

Dated – 15.05.2024

BSE LIMITED

Corporate Relations Department
Phiroze Jeejeebhoy Towers
Dalal Street, Fort
Mumbai-400001
Scrip code: 543264

NATIONAL STOCK EXCHANGE OF INDIA LIMITED

Listing Department
Exchange Plaza, 5th Floor, Plot no. C/1
G Block, Bandra Kurla Complex, Bandra (E)
Mumbai-400051
Scrip Code: NURECA

Subject: Investor Presentation (for the quarter and year ended March 31, 2024)

Dear Sir/ Madam,

In furtherance to the audited standalone and consolidated financial results of the Company already forwarded to the stock exchanges this day in compliance of Regulations 30 and 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, also please find enclosed herewith Investor Presentation based on the financial performance of the Company for the quarter and full year ended March 31, 2024.

The above is for your information and records.

Thanking you,

Yours faithfully,

For Nureca Limited



(Chetna Anand)
Company Secretary & Compliance Officer

NURECA LIMITED

Correspondence Office : SCO 6-7-8, 1st Floor, Madhya Marg, Sector 9-D, Chandigarh 160009
Registered Office : 101 Office Number, Udyog Bhavan, 1st Floor, Sonawala Lane, Goregaon East,
Mumbai City Maharashtra - 400063

Phone No. +91-172-5292900 CIN L24304MH2016PLC320868

Q4 2024 || FY 2023-24

Earnings Presentation

Dr. Trust



NUREÇA
www.nureca.com



Disclaimer

The Presentation is to provide the general background information about the Company's activities as at the date of the Presentation. The information contained herein is for general information purposes only and based on estimates and should not be considered as a recommendation that any investor should subscribe / purchase the company shares. The Company makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information contained herein.

This presentation may include certain "forward looking statements". These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others, general economic and business conditions in India and abroad, ability to successfully implement our strategy, our research & development efforts, our growth & expansion plans and technological changes, changes in the Indian and international interest rates, change in laws and regulations that apply to the healthcare industry, increasing competition, changes in political conditions in India. Neither the company, nor its Directors and any of the affiliates or employee have any obligation to update or otherwise revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.

No part of this presentation may be reproduced, quoted or circulated without prior written approval from Nureca Ltd.



Our VISION

To become one of the World's

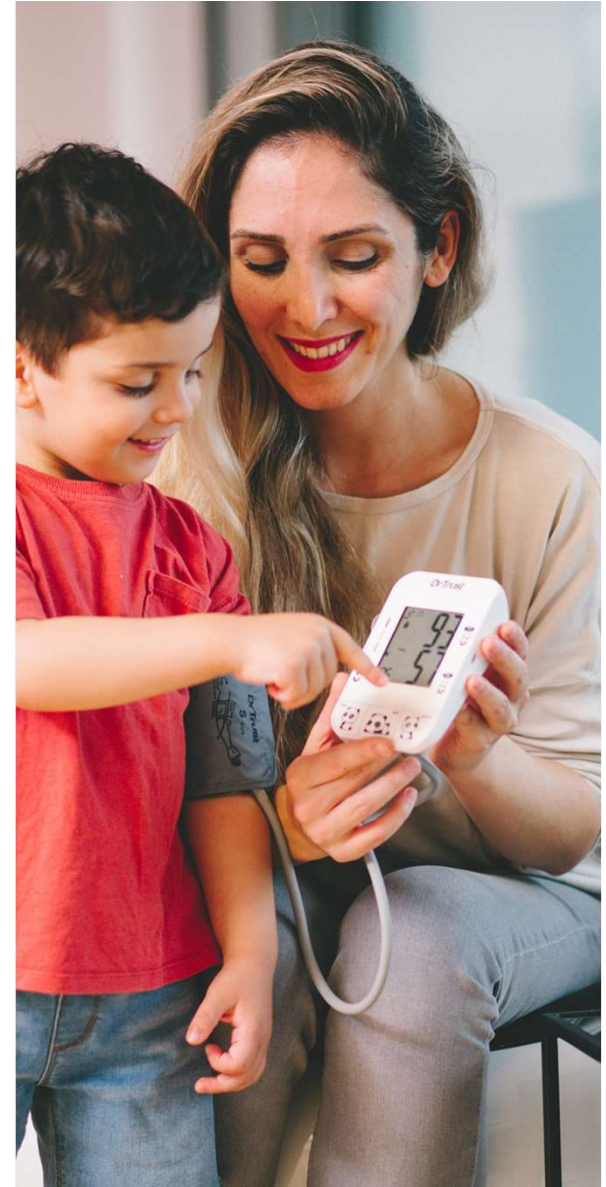
most Respected

Home Healthcare and wellness companies

by empowering customers through

innovative , accessible and data driven

healthcare solutions.





Financial Performance Highlights

for Q4 FY24

Nureca is a debt-free, asset light company and has a healthy liquidity position.

Results

₹ 298 Million

GMV

₹ 170 Million

Operating Revenue

₹ (57) Million

EBITDA

₹ (41) Million

Profit after Tax





Financial Performance Highlights

for FY24

Nureca is a debt-free, asset light company and has a healthy liquidity position.

Results

₹ 1,374 Million

GMV

₹ 919 Million

Operating Revenue

₹ 3 Million

EBITDA

₹ (18) Million

Profit after Tax



NUREÇA

Are specialists in home healthcare and wellness products

3 Established Brands

Dr Trust[®]

DR PHISIO[®]

trumom[®]



Chronic Diseases

Nebulizer; BP Monitors; Finger Pulse Oximeter; Glucose meter; Thermometers, connected devices



Lifestyle & Fitness

Humidifiers & Steamers; Personal Scales; Massagers; Yoga & Exercise; Fitness Tracking; Dental & Personal Care



Orthocare

Orthopedic cushions; orthopedic memory foam pillow; Massagers; Pain Management; massagers, Rehabilitation



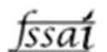
Mother & Baby

Baby Feeding; Carry Cots; Baby Organic Skincare; Bottle Warmers & Steamers



Nutrition

Niche Supplements



Dr Trust recognized as a 'Well Known Trademark'



Dr Trust has garnered a plethora of accolades over the years. This is yet another milestone achieved by Dr Trust



This Milestone underscores Dr Trust's commitment to excellence and reinforces its standing as a frontrunner in the home healthcare and wellness industry

- Recognition offers increased protection under regulatory frameworks, guarding against unauthorized use or infringement
- Enhances brand clarity in the market, reducing consumer confusion
- Elevated brand worth and credibility among stakeholders.



Q4'FY24 Financial Performance Highlights

170 mn | (20)%

Revenue | YoY Growth

(57) mn | (335)%

EBITDA | YoY Growth

(41) mn | (171)%

PAT | YoY Growth

155 mn | (20)%

Online Sales Revenue | YoY Growth

91%

Revenue contribution
from Online Sales



FY24 Financial Performance Highlights

919 mn | (17)%

Revenue | YoY Growth

3 mn | 104%

EBITDA | YoY Growth

(18) mn | 78%

PAT | YoY Growth

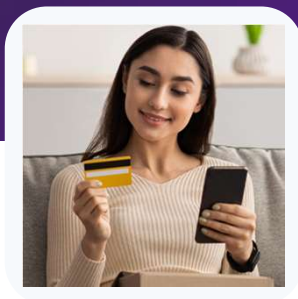
863 mn | (13)%

Online Sales Revenue | YoY Growth

94%

Revenue contribution
from Online Sales

Strategic Pillars



D2C growth

Expand our already strong presence online by innovating new products



Omnipresence

Establish pan India sales network with expansive reach and deep engagement



Manufacturing

Building a strong manufacturing base in India with focus on quality, innovation, safety and efficiency



Connected Health

Transform lives of our users through our Connected healthcare solution Dr Trust 360



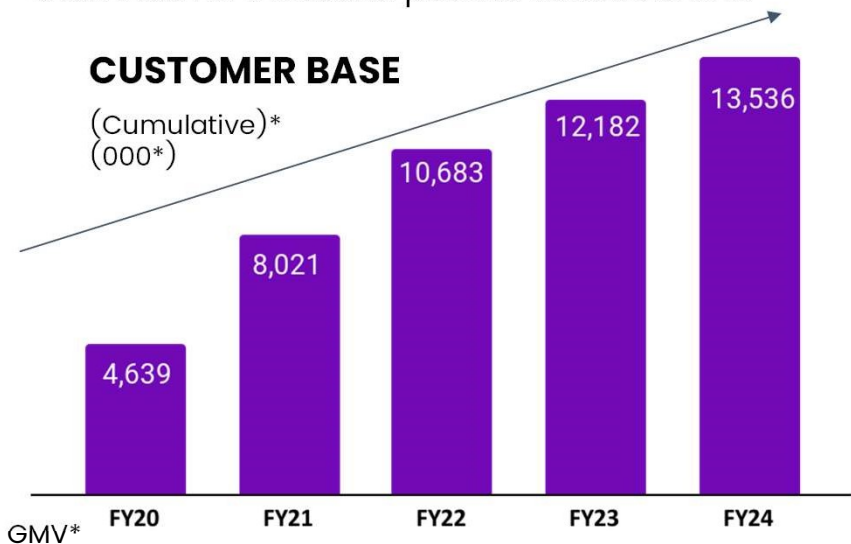
D2C

Our growing digital customer base

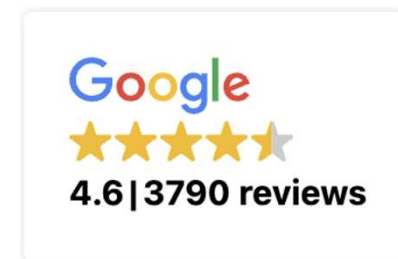
Our customer base has grown exceptionally over the last 5 years which is a result of remarkable quality of our products that led to word-of-mouth marketing by our loyal customer base. Currently, our products have more than 1 lakh 31 thousand positive reviews online

CUSTOMER BASE

(Cumulative)*
(000*)



- 97% Revenue Contribution from Online sales
- 1.35 cr Happy families use our products
- 2 Economic Times Awards



Dr Trust®

No. 1

Home Healthcare & Wellness
Brand in India



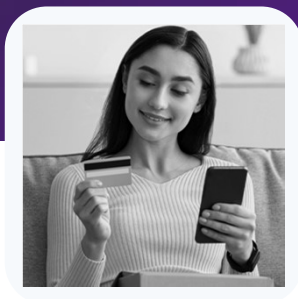
#MRSI & GDPR compliant consumer survey

Dr Trust, Nureca's flagship brand, has been ranked as **India's number one brand in the category of Home Healthcare and Wellness.**

The Survey has been conducted by **Ken Research, an MRSI & GDPR compliant agency**, in multiple cities across India.

Dr Trust received an average rating of 4.5/5, in **"consumer trust ratings for home healthcare brands in india**, which surpassed all other brands in India.

Strategic Pillars



D2C growth

Expand our already strong presence online by innovating new products



2 Omnipresence

Establish pan India sales network with expansive reach and deep engagement



Manufacturing

Building a strong manufacturing base in India with focus on quality, innovation, safety and efficiency



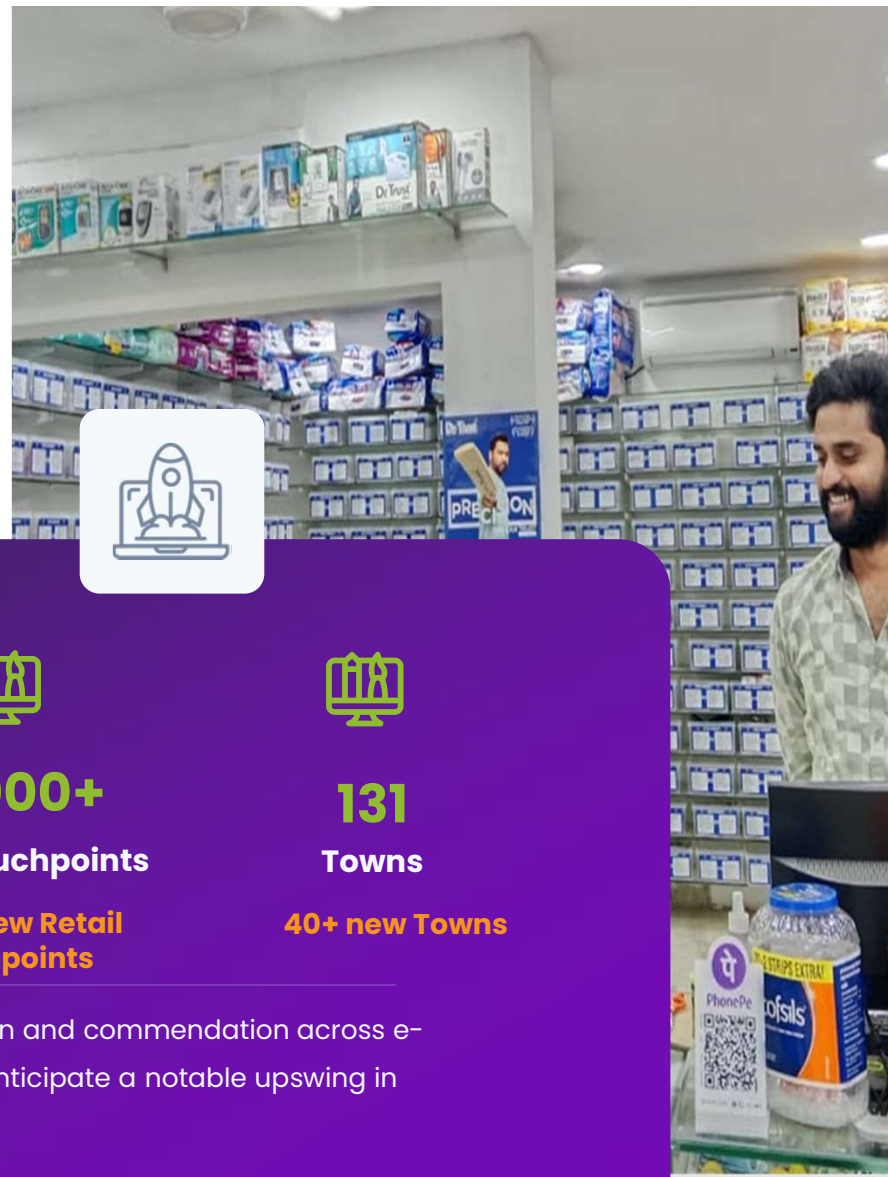
Connected Health

Transform lives of our users through our Connected healthcare solution Dr Trust 360



Omnipresence

We are expanding our strong portfolio of products by building a strong trade distribution network pan India and have onboarded 168 distributors till date.



16/28

Live States

2 new States



31

Sales Team Strength



10,000+

Retail Touchpoints

1500+ new Retail Touchpoints



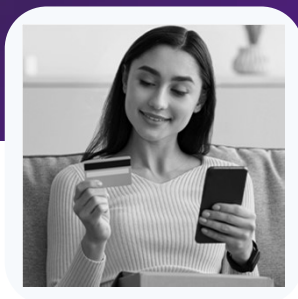
131

Towns

40+ new Towns

Over the years, our brand, Dr Trust, has garnered substantial recognition and commendation across e-commerce platforms. By capitalizing on this positive momentum, we anticipate a notable upswing in our retail trade network.

Strategic Pillars



D2C growth

Expand our already strong presence online by innovating new products



Omnipresence

Establish pan India sales network with expansive reach and deep engagement



3 Manufacturing

Building a strong manufacturing base in India with focus on quality, innovation, safety and efficiency



Connected Health

Transform lives of our users through our Connected healthcare solution Dr Trust 360



Manufacturing

Our wholly owned subsidiary **Nureca Technologies**, started manufacturing activity in April 2022 and has obtained ISO 13485:2016 and ISO 9001:2015 certifications from notified body Intertek, for Nebulizers and Blood pressure monitors. We have also received license for manufacturing Nebulizer, Digital Thermometer and Blood Pressure Monitor from Central Drugs Standard Control Organisation

These certifications represents another key milestone for the Company's globally certified made in India medical devices manufacturing facility. These certifications solidifies the Company's commitment to quality and compliance in the world of health.

CERTIFICATE OF REGISTRATION

This is to certify that the management system of:
NURECA TECHNOLOGIES PVT. LTD.
 Main Site: Plot No. 99, 100, Sector 82, JPL, Mohali SAS Nagar, Mohali - 160055, Punjab, India
has been registered by Intertek as conforming to the requirements of:
ISO 13485:2016
The management system is applicable to:
 Design, Development, Manufacture and Dispatch of Nebulizer and Blood Pressure Monitor.

Certificate Number: 01229099
Initial Certification Date: 07 October 2022
Date of Certification Decision: 07 October 2022
Issuing Date: 07 October 2022
Valid Until: 06 October 2025

Intertek India Private Limited, F-Wing, 2nd Floor, Sea Centre, Chemburji Farm Road, Andheri (E), Mumbai - 400022, India
Intertek India Private Limited is a NABCB accredited body under schedule of accreditation no. QM031.

Calin Moldovean
 President, Business Assurance

In issuance of this certificate, Intertek assumes no liability to any party other than to the Client, and that only in accordance with the agreed upon Certification Agreement. This certificate's validity is subject to the organization maintaining the system in accordance with Intertek's requirements for system certification. Validity may be confirmed as usual at certificates.intertek.com or by scanning the code to the right with a smartphone. The certificate remains the property of Intertek, and it must be returned upon request.

CERTIFICATE OF REGISTRATION

This is to certify that the management system of:
NURECA TECHNOLOGIES PVT. LTD.
 Main Site: Plot No. 99, 100, Sector 82, JPL, Mohali SAS Nagar, Mohali - 160055, Punjab, India
has been registered by Intertek as conforming to the requirements of:
ISO 9001:2015
The management system is applicable to:
 Design, Development, Manufacture and Dispatch of Nebulizer and Blood Pressure Monitor.

Certificate Number: 0127215
Initial Certification Date: 29 August 2022
Date of Certification Decision: 29 August 2022
Issuing Date: 29 August 2022
Valid Until: 28 August 2025

Intertek Certification Limited, 10A Victory Park, Victory Road, Derby DE24 8DZ, United Kingdom
Intertek Certification Limited is a UKAS accredited body under schedule of accreditation no. 014.

Calin Moldovean
 President, Business Assurance

In issuance of this certificate, Intertek assumes no liability to any party other than to the Client, and that only in accordance with the agreed upon Certification Agreement. This certificate's validity is subject to the organization maintaining their system in accordance with Intertek's requirements for system certification. Validity may be confirmed as usual at certificates.intertek.com or by scanning the code to the right with a smartphone. The certificate remains the property of Intertek, and it must be returned upon request.



**Medical Products
manufactured by Nureca Technologies**



BP Monitors



Nebulizers



Thermometers



Heat Therapy



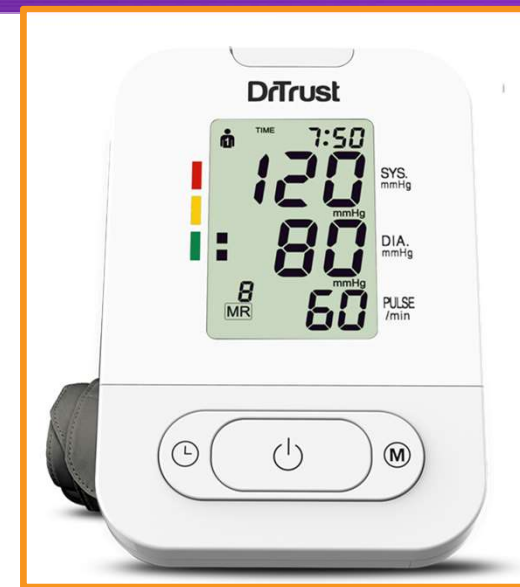
Electric Massagers

Medical Device (BP Monitor) manufactured by **Nureca Technologies**



Advanced Blood Pressure Monitors

- 3-Color hypertension indicator
- 2X measurement mode gives highly accurate results
- Cuff fitting and arm movement direction
- Irregular Heartbeat Indicator
- Upper Arm Measurement
- Easy to Operate
- Memory saves 2 users data
- Compact, portable, sturdy and durable design



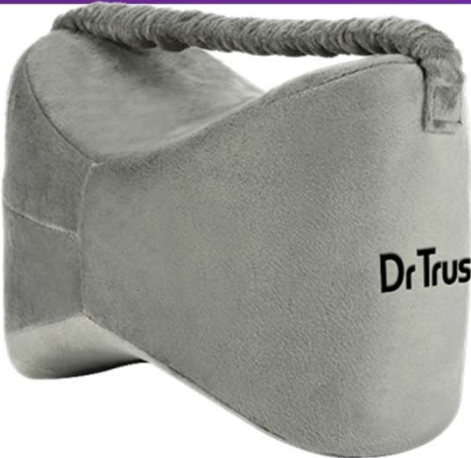
***Newly Launched**



Orthopedic Products for Tailbone support
manufactured by **Nureca Technologies**



Coccyx Pillows



Knee Pillows



Backrest Pillows



**Orthopedic Products for Better Support & Comfort
manufactured by Nureca Technologies**



**Leg Elevation
Wedge Pillow**

**Maternity Support
Pillow**



**Backrest
Wedge Pillow**

**Wedge Pillow for
sitting & restful sleep**





Orthopedic Products engineered for Better Sleep
manufactured by **Nureca Technologies**



**Memory
Foam Pillow**



**Contoured
Cervical Pillow**



**Cooling Gel
Orthopedic Pillow**



**Memory Foam
Cervical Pillow**



Orthopedic Products for Neck Support
manufactured by **Nureca Technologies**



**Neck Strecher
with heat**



**Neck Strecher
without heat**



**Neck Pillow for
travelling**



Neck rest Car Pillow



Mother & Baby Care products manufactured by Nureca Technologies



Electric Breast Pump

- USB Rechargeable Multi-Mode Technology
- Customizable Intensity and Massage Modes
- Easy, Quiet, and Perfect Fit
- BPA-Free and Safe



Manual Breast Pump

- Ergonomic Handle & Anti-Backflow System
- Quiet Operation, Customize Suction and Speed
- BPA-FREE, Non-Toxic, Easy to Install & Clean
- Portable and Simple To Use

NUREÇA

Body Massager for pain Relief manufactured by Nureca Technologies



DR PHISIO
By Dr Trust

Shiatsu
Massage

6 Month
Standard
Warranty

USFDA & CE
Certified

Superior
Quality
Material

Long Chord
1.6 m Chord

Rohit Sharma
Rohit Sharma

***Newly Launched**

Manipol Massager

- Lightweight & Flexible design
- uses shiatsu massage technique to create a sense of relaxation
- Leak-Proof Design
- Helps in anxiety & depression, digestive disorders, fibromyalgia, headaches, insomnia related to stress, myofascial pain syndrome, soft tissue strains or injuries, sports injuries, as well as in boosting immunity.

Products for Heat Therapy manufactured by **Nureca Technologies**



Hot Water Bottle

- Premium Construction
- Targeted Heat Therapy
- Leak-Proof Design
- Easy to Use and Maintain
- Stylish, Versatile, and Eco-Friendly



Heat Belt

- Fast pain relief
- Adjustable Temperature settings
- Safe & Soft Feel
- Compression for Muscle Stiffness
- Easy to Maintain
- User-Friendly Design

Strategic Pillars



D2C growth

Expand our already strong presence online by innovating new products



Omnipresence

Establish pan India sales network with expansive reach and deep engagement



Manufacturing

Building a strong manufacturing base with focus on quality, innovation, safety and efficiency



4 Connected Health

Transform lives of our users through our Connected healthcare solution Dr Trust 360



Connected Health

Dr Trust 360

Our unified app to track all the health metrics and vitals collected from various Dr Trust devices. Users can share real time health data with doctors, fitness trainers and health guardians

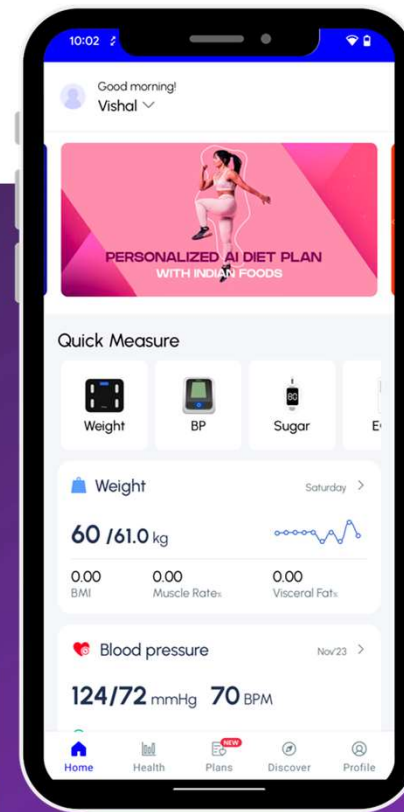
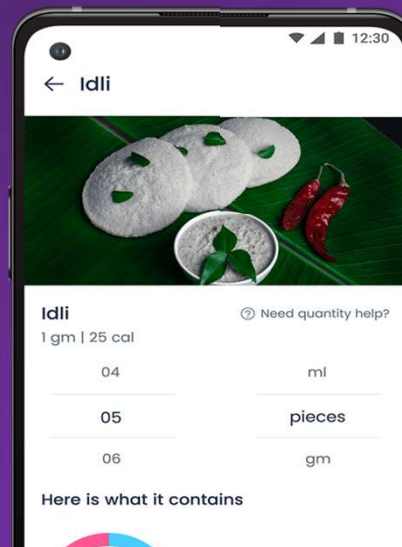


Progress so far -

12,91,200+

Users and counting

68,000+ new users in last quarter



Q4 & FY24

CONSOLIDATED FINANCIAL UPDATE

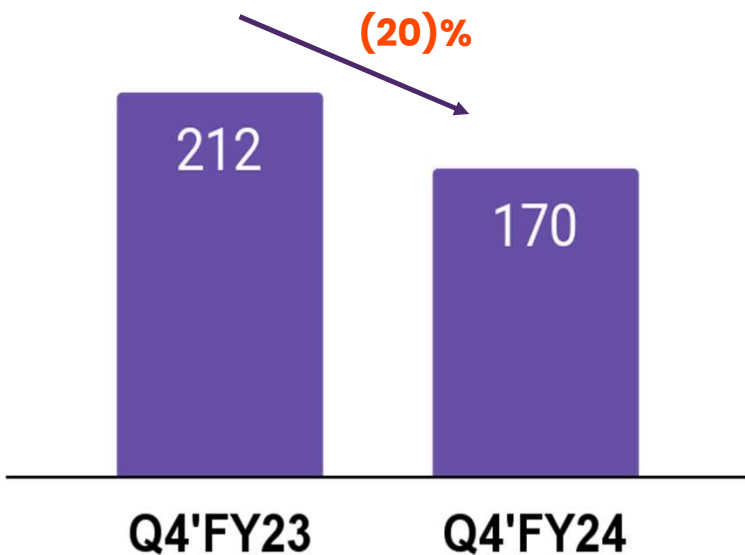




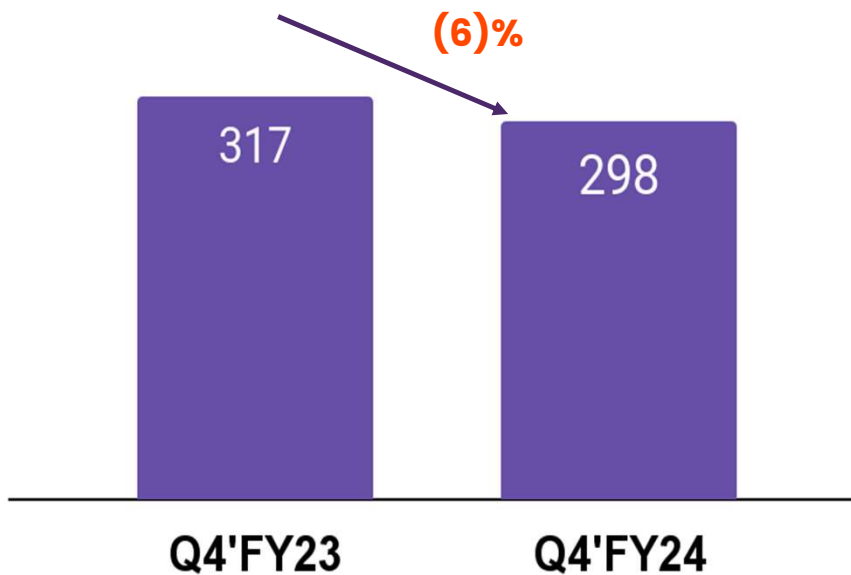
Q4 FY24 Consolidated Financials



Revenue (Rs. Mns)



GMV Growth (Rs. Mns)





Q4 FY24 Consolidated Financials

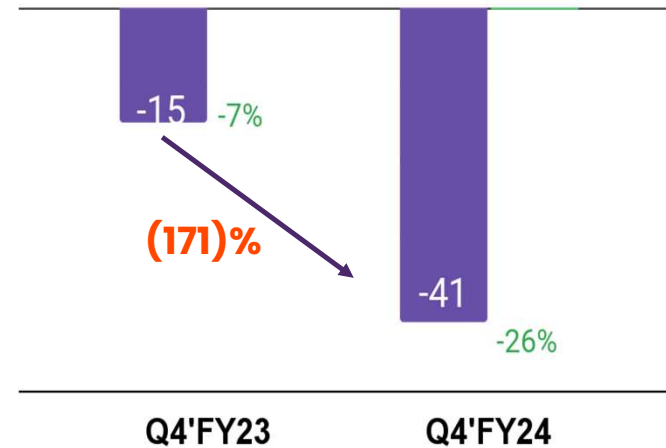
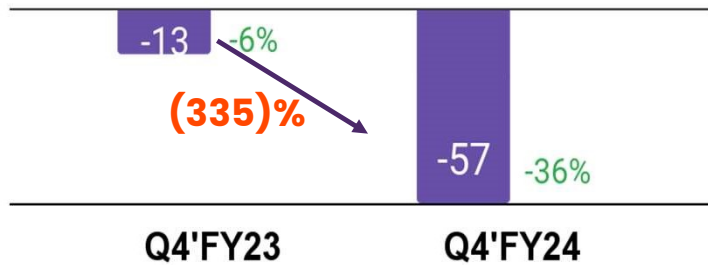


EBITDA (Rs. Mns) EBITDA Margin%

PAT (Rs. Mns) PAT Margin%

■ EBITDA ■ EBITDA Margin

■ PAT ■ PAT Margin



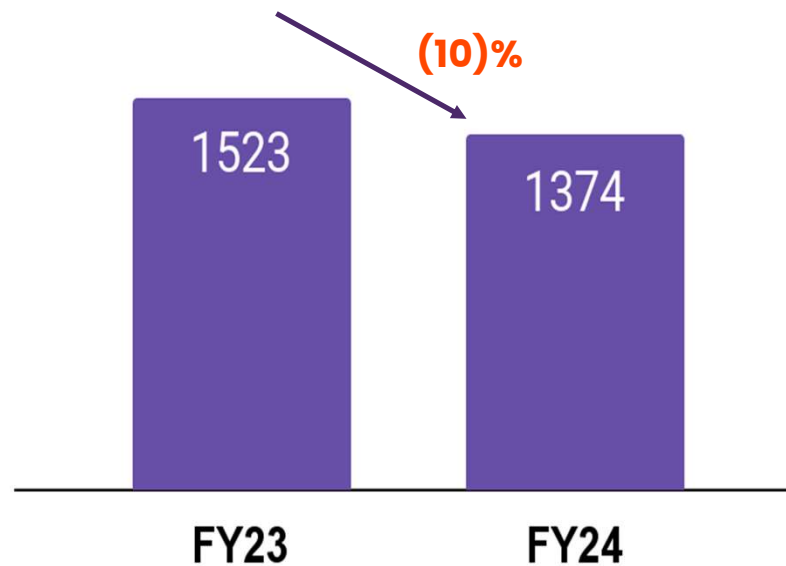
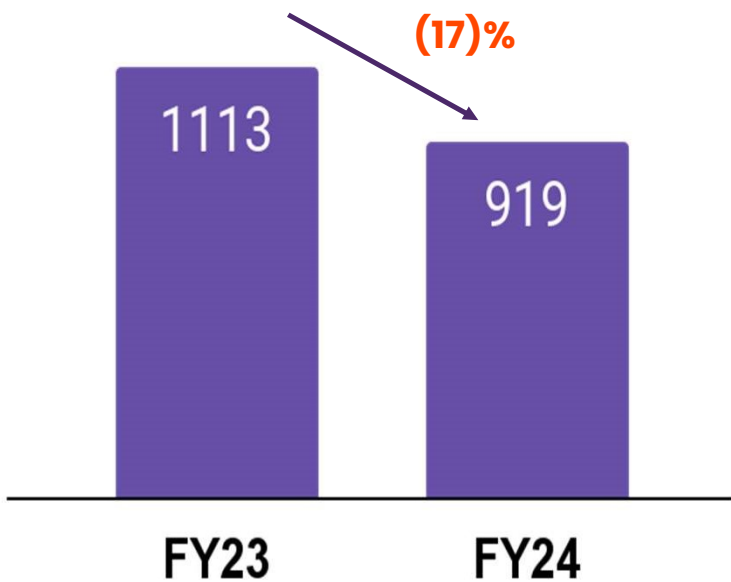


FY24 Consolidated Financials



Revenue (Rs. Mns)

GMV Growth (Rs. Mns)





FY24 Consolidated Financials

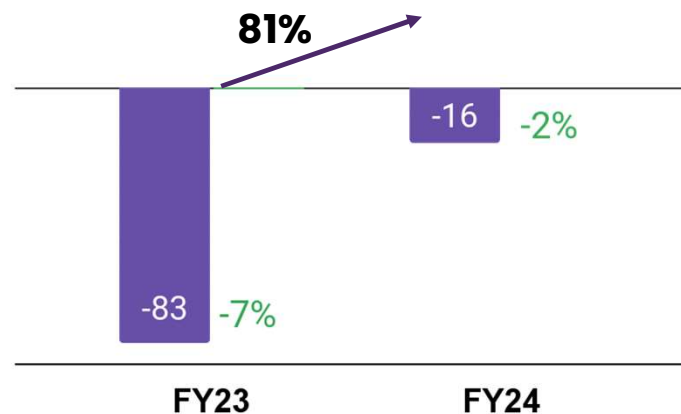
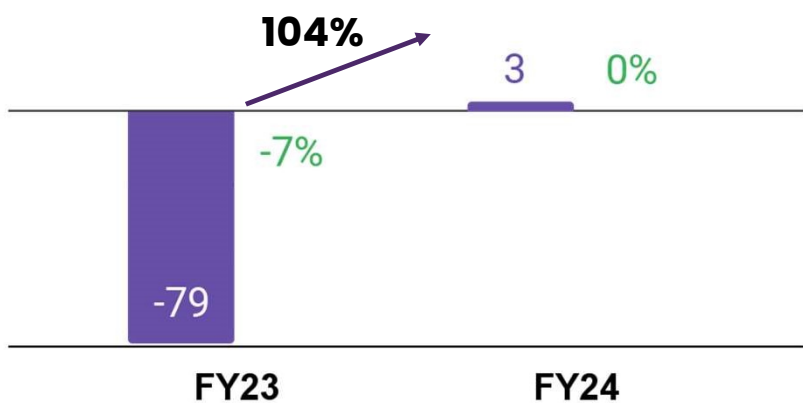


EBITDA (Rs. Mns) EBITDA Margin%

PAT (Rs. Mns) PAT Margin%

■ EBITDA ■ EBITDA Margin

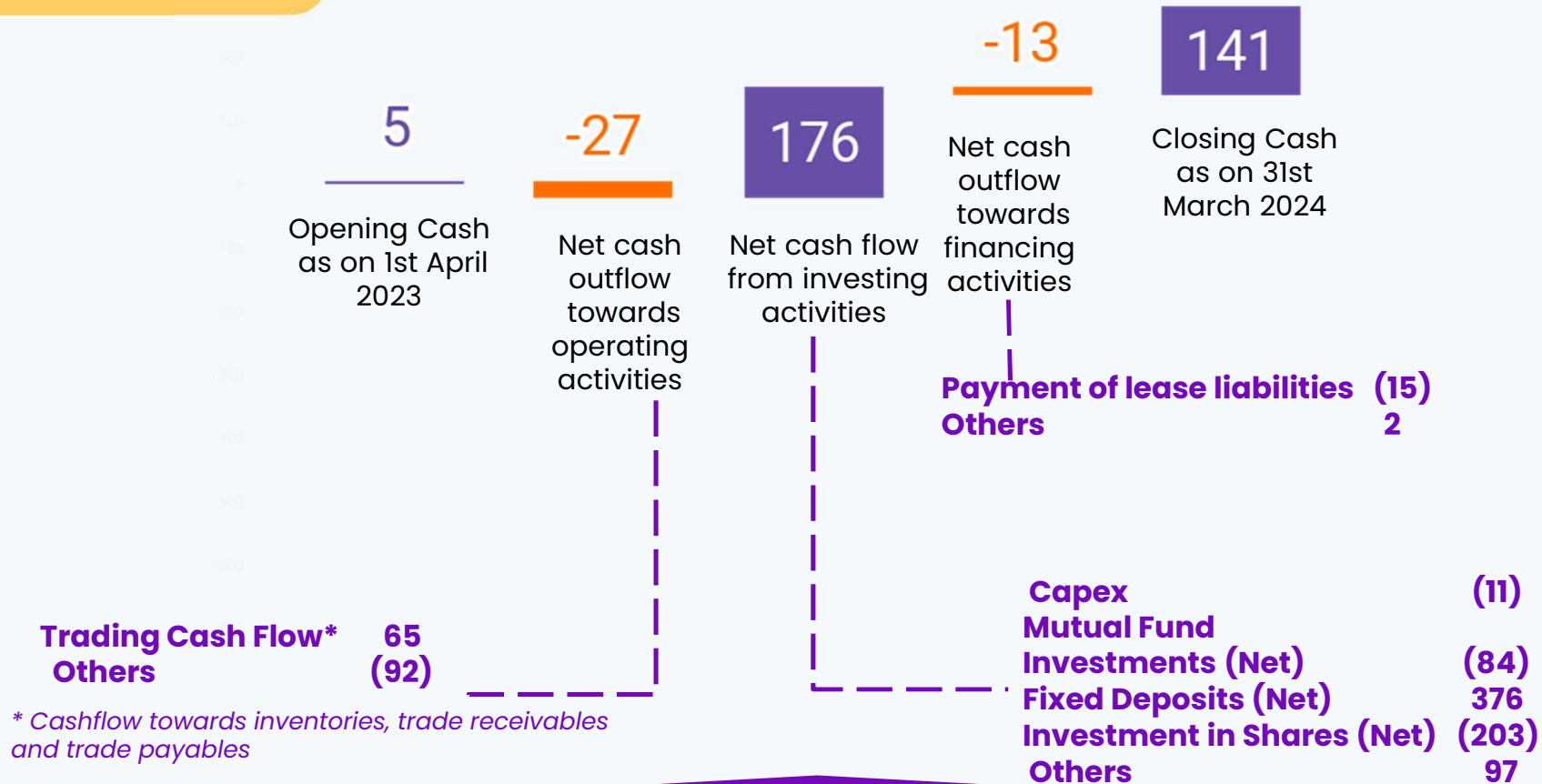
■ PAT ■ PAT Margin

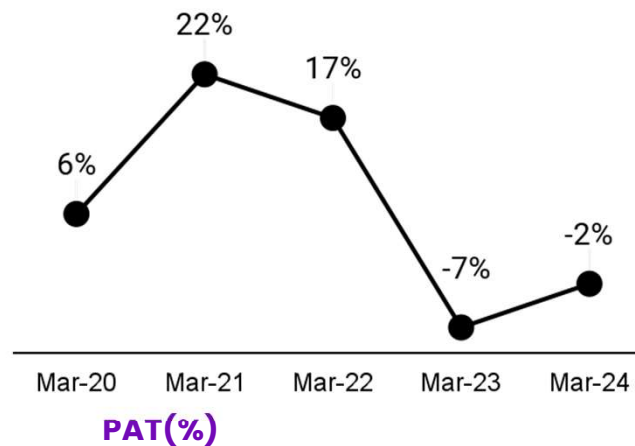
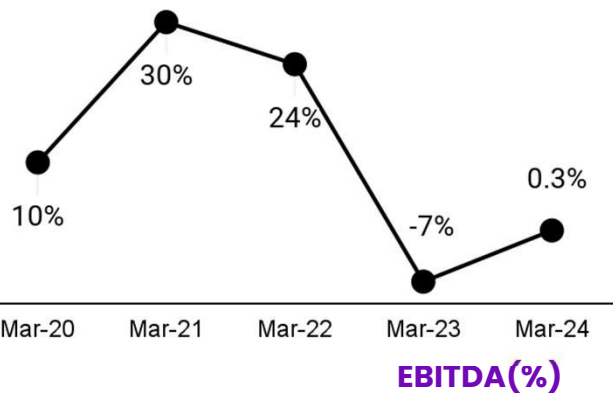
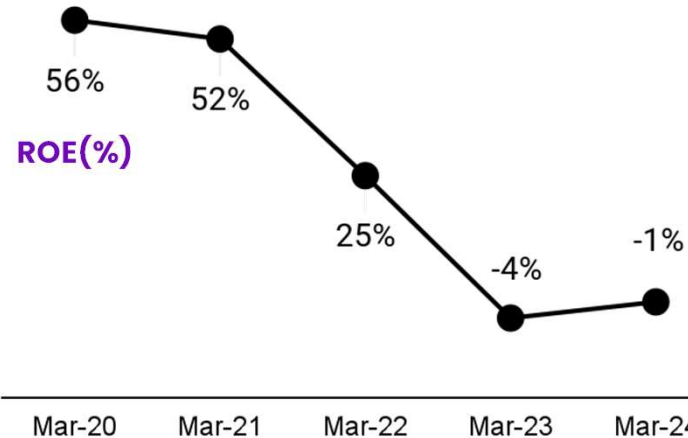
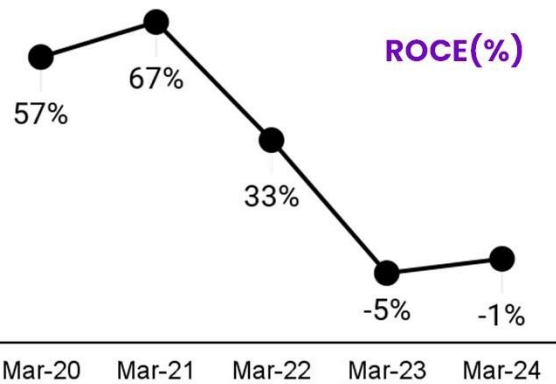


NUREÇA

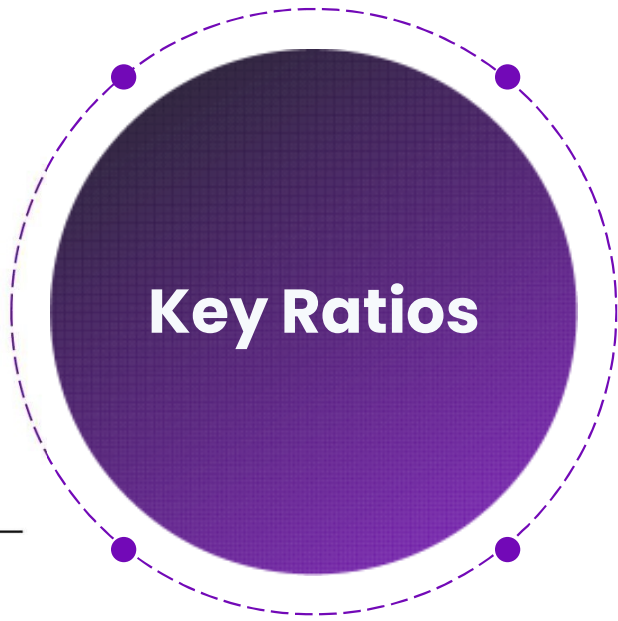
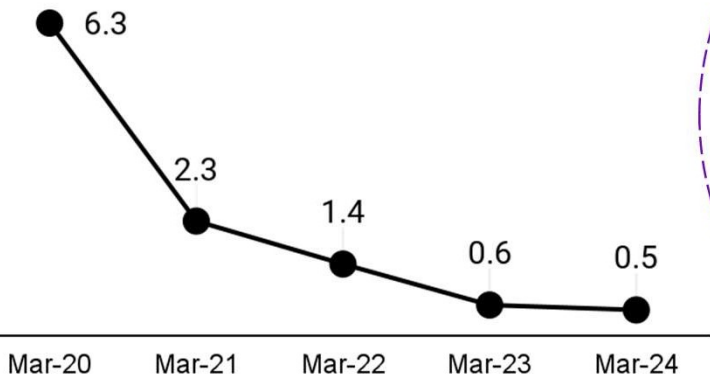
FCFO in FY24

INR in Million

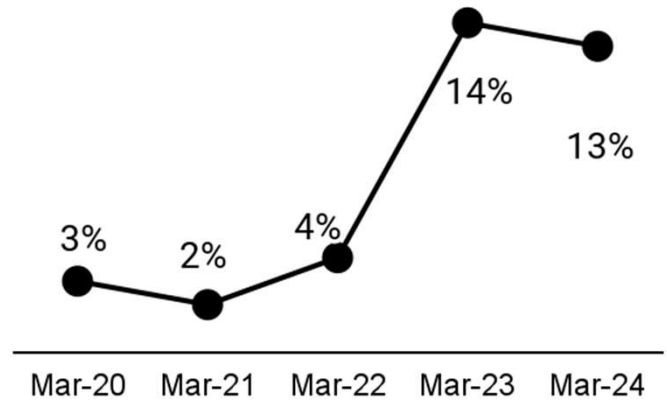




Working Capital Turnover



Employee Cost/Revenue (%)



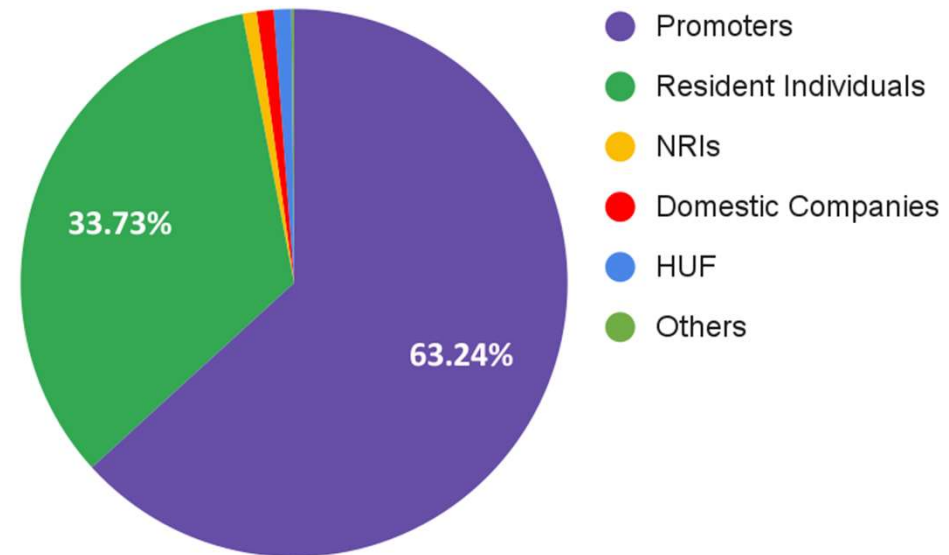


Shareholder Information

Nureca Limited listed on Stock Exchanges (BSE and NSE) in 2021

NSE Ticker	NURECA
BSE Ticker	543264
IPO Listing Date	25 th February 2021
Market Cap (INR Cr)	275
Share Price (INR)	275
Shares Outstanding	1,00,00,175
Industry	Healthcare

Shareholding as on March 31, 2024





Exclusive meet & greet session with **Brand Ambassador Rohit Sharma** at Nureca's Corporate Office



NUREÇA

THINK. FEEL. CREATE

Contact Us

Investor Relations

Gurvikram Singh
cs@nureca.com

Website

Corporate: www.Nureca.com
Ecom Store: www.drtrust.in

Address

Office No. 101, Udyog Bhavan,
Sonawala Lane, Goregaon East,
Mumbai, Maharashtra - 400063

