

Poly Medicure Limited

Annual Report 2016-17



innovation
safety
quality

we Care as we Cure™

Corporate Information

Board of Directors

Chairman

Devendra Raj Mehta

Non-Executive Independent Directors

Prakash Chand Surana

Yeshwant Singh Choudhary

Shailendra Raj Mehta

Non-Executive Directors

Jugal Kishore Baid

Mukulika Baid

Additional Director

Dr. Sandeep Bhargava

Managing Director

Himanshu Baid

Executive Director

Rishi Baid

Company Secretary

Avinash Chandra

Key Executives

Vishal Baid, President (Corporate Sales & Marketing)

J. K. Oswal, Chief Financial Officer

Neeraj Raghuvanshi, Chief Operating Officer

Hemant Bhalla, V P (Sales & Marketing)

Bankers

State Bank of India

Citibank N.A.

The Hongkong and Shanghai Banking Corp. Ltd.

Auditors

M/s. Doogar & Associates

New Delhi

Cost Auditors

M/s. Jai Prakash & Co.

Faridabad

Secretarial Auditors

M/s. B.K. Sethi & Co.

New Delhi

Registrar and Transfer Agents

MAS Services Limited,

T-34, 2nd Floor,

Okhla Industrial Area, Phase-II,

New Delhi-110020

Tel:+ 91(011)-26387281/82

Fax No. 011- 26387384

E-mail: mas_serv@yahoo.com

Website: www.masserve.com

Registered Office

232B, 3rd Floor, Okhla Industrial Estate, Phase III

New Delhi – 110020 (India)

Tel No.: 91 11 - 26321838, 81, 89, 93

Fax No.: 91 11 – 26321839, 94

Email: investorcare@polymedicure.com

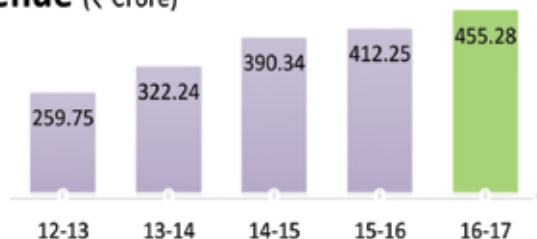
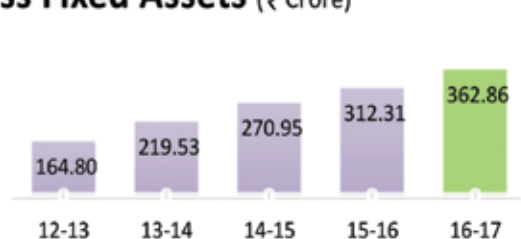
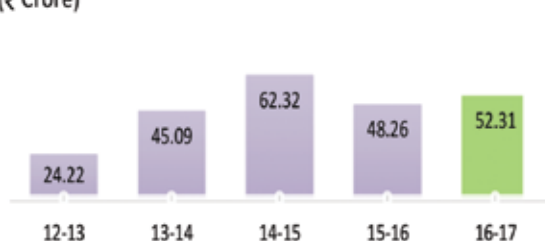
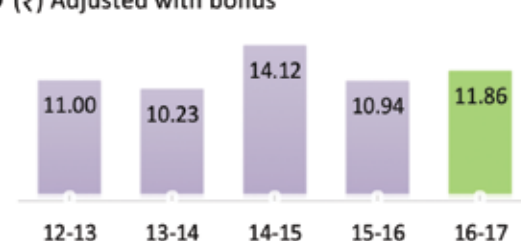
Website: www.polymedicure.com

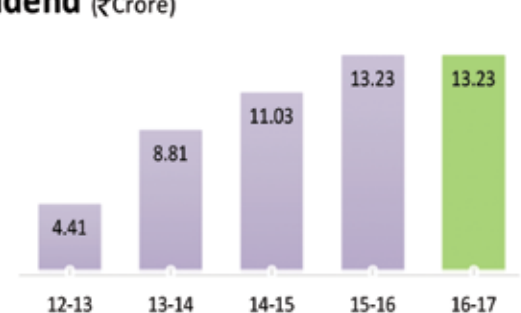
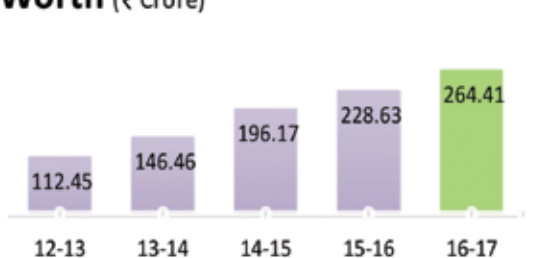
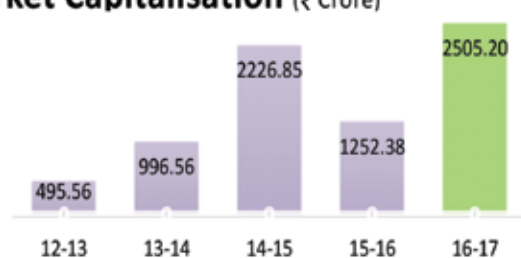
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Key Performance Indicators (Consolidated):

Revenue (₹ Crore)

Gross Fixed Assets (₹ Crore)

PAT (₹ Crore)

EPS (₹) Adjusted with bonus

EBITDA (₹ Crore)

Dividend (₹ Crore)

Net Worth (₹ Crore)

Market Capitalisation (₹ Crore)


Awards and Recognitions



State Level Export Award received by Shri Himanshu Baid from Shri Manohar Lal, Chief Minister, Haryana & Shri Vipul Goel, Industries & Commerce Minister, Haryana for the years 2012-13, 2013-14 & 2014-2015



"TOP STATE EXPORT AWARD : 2015-16" won by the Company for the 4th consecutive year. Award conferred by Shri Kal Raj Mishra, Union Minister & Shri Vipul Goel, Industries & Commerce Minister, Haryana for MSME on 30th May, 2017.



Gold Award - Medical Devices for the year 2015-16 by Pharmaceutical Export Promotion Council of India



Best Innovator by PHARMAEXIL for 2014-15

Participation in various exhibitions outside India



Medica, Germany, 2016



FIME, Miami USA, 2016



Arab Health, Dubai, 2017



Hospitalar show, Brazil, 2017

CMEs Conducted in Various Hospitals



Shahyadri Hospital, Pune, Maharashtra



Fortis Hospital, Vashi, Mumbai



SDMH Hospital, Jaipur, Rajasthan



Premier Hospital, Hyderabad, Telangna

Participation in various exhibitions in India



Health Tech India, an International Exhibition and Conference on Medical Equipment, Technology, organized by Confederation of Indian Industry (CII), Pragati Maidan, New Delhi



ASICON Conference, Mysore

Manufacturing Facilities



Unit I at Faridabad, Haryana



Unit II at Faridabad, Haryana



Unit III at Haridwar, Uttarakhand



Unit IV at Mahindra World City (SEZ), Jaipur, Rajasthan



Poly Medicure (Laiyang) Co. Ltd.,
(100% Subsidiary in China)



Ultra for Medical Products (U.M.I.C) S.A.E., Egypt
(Joint Venture)

Automatic production Lines



Some of the highlights of CSR Initiatives and Projects

Food Relief Activity



Mid-Day-Meal scheme in Schools through Akshay Patra Foundation



Audio Visual Vehicle to "Akshay Patra" which was flagged by Honorable Governor of Rajasthan Shri Kalyan Singh



Bhavani Child Development Centre, NGO at Jaipur for the mentally retired and dyslexia children for their upliftment.

Animal Protection and Education on Sanitation



Ambulance Service for Animal Protection



Cheque given to SMC Govt. School, Jirotakala, Jaipur by Smt. Mukulika Baid, Director



Constructed water tank for drinking water for the students at Mahawat pur School, Ballabgarh.

Education about Human Health & Hygiene to Girls



Education about Human health & hygiene to girls from class 6th to 10th.



Free Distribution of Health Hygiene Products to School Girls



Construction of toilets in Govt. Senior Secondary School, Nagal Jaisa Bohra, Jaipur.

Product Range:

Infusion Therapy & Vascular Access

Safety I.V. Cannula
I.V. Cannula
Arterial Cannula
Quick Flashback I.V. Cannula
Needle Free Systems
Three Way Stop Cocks
I.V. Infusion Sets
Measured Volume Fluid Administration Set
I.V. Flow Regulators
Extension Lines
CVP Manometer
Safety Scalp vein Sets

Central Venous Access Catheters

Central Venous Catheters (Single / Double / Triple Lumen)
Coated Catheter

Anaesthesia

Oxygen Catheters
Suction Catheters
Guedel Airways
Respiratory Exerciser
Nasal Oxygen Tubes
Oxygen Masks
Aerosol Therapy masks
Fixed Concentration Masks
Endotracheal Tubes
Tracheostomy Tubes
Spinal Needles
Catheter Mount
Mucus Extractor
Ventilator Circuit
Laryngeal Mask
HME Filter
Bain Circuit

Urology

Urine Collection Bags
Measured Volume Urine Meter
Urine Drainage Catheters
TUR Sets
Foley Balloon Catheters
Irrigation Sets

Gastroenterology

Ryle's Tubes
Levin's Tubes
Infant Feeding Tubes
Umbilical Catheter
Feeding Bag

Blood Transfusion

Blood Administration Sets
Transfusion Pump Set
Blood Bag Systems
CPD-SAGM-TOTM Bag System
ACD Bags
Blood Collection Tubes and Needles
Blood Collection Needle with flashback
Safety Blood Collection Sets
Luer Adapter
Standard Needle Holder

Surgery and Wound Drainage

Closed Wound Suction Units
High Pressure Vacuum Bottles with Extension Tube
Redon Drains
Thoracic Drainage Catheters
Abdominal Drainage Sets
Under Water Seal Drainage Systems
Yankauer Suction Sets

Dialysis

Fistula Needles
Safety Fistula Needles
Blood Lines
Haemodialysis Catheter
Peritoneal Dialysis Transfusion Set
Dialyzer

Others

Insulin Syringes
Umbilical Cord Clamps
Sputum Collector
Dry Brush
Injection stopper
Cannula Fixator
Universal Cap

Financial Highlights (Standalone)

(₹ in lacs)

	2016-17	2015-16	2014-15	2013-14	2012-13
Revenue From Operations (Net)	43,978.19	39,447.84	37,368.83	31,233.32	25,223.79
Total Revenue	45,089.34	40,286.34	38,190.97	31,339.52	25,260.55
Earnings Before Depreciation, Finance Cost and Tax Expenses (EBITDA)	10,329.50	9,284.65	9,085.46	7,369.56	5,152.02
Depreciation and Amortisation	2,291.92	2,018.79	1,808.99	1,351.06	1,182.06
Exceptional Items	-	-	(1,957.80)	(991.46)	-
Profit For the Year	5,339.34	4,730.74	6,101.72	4,303.21	2,402.92
Equity Dividend *	60%	60%	50%	40%	40%
Dividend Payout	1,323.40	1,323.40	1,102.84	881.33	440.50
Equity Share Capital	4,411.34	2,205.67	2,205.67	2,203.32	1,101.25
Reserves and Surplus	21,793.55	20,177.89	16,991.29	12,226.21	10,002.73
Net Worth	26,204.89	22,383.56	19,196.96	14,429.95	11,103.98
Gross Fixed Assets	35,147.41	30,217.75	26,194.87	21,335.69	15,719.38
Net Fixed Assets	21,838.86	19,096.77	17,046.39	14,008.95	9,715.95
Total Assets	44,650.85	37,628.98	35,445.67	28,248.21	21,193.00
Market Capitalisation	2,50,520.23	1,25,238.06	2,22,684.65	99,656.00	49,556.00

Key Indicators

	2016-17	2015-16	2014-15	2013-14	2012-13
Earnings Per Share - (₹)*	12.10	10.72	13.83	9.77	5.45
Turnover Per Share - (₹)*	99.69	89.42	84.71	70.88	57.26
Book Value Per Share - (₹)*	59.40	50.74	43.52	32.75	25.21
Debt : Equity Ratio	0.37:1	0.35:1	0.40:1	0.46:1	0.44:1
EBITDA/ Net Turnover	23.49%	23.54%	24.31%	23.60%	20.43%
Net Profit Margin *	12.14%	11.99%	16.33%	13.78%	9.53%
RONW	20.38%	21.13%	31.78%	29.82%	21.64%
ROCE *	24.89%	26.58%	29.44%	30.87%	27.29%

*Adjusted for issue of Bonus Share in FY 2013-14 & 2016-17 in the ratio of 1:1

*Adjusted for sub-division of nominal face value of one equity share of ₹ 10 each into two equity share of ₹ 5 each in FY 2014-15.