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

POLYMED

Date: 07th March, 2026

Scrip Code: - 531768

To
The Listing Department,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Fort Mumbai- 400001.

Scrip Code: - POLYMED

To
The Listing Department,
National Stock Exchange of India Limited,
Exchange Plaza, 5th Foor, 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 the updated Investor Presentation.

The presentation is also placed on the Company's website at i.e. www.polymedicure.com .

Kindly take the above information on record.

Thanking You,
Yours Sincerely

For **Poly Medicure Limited**

AVINASH CHANDRA
Digitally signed by AVINASH CHANDRA
Date: 2026.03.07 15:22:52 +05'30'

POLY MEDICURE LTD. New Delhi

Avinash Chandra
Company Secretary
M. No. A32270

Plan1Health | PendraCare | citieffe Essential moves in Trauma

Investor Presentation
March 2026

Disclaimer

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Polymed Group – A Unique Medical Devices Platform

125+
Countries

13
Specialities

225+
Medical Devices

15
Manufacturing Plants Across 5 countries

3600+
Employee Base

570+
Sales Associates

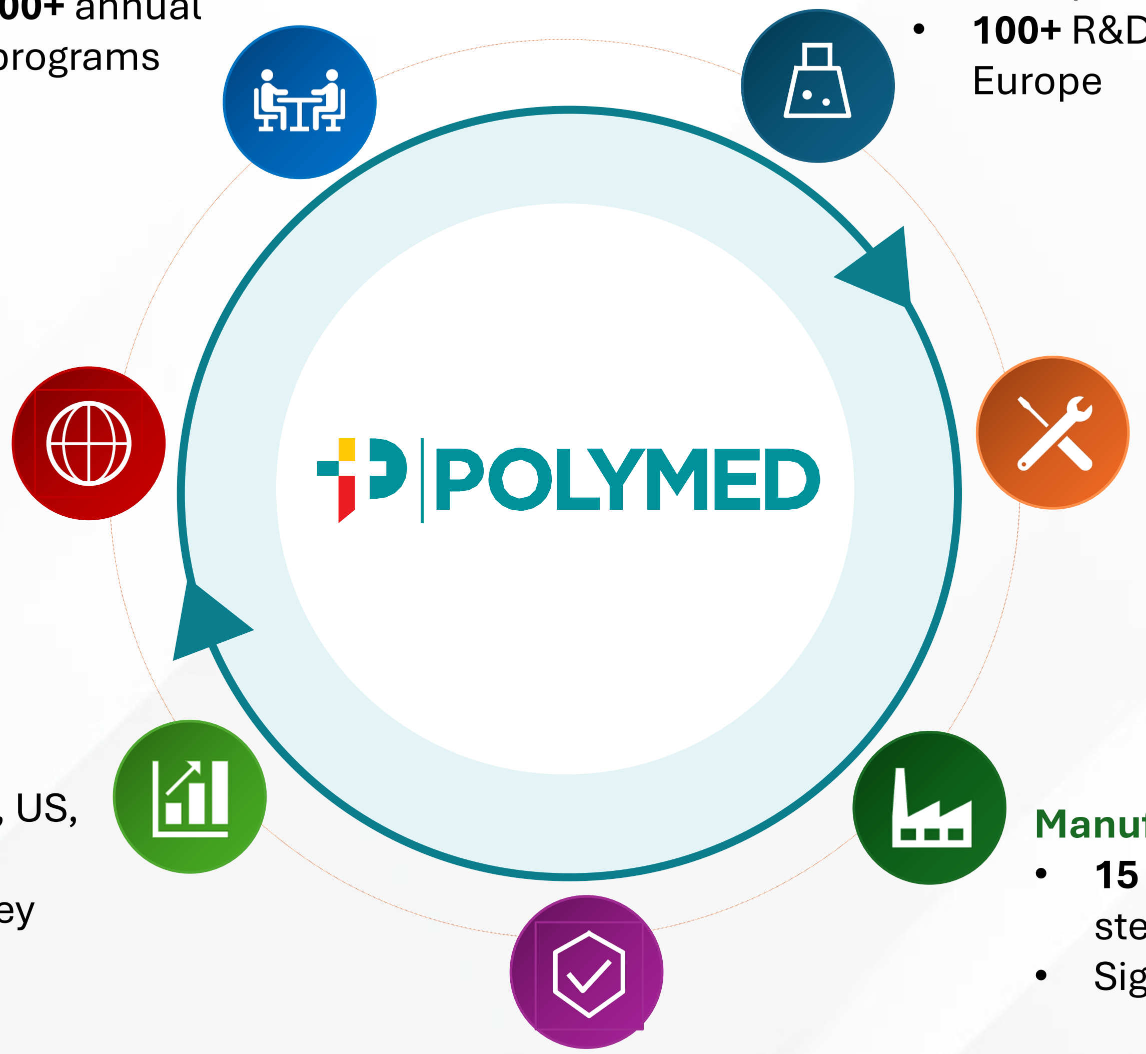
390+
Patents Granted

950+
Distributors across India & Globally

1.8 Billion+
Devices Manufacturing Capacity Per year

Largest Exporter
Largest exporter of Consumable Medical Devices for 10 years in a row

Polymed Flywheel



Clinical Engagement

60+ clinical experts; **4,000+** annual customer engagement programs globally

In-House Product R&D

- **390+** patents; **30+** new products launches
- **100+** R&D professionals in India and Europe

Distribution Network

- **950+** distributors globally
- Supplying across **125+** countries

Tooling , Automation, rapid prototyping

In-house tool design capability providing faster product launches

Sales & Marketing

- **570+** direct-sales reps in India, US, Italy, Mexico
- Expanding presence in other key markets

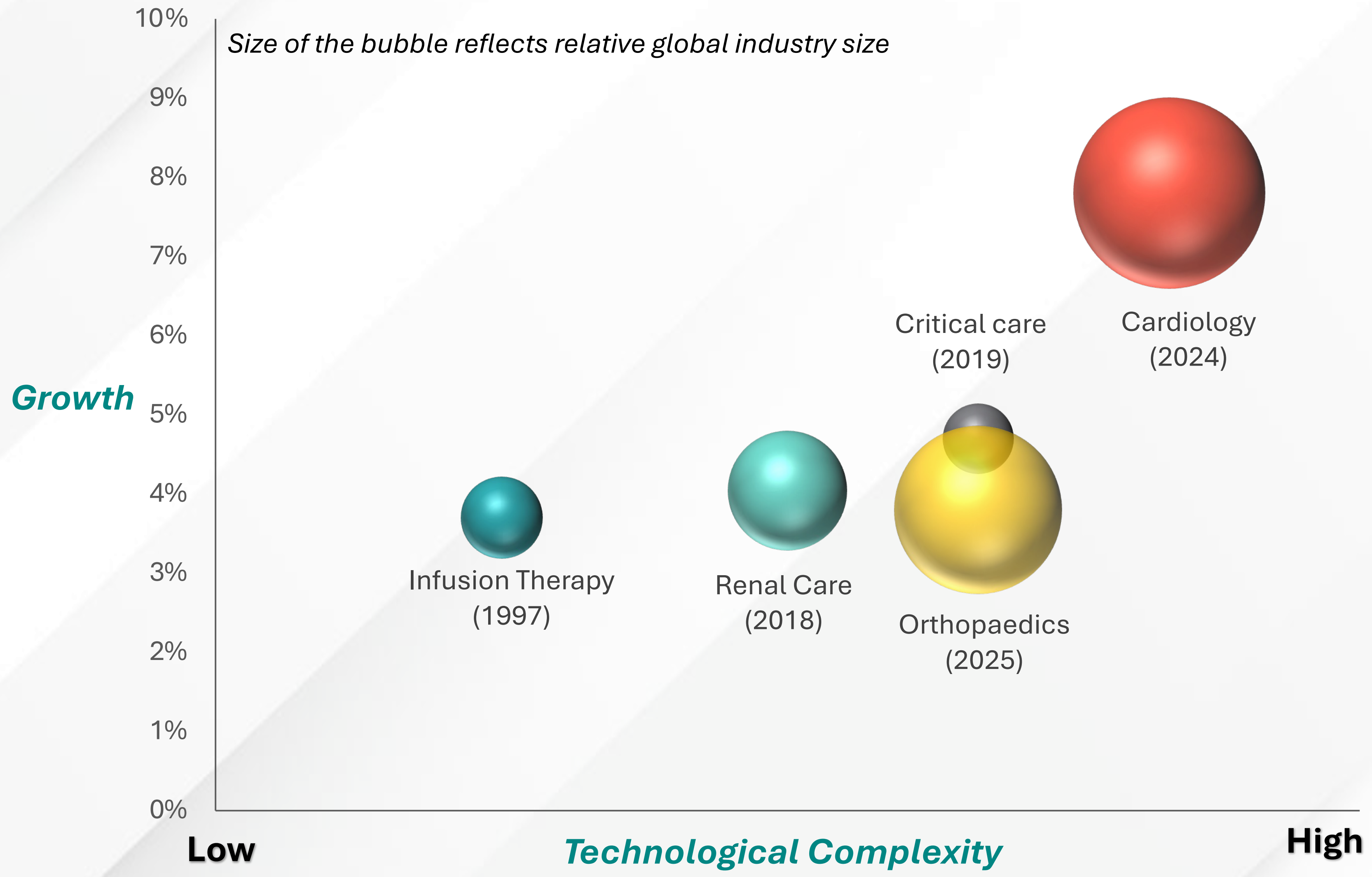
Manufacturing, Packaging and Sterilization

- **15** plants in 5 countries with in-house sterilization capabilities
- Significant backward integration

Strong Quality and Regulatory Capability

- **140+** Quality & Regulatory professionals
- Product registration in 100+ countries

Moving Up the Technology Curve & Increasing TAM in High Growth Areas



Infusion Therapy (1997)
Global Leadership, 3rd largest IV cannula manufacturer globally

Renal Care (2018)
First Indian company to indigenously manufacture dialysis products

Critical Care (2019)
Focused on products used in ICU, neonatology and oncology.

Cardiology (2024)
Launched DES* in India; initiated a 2000 patient clinical trial in India and Europe. Acquired Pendracare

Orthopaedics (2025)
Acquired Citieffe; over time to create a comprehensive portfolio

Source: Industry Reports, Secondary Research

* Drug Eluting Stent

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Driving Value Through Strategic Acquisitions

Plan1Health
Medical Innovations for Life

- Founded in **1995,** Located in **Amaro, Italy**
- **EN ISO 13485:2003** certified
- Products Compliant with **EU MDR** and **CE marking requirements**
- Many devices classified as **Class III Medical Devices** (long –term implantables)
- **End to end development** capabilities
- CY24 Revenue : €8.2Mn (69% YoY growth)
  EBITDA: €0.9Mn (393% YoY growth)

Post acquisition by Polymed, Plan -1 Health has grown by 20% CAGR annually and margins have improved by ~600 bps

PendraCare

- Founded in **2011,** Located in **Leek Netherlands**
- **ISO 13485 and FDA** certified
- **Product registration in more than 60 countries** (CE / FDA / CFDA / ANVISA)
- **Trusted Supplier** to medical devices industry leaders **for over a decade**
- **Only independent player of size and scale in Europe specializing in cardiology catheter business**
- Capacity of >1.5 million products per year; Current production is 700-800k units per year
- CY24 Revenue : EUR.9.9 million
  EBITDA : EUR 1.4 million

citieffe®
Essential moves in Trauma

- Founded in **1962,** Located in **Bologna, Italy**
- **ISO 9001, ISO 13485 and FDA** certified
- **MDR clearance across full portfolio;** products registered in US, LATAM, and 25+ countries
- Portfolio includes Internal Fixation, External Fixation systems, Instruments and a Unique navigation software for nailing systems
- **45+ patents.** Dedicated **R&D team and 54+ KOL** across globe
- **Direct presence in Italy, US, Mexico with** 85% of sales from countries with direct presence
- CY24 Revenue : €17.3Mn (15% YoY growth)
  EBITDA: €3.1Mn* (14% YoY growth)

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Key Strategic Updates

Infrastructure

- 2nd plant at Haridwar now commercially operational augmenting capacity for domestic
- Market
- Plant at Palwal, Haryana to be completed by end of FY 27 –***increases capacity for Blood Bags (50%) and infusion products***
- YEIDA (near new Greater Noida Airport) land handover expected soon
- Gamma sterilization facility is operational commercially; ***one of the first such captive facilities in India***

Haridwar Plant

Portfolio Expansion

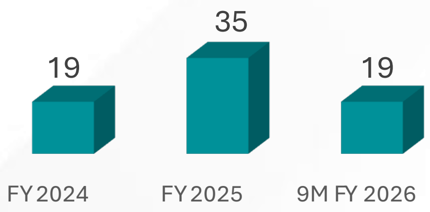
- **Cardio** – Launching IVL and DEB in India soon; plan to go global with Cardio portfolio post clinical trials and regulatory approval
- **Critical Care –** Recently launched 3 new products and plan to launch 5-6 new products in FY27
- **Pediatrics/Neonatology** – Launching neonatal range of critical care devices in FY27
- **Ortho** - Expanding current trauma portfolio; India and Italy R&D teams collaborating to develop and launch plates by FY 28 with focus on US and European market

Plates Central Line PICC Line

IVL DEB

R&D

- **100+ professionals** across India, Italy and Netherlands
- **100+ products in development pipeline**; to be launched in next 3-4 years
- **Plan to double the R&D spends in next few years**



New Product Launches

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International Growth Strategy – US

Entity	Polymed	Citieffe	Pendracare	P1H
Presence	4 distributors	Direct Presence	Guiding catheter approved; In talks with distributors and global OEM; sales expected to start in current year	NA
# Regulatory Approvals	4 approved; 3-4 in pipeline	10 approved; 8-10 in pipeline		1 approved for OEM
Growth Strategy	• Reinitiated conversations with customers post reduction of US tariffs • Focus on Infusion Therapy and Critical Care segments • Revenue ramp-up expected in FY 27	• Making additional investments to deepen customer engagement • Plan to expand presence in states with existing hospital approvals or established relationships • Addition of plates to the portfolio; to double TAM	• Engaging with existing Polymed distributors • Launching new products including new GC with improved technology • Pursuing CD/CM with OEMs using combined PML-Pendracare capabilities	• In talks with existing Polymed distributor • Evaluating product submissions for FDA approvals

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International Strategy – Europe

Entity	Polymed	Citieffe	Pendracare	P1H
Presence	75+ distributors	Direct presence in Italy + 12 Distributors	17 distributors + 2 OEM relationship	20+ distributors
# Regulatory Approvals	82 approved; 15 in pipeline	Whole Portfolio (20+); 10+ in pipeline	2 approved; 3 in pipeline	Whole Portfolio (4 categories) ; 1 in pipeline
Growth Strategy	• New product approvals in FY27 to expand product basket • Leveraging recent acquisitions to expand presence in tender markets • Deepening customer engagement specifically on clinical side • Evaluating certain markets to build direct presence	• Build direct presence in other large and similar European markets • Focus on developing new distributors in northern Europe • Addition of plates to the portfolio; to double TAM	• New GC (co-developing with PM) to create new opportunities • Expanding sales by leveraging existing Polymed network • Working on multiple CD/CM opportunities using combined PML-Pendracare capabilities	• Increase tender presence in Italy and other in EU markets • Launching new devices in Italy

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Domestic Growth Strategy

Import Substitution

Substituting imports with high quality Made in India products

- Proven capabilities in Infusion Therapy & Vascular Access
- Replicating success across Renal, Cardiology and Critical Care

Focused Therapy Areas

Infusion · Renal · Cardiology · Critical Care

Clinical Led Engagement

Greater focus on Clinical led engagements with stakeholders

- **PACE Academy**– adding more PACE academies for providing hands-on training to healthcare professionals
- **IV Talks** in association with Indian Nursing Society (INS) to improve clinical practices
- **Ascent +** to help hospitals staff to upgrade technical skills
- Focus on **evidence generation** to focus on image building products
- Increasing clinical resources and enhancing technical skills through **AI led trainings**

4,000+

Clinical Engagements

Portfolio Expansion

Expansion of product portfolio to help boost sales

- 25-30 new products per year over the next 3–4 years
- Registration of Pendracare and Citieffe products underway in India
- Plans to further boost P1H product sales in India through deeper penetration

25-30

New Products / Year

3–4 Year Product Roadmap

Expanding Footprint

Expand our footprint across India

- 100+ sales associates to be hired across India in FY 27
- Expanding existing network of 650+ distributors across India

100+

New Sales Hires

650+

Distributors

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Financial Performance Summary

Figs in Rs. Cr. unless specified

	Standalone			Consolidated		
Particulars	**9M FY 26**	**9M FY 25**	**YoY Growth %**	**9M FY 26**	**9M FY 25**	**YoY Growth %**
Revenue from Operations	1219.4	1180.8	3.3%	1340.7	1229.0	9.1%
Cost of Good Sold	382.6	387.9	(1.3%)	418.6	407.3	2.8%
Gross Profit	**836.8**	**793.0**	**5.5%**	**922.1**	**821.7**	**12.2%**
Gross Profit %	*68.6%*	*67.2%*	*147 Bps*	*68.8%*	*66.9%*	*192 Bps*
Employee Benefit Expenses	238.1	208.1	14.4%	279.1	222.6	25.4%
R&D Expenses	19.5	17.9	8.5%	20.4	18.0	13.6%
Other Expenses	254.6	237.6	7.1%	281.2	247.7	13.5%
Total Expenses	**894.8**	**851.5**	**5.1%**	**999.5**	**895.6**	**11.6%**
Share of Profit of an associate	-	-	-	4.0	2.9	36.8%
Operating EBITDA	**324.7**	**329.3**	**(1.4%)**	**345.3**	**336.3**	**2.7%**
Operating EBITDA %	*26.6%*	*27.9%*	*(126 Bps)*	*25.8%*	*27.4%*	*(161 Bps)*
Other Income	104.8	65.8	59.2%	102.3	64.8	57.9%
Extraordinary Expense*	6.8	-	-	6.8	-	-
Acquisition Related Expense	-	-	-	9.7	-	-
Depreciation	72.1	59.5	21.1%	76.9	61.6	24.9%
Finance Cost	9.5	9.2	3.3%	11.9	9.8	20.9%
PBT	**341.1**	**326.4**	**4.5%**	**342.2**	**329.7**	**3.8%**
Tax	85.7	81.7	4.9%	86.6	82.9	4.4%
PAT	**255.4**	**244.7**	**4.4%**	**255.7**	**246.8**	**3.6%**
PAT %	*19.3%*	*19.6%*	*(34 Bps)*	*17.7%*	*19.1%*	*(135 Bps)*
EPS - Basis	25.2	25.0	0.8%	25.2	25.2	0.2%
EPS - Diluted	25.2	25.0	0.7%	25.2	25.2	0.1%

*Basis Labour Codes notification (21 Nov 2025), a provision of Rs. 6.8Cr for past service gratuity & compensated absences has been recognized as an “Extraordinary Expense” for Q3 & 9M FY26
Re- classification has been done wherever necessary

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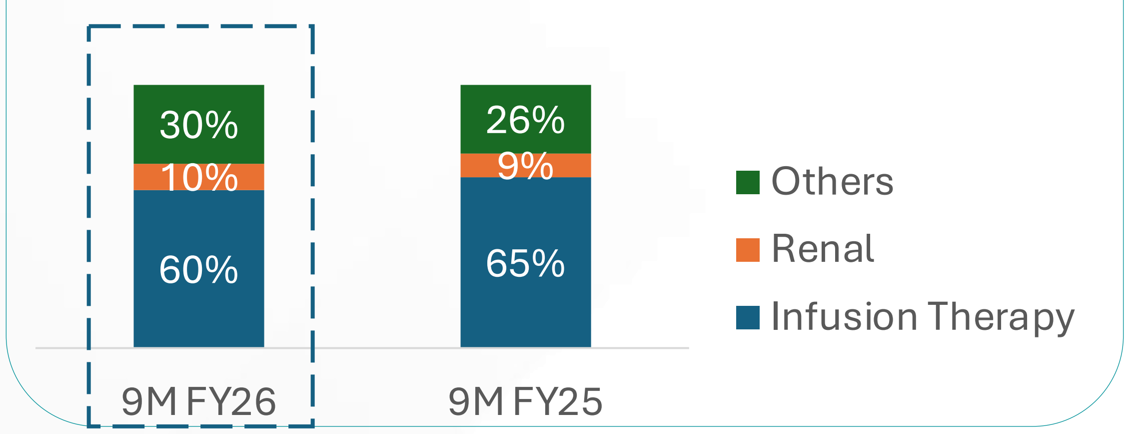
Consolidated Sales Performance Analysis

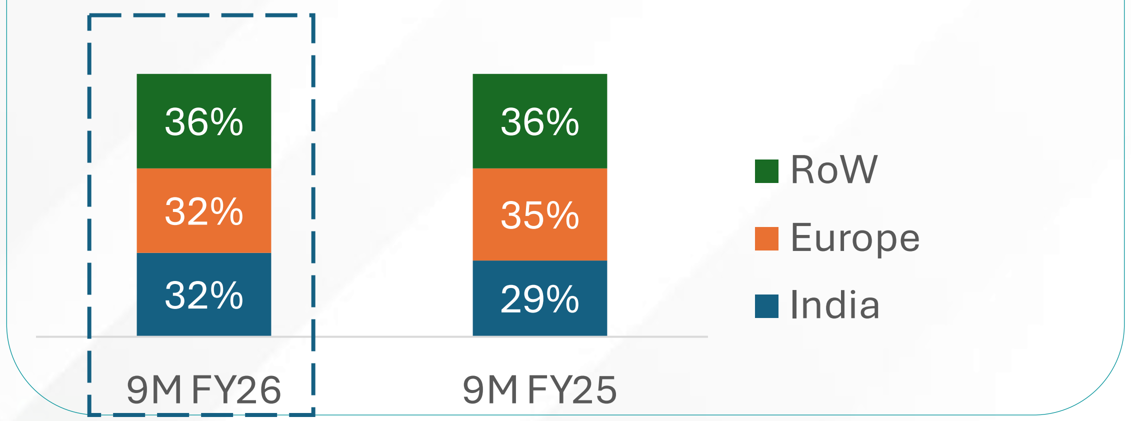
Figs in Rs. Crs unless specified

Particulars	9M FY 26	9M FY 25	YoY Growth %
Domestic	413.0	351.3	17.6%
International	918.1	868.0	5.8%
Other Operating Revenue	9.5	9.8	(2.2%)
Total Operating Revenue	**1340.7**	**1229.0**	**9.1%**
Geographical Revenue Mix			
India	413.0	351.3	17.6%
Europe	423.5	414.2	2.2%
RoW	494.7	453.8	9.0%
Other Operating Revenue	9.5	9.8	(2.2%)
Total Operating Revenue	**1340.7**	**1229.0**	**9.1%**

Revenue Mix by Segment



Revenue Mix by Geography



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Polymed- One Company. Many Engines of Growth

Strong Management & Governance framework
Experienced leadership and board driving strong governance

Large TAM
US$ 650bn global Medtech market growing ~5%; India market growing ~13%

Robust Financial performance
22% sales CAGR, EBITDA margin > 25%, diversified revenue mix; zero net debt

Strong Manufacturing Capabilities
15 facilities across five countries with **2 upcoming plants in India**

Global Distribution
Global Distribution with Direct presence in markets like Europe, US and LATAM

Innovation
100+ R&D professionals, 30+ annual product launches, 100+ product pipeline

Thank You

For any investor related queries reach us at:
investocare@polymedicure.com