

The spirit of 10

12th Annual Report 2006-07

Report

**POLYMED**  
Healthcare Disposables

*A decade of excellence*

**POLY MEDICURE LIMITED****POLYMED**  
Healthcare Disposables**CORPORATE INFORMATION****Board of Directors**

D. R. Mehta  
*Chairman*  
S. R. Mohnot  
J. K. Baid  
Y. S. Choudhary  
P. C. Surana

Himanshu Baid  
*Managing Director*  
Rishi Baid  
*Executive Director*

**Board Committees****Audit****Committee**

S. R. Mohnot  
Y. S. Choudhary  
P. C. Surana

**Investors' Grievance  
Committee**

S. R. Mohnot  
P. C. Surana  
Himanshu Baid

**Remuneration  
Committee**

D. R. Mehta  
S. R. Mohnot  
Y. S. Choudhary  
P. C. Surana

**Executive  
Committee**

D. R. Mehta  
S. R. Mohnot  
P. C. Surana  
Himanshu Baid  
Rishi Baid

**Company Secretary**

Neeraj Manchanda

**Senior Executives**

D. K. Gupta, V. P.  
*(Operations)*  
V. K. Khara, A.V. P.  
*(Works)*

G. R. Bajaj, A.V.P.  
*(Marketing)*  
J. K. Oswal, Sr. G. M.  
*(Finance)*

**Auditors**

Chaturvedi & Co.

**Bankers**

State Bank of India

**Registered Office**

First Floor, 12, Sant Nagar, East of Kailash, New Delhi – 110 065.

Ph.: 91-11-26481889, 26481893, 26481899, 26481838

Fax: 91-11-26481894, 26481839

E-Mail: investorcare@polymedicure.com

Web Site: <http://www.polymedicure.com>

**Registrar and Transfer Agent**

Mas Services Private Limited

AB- 4, Safdarjung Enclave, New Delhi – 110 029

Ph.: 011-26104142, 26104326 Fax: 011- 26181081

E-Mail: masserv@viasdl01.vsnl.net.in

**Works**

Unit I – Plot No. 104-105, Sector 59, HSIDC Industrial Estate, Ballabhgarh, Faridabad, Haryana.

Unit II – Plot No. 115-116, Sector 59, HSIDC Industrial Estate, Ballabhgarh, Faridabad, Haryana.

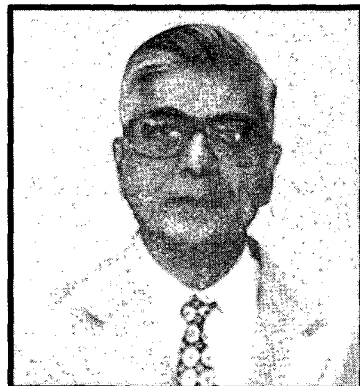
Unit-III- Plot No. 17, Sector 3, Industrial Estate IIE, Hardwar, Uttaranchal

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## FROM THE DESK OF CHAIRMAN

Dear Shareholders,



We at Poly Medicare Limited (POLYMED) are continuously driven by the desire to excel our past performance and expand our horizons.

### Indian Economy Overview

India's confident move towards emergence as a global economic power has further reinforced our strong belief in the inherent strengths of the Indian economy. India's economy is on the ever increasing growth curve. With positive indicators such as stable 9-10 per cent annual growth, rising foreign exchange reserves of close to US\$ 200 billion, more than 35 per cent surge in exports, it is easy to understand why India is a leading destination for the world.

### Year's Outcome

Results of year under review have delivered a pleasing performance across most operating and financial indicators. Company registered 22% growth in its gross sales and our profit before tax crossed 100 million mark. Fundamental to our growth is the spirit of innovation that we bring to our products and services—from design to implementation to the end use.

### Achievements

Year under review has witnessed various achievements. The Company inaugurated two new manufacturing plants, firstly at Faridabad and other at Haridwar. We are celebrating 10 successful years of company's operations and have adopted new Vision, Mission and Values matching with today's requirements. We seize this opportunity to strengthen our ties with customers, suppliers, shareholders, bankers and also to motivate our human resource further to prepare for future knowledge driven competitive scenario.

### Outlook

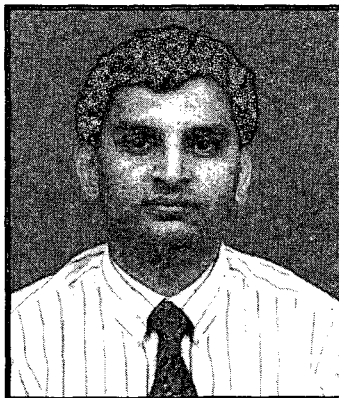
The Company's unique product range has created a strong platform for the future growth. With this platform and continued support of the shareholders, I am sure that the Company is poised for a good performance in the coming year. I thank all shareholders for their continued support.

**D.R.Mehta**  
**Chairman**

**Place : New Delhi**  
**Date : 27<sup>th</sup> July, 2007**

## FROM THE DESK OF MANAGING DIRECTOR

Dear Shareholders,



I am writing this letter to share with you a matter of great happiness.

This year your Company has completed its 10 Years of operations and in this tenth year we have touched new land marks by making continued extraordinary progress in terms of Expansion, Backward integration, Broadening of our product portfolio, Quality enhancement & extending operational reach into new markets.

### 10 Years of Operations.

In 10 years of its operations, Company has achieved wholesome growth & recognition. Your Company is one of the fast growing Companies of the Country in its segment. Collective efforts, full proof planning & business strategy of the Company is driving POLYMED in the right direction. This is possible only because of constant support & helping hand extended to us by all the stakeholders of the company. We at POLYMED work as a family under the name "Polymedians". The Company has already established its market in around 50 Countries and has portfolio of more than 40 healthcare products.

### Business Year 2006-07.

Results of the Financial Year under review were quite satisfactory. Our result strongly reflects better planning, Pro-active Corporate Strategy, Proper management of working capital & long term fund needs & controlled expenses. This year, we have achieved better performance and paved the way for higher achievements in future. Our sales this year has grown by 22% to Rupee 8710.98 lacs as against Rupees 7152.78 lacs of previous year. Our profit before tax has also increased by 21% crossing the level of 100 million mark. In year under review, the Company registered PBT of Rs 1030.12 lacs as against Rs 851.62 lacs of the previous year.

Earning per Share for the year under review is Rs 15.32 (Basic) as against Rs 13.39 previous year, registering a growth of 14.41%. As an outcome of continuous expansion commitment, the Company has established two new plants. First plant at plot no. 116, Sector-59, HSIDC Industrial estate, Ballabgarh. And second plant at Haridwar Sector 3 SIDCUL which has also started trial production in the month of June this year. As a result of these two new plants, there will be an aggregate increase of around 30% in overall production capacity of the Company.

### Driven By a Dream

We are driven by a dream to cover the globe with our footprints. The Company is positioning itself as a first line solution provider of world class quality & latest products with innovative design. The Company

**POLY MEDICURE LIMITED**

has taken a specific goal of establishing itself as a role model of professional, ethical and strategic management for the whole world. The Apex objective of the Company is to present a compelling range of products to the market, expanding value delivered by Polymed branded products, expand "quality" sales across the globe ,upgrade operating practices and minimize delivered product costs. The Company has embarked a strategic customer value proposition to attain leadership in product/service deliveries, customer relationship and brand image.

I am confident that POLYMED'S competent and committed human resources, strong management team, and its shared vision and drive, will continue to create value for all the stakeholders. I assure all stakeholders continued growth and prosperity from their association with Poly Medicure Limited.

**Himanshu Baid**  
**Managing Director**

**Place : New Delhi**  
**Date : 27<sup>th</sup> July, 2007**



## THE SPIRIT OF A POLYMED ian

### **Our Vision**

We dream of a world in which  
highest quality of Healthcare is  
made available to all.

### **Our Mission**

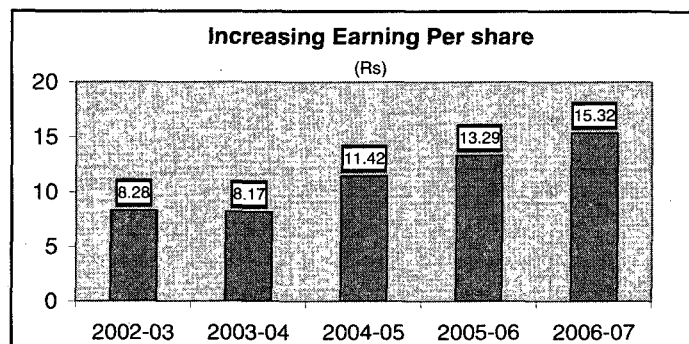
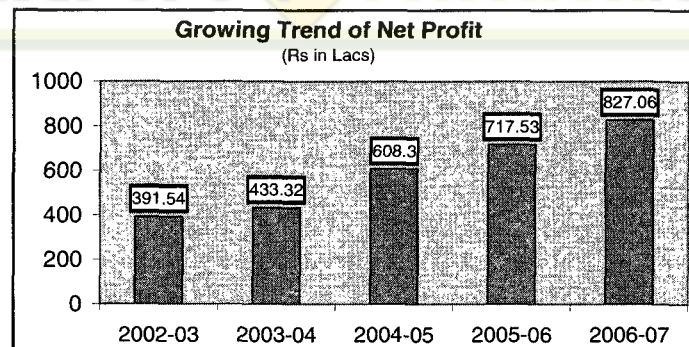
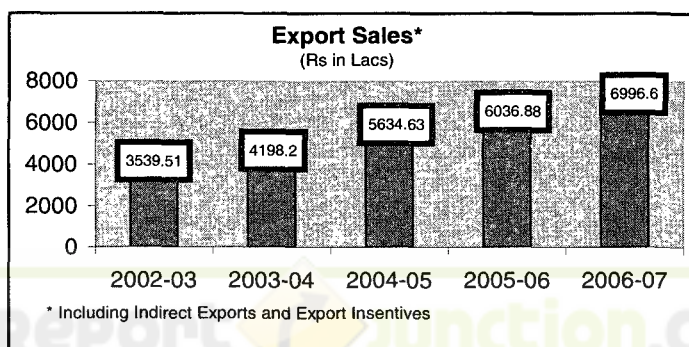
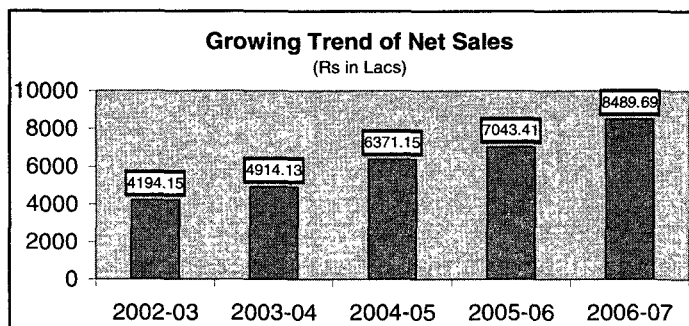
To excel in designing and delivering of healthcare  
products and services with user-friendliness  
and safety features using latest technology  
to earn trust and confidence of all  
our stakeholders.

### **Our Values**

- Productivity & Value of Time
- Quality & Creativity
- Relationships & Team Working
- Faith & Trust
- Continual Learning & Growth
- Strategic Thinking
- Flexibility & Speed
- Ethical Work Culture

**Himanshu Baid**  
Managing Director

### Five Years Trend



**POLY MEDICURE LIMITED****NOTICE**

Notice is hereby given that the Twelfth Annual General Meeting of the Members of POLY MEDICURE LIMITED will be held on Thursday, the 6<sup>th</sup> day of September, 2007 at 10.00 A.M. at Government Servants Co-operative House Building Society Ltd., Kalyan Kendra, 9. Paschimi Marg, Vasant Vihar, New Delhi-110057. to transact the following business:

**ORDINARY BUSINESS**

1. To receive, consider and adopt the Balance Sheet of the Company as at 31<sup>st</sup> March, 2007, Cash Flow Statement and Profit and Loss Account for the year ended on that date and the Reports of the Board of Directors and Auditors thereon.
2. To declare dividend on Equity Shares for the financial year ended 31<sup>st</sup> March, 2007.
3. To appoint a Director in place of Shri Rishi Baid, who retires by rotation and, being eligible, offers himself for re-appointment.
4. To appoint a Director in place of Shri Y.S.Choudhary, who retires by rotation and, being eligible, offers himself for re-appointment.
5. To appoint Auditors of the Company to hold office from the conclusion of this Annual General Meeting until the conclusion of the next Annual General Meeting, and to authorise Board of Directors to fix their remuneration.

**Registered Office:**

First Floor, 12, Sant Nagar,  
East of Kailash,  
New Delhi- 110065.

**By order of the Board**  
**For POLY MEDCURE LIMITED**

**27<sup>th</sup> day of July, 2006**

**Neeraj Manchanda**  
**Company Secretary**

**Notes:**

1. A MEMBER ENTITLED TO ATTEND AND VOTE, IS ENTITLED TO APPOINT A PROXY TO ATTEND AND VOTE INSTEAD OF HIMSELF AND A PROXY NEED NOT BE A MEMBER OF THE COMPANY. PROXIES IN ORDER TO BE EFFECTIVE MUST BE LODGED WITH THE COMPANY NOT LESS THAN 48 HOURS BEFORE THE MEETING.
2. An Explanatory Statement pursuant to Section 173(2) of the Companies Act, 1956, relating to the special business (if any) to be transacted at the Meeting is annexed hereto.

**POLY MEDICURE LIMITED**

3. The Register of Members and Share Transfer Books will remain closed from Monday the 27<sup>th</sup> day of August, 2007 to Thursday, the 6<sup>th</sup> September, 2007 (both days inclusive).
4. The dividend on Equity Shares, if declared, at the Annual General Meeting will be paid on or after 12<sup>th</sup> September, 2007.
5. The dividend on Equity Shares as recommended by the Board, if approved, at the Annual General Meeting will be paid to those Members whose name appear in the Register of Members as on 27<sup>th</sup> day of August, 2007. In respect of Shares held in electronic form, the dividend will be paid on the basis of particulars of beneficial ownership furnished by National Securities Depositories Limited and Central Depositories Services (India) Limited for this purpose.
6. The members are requested to bring their copy of the Annual Report.
7. Members/ Proxies should produce the enclosed Attendance Slip duly filled in and signed in accordance with specimen signature registered with the Company for attending the Meeting.
8. Members who hold Shares in physical form are requested to write their Folio Number and those who hold Shares in dematerialized form are requested to write their client ID and DP ID numbers in the attendance slip.
9. In case of joint holders attending the meeting, only such joint holder who is higher in the order of names will be entitled to vote.
10. All documents referred to in the notice are open for inspection at the Registered Office of the Company on all working days between 11.00 a.m. and 2.00 p.m. upto the date of the Annual General Meeting.
11. It will be appreciated if the queries, if any, regarding accounts and operations of the Company are sent ten days before the date of Meeting.
12. Members holding Shares in physical form are requested to notify change in their particulars, quoting their folio numbers to the Registrar and Transfer Agent of the Company i.e. MAS Services Private Limited, AB- 4, Safdarjung Enclave, New Delhi- 110 029 and those who hold shares in De-mat form to their Depository Participant (DP) with whom de-mat account is opened.
13. Since the Company's Shares are in Compulsory demat trading, to ensure better services and elimination of risk of holding Shares in physical form, we request Shareholders holding Shares in physical form to dematerialise their Shares at the earliest.
14. Members wishing to claim dividend, which remain unclaimed, are requested to correspond with the Company at its Registered Office at First Floor, 12, Sant Nagar, East of Kailash, New Delhi -110065.