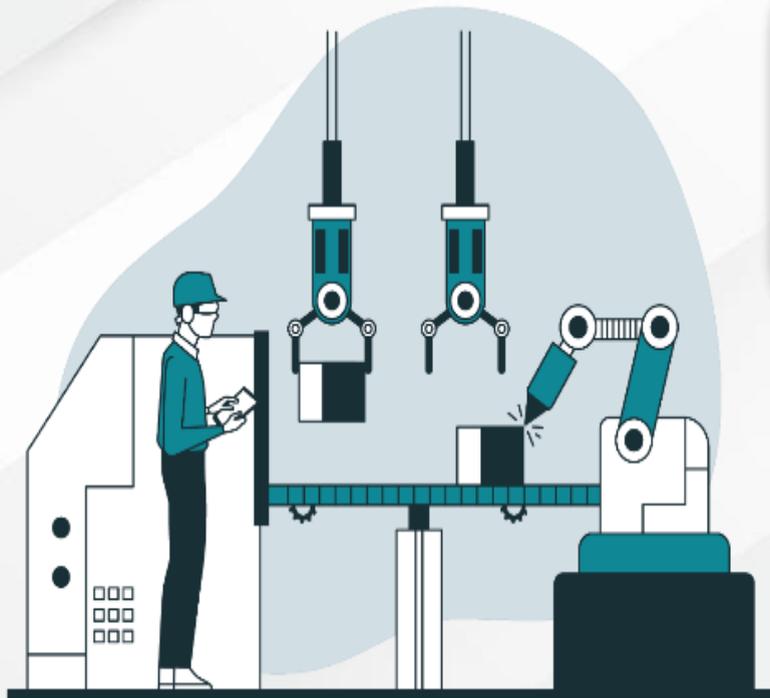
- **Enhancing** Manufacturing Capacities to global scale.
- Build flexibility into manufacturing processes to **quickly adapt** to changing market demands
- **Optimize** inventory management systems



Operations

Mastering Manufacturing

Striving Towards Operational Excellence



350+ Moulding Machines and 1500+ Moulds & Dies

200+ Automatic Assembly Machines

100+ Robots employed in our manufacturing processes



Polymed's Manufacturing Footprint

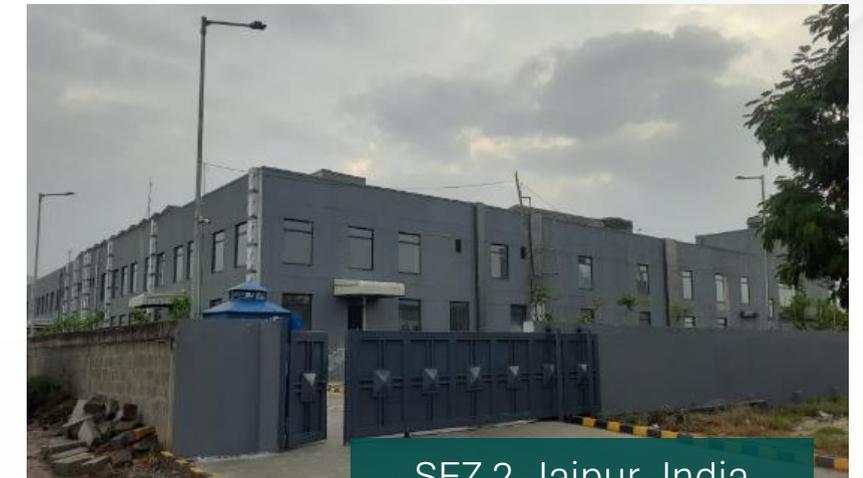
12 Facilities across 3 continents



117, Faridabad, India



IMT 1, Faridabad, India



SEZ 2, Jaipur, India



115-116, Faridabad Plant, India



SEZ 1 Jaipur, India



Laiyang-qingdao, China



104-105, Faridabad Plant, India



R & D Centre, India



Amaro, Italy



Haridwar Plant, India



Assuit, Egypt



IMT 2, Faridabad India



Company with **international manufacturing facilities**

Diving into Our Product Portfolio

Vascular Access



IV Cannula



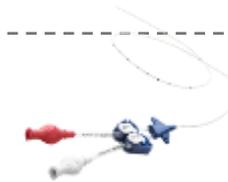
Arterial Catheter



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

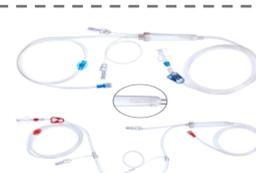
Dialysis



Dialysis System



Dialyzer



Blood Lines



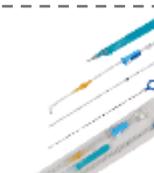
Fistula Needle



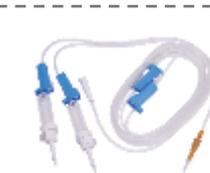
Hemodialysis Catheter



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

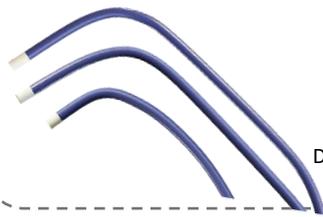


Standard Needle Holder

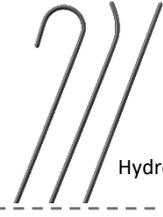


Blood Collection Needle

Cardiology



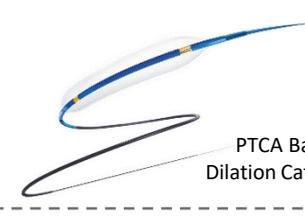
Diagnostic Catheter



Hydrophilic Guidewire



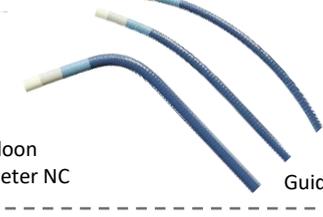
PTFE Coated Guidewire



PTCA Balloon Dilation Catheter SC



PTCA Balloon Dilation Catheter NC



Guiding Catheter

Surgery and Wound Drainage



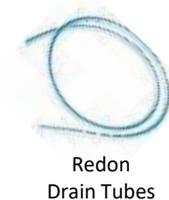
Closed Wound Suction Unit



Closed Wound Suction Unit with Spring



High Pressure Vacuum Bottles



Redon Drain Tubes



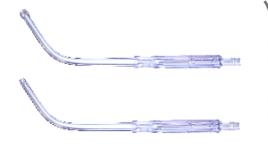
Under Water Seal Drainage



Thoracic Drainage Catheter



Yankauer Section Set



Yankauer Section Handle

Anesthesia & Respiratory Care



Bain Circuits



Catheter Mount



Endotracheal Tubes



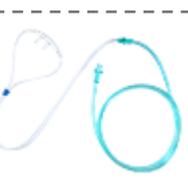
Guedel Airway



HME Filter



Mucus Extractor



Nasal Oxygen Cannula



Nebulizer Compressor System



Nebulizer Mask



Oxygen Catheter



Oxygen Mask



Respiratory Exerciser



Suction Catheter

Gastroenterology



Enteral Connector



Stopcock with Enteral Connector



Feeding Bag



Enteral Extension Set



Infant Feeding tube



Levin's Tube



Ryle's Tube



Umbilical Catheter

Urology



Foley Ballon Catheters



Irrigation Set



Leg Bag Set



Urine Collection Bags



Urine Bag with T-type Bottom Outlet & Sampling Port



Pediatric Urine Collection bag



Urine Drainage Catheters

Critical Care



Safety Huber Needle



Vial Access Spike



Quick Flashback IV Cannula with Adva Needle Technology



Safety Closed IV Catheter System



Mini Mid Lines - OTN



Mini Mid Lines - OTW



Manifolds



Central Venous Catheters



Spinal Needles



Peripherally Inserted Central Catheter

Creating Value for Stakeholders



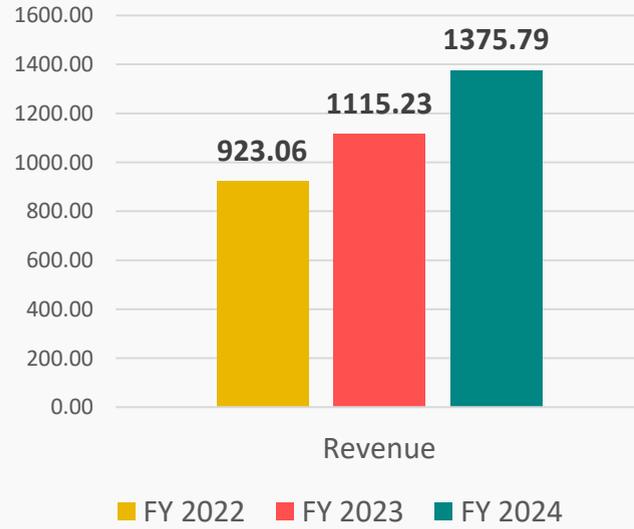
| Date | Market Cap (in ₹ crs) |
|------------|-----------------------|
| 31-08-2023 | 14,052 |
| 31-08.2024 | 23,684 |



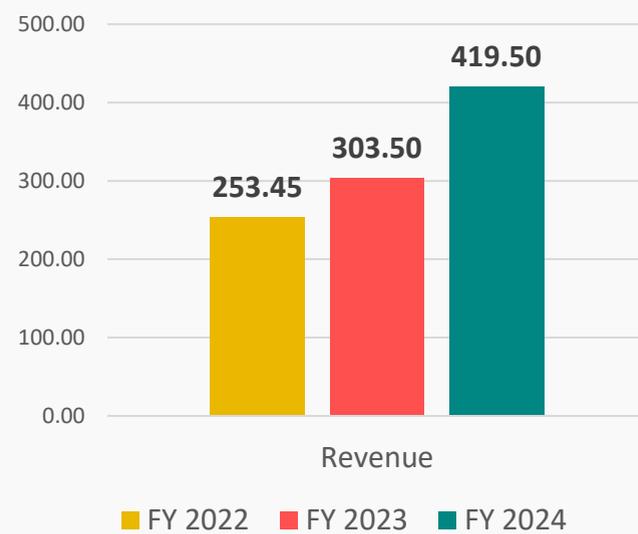
Our Strength: Consistent all-round growth



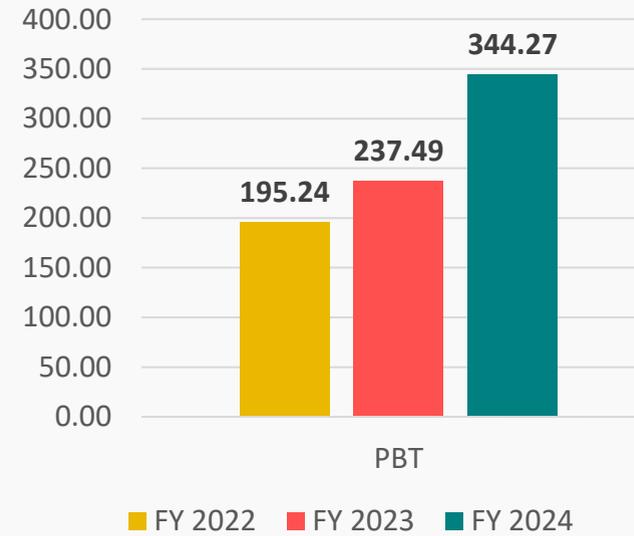
REVENUE (₹ Crs)



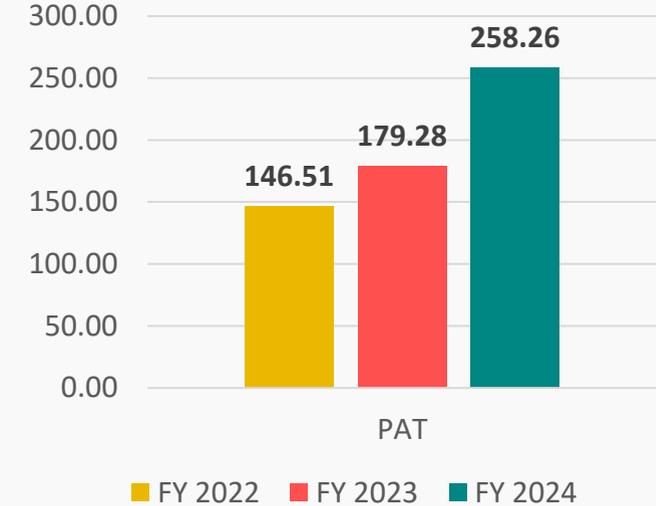
EBIDTA (₹ Crs)



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% |

Financial Performance Comparison

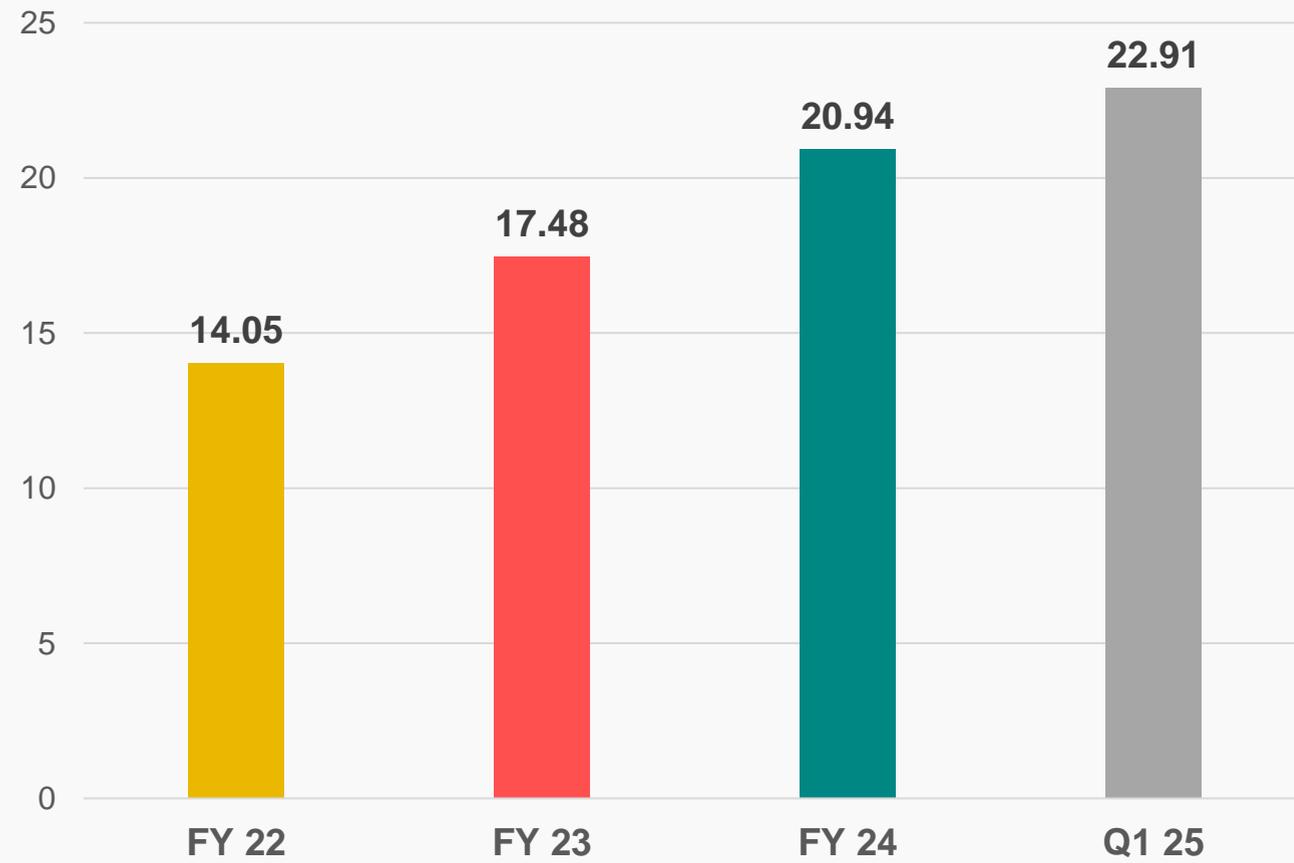
(Standalone & Consolidated)

(₹ in lacs except per share data)

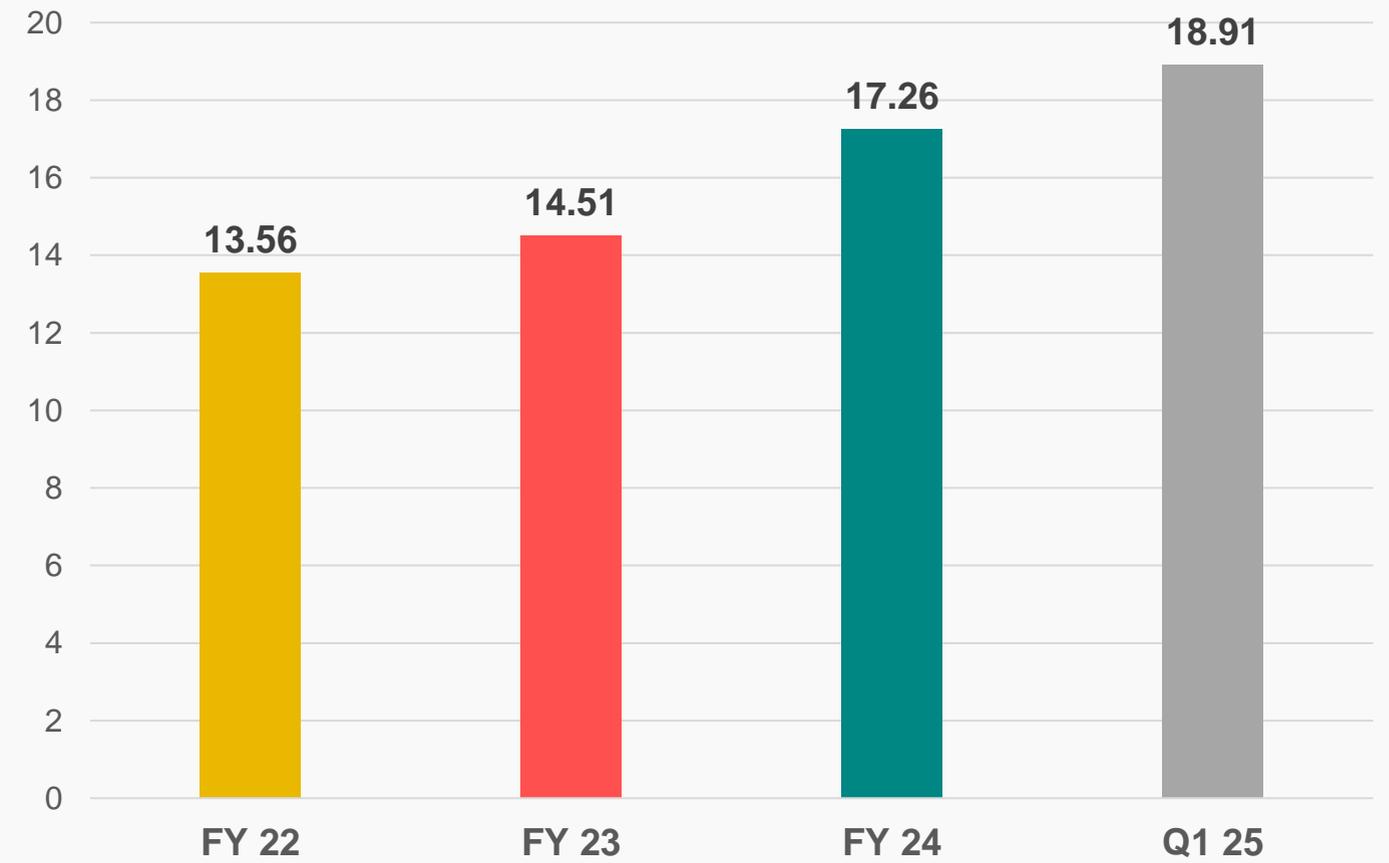
| | Standalone | | | Consolidated | | |
|---|---------------|------------|-------------|---------------|------------|-------------|
| | Quarter Ended | | | Quarter Ended | | |
| | 30.06.2024 | 31.03.2024 | 30.06.2023 | 30.06.2024 | 31.03.2024 | 30.06.2023 |
| | (Unaudited) | (Audited) | (Unaudited) | (Unaudited) | (Audited) | (Unaudited) |
| Total income from Operations | 38,425.62 | 37,658.75 | 31,872.79 | 40,169.55 | 39,304.72 | 33,394.49 |
| Profit before tax | 9,607.53 | 9,397.23 | 8,086.80 | 9,845.73 | 9,245.67 | 8,304.07 |
| Profit after tax | 7,230.25 | 7,053.25 | 6,052.42 | 7,403.94 | 6,835.78 | 6,269.56 |
| Total Other Comprehensive Income | (129.22) | (0.12) | (9.39) | (137.58) | (8.41) | (23.89) |
| Paid-up equity share capital | 4,798.58 | 4,798.58 | 4,797.23 | 4,798.58 | 4,798.58 | 4,797.23 |
| Earnings per share (Quarterly not annualised) : | | | | | | |
| Basic (₹) | 7.53 | 7.35 | 6.31 | 7.71 | 7.12 | 6.54 |
| Diluted (₹) | 7.53 | 7.35 | 6.30 | 7.71 | 7.12 | 6.53 |

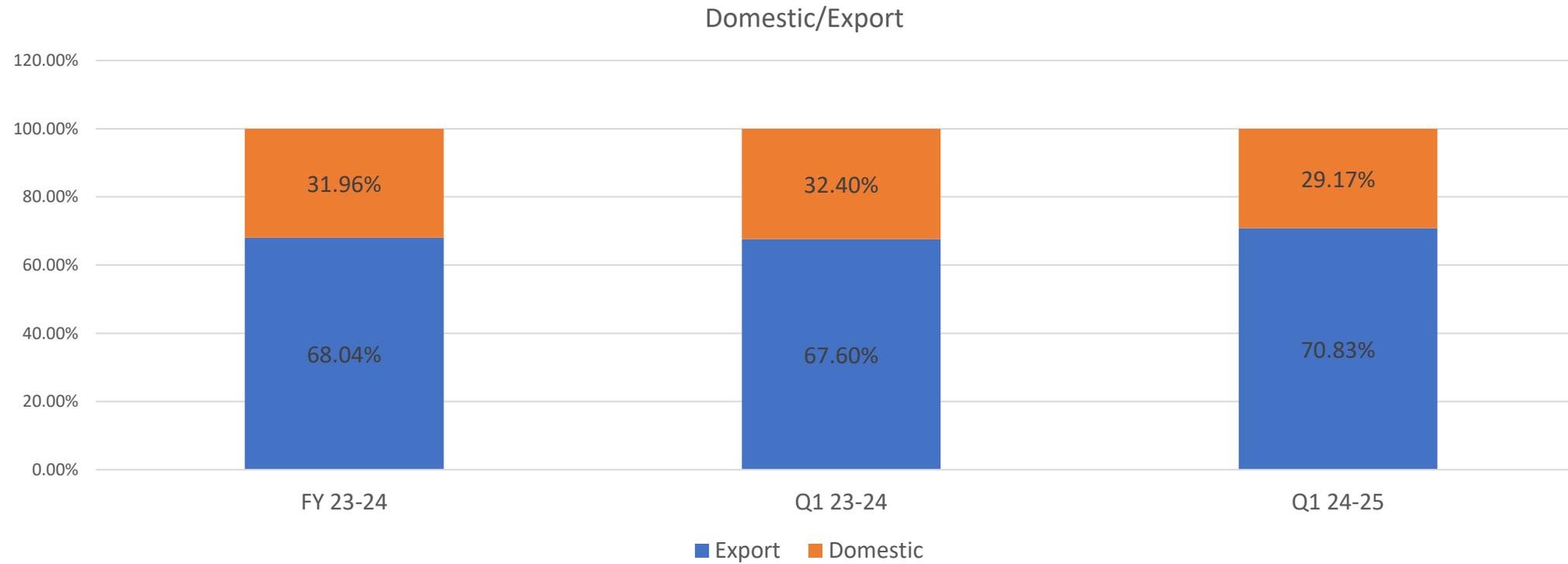
Ratio's (in %)

ROCE



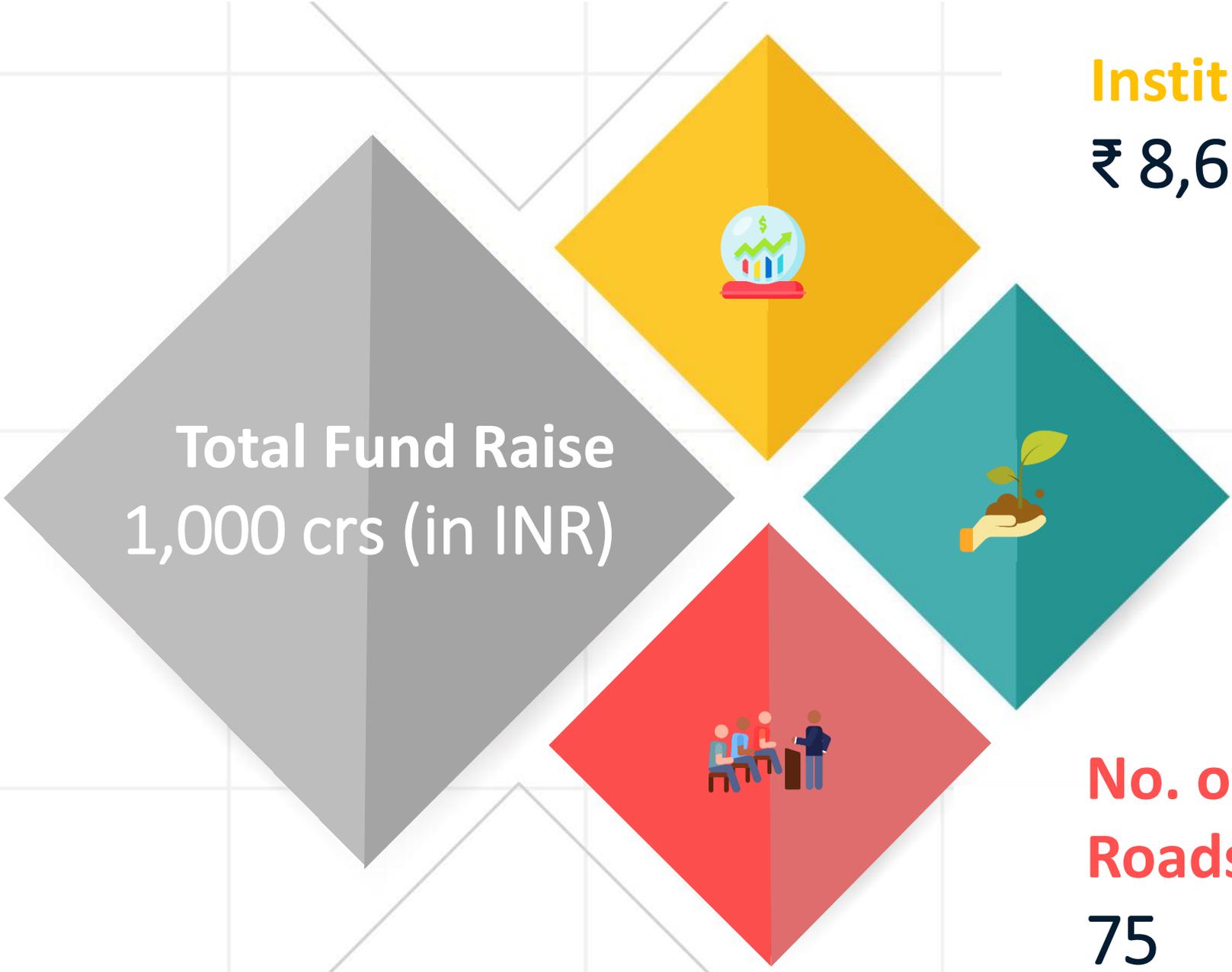
ROE





| Sales | FY 23-24 | % | Q1-23-24 | % | Q1-24-25 | % | Growth Q over Q |
|----------|----------|---------|----------|--------|----------|---------|-----------------|
| Exports | 897.29 | 68.04% | 206.56 | 67.6% | 262.76 | 70.83% | 27.21% |
| Domestic | 409.95 | 31.96% | 99.00 | 32.4% | 104.67 | 29.17% | 5.72% |
| Total | 1,307.25 | 100.00% | 305.56 | 100.0% | 367.42 | 100.00% | 20.25% |

Qualified Institutional Placement (QIP)



Total Fund Raise
1,000 crs (in INR)

Institutional Demand
₹ 8,665 crs

Allotment
At Rs.1880/ share

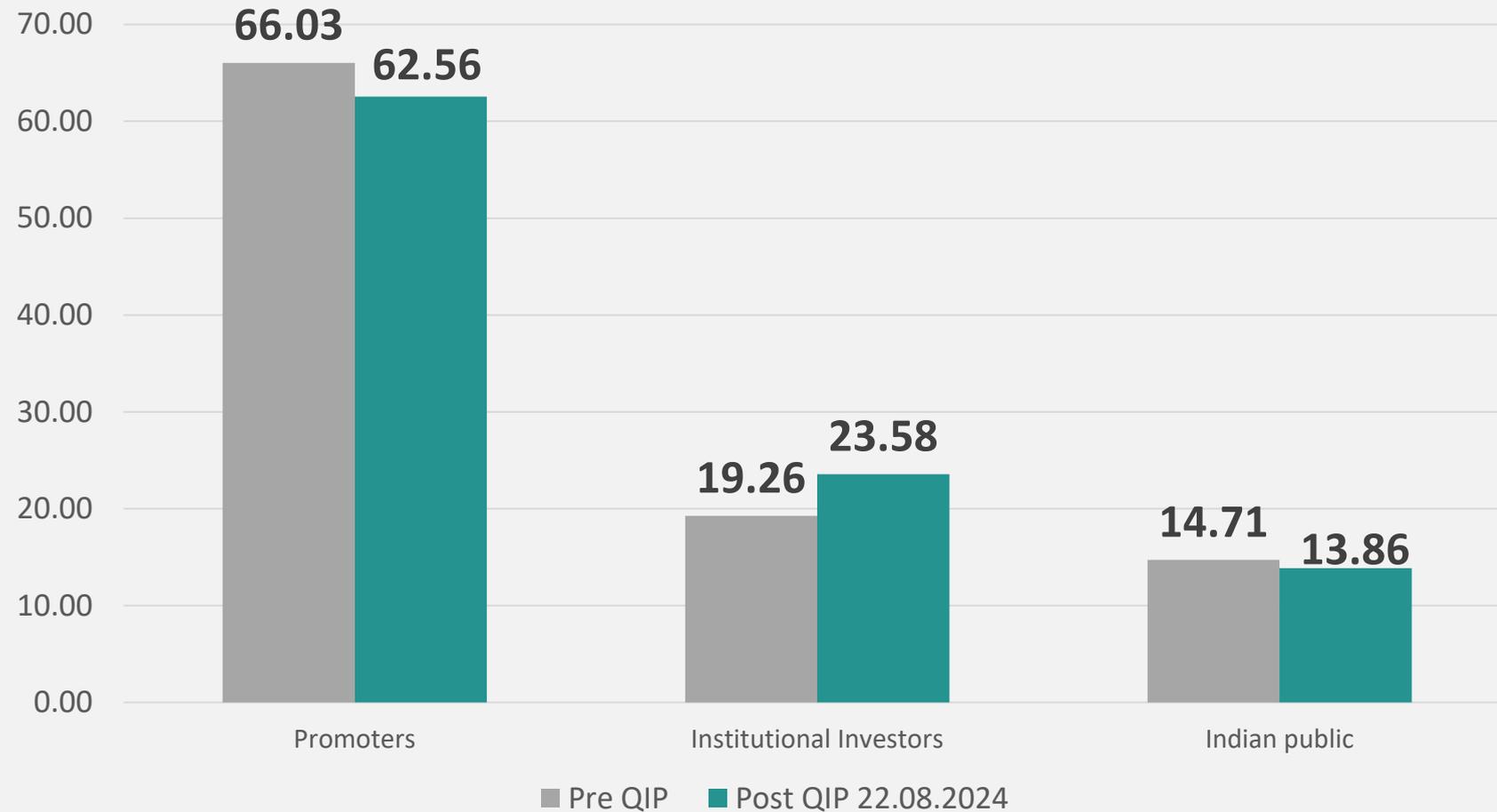
60 new investors onboard
(22.08.24)

**No. of meetings/
Roadshows**

75

QIP New Stakeholders

Shareholding - Adding Institutional Shareholders



Shareholder Category in %

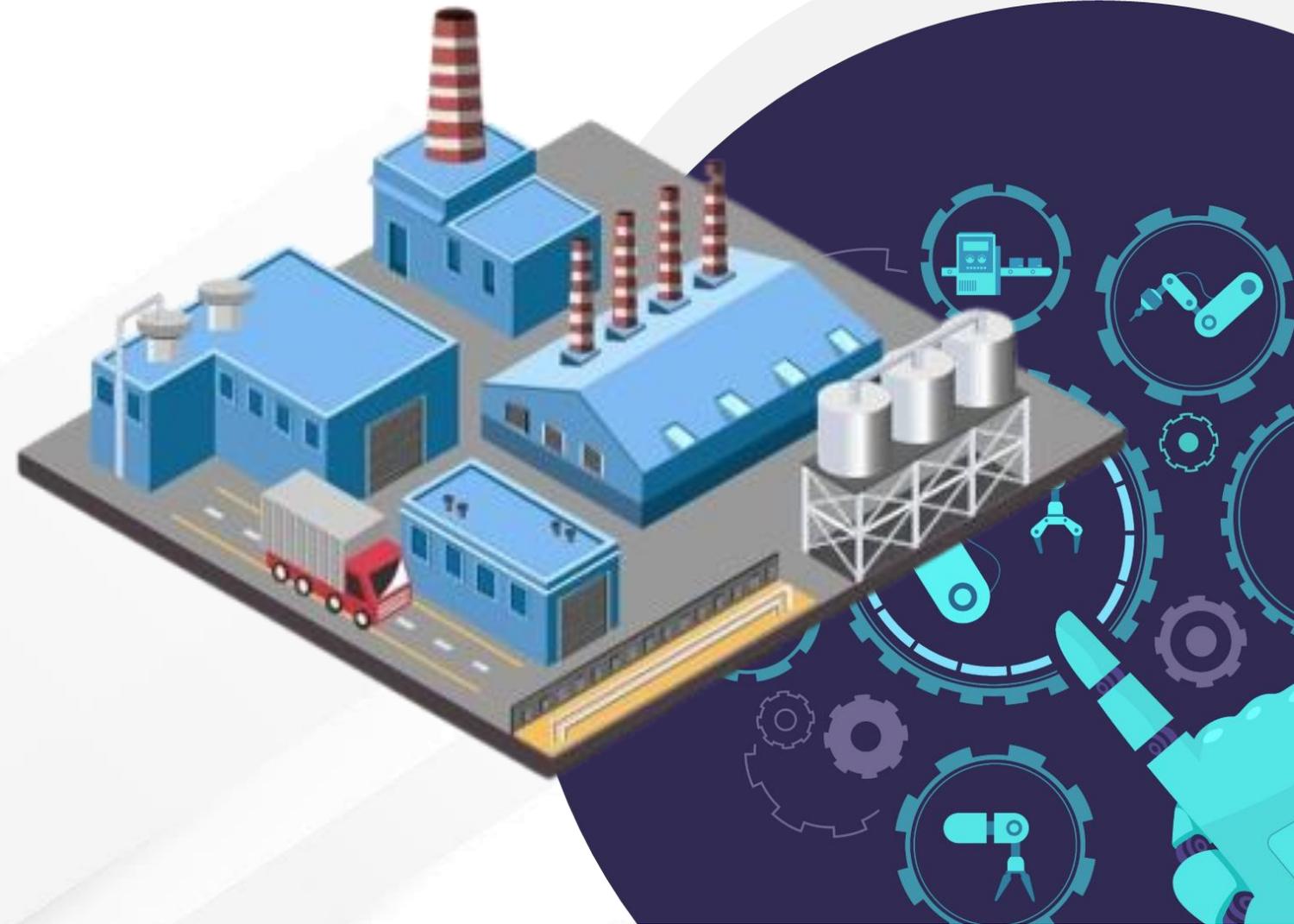
| Shareholder Category in % | Pre QIP | Post QIP 22 nd August |
|---------------------------|---------|----------------------------------|
| Promoters | 66.03 | 62.56 |
| Institutional Investors | 19.26 | 23.58 |
| Indian public | 14.71 | 13.86 |



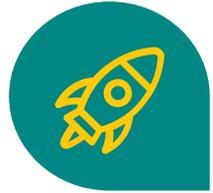
Expansion

An outlay of ₹500 crs over next 2 years for 3 manufacturing facilities at Haryana, Uttarakhand and Rajasthan

Exploring Technology Acquisition in the area of Cardiology, Renal and Critical Care



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



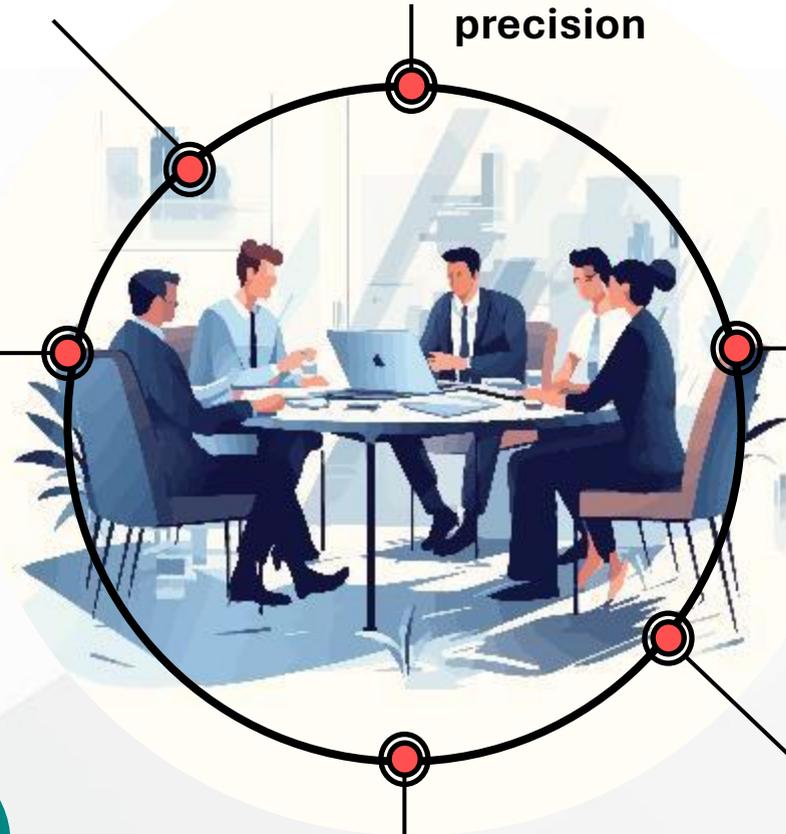
Clinical Footprint

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



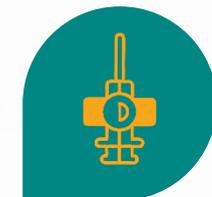
Research & Development

- 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**

Recent Accolades



“Export Excellence Award”
by PLEXCONCIL

Largest Exporter of medical disposables
from India
Year 2021-22 & 2022-23



Economic Times
Best Healthcare Brands 2024

Towards our Commitment to a **(Sustainable World)**

**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)



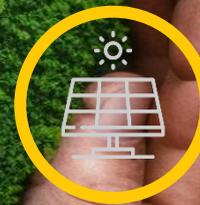
**Power consumption per
production unit remains steady**
despite a 6% rise in production
and the launch of two new plants

(POWER CONSUMPTION)



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

**(SOLAR POWER
GENERATION)**



SUSTAINABLE DEVELOPMENT



(DIGITAL INITIATIVES)

Reduction of approx. 45 tCO₂e
aligned with:

SDG 7 – Affordable and Clean energy

SDG15 – Life on land

Thank You

Poly Medicure Limited

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