

Poly Medicure Limited

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CIN: L 40300DL1995PLC066923



Date: 06th May, 2025

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 Audited Financial Results (Standalone & Consolidated) for Fourth Quarter and Financial Year ended on March 31, 2025.

The same is also available on the website of company i.e. www.polymedicure.com.

Request you to take the same on records.

Thanking You,
Yours Sincerely

For Poly Medicure Limited

Avinash Chandra
Company Secretary
M. No. A32270



Investor Presentation – Q4 and FY 25 Results

06th May 2025



Disclaimer

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Agenda

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Agenda

Polymed Overview and Way
Forward

Polymed Key Differentiators

- **Legacy** – Operating since 1997
- **Leadership** – Second fastest growing Medtech Company in India in terms of revenue (Source: Company Filings)
- **Focus on innovation** : Granted 334 patents in India and globally
- **Manufacturing powerhouse** – Backward integrated manufacturing facilities with annual capacity of over 1.8bn devices across 200+ product categories; 12 operational plants and 3 under construction
- **Global Business** – ~70% of revenue from Exports
- **Established Distribution Network** – 510+ Sales associates and 630+ distributors in India; 260 distributors globally
- **Solid Financial Performance** : Revenue, EBITDA and PAT Growth of 21%, 27% and 31% respectively in FY 24-25; Zero Net Debt Balance sheet with significant cash reserves

Polymed at a Glance



12
Specialities



12
Manufacturing Plants
Across 4 countries



125+
Countries



200+
Medical Devices



3000+
Employee Base



510+
Sales Associates



334
Patents Granted



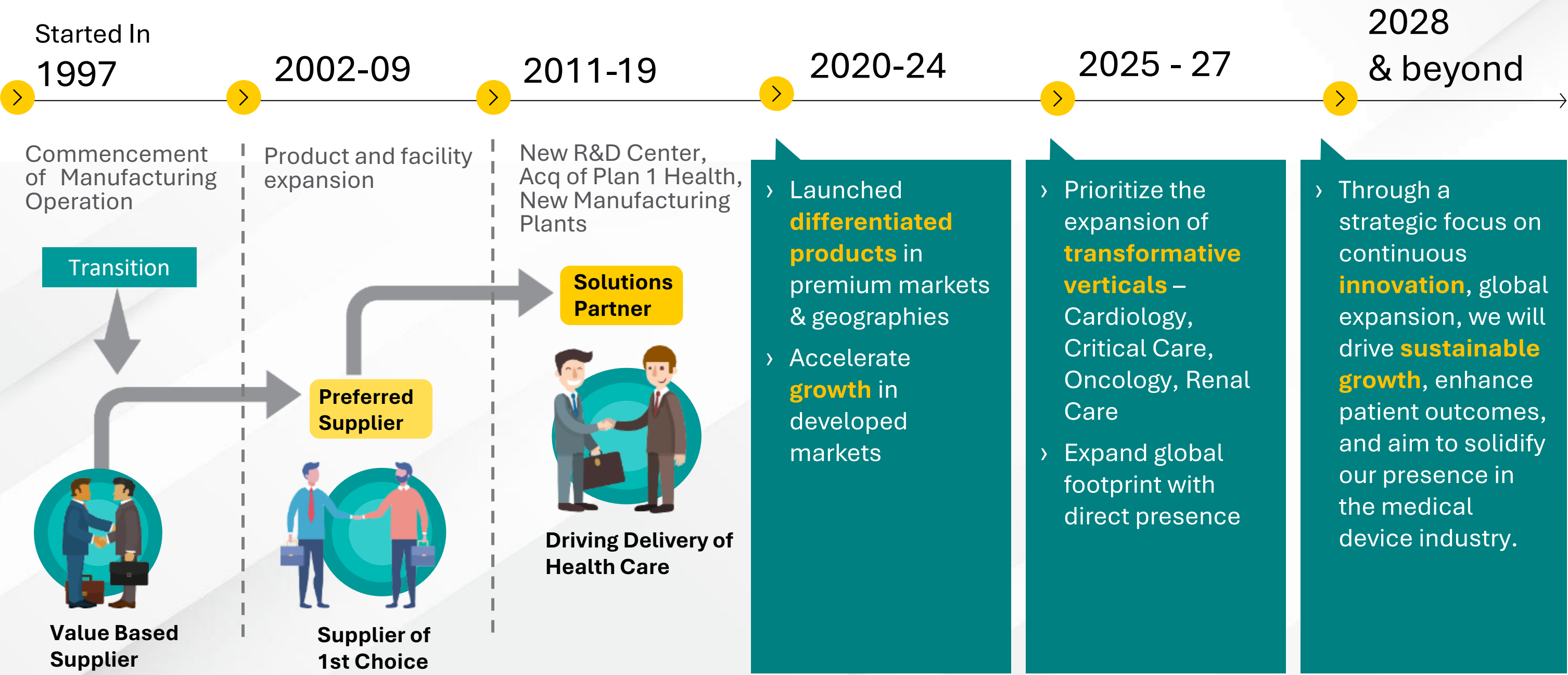
900+
Distributors across
India & Globally



1.8 Billion+
Devices Manufacturing Capacity
Per year

Navigating the Path

Building Tomorrow's Healthcare Solutions



Way Forward

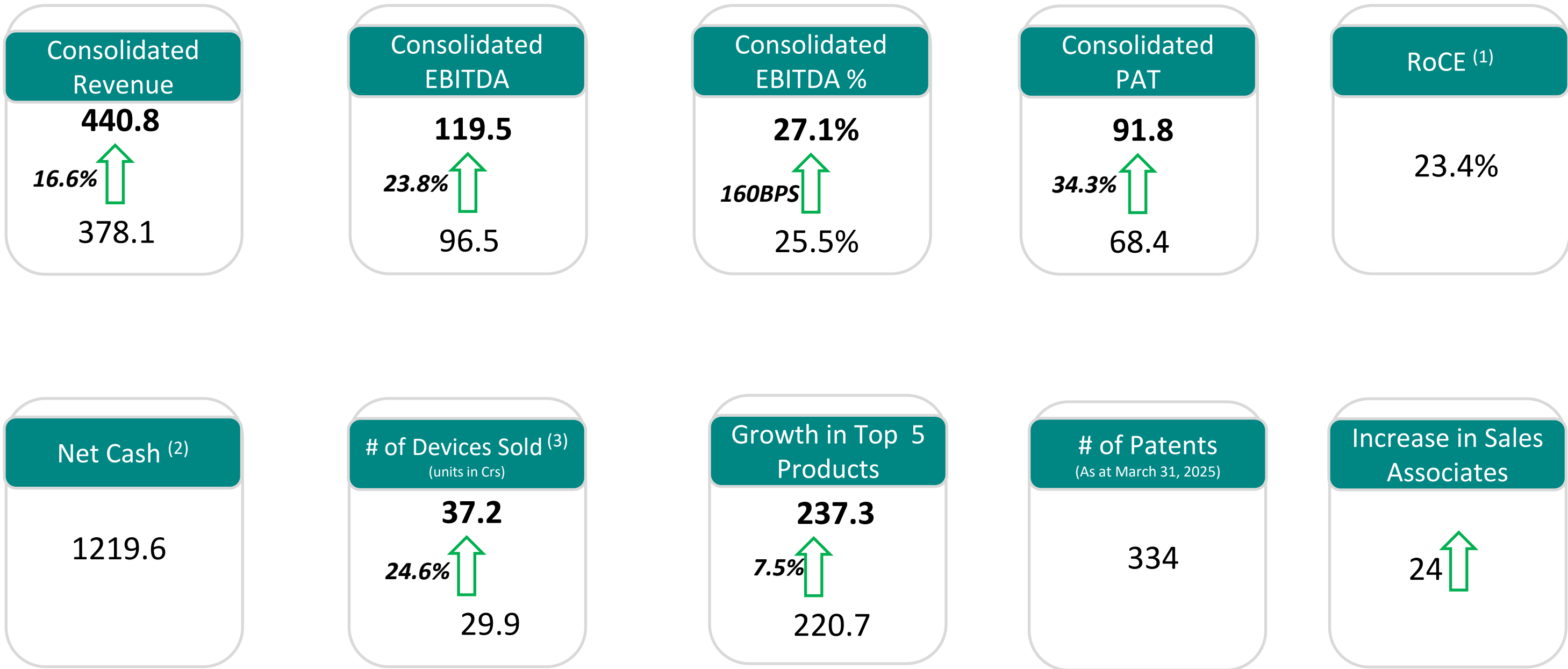


Agenda

Q4 and FY2025 Financial
Performance Summary

YoY Performance Summary Q4 FY 25

Figs in Rs. Crs unless specified



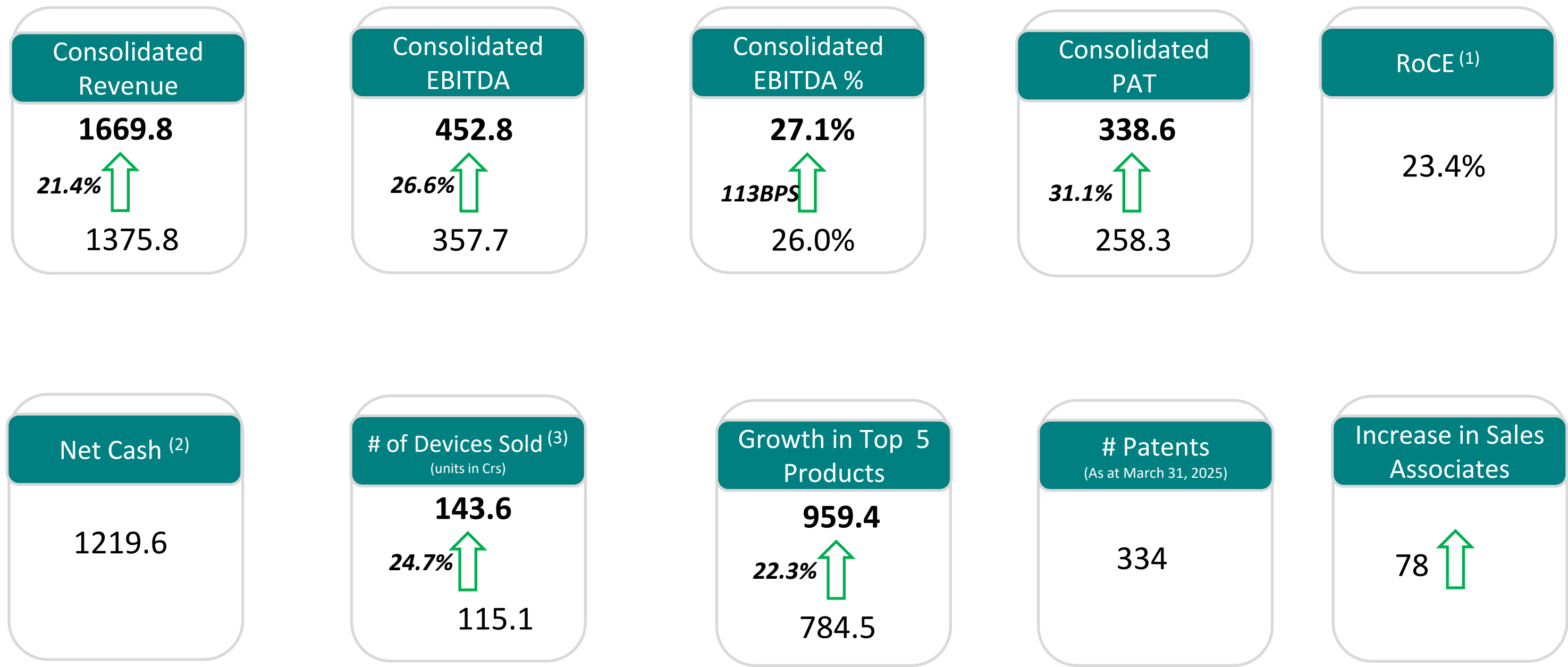
(1) Excludes the amount raised through QIP in August 2024, EBIT has been computed after excluding the treasury income generated from the QIP Funds; calculated on the basis of Standalone Financial Statement

(2) on standalone basis

(3) on standalone basis

YoY Performance Summary FY 25

Figs in Rs. Crs unless specified



(1) Excludes the amount raised through QIP in August 2024, EBIT has been computed after excluding the treasury income generated from the QIP Funds; calculated on the basis of Standalone Financial Statement

(2) on standalone basis

(3) on standalone basis

Key Updates

Key Operational and Financial Highlights	<ul style="list-style-type: none">Commercially launched Drug eluting stent; implanted in 100+ patients with positive feedback on performanceConsolidated Q4 and FY revenue growth 16.6% and 21.4% resp. ; Standalone Q4 and FY25 revenue growth of 16.6% and 22.5% resp.FY25 standalone domestic and export revenue growth of 18.6% and 24.0% respectively; Q4 domestic revenue growth of 24.1%FY 25 Consolidated EBITDA and PAT Growth of 26.6% and 31.1% respectively; FY25 EBITDA margin of 27.1%, increase by 113BPS over FY 24Adequate liquidity of Rs 1219.6Cr as at March 31, 2025
Product R&D Highlights	<ul style="list-style-type: none">Launched over 30 new products in FY 25 vs 19 in FY 24R&D team strength of over 60
ESG Highlights	<ul style="list-style-type: none">Only Indian member of the ZEMBA - Global coalition of companies working to accelerate the decarbonization of ocean freight50% of Poly Medicure’s manufacturing facilities are ISO 14001:2015 certified (Environmental Management System)
Awards and Recognition	<ul style="list-style-type: none">Mr Himanshu Baid, Managing Director, Poly Medicure, awarded the EY Entrepreneur of the Year Award 2024 - Lifesciences & Healthcare CategoryPoly Medicure mentioned in Hurun India 2024 List of India's 500 Most Valuable Companies

Consolidated Financial Performance Summary

Figs in Rs. Crs unless specified

Particulars	Q4 FY 25	Q4 FY 24	Growth %	FY 25	FY 24	Growth %
Revenue from Operations	440.8	378.1	16.6%	1,669.8	1,375.8	21.4%
Cost of Good Sold	147.4	131.2	12.3%	554.7	482.6	14.9%
Gross Profit	293.4	246.9	18.9%	1,115.1	893.2	24.8%
<i>Gross Profit %</i>	66.6%	65.3%	130BPS	66.8%	64.9%	190BPS
Employee Benefit Expenses	78.9	69.4	13.6%	301.5	245.9	22.6%
R&D Expenses	6.6	5.0	31.7%	24.6	19.4	26.4%
Other Expenses	88.5	75.9	16.5%	336.2	270.1	24.5%
Total Operating Expenses	321.4	281.6	14.1%	1217.0	1018.1	19.5%
EBITDA	119.5	96.5	23.8%	452.8	357.7	26.6%
<i>EBITDA %</i>	27.1%	25.5%	160BPS	27.1%	26.0%	113BPS
Other Income	24.3	15.0	62.4%	89.1	58.7	51.7%
Depreciation	21.0	16.1	30.8%	82.6	63.4	30.2%
Finance Cost	2.2	3.1	(30.6)%	12.0	11.3	6.2%
Profit Before Tax & share of net profit of an associate	120.6	92.2	30.7%	447.3	341.7	30.9%
Share of Profit of an Associate	2.3	0.2	894.4%	5.2	2.5	105.0%
PBT	122.8	92.5	32.9%	452.5	344.3	31.4%
Tax	31.0	24.1	28.7%	114.0	86.0	32.5%
PAT	91.8	68.4	34.3%	338.6	258.3	31.1%
<i>PAT %</i>	20.8%	18.1%	270BPS	20.3%	18.8%	150BPS
EPS – Basis (in Rupees)	8.9	7.1	25.2%	34.1	26.9	26.8%
EPS – Diluted (in-Rupees)	8.9	7.1	25.2%	34.1	26.9	26.8%

Standalone Financial Performance Summary

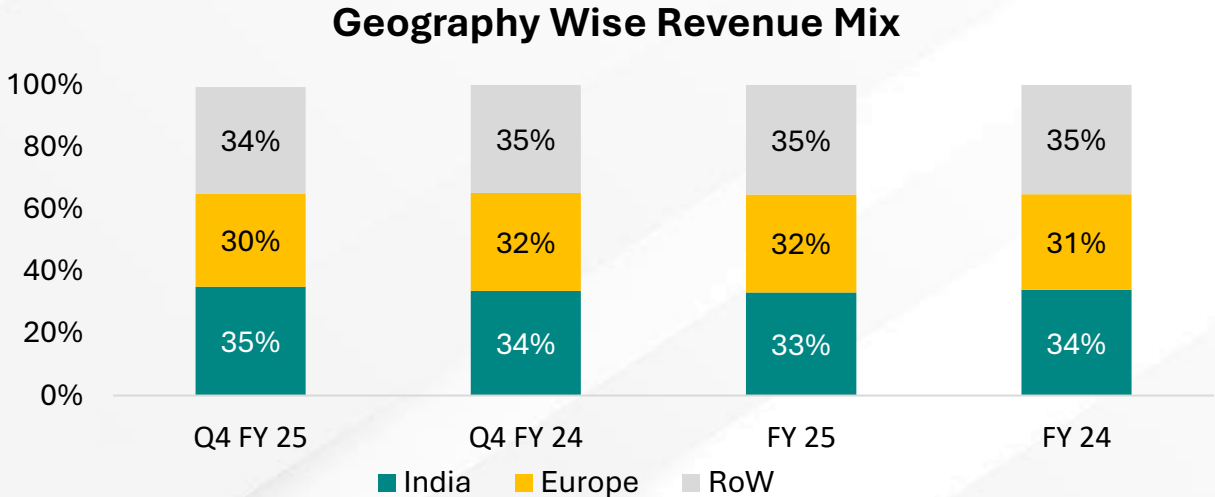
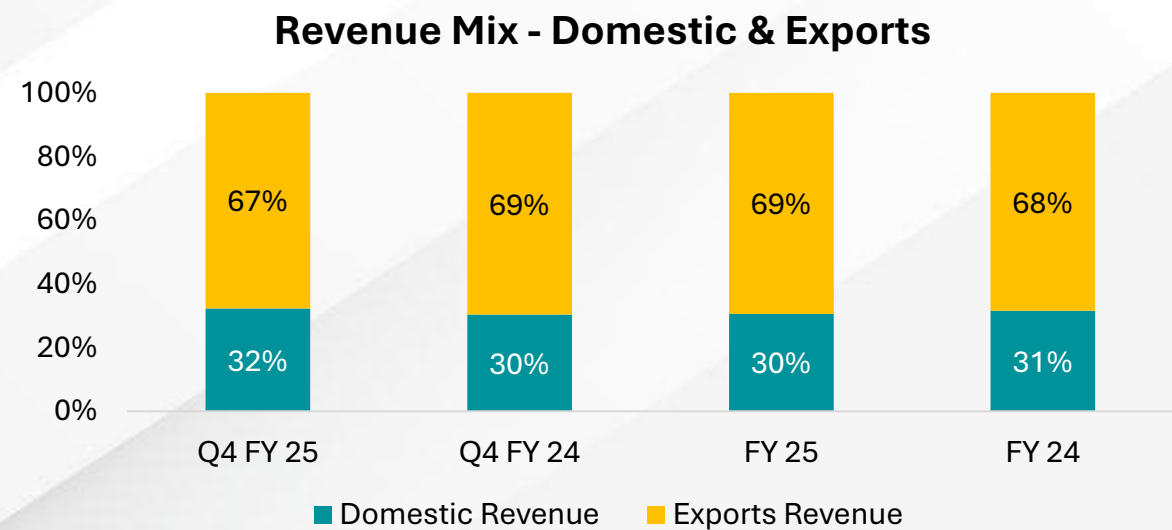
Figs in Rs. Crs unless specified

Particulars	Q4 FY 25	Q4 FY 24	Growth %	FY 25	FY 24	Growth %
Revenue from Operations	421.0	360.9	16.6%	1,601.8	1,307.2	22.5%
Cost of Good Sold	143.9	124.1	16.0%	531.8	452.8	17.4%
Gross Profit	277.1	236.9	17.0%	1,070.0	854.4	25.2%
<i>Gross Profit %</i>	65.8%	65.6%	20BPS	66.8%	65.4%	140BPS
Employee Benefit Expenses	72.0	62.3	15.5%	280.1	228.9	22.4%
R&D Expenses	6.6	5.0	32.1%	24.5	19.4	26.4%
Other Expenses	82.4	72.3	14.0%	320.0	257.1	24.5%
Total Operating Expenses	304.9	263.6	15.7%	1156.4	958.2	20.7%
EBITDA	116.0	97.3	19.3%	445.4	349.0	27.6%
<i>EBITDA %</i>	27.6%	27.0%	60BPS	27.8%	26.7%	110BPS
Other Income	23.9	15.7	52.9%	89.8	58.2	54.3%
Depreciation	21.3	16.0	33.0%	80.8	61.6	31.3%
Finance Cost	2.2	2.9	(26.1)%	11.4	10.7	6.2%
PBT	116.5	94.0	24.0%	442.9	334.9	32.2%
Tax	29.8	23.4	27.3%	111.6	83.2	34.1%
PAT	86.7	70.5	22.9%	331.3	251.7	31.6%
<i>PAT %</i>	20.6%	19.5%	110BPS	20.7%	19.3%	140BPS
EPS – Basis (in Rupees)	8.4	7.4	14.3%	33.4	26.2	27.3%
EPS – Diluted (in Rupees)	8.4	7.4	14.3%	33.4	26.2	27.3%

Standalone Sales Financial Performance Analysis

Figs in Rs. Crs unless specified

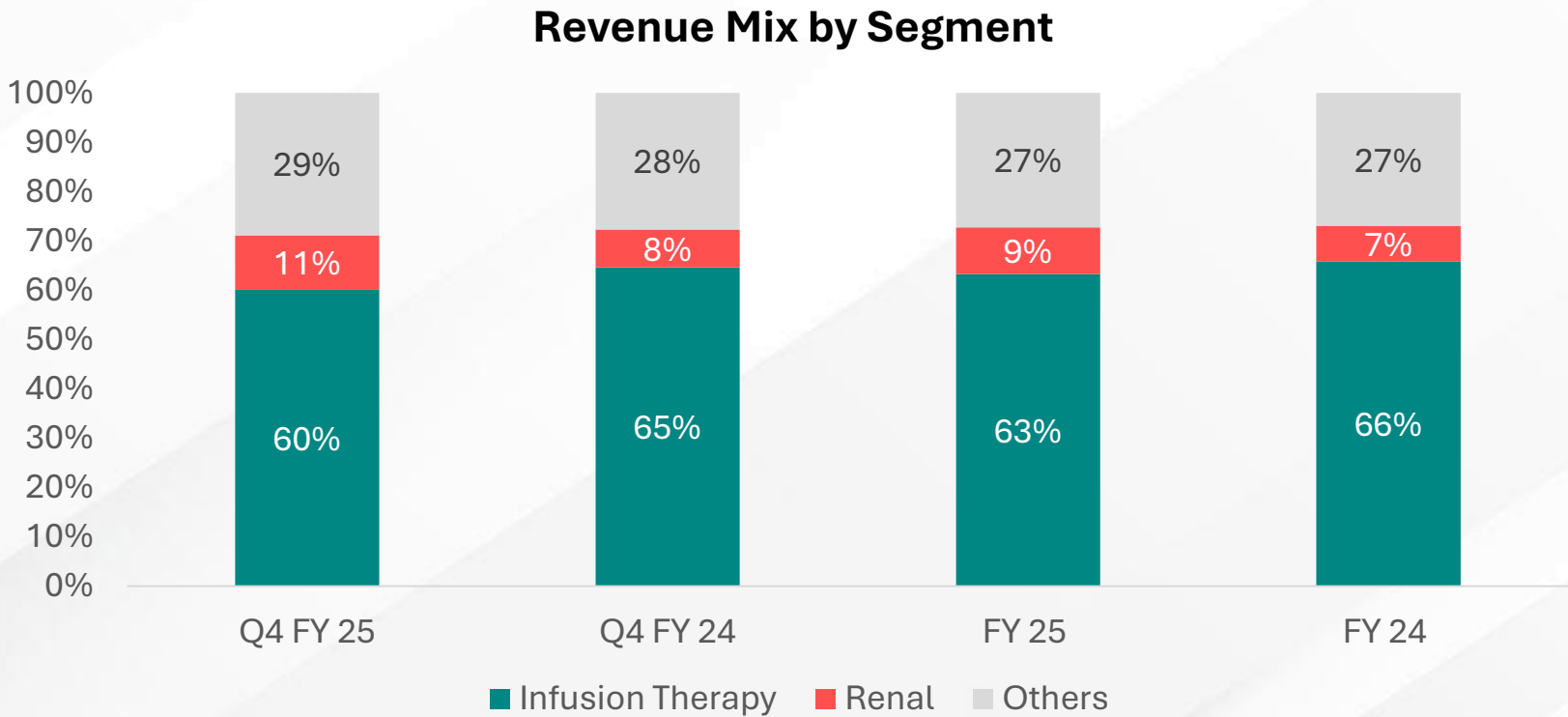
Particulars	Q4 FY 25	Q4 FY 24	Growth %	FY 25	FY 24	Growth %
Domestic Revenue	135.0	108.8	24.1%	486.4	410.0	18.6%
Exports Revenue	283.1	249.5	13.5%	1,102.9	889.4	24.0%
Other Operating Revenue	2.8	2.7	3.9%	12.6	7.9	59.8%
Total Operating Revenue	421.0	360.9	16.6%	1,601.8	1,307.2	22.5%
Geographical Revenue Mix						
India	135.0	108.8	24.1%	486.4	410.0	18.6%
Europe	125.6	114.0	10.2%	502.2	399.8	25.6%
RoW	157.5	135.5	16.3%	600.7	489.6	22.7%
Other Operating Revenue	2.8	2.7	3.9%	12.6	7.9	59.8%
Total Operating Revenue	421.0	360.9	16.6%	1,601.8	1,307.2	22.5%



Segment Wise Sales Performance Analysis

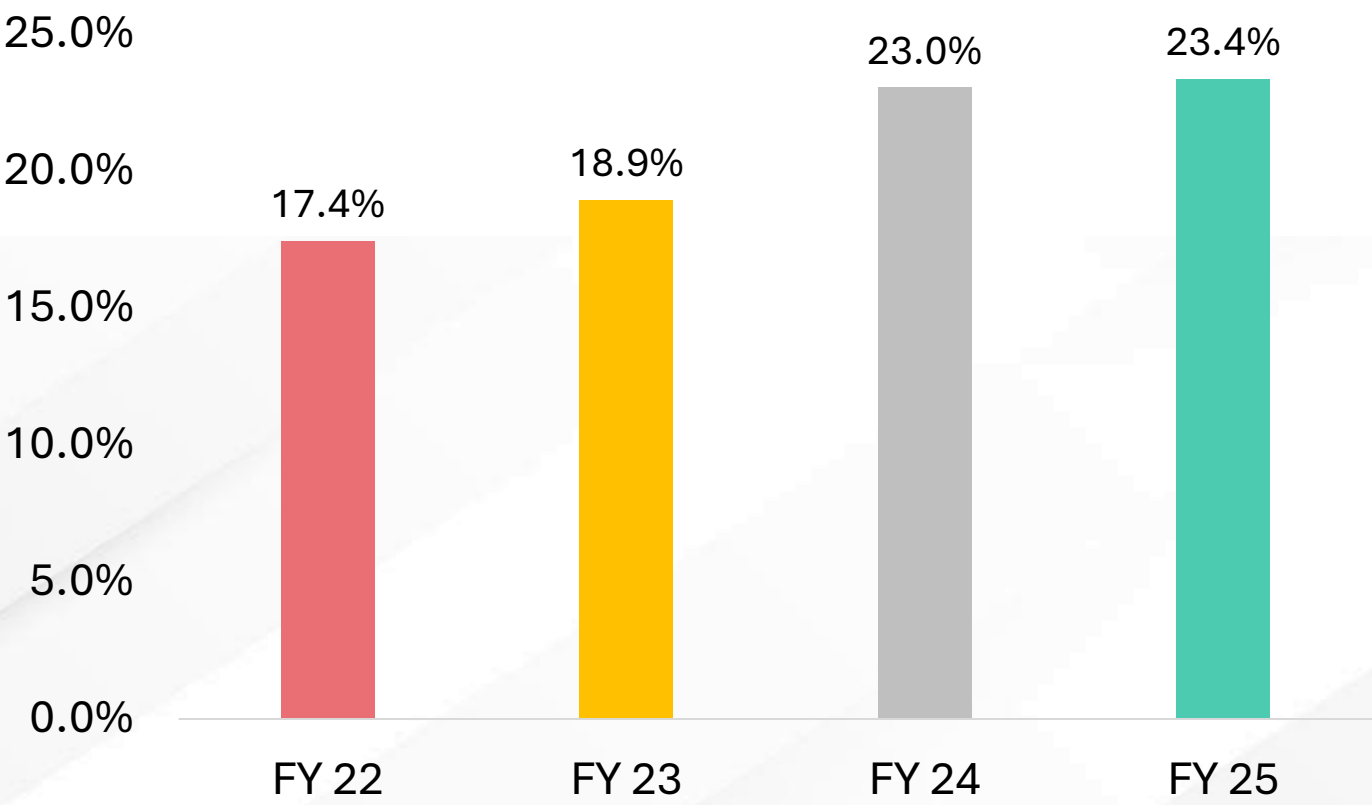
Figs in Rs. Crs unless specified

Particulars	Q4 FY 25	Q4 FY 24	Growth %		FY 25	FY 24	Growth %
Infusion Therapy	252.8	233.3	8.3%		1013.6	860.4	17.8%
Renal	46.6	27.6	69.1%		151.3	94.5	60.1%
Others	121.5	100.0	21.5%		436.9	352.4	24.0%
Total Operating Revenue	421.0	360.9	16.6%		1601.8	1307.3	22.5%

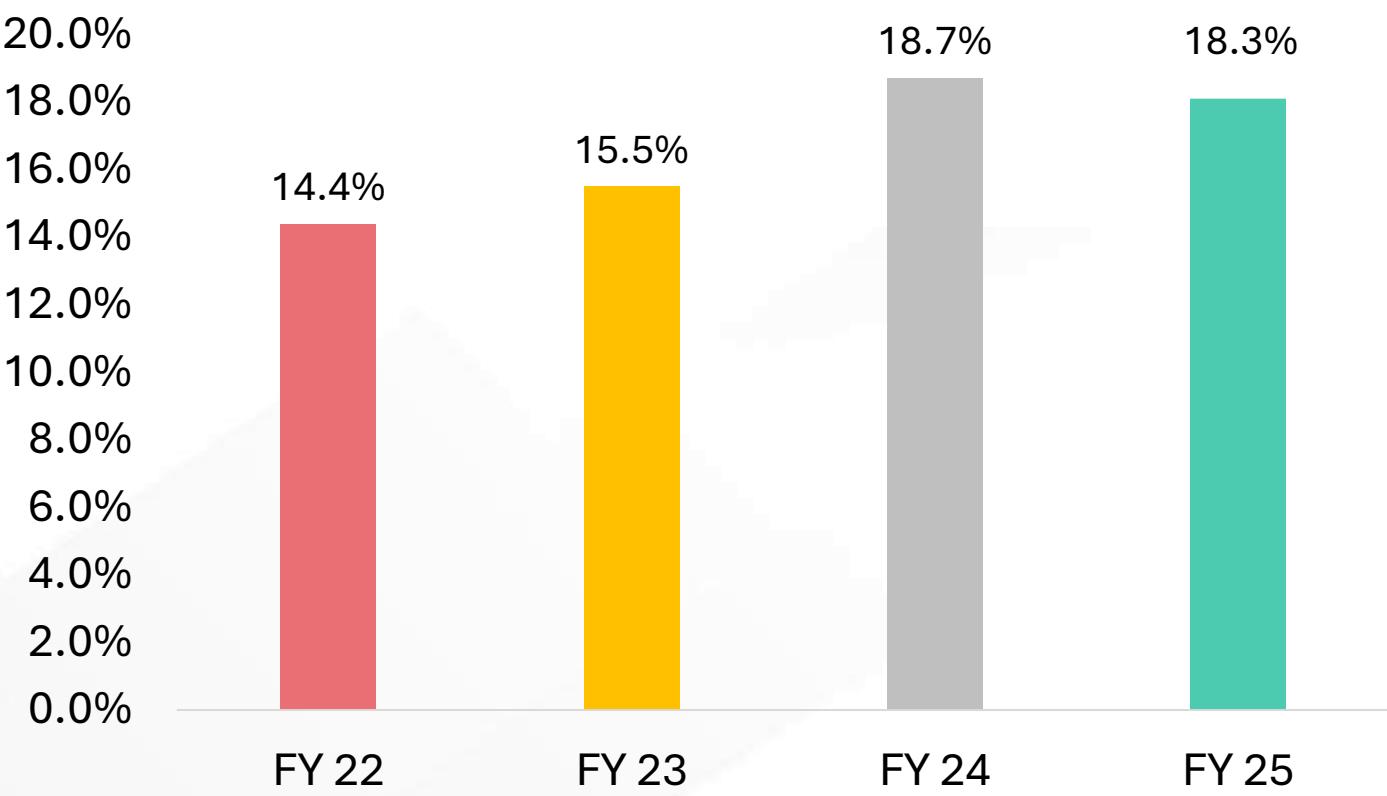


Return Ratios Basis Standalone Financials

ROCE



ROE



*Excludes the amount raised through QIP in August 2024, EBIT has been computed after excluding the treasury income generated from the QIP Funds; calculated on the basis of Standalone Financial Statement

Thank You

For any investor related queries reach us at:

aayur.verma@polymedicure.com