

# Poly Medicure Limited

Regd. Office: 232 B, 3rd Floor, Okhla Industrial Estate,  
Phase-III, New Delhi - 110 020 (INDIA)  
T: +91-11- 33550700, 47317000  
E: info@polymedicure.com W: polymedicure.com  
CIN: L 40300DL1995PLC066923



Date: 24<sup>th</sup> July, 2024

Scrip Code: - 531768

The Manager,  
BSE Limited,  
Department of Corporate Services,  
Phirozee Jeejeebhoy Towers,  
Dalal Street, Mumbai- 400001.

Scrip Code:- POLYMED

The Manager  
National Stock Exchange of India Limited  
Exchange Plaza, Plot No. C/1-Block-G  
Bandra Kurla Complex, Bandra(E),  
Mumbai-400051.

**Sub: Submission of Investor's Presentation**

Dear Sir/Madam,

Pursuant to Regulation 30, Regulation 51 and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor's Presentation with respect to Un-audited Financial Results for the First Quarter ended on June 30, 2024.

The same is also available on the website of company i.e. [www.polymedicure.com](http://www.polymedicure.com) .

Request you to take the same on records.

Thanking You,

Yours Sincerely

For Poly Medicure Limited

Avinash Chandra  
Company Secretary



# Investor's Presentation

Poly Medicure Ltd.  
July 2024



# Forward Looking Statement

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# We are commanding a formidable 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



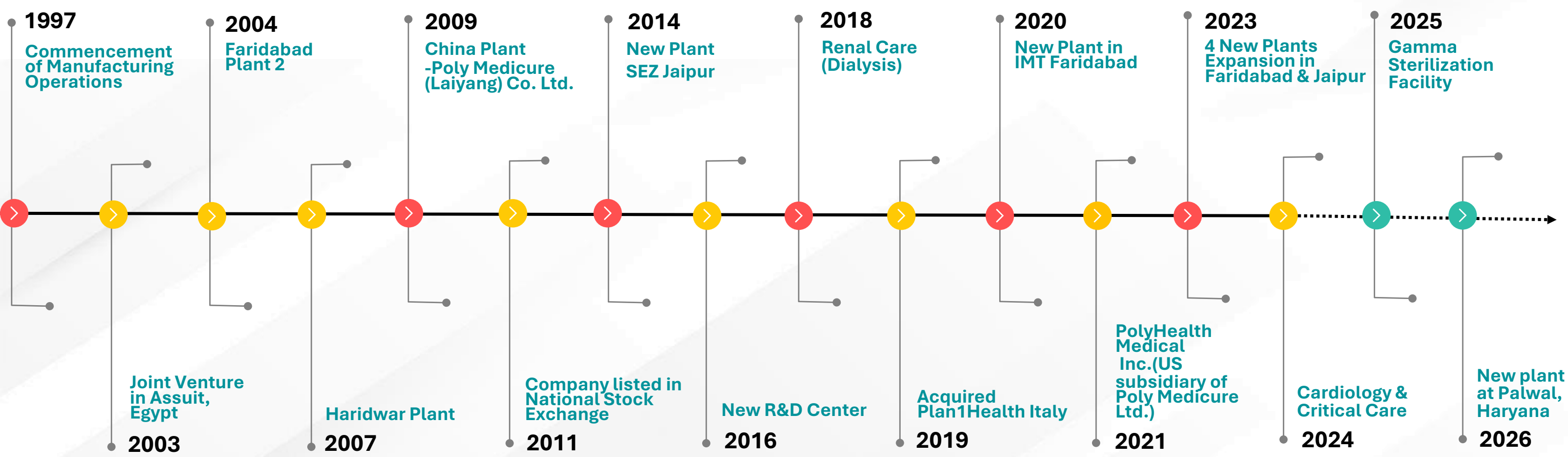
325+  
Patents Granted  
40+ applications pending



1.5 Billion+  
Devices Manufacturing Capacity  
Per year

# Navigating Our Journey

## Polymed's Path of Milestones and Triumphs



# Comprehensive Integration

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

IPD



ICU



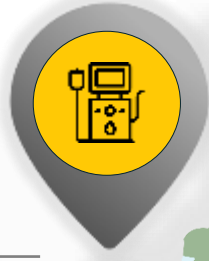
Blood Bank



Emergency



Dialysis Unit



Operation Theatre



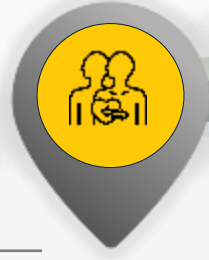
Pathology Lab



Chemotherapy  
Day Unit



Cath Lab

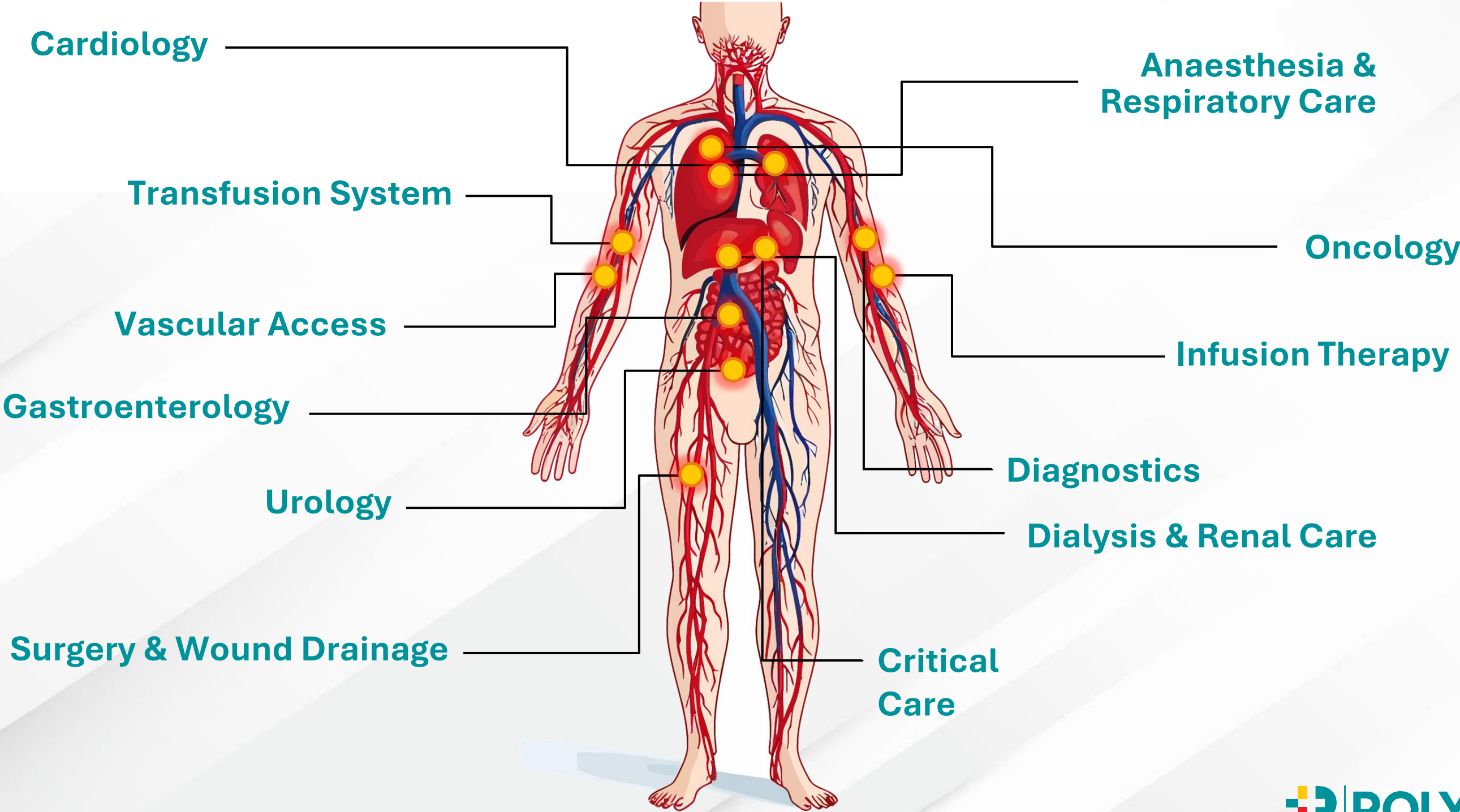


Specialty Treatment  
Units

Gaestrontology, Urology



# Our Innovations Deliver Vital Care to Key Clinical Specialties



# Diving into Our Product Portfolio

## Vascular Access



IV Cannula



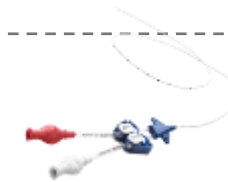
Arterial Catheter



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

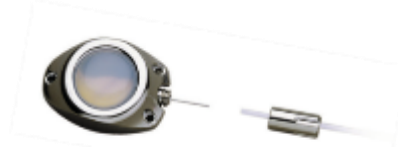


Prefilled Saline Syringe



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

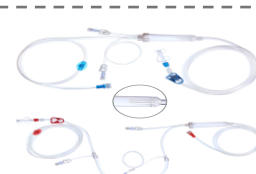
## Dialysis



Dialysis System



Dialyzer



Blood Lines



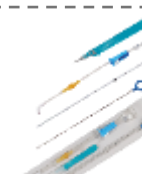
Fistula Needle



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



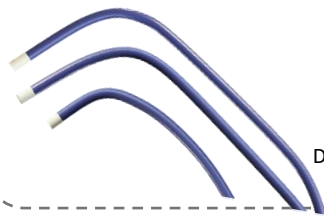
Standard Needle Holder



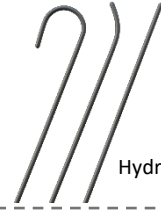
Blood Collection Needle



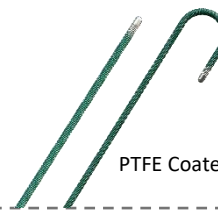
## Cardiology



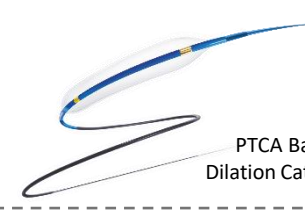
Diagnostic Catheter



Hydrophilic Guidewire



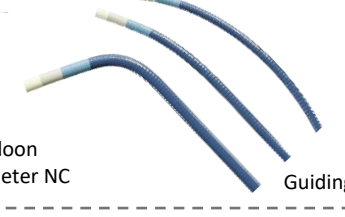
PTFE Coated Guidewire



PTCA Balloon Dilation Catheter SC



PTCA Balloon Dilation Catheter NC



Guiding Catheter

## Surgery and Wound Drainage



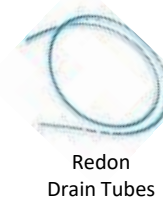
Closed Wound Suction Unit



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

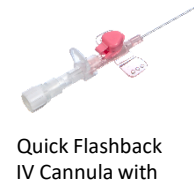
## Critical Care



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

# Value Creation Through Innovation and Streamlined Operational Models

## GROW

- 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

## INNOVATE

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



## Innovation

## SCALE

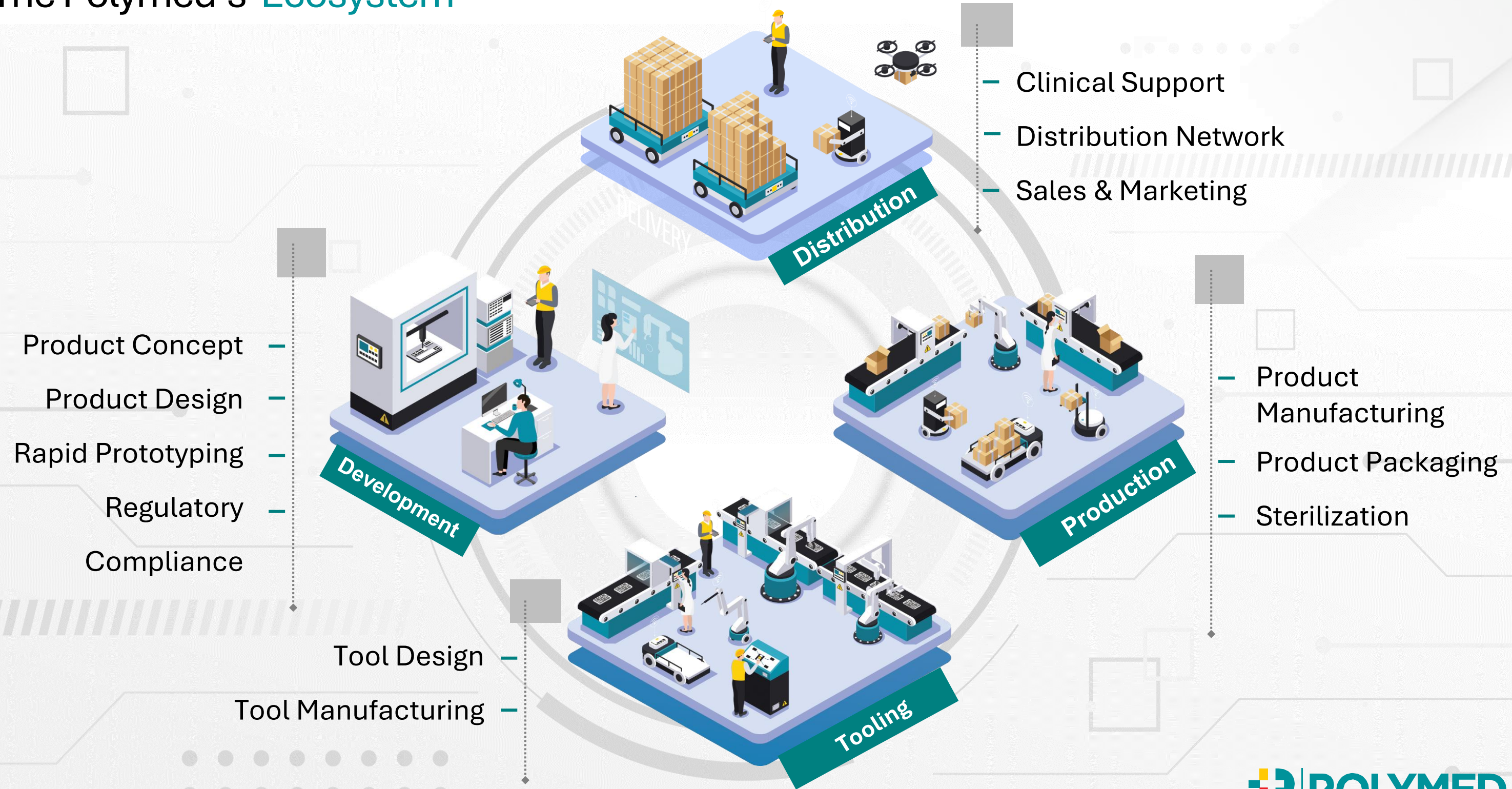
- **Enhancing** Manufacturing Capacities to global scale.
- Build flexibility into manufacturing processes to **quickly adapt** to changing market demands
- **Optimize** inventory management systems



## Operations



# The Polymed's Ecosystem





# Polymed's Robust Manufacturing Footprint

12 State-of-the-Art 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



The first Indian medical device company with **international manufacturing facilities**

**350+ Moulding Machines and 1500+ Molds & Dies**

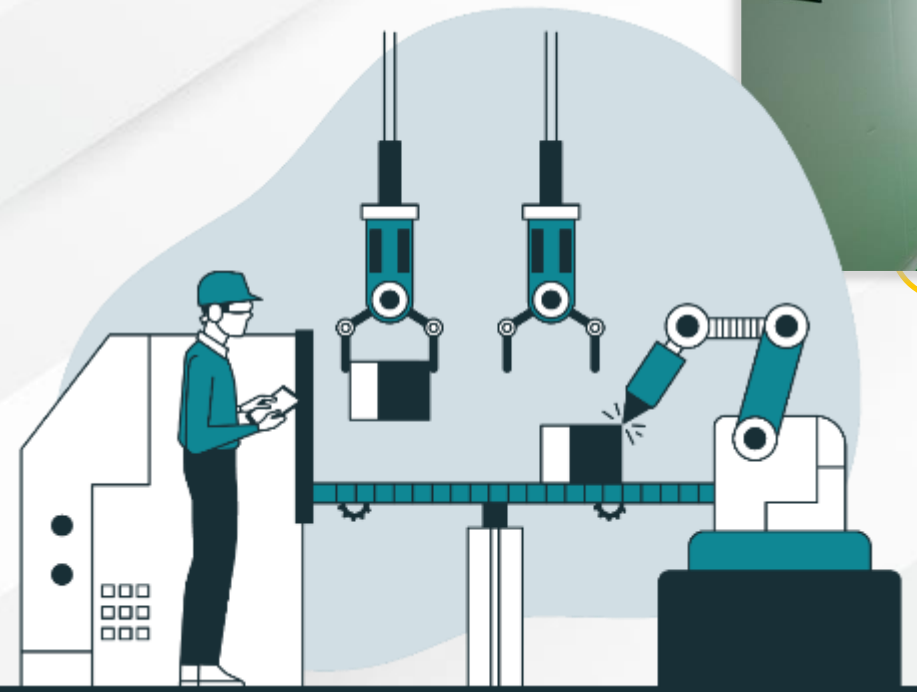
**200+ Automatic Assembly Machines**

**100+ Robots** employed in our manufacturing processes



# Mastering Manufacturing

Striving Towards **Operational Excellence**



# 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

Transition

Preferred Supplier

Solutions Partner



Driving Delivery of Health Care

Value Based Supplier

Supplier of 1st Choice

- › 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**, regulatory excellence we will drive **sustainable growth**, enhance patient outcomes, and solidify our position as a **leader** in the medical device industry.



# 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



# 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



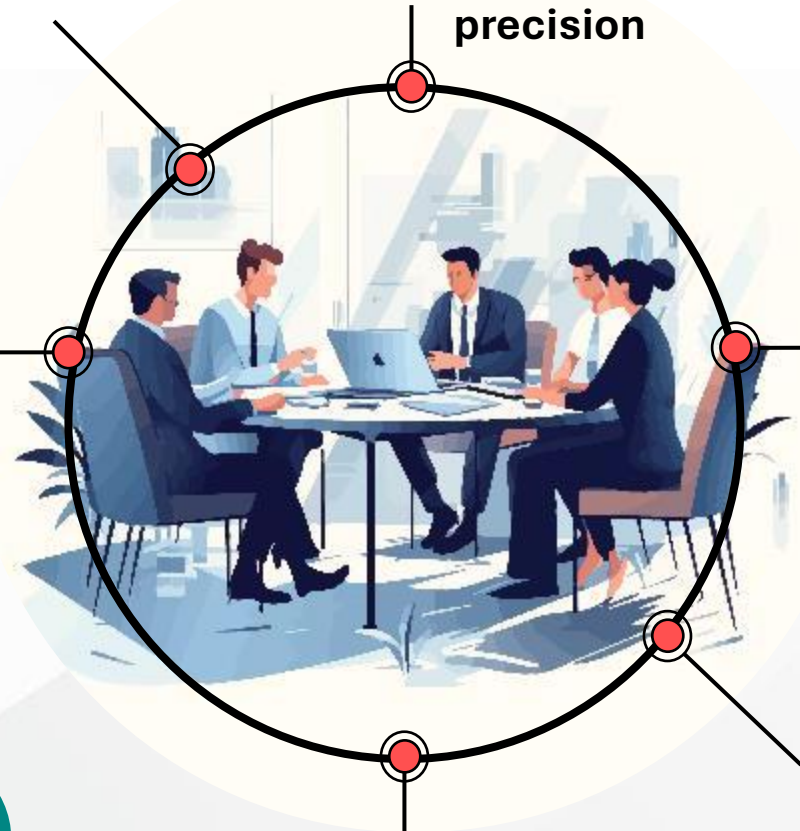
## Clinical Footprint

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



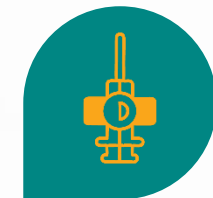
## Research & Development

- 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**



# Promising Medical Device sector

Govt.'s initiatives in last 5 years to bolster sector capabilities

Initiatives	Manufacturing of high-end devices	R&D promotion	Workforce development	Regulatory Reforms
<b>Policy on R&amp;D and Innovation</b>	✓	✓		✓
<b>PRIP</b> Promotion of Research & Innovation in Pharma, MedTech		✓		
<b>NMDP</b> National Medical Device Policy	✓	✓	✓	✓
<b>NRF Bill</b> National Research Foundation		✓		
<b>AMD-CF scheme</b> Assistance to Medical Device Clusters for Common Facilities	✓	✓		
<b>PLI</b> Production Linked Incentive	✓			
<b>Medical Device Parks</b>	✓	✓		

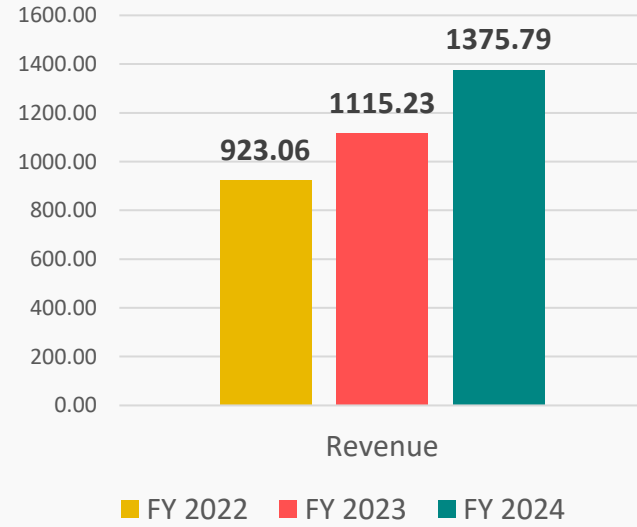
# Revenue Mix



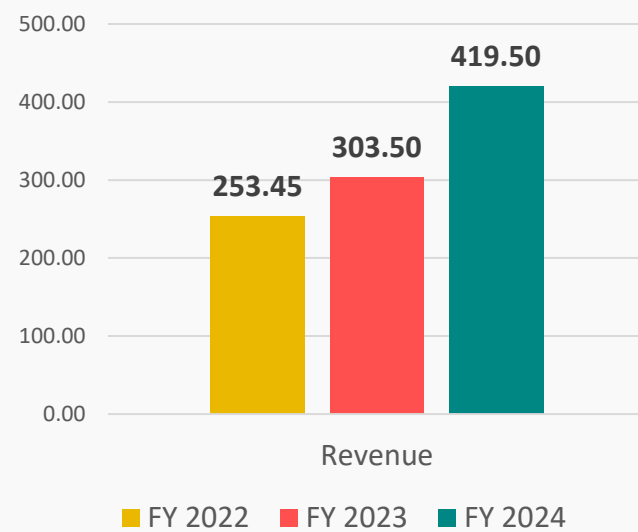
# Our Strength: Consistent all-round growth



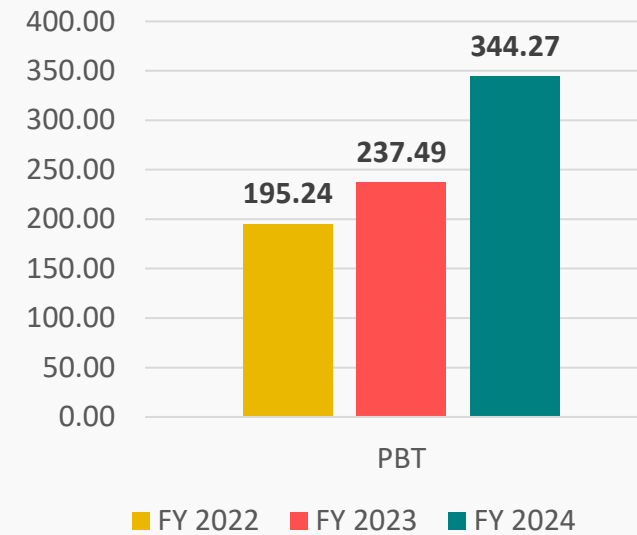
## REVENUE (₹ Crs)



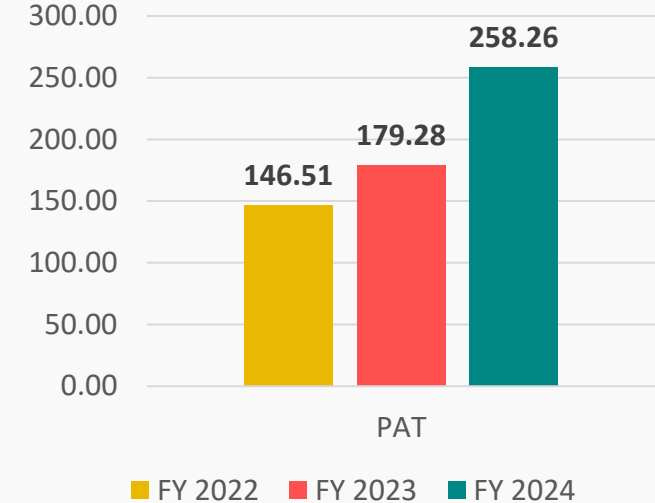
## EBIDTA (₹ Crs)



## 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)

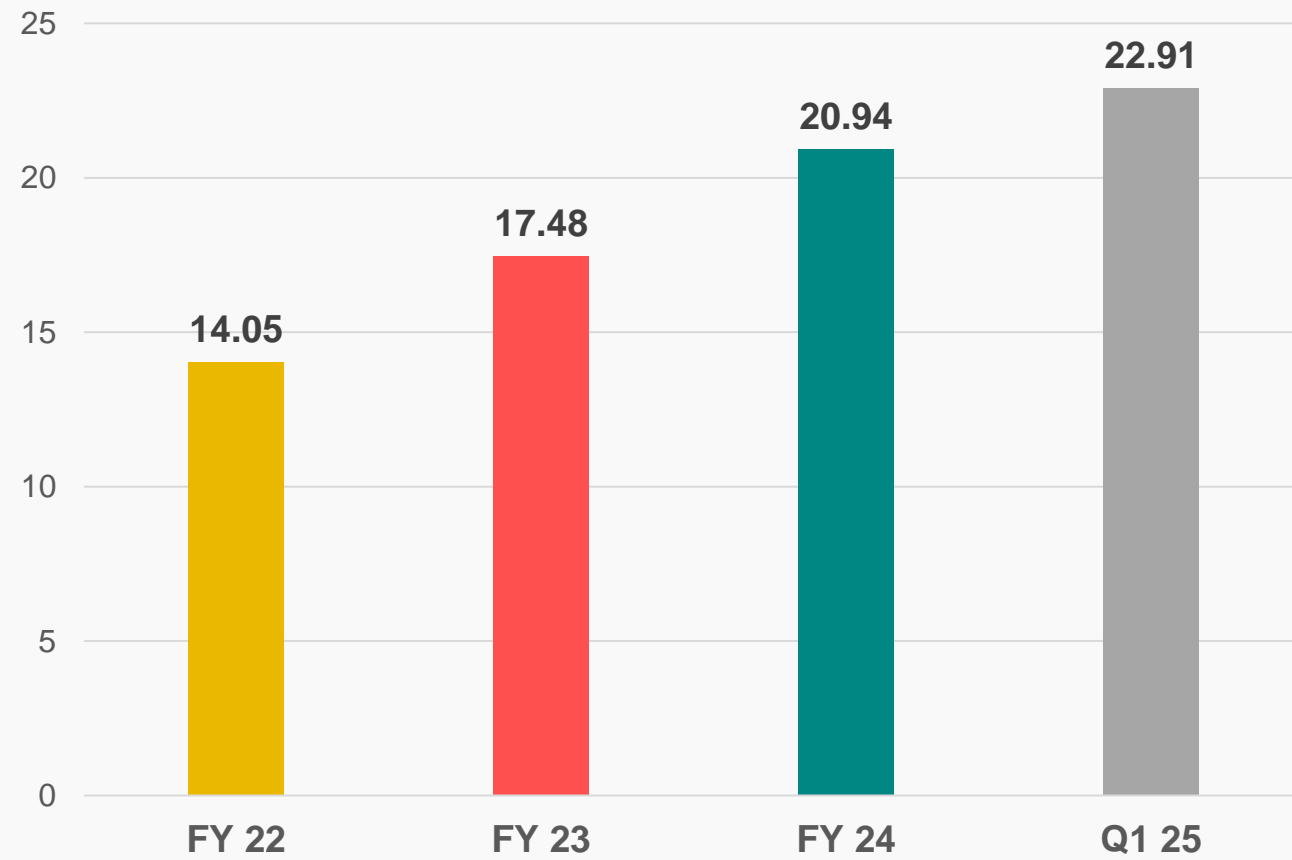
(₹ in lacs except per share data)

	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

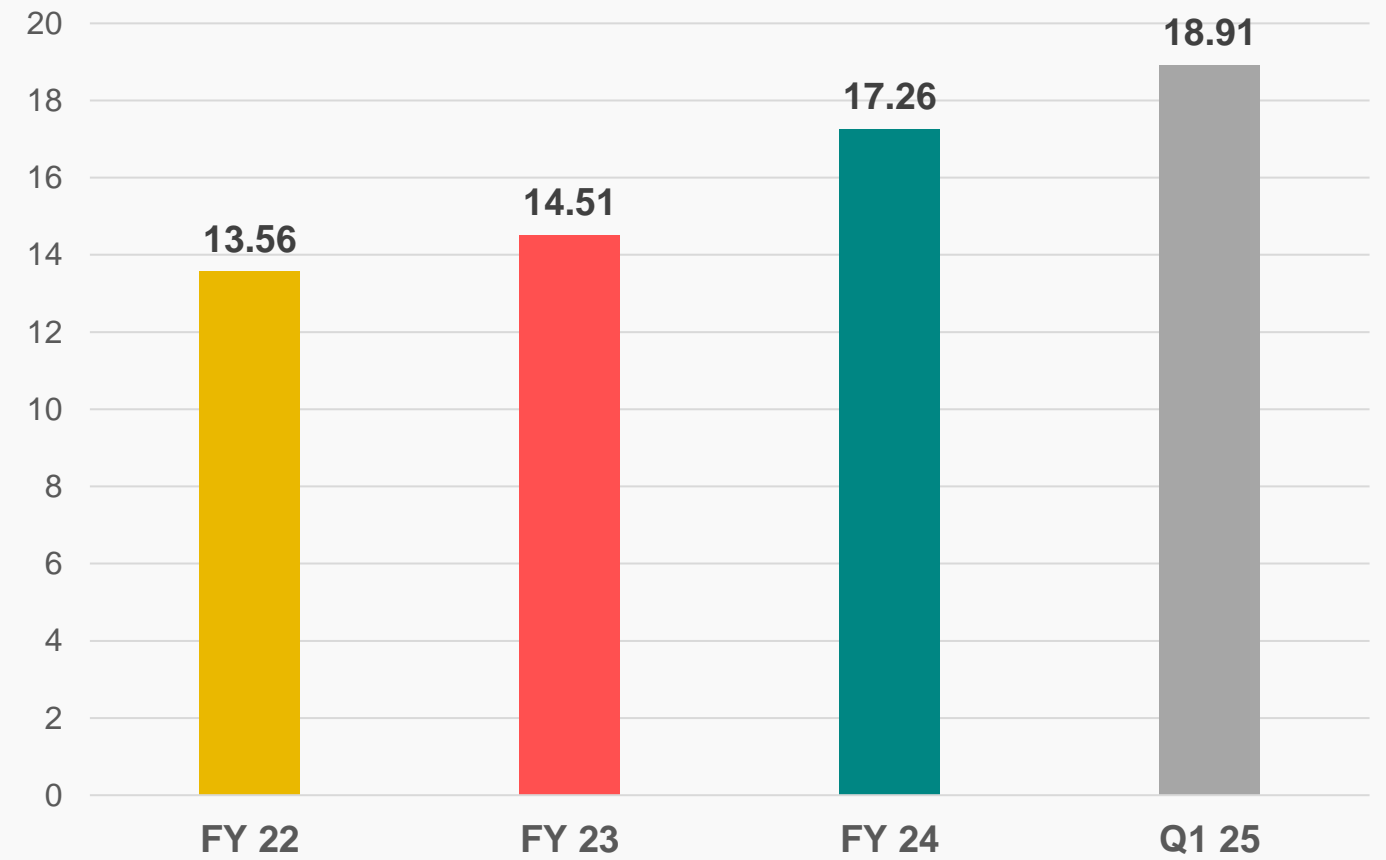


# Ratio's (in %)

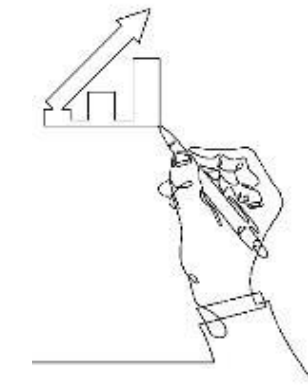
## ROCE



## ROE

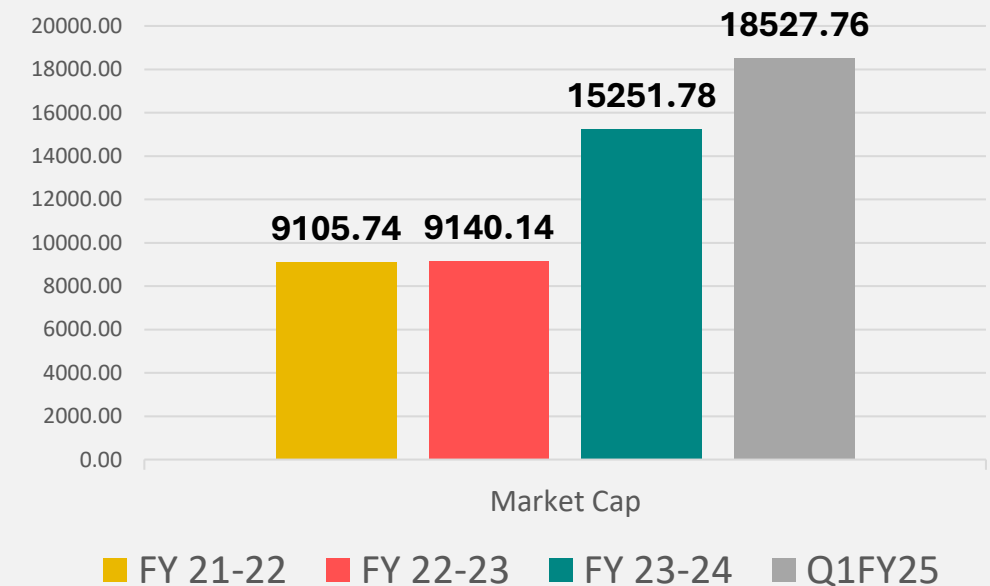


# Delivering on our commitment of Value Creation



Shareholder Category in %	30 June'23	30 June'24
Promoters	53.31	66.03
Institutional Investors	19.86	19.25
Private Corporate Bodies	14.94	2.57
Indian public	11.89	12.15

Market Capitalization (in INR Crs)



No. of Folios increased from **36,141** as on 30<sup>th</sup> June' 23 to **36,852** as on 30<sup>th</sup> June'24



# Shareholders Return

## Market Beating Performance

The stock has delivered a return of **109.48%** over the past 3 years.



### Consistent Success

Consistent Positive Performance over the Past 7 Quarters



### Maximizing Returns

- ROCE at 21.91 %



### Driving Growth

- The NET SALES (Q) Highest at Rs 384 crs

#### Investors Returns\* (3 years)

Period	6 Months	1 Year	2 Year	3 Year
Stock (%)	41.03 %	80.93%	162.18%	109.48%
Sensex (%)	12.72%	20.73%	43.58%	52.37%

\*Source : BSE



# 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 )**



**( DIGITAL INITIATIVES )**

Reduction of approx. 45 tCO<sub>2</sub>e  
aligned with:

**SDG 7 – Affordable and Clean energy**

**SDG15 – Life on land**

## SUSTAINABLE DEVELOPMENT



# Thank You

## Poly Medicure Limited

Registered Office:

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

Tel:- 91-11-33550700, 47317000, 26321838/99

For any general queries, Reach us at:

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

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