

# **Poly Medisure Limited**

## **Annual Report 2017-18**

## Corporate Information

### Board of Directors

#### Chairman

Devendra Raj Mehta

#### Non-Executive Independent Directors

Prakash Chand Surana

Shailendra Raj Mehta

Sandeep Bhargava

#### Non-Executive Directors

Jugal Kishore Baid

MukulikaBaid

#### Additional Director

Alessandro Balboni

#### Managing Director

Himanshu Baid

#### Executive Director

Rishi Baid

### Company Secretary

Avinash Chandra

### Chief Financial Officer

J. K. Oswal

### Bankers

State Bank of India

Citibank N.A.

The Hongkong and Shanghai Banking Corp. Ltd.

HDFC Bank Ltd.

### Auditors

M/s. Doogar & Associates

13, Community Center

East of Kailash

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

CIN: L40300DL1995PLC066923

### AGM Venue

Alpha Hall, 2nd Floor, National Co-operative Union of India, 3, Siri Institutional Area,  
August Kranti Marg, New Delhi - 110016

## Inside this Report

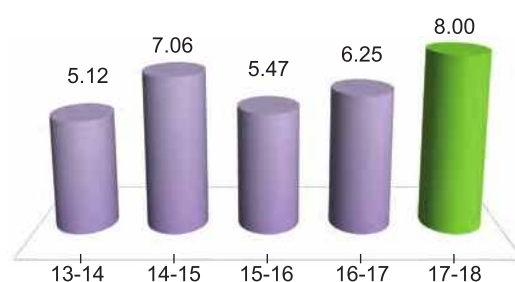
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## Key Performance Indicators (Consolidated)

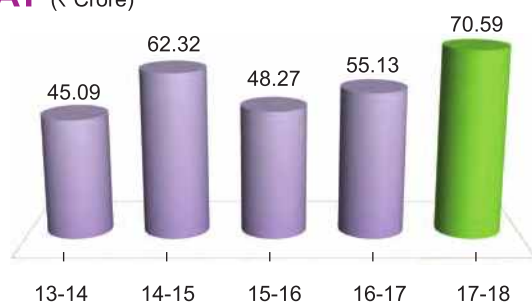
### Revenue (₹ Crore)



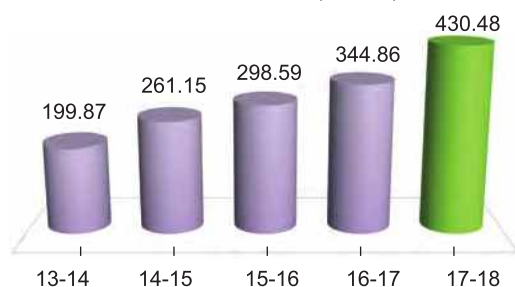
### EPS (₹) Adjusted with bonus



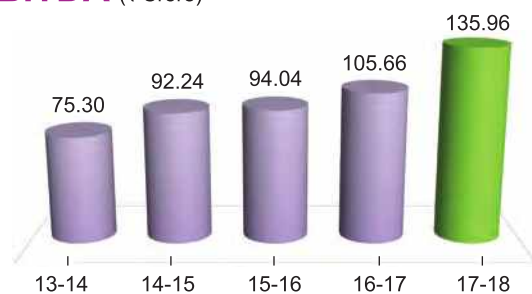
### PAT (₹ Crore)



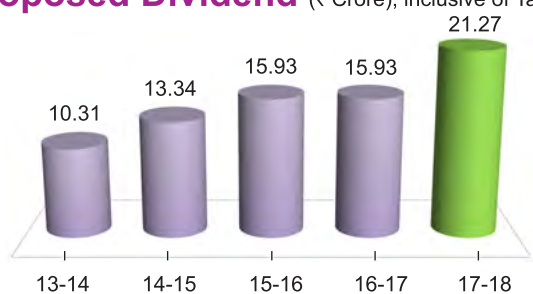
### Gross Fixed Assets (₹ Crore)



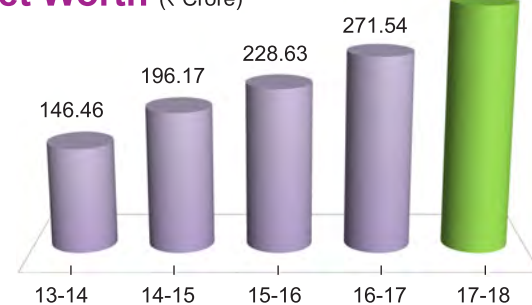
### EBITDA (₹ Crore)



### Proposed Dividend (₹ Crore), inclusive of Tax



### Net Worth (₹ Crore)



### Market Capitalisation (₹ Crore)



**Note :** Details of Financial Year 2017-18 & 2016-17 are as per IND-AS and Financial Year 2013-14 to 2015-16 are as per IGAAP



## Awards and Recognitions



Hon'ble Prime Minister Mr. Narendra Modi interacted with 212 young entrepreneurs at the "Champions of Change" initiative organized by NITI Aayog, Government of India at Pravasi Bhartiya Kendra, New Delhi on August 17, 2017. Mr. Himanshu Baid, Managing Director was invited as a representative of Disposable Medical Device Industry in this program.



Polymed received Clarivate Analytics India Innovation Award 2018 under Corporations Category on 16<sup>th</sup> May, 2018.



Polymed received Top Exporter Award of Plastic Medical Disposables continuously for 5 years, from The Plastics Export Promotion Council (sponsored by Department of Commerce, Government of India).



Mr. Himanshu Baid Managing Director was invited in Make in India 2-Day Event in Stockholm Sweden on 12<sup>th</sup>-13<sup>th</sup> October, 2017, with the exploring synergies and avenues of partnership between Indian and Swedish Medtech Sector.





## Participation in Various Exhibitions outside India



Medica 2017, Germany



Hospitalar Show 2017, Brazil



FIME 2017, Miami, USA



Arab Health 2018, Dubai

## Training



Overseas Business Partner Training in Middle East



Overseas Business Partner Training in Europe



## CMEs Conducted in Various Hospitals



Fortis Hospital, Gurgaon



Max Hospital, Mohali



Heart Hospital, Thrissure



Jivrajmehta Hospital, Ahmedabad

## Participation in various exhibitions in India



Conference at IPS, Mumbai



ISACON, Kolkata

## Manufacturing Facilities



Unit I, Faridabad, Haryana



Unit II, Faridabad, Haryana



Unit III, Haridwar, Uttarakhand



Unit IV, SEZ Jaipur, Rajasthan



Unit V, IMT, Faridabad, Haryana  
(New Production Facility)



Ultra for Medical Products Company  
(ULTRA MED), Egypt (Associate)



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



Plan 1 Health S.R.L.  
(step-down subsidiary in Italy)



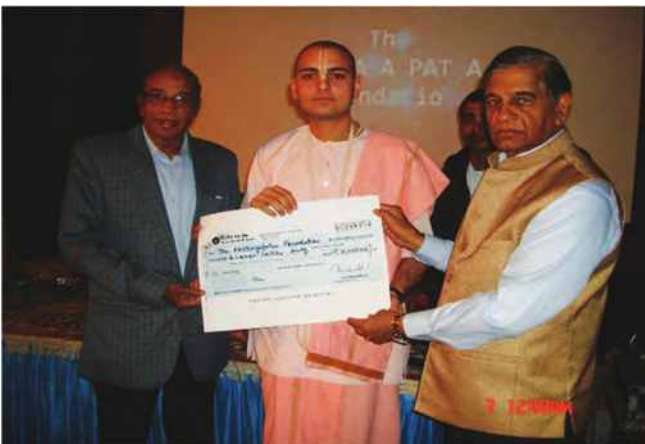
## Highlights of CSR Initiatives and Projects



Distribution of Water Bottles for safe drinking Water



Distribution of School Essentials to 2050 children in Dausa



Donation to Akshay Patra Foundation



Donation for School Essentials



Distribution of School Essentials at Mahawatpur, Ballabgarh



Health and Hygiene Training under "Bala" Project

## Financial Highlights (Standalone)

(₹ in lacs)

Particulars	2017-18	2016-17	2015-16	2014-15	2013-14
Revenue from Operations (Net)	50,969.93	44,635.32	40,015.44	37,847.82	31,709.16
Total Revenue	52,406.88	45,970.78	40,853.94	38,669.89	31,815.36
Earnings Before Depreciation, Finance Cost and Tax Expenses (EBDIT)	13,425.76	10,571.18	9,284.65	9,085.46	7,369.56
Depreciation and Amortisation	2,840.66	2,295.51	2,018.79	1,808.99	1,351.06
Exceptional Income	-	-	-	1,957.80	991.46
Profit For the Year (PAT)	7,019.83	5,619.93	4,730.74	6,101.72	4,303.21
Equity Dividend %*	40%	30%	30%	25%	20%
Dividend Proposed (including tax)	2127.24	1,592.82	1,592.82	1,333.60	1,031.11
Equity Share Capital	4,411.34	4,411.34	2,205.67	2,205.67	2,203.32
Reserves and Surplus	29,039.90	22,506.33	20,177.89	16,991.29	12,226.21
Net Worth	33,451.24	26,917.67	22,383.56	19,196.96	14,429.95
Gross PPE	41,728.70	33,347.17	28,845.98	25,214.44	19,369.33
Net PPE	25,608.79	20,049.12	17,725.00	16,065.96	12,042.59
Total Assets	55,463.35	44,886.01	37,585.03	35,445.67	28,248.21
Number of Employees (No.)	1926	1661	1594	1586	1478

## Key Indicators

Particulars	2017-18	2016-17	2015-16	2014-15	2013-14
Earnings Per Share - (₹)*	7.96	6.37	5.36	6.92	4.88
Cash from Operations per share (₹)*	8.55	6.24	7.04	7.17	7.36
Book Value Per Share - (₹)*	37.92	30.51	25.37	21.76	16.36
Debt : Equity Ratio	0.38:1	0.36:1	0.35:1	0.40:1	0.46:1
EBDIT/ Net Turnover %	25.62%	23.00%	23.05%	23.79%	23.52%
Net Profit Margin %	13.39%	12.23%	11.74%	15.98%	13.73%
RONW %	20.99%	20.88%	21.13%	31.78%	29.82%

\* Adjusted for issue of Bonus Share in FY 2013-14 &amp; 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.

**Note :** Details of Financial Year 2017-18 & 2016-17 are as per IND-AS and Financial Year 2013-14 to 2015-16 are as per IGAAP