

Date: June 05, 2024

To,  
Corporate Relationship Department,  
**BSE Limited**  
PJ Towers, Dalal Street,  
Mumbai 400001, MH

**Stock Code: 542248**

**Subject: Investors' Presentation on Financial Results for the Quarter and Year ended 31<sup>st</sup> March, 2024**

Dear Sir/Madam,

Pursuant to regulation 30 of SEBI (Listing Obligation and Disclosure Requirement) Regulation, 2015, please find enclosed herewith Investors' Presentation on Financial Results for the quarter and year ended March 31, 24'.

The above information is being hosted on the website of the Company i.e. [www.deccanhealthcare.co.in](http://www.deccanhealthcare.co.in) in terms of Regulation 46 of the Listing Regulations, as amended.

You are requested to take the same on record.

Thanking You,  
For and on behalf of  
**Deccan Health Care Limited**

  
Vaishali Gagnani  
Company Secretary & Compliance Officer

Encl: a/a

**Registered office:**

CIN: L72200TG1996PLC024351. Estd: 1996  
Address : H.No. 6-3-348/4, Dwarkapuri  
Colony, Punjagutta, Hyderabad,  
Telangana-500082

**Innovation Hub & manufacturing:**

Address: Plot No.13, Sector-03, (SIDCUL), IIE,  
Panthenagar, Udam Singh Nagar  
-263153, U.K., India



# Investor Presentation

Q4 & FY24

BSE: 542248

May 2024

## Safe Harbor

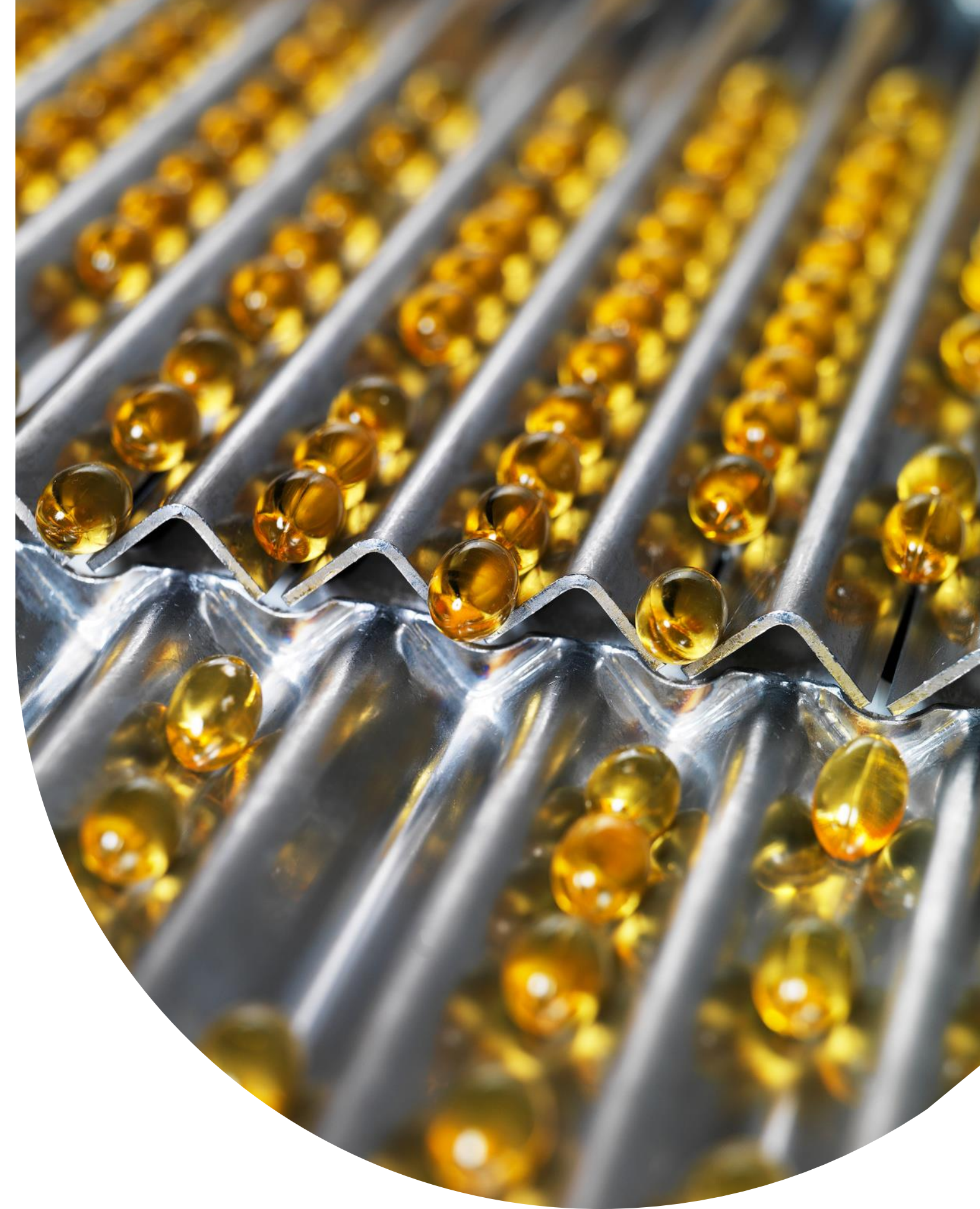
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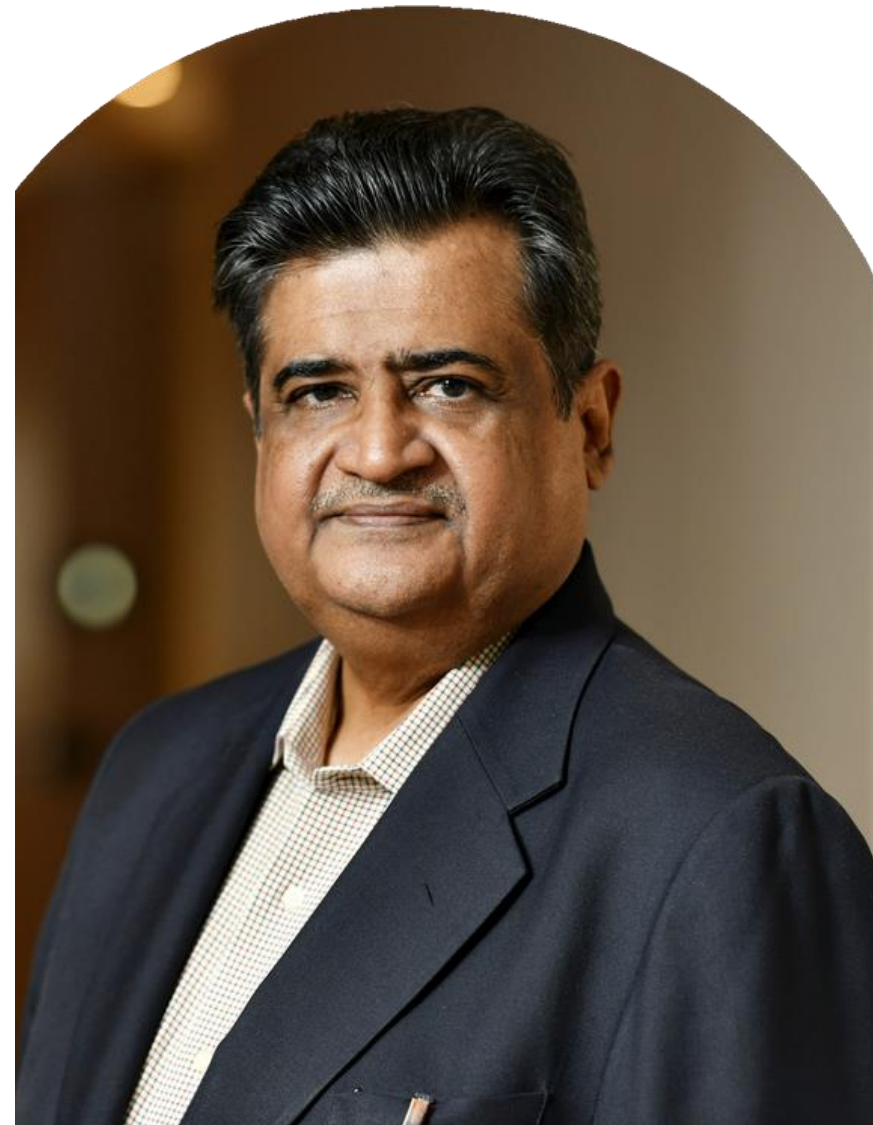
These statements include descriptions regarding the intent, belief, or current expectations of the Company or its directors and officers concerning the results of operations and the company's financial condition. These statements can be recognized by the use of words such as "expects", "plans", "will", "estimates", "projects", or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions that the Company believes to be reasonable considering its operating experience in recent years. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, and competition, our ability to manage our international operations, government policies, regulations, etc. The Company does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company to reflect actual results, assumptions, or changes in factors affecting these statements. Given these risks, uncertainties, and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. This presentation may contain certain currency exchange rates and the same has been provided only for the convenience of readers.



# Presentation Content

- ◆ Q4 & FY24 Financials
- ◆ New Product Launch
- ◆ Company Profile
- ◆ Annexure





**Dr. Minto Purshotam Gupta**  
Promoter, Chairman & MD

Commenting on the results, Dr. Minto Purshotam Gupta, Chairman & Managing Director of Deccan Healthcare Limited said, “We are happy to announce that our launch of OrganoWild in the NutriFoods segment is gaining momentum, and we are excited about our company's progress in leveraging the innovative know-how and technology developed by CSIR IHBT. Since introducing our OrganoWild Millet Cookies in December 2023, we have received strong consumer acceptance, prompting us to expand our distribution regionally.

In May, we launched our unique Organowild Natural Iron Mango Slice, the first product designed to boost daily dietary iron intake and aid in preventing and managing anemia, particularly among adolescents and women of reproductive age. Our participation in the Anemia Mukt Bharat program exemplifies our commitment to health and wellness. We are expanding our involvement in various initiatives by collaborating with different marketing channels to further support the program's goals.

For the full year, the company experienced strong annual growth in revenue, gross profit, EBITDA, and PAT for FY24 compared to FY23, reflecting our potential for continued growth in the coming years. Additionally, we are executing our strategy to cater to international markets by establishing our subsidiary, DBL USA, to distribute our products across the USA, Canada, and South America markets. This initiative will require a total investment of \$5 million in a phased manner. We are also pursuing product registration to facilitate exports to the GCC countries, marking our entry into new international markets. As we expand our products and enter new markets, we are committed to delivering strong financial performance and enhancing shareholder value. Together, we look forward to sustained growth and innovation.”

# Q4 & FY24 Financials

- ◆ Key Financial Highlights
- ◆ Key Business Highlights
- ◆ Financial Performance
- ◆ New Product Launch



## Standalone Financial Performance Highlights for Q4 & FY24

- ▶ In Q4FY24, the company experienced a notable improvement in its financial performance. Revenue increased by 4.1% QoQ and by 0.7% YoY, reaching ₹1,596.8 lakhs.
- ▶ The EBITDA for the quarter stood at ₹67.0 lakhs, resulting in an EBITDA margin of 4.2%.
- ▶ The Profit After Tax (PAT) for Q4FY24 was ₹12.8 lakhs, with a PAT margin of 0.8%.
- ▶ For the full Financial Year 2023-24, the company saw substantial growth. Revenue rose by an impressive 32.7% YoY to ₹5,972.9 lakhs, highlighting significant expansion in the company's market reach and sales.
- ▶ EBITDA for FY24 was ₹375.9 lakhs, marking an 82.8% increase from the previous year, with an EBITDA margin of 6.3%, up from 4.6% in FY23, showing a positive growth of 173 basis points.
- ▶ Moreover, the PAT for FY24 was ₹152.2 lakhs, compared to ₹39.7 lakhs in FY23, demonstrating a remarkable increase of 3.8 times. Also, the PAT margin for FY24 was 2.5%, up by 166 bps YoY. These financial results reflect the company's strong performance and successful strategies over the past year.

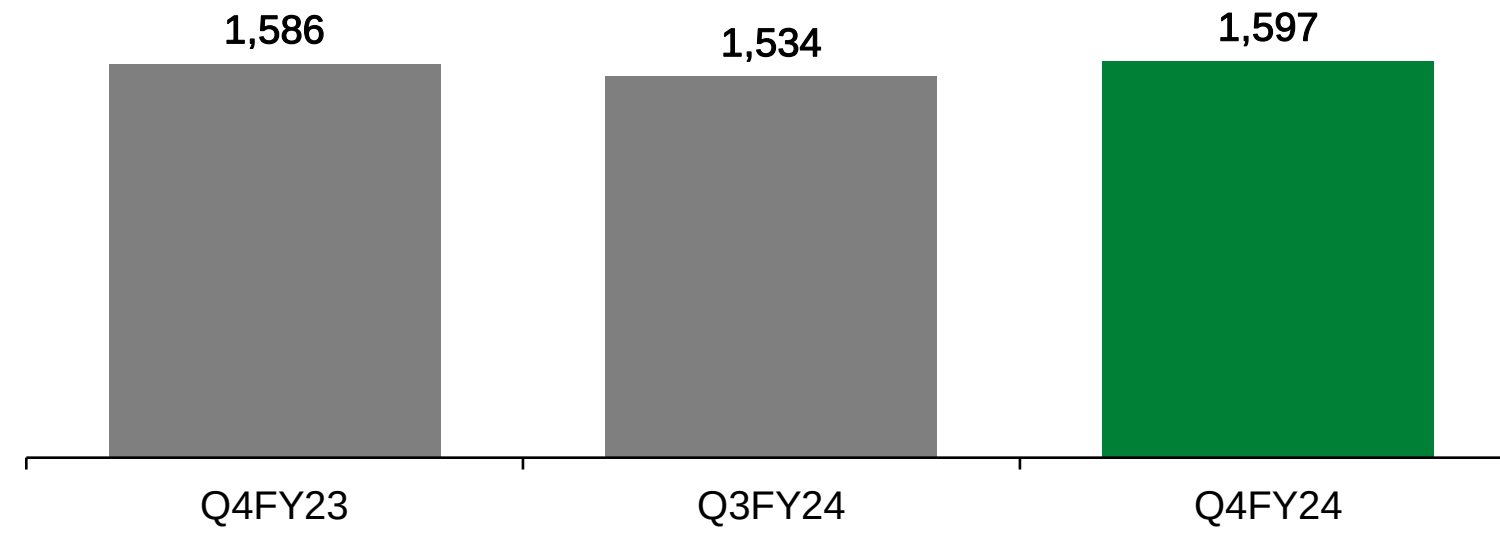
## Key Business Highlights

- ▷ **Expansion into NutriFoods:** Leveraging CSIR IHBT's advanced technology, our company has successfully ventured into the NutriFoods sector.
- ▷ **Successful Product Launches:**
  - **OrganoWild Millet Cookies:** Introduced in December 2023, these cookies have received strong consumer acceptance, prompting a regional expansion of distribution.
  - **OrganoWild Natural Iron Mango Slice:** Launched in May 2024, this unique product boosts daily dietary iron intake and aids in the prevention and prophylaxis of anemia, particularly in adolescents and women of reproductive age.
- ▷ **Anemia Mukt Bharat Program Participation:**
  - Supplied resources and Iron Mango Bars to 600 girls at Telangana school, resulting in improved health and increased haemoglobin levels.
  - Expanding collaboration with NGOs to support the Anemia Mukt Bharat initiative of the Government of India.
- ▷ **Strategic Investment:** We're pleased to announce the establishment of our subsidiary, DBL USA, to distribute our products across the USA, Canada, and South America markets. This initiative will require a total investment of \$5 million in a phased manner.
- ▷ **International Expansion:** Pursuing product registration to facilitate exports to GCC countries, marking our entry into new international markets

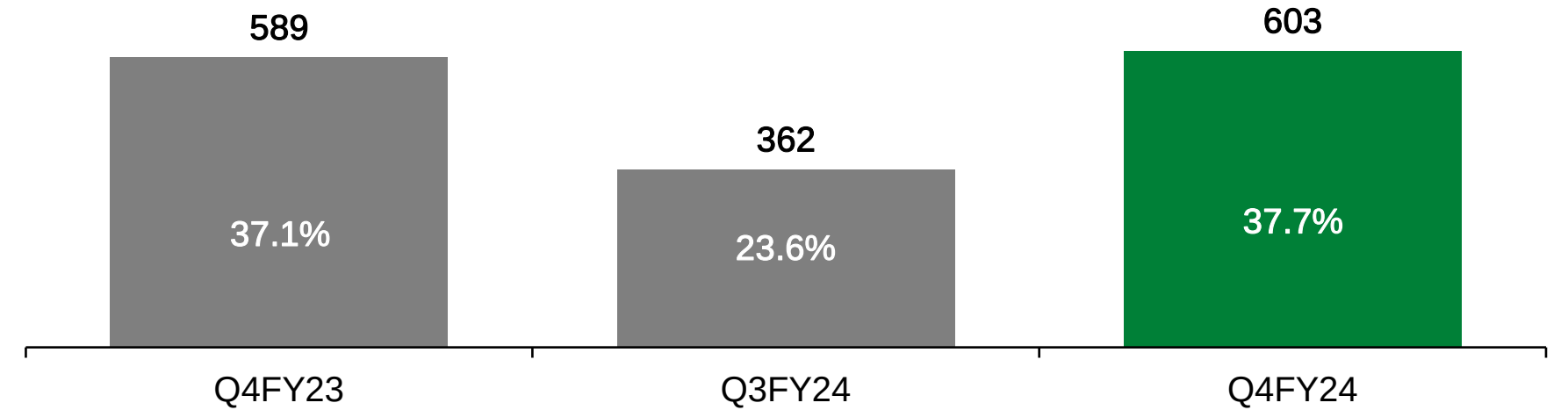




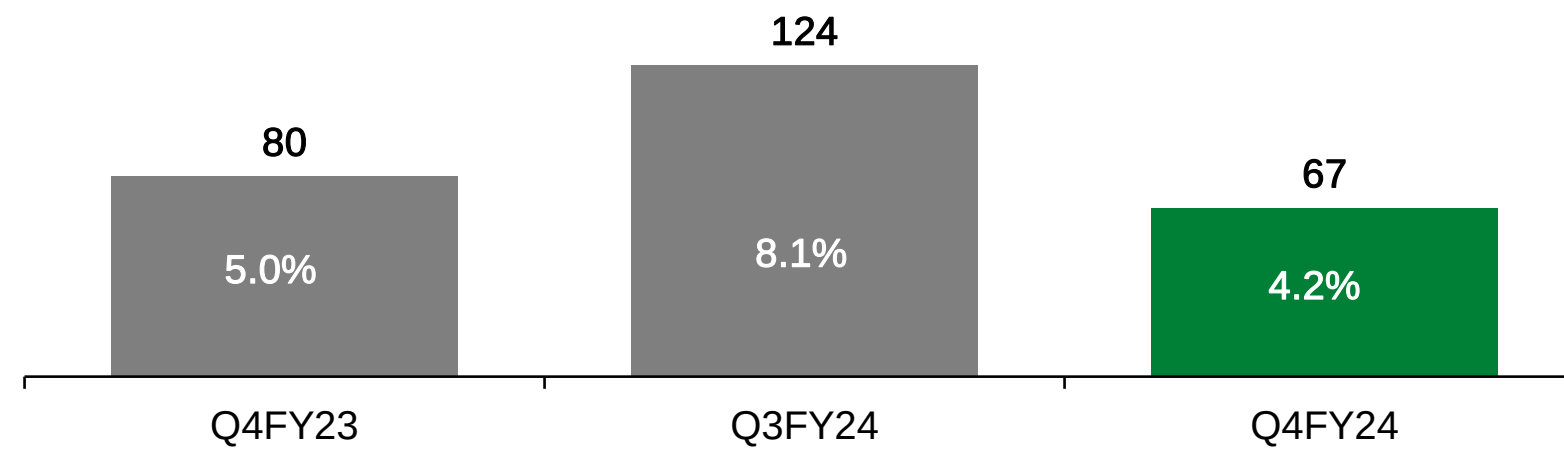
**Revenue**



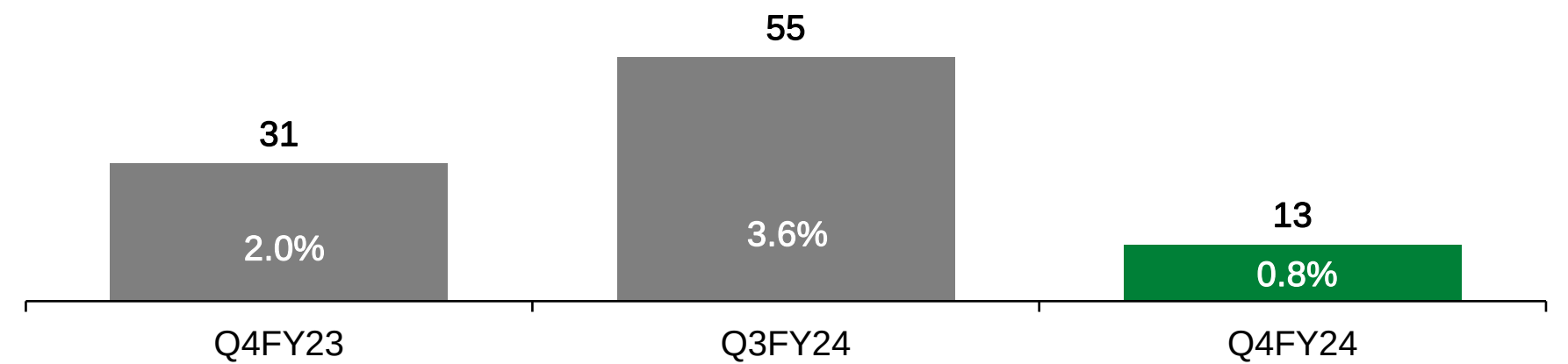
**Gross Profit & Margin(%)**



**EBITDA & Margin(%)**

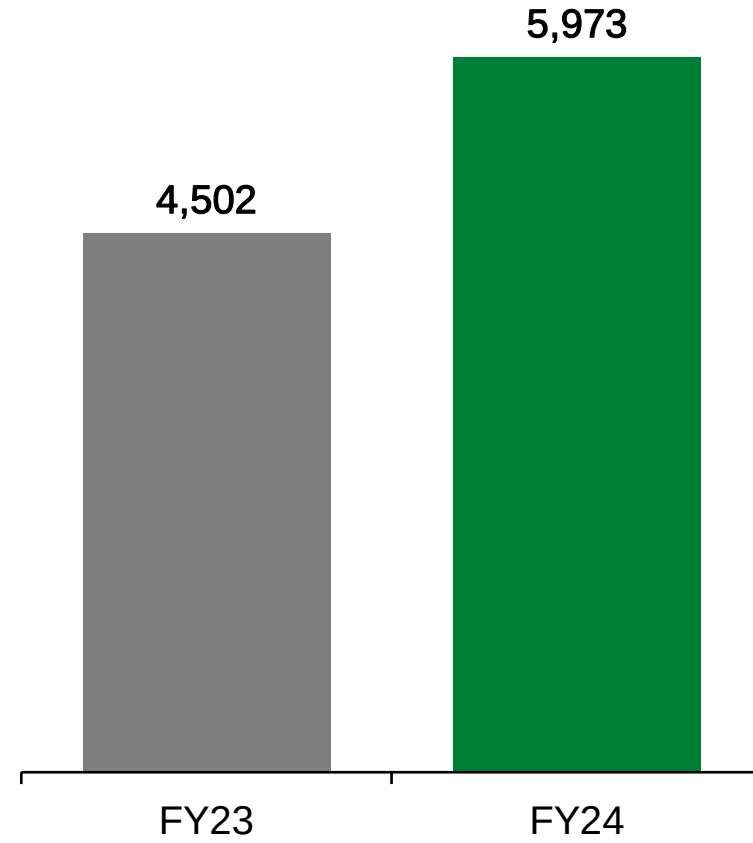


**PAT & Margin(%)**

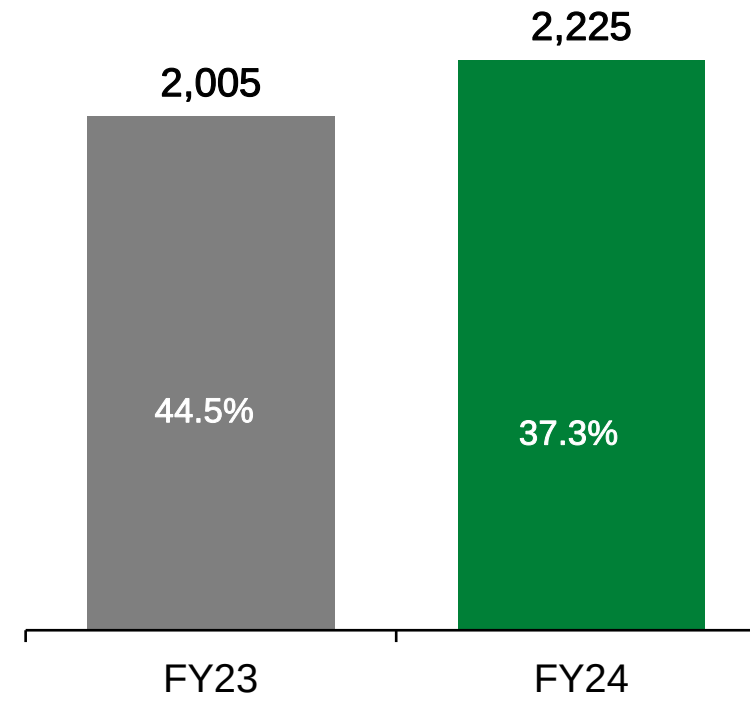


# Yearly Financial Performance

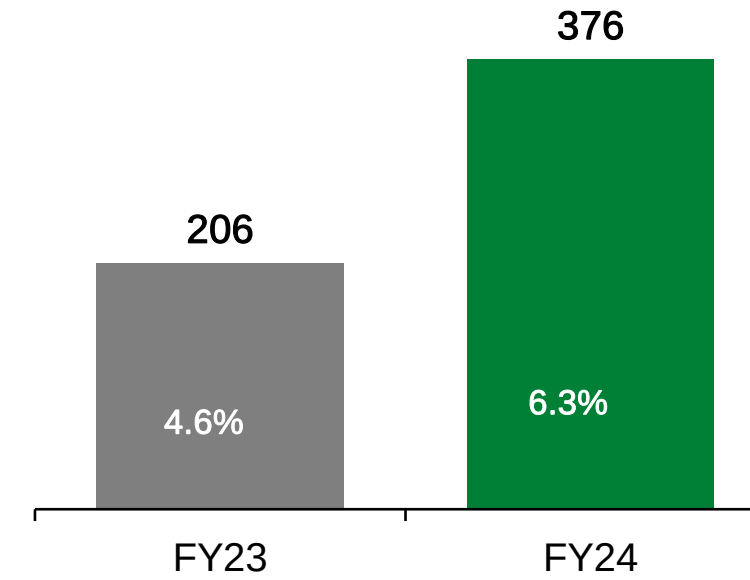
## Revenue



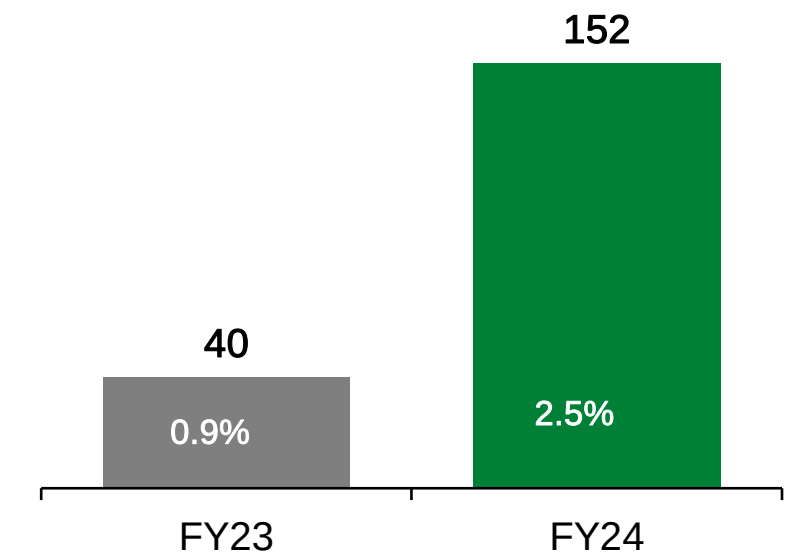
## Gross Profit & Margin(%)



## EBITDA & Margin(%)



## PAT & Margin(%)



YoY Growth **32.7%**

**11.0%**

**82.8%**

**3.8x**

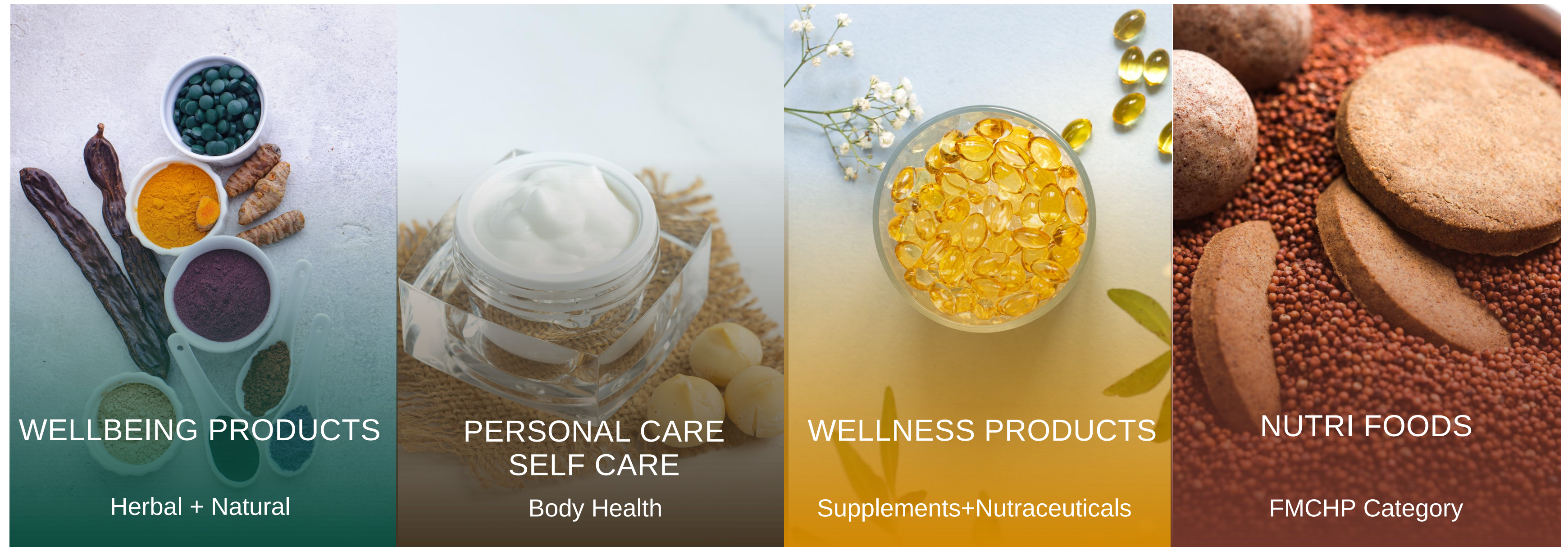
Margin Expansion

**(729) bps**

**+173 bps**

**+166 bps**

# Unveiling the Nutri Care Range - Addressing Evolving Needs



# Experience Exceptional Nutrition Through DHCL BRANDS



- ▶ **Transformative Wellness Journey:** DHCL BRANDS offers products that embody our dedication to exceptional nutrition, combining premium ingredients, scientific expertise, and unparalleled flavor.
- ▶ **Precision and Passion:** Each product is meticulously crafted to provide revitalizing supplements and nourishing snacks, empowering you to live your best life.
- ▶ **Quality and Innovation:** With a relentless focus on these values, DHCL BRANDS redefines nutritional excellence, ensuring every product meets the highest standards.
- ▶ **Holistic Well-Being:** Experience the DHCL difference and embark on a path to comprehensive wellness that exceeds expectations.
- ▶ **Exceptional Nutrition Philosophy:** DHCL BRANDS believes that vibrant and fulfilling lives start with exceptional nutrition, sourcing the finest ingredients and utilizing cutting-edge research.
- ▶ **Comprehensive Wellness Solutions:** Whether boosting energy levels, supporting the immune system, or enjoying guilt-free treats, our diverse product range caters to all aspects of your wellness journey.
- ▶ **Integrity and Efficacy:** Trust in DHCL BRANDS for products crafted with integrity and efficacy, empowering you to thrive in every facet of life.

# Meticulously Crafted Nutrient - Rich Snack



**Oats & Multiseed Millet Cookies**



**Sesame & Elaichi Millet Cookies**



**Coconut Almond Millet Cookies**



**Ashwagandha Flax Millet Cookies**

# Empowering Body Health



**NoFall Omega 3  
Hair Oil**



**GlowDecc  
Brightening Cream**



**Sundecc  
Sun Screen Cream**



**GlowDecc Vitamin C  
Face Serum**



**Italian Rose  
Body Wash**



**Royal Tea Tree  
Body Wash**

# Bringing together the touch of nature with herbal science



**Respidicc  
Respiratory Support**



**Livodecc  
Liver Tonic**

Step into a world where the essence of nature intertwines seamlessly with the precision of herbal science. Our Wellbeing product line embodies the ancient wisdom of Ayurveda, bringing you the best of both worlds for holistic well-being. Each product is a fusion of natural ingredients and scientific innovation, meticulously crafted to nurture your body, mind, and soul. From skincare to supplements, our offerings are designed to elevate your wellness journey and restore balance in your life. Experience the transformative power and embrace a life of vitality and harmony with our range of wellbeing products.

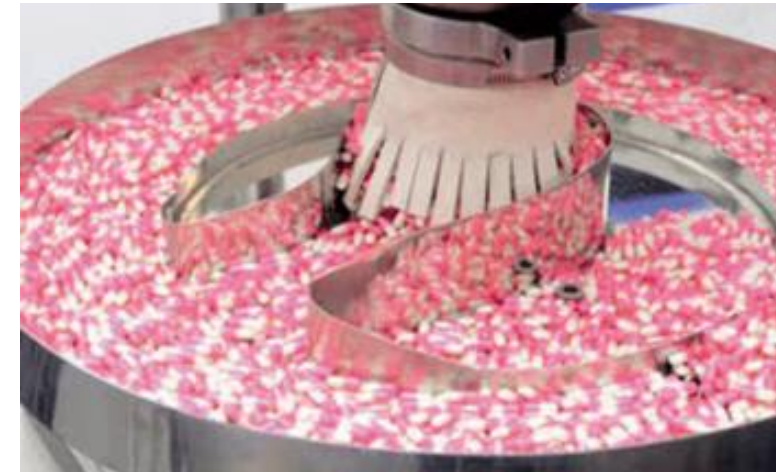
# Company Profile

- ◆ About DHCL
- ◆ Value Chain
- ◆ Business Verticals
- ◆ Our Journey
- ◆ Scaling Approach
- ◆ Growth Contributing Factor
- ◆ Growth Drivers
- ◆ Leadership Team





## It Starts with a Purpose - of Nutritional Solutions



## R&D focus - the Deccan Differentiator

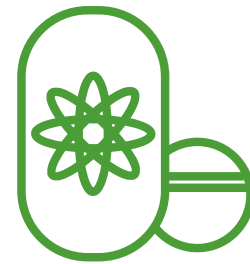


# We make everyday quality of life more awesome



## Launch

Established in 1996, a leading Fast Moving Consumer Wellness Product company delving deeper into food value chains.



## Portfolio

With a robust portfolio of 1500 market-ready products, including 73 pioneering offerings and over 200 uniquely differentiated items.



## Growth

Listed on Main Board Platform of BSE since 2019. Our dedication to excellence and sustainable growth has earned us the trust of investors and stakeholders alike.



## Quality

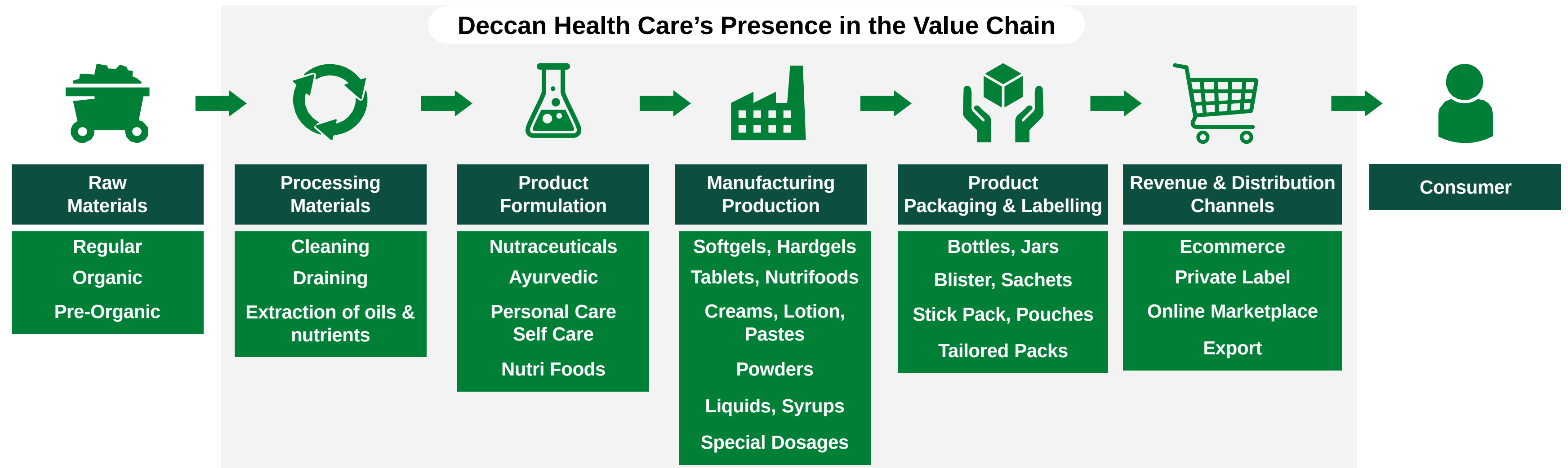
Certifications include CGMP, FSSAI, WHO-GMP++, EQFS, German, ICM, USP, Ministry of Ayush, and ISO 9001:2015.



## Consumer Reach

Our one-stop destination BEYOUNGSTORE for health and wellness. With a curated selection of top-quality products and convenient online shopping, we make it easy to elevate your lifestyle with our trusted products delivered right to your door.

# An innovative 'Better Together' solution that enhances opportunities for value creation.



With a commanding presence across the value chain

— Spanning R&D, manufacturing, branding, and distribution — We leverage pricing power, stringent cost control, and data mastery for strategic decision-making.

# Deccan is well-positioned to lead the industry & Deliver shareholder value

- ▶ Resiliency tested and validated over the past 20 years; proven track record of delivering growth
- ▶ Strong organic growth profile driven by our R&D capabilities installed by developing new products and processes which enhance our range of products and services
- ▶ Our facility complies with GMP and WHO GMP for its health/diet supplements and Ayurvedic products.
- ▶ We have also obtained an FSSAI license for our products.
- ▶ ISO 9001:2015 certified for manufacturing our facility at SIDCUL Pantnagar, Uttarakhand and supplying Nutraceutical and Ayurvedic, Nutrifoods Products spread over 3,536 Sq. mts
- ▶ Relentless focus on innovation, productivity, quality, efficiency and safety

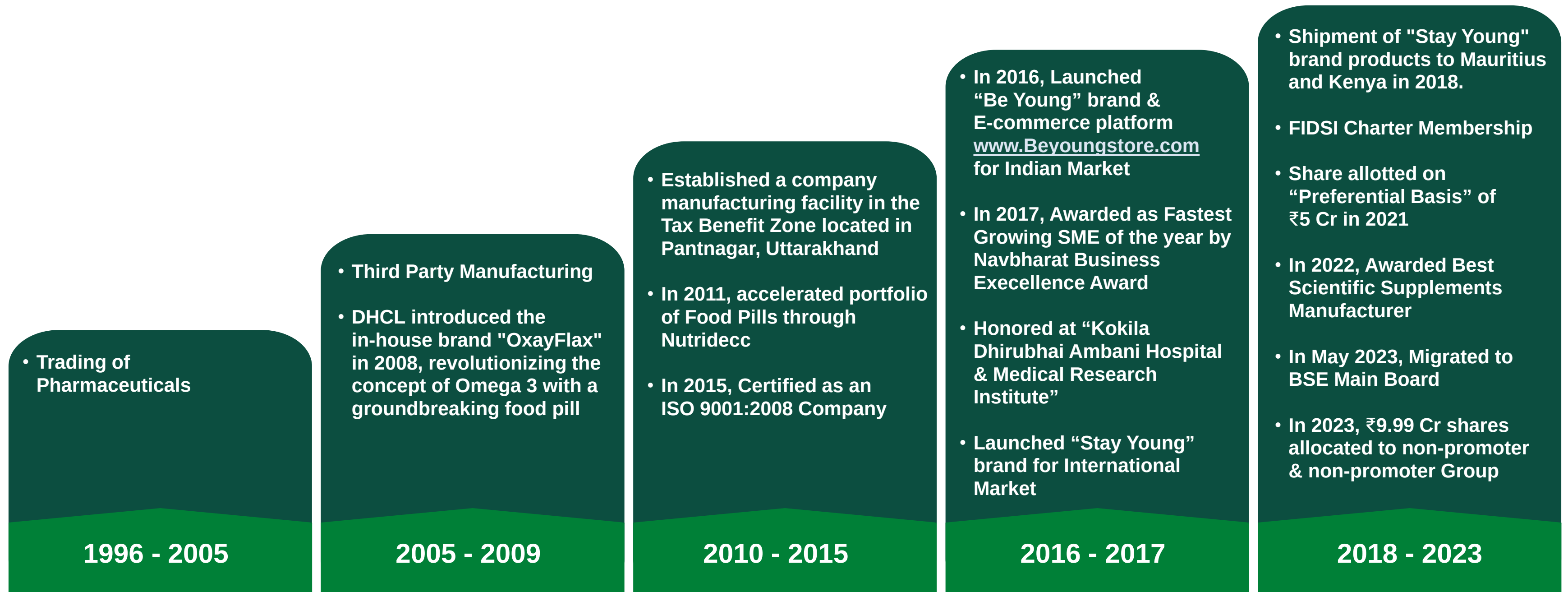
## Capabilities

- Softgels
- Tablets
- Creams
- Liquids
- Powders
- Hardgels
- Lotions
- Pastes
- Special dosages



Particulars	Installed Capacity (Quantity/Month)
Soft Gel Food Pills (SGC)	45,62,50,000
Hard Gel Food Pills (HGC)	12,16,66,667
Liquid orals	6,08,333
Tablet Food Pills	2,43,33,333
External Preparations (Lotions & Ointments)	2,12,916

# Steady Evolution Into Comprehensive Nutrition Solution



# Revenue Channel I: E-Commerce (BeYoungStore)

- ▶ Team Lead: Mr. O P Verma with Area-wise leaders
- ▶ Growth Strategy: Geography Expansion, Appointment of new Distributor and Wellness Consultants [DWC], Home Shops [HS], and more products in unrepresented categories.
- ▶ Supply Chain Module: Company ⇨ Super Home shop [SHS] ⇨ Home Shops [HS] ⇨ DWC ⇨ Consumer.
- ▶ Fulfilment: Our entire supply chain is managed and fulfilled seamlessly online through [www.beyoungstore.com](http://www.beyoungstore.com)
- ▶ Areas Of Operation: Rajasthan, Punjab, Uttar Pradesh, Bihar [24-25], Jharkhand, Assam, Mizoram, Odisha, Maharashtra, Gujrat [24-25], Telangana [ 24-25].
- ▶ By the end of FY24, our network comprised over 423+ DWC, 23 HS, and served a consumer base exceeding 275,000+.



## Revenue Channel II: Private Label Manufacturing

- ▶ Team Lead: Mr. Mohak Gupta supported by Dr. Siddharth Pandey
- ▶ Top Customers: House of Masaba Lifestyle, Modicare, Plus Plus Lifesciences, General Medicine & Therapeutics, MRL Pharma, Pranasa Mediworld, Quora Pharmaceuticals, Pranisco Remedies, Rexia Healthcare, Deltin Healthcare.



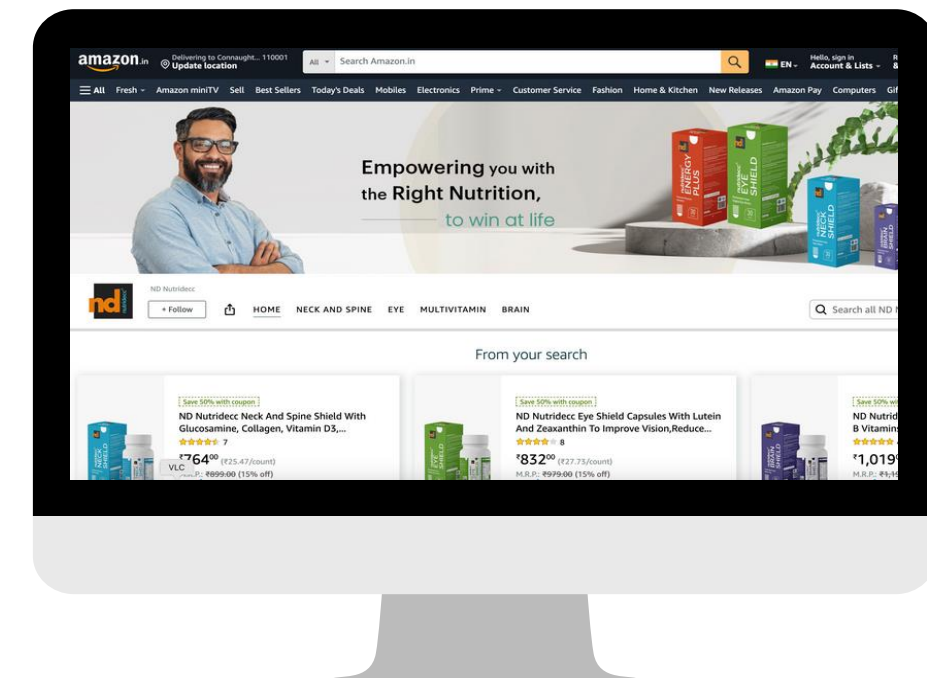
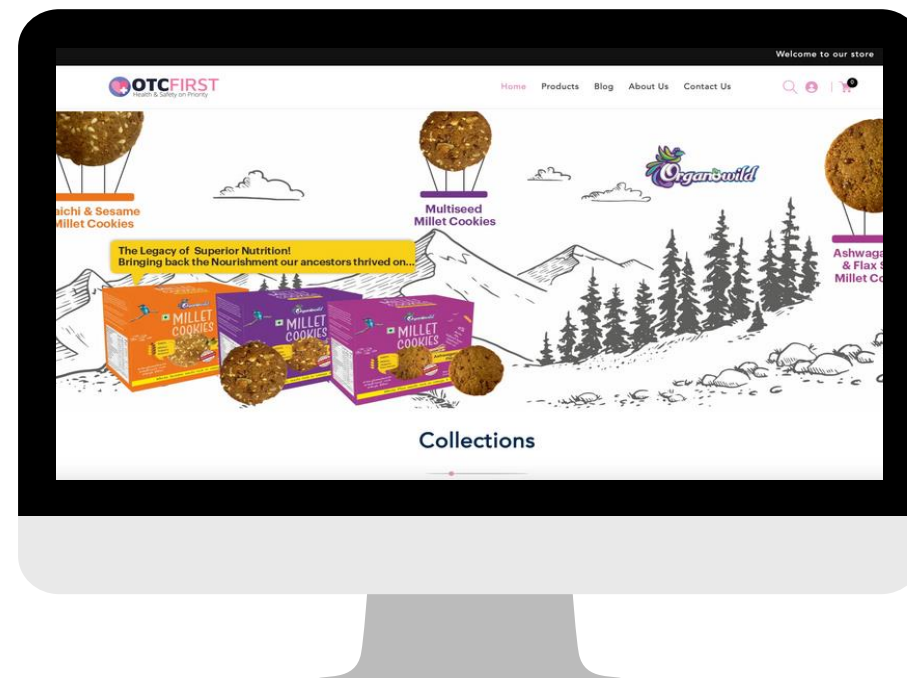
## Revenue Channel III: Export

- ▶ Team Lead: Mr. Mohak Gupta
- ▶ Now serving customers in both Kenya and Nepal, we strive to meet diverse needs.
- ▶ Our exported brands, Stay Young and Nutridecc, reach global audiences.
- ▶ Our products are currently undergoing registration processes in Nigeria, UAE, and USA.
- ▶ Establishing subsidiaries in the USA and UAE to facilitate stocking and sales.



# Revenue Channel IV: Online Marketplace

- ▶ Team Lead: Ms. Mohita Gupta
- ▶ Discover premium wellness solutions tailored for discerning customers on the online marketplaces Amazon & [www.otcfirst.in](http://www.otcfirst.in)
- ▶ Our curated selection of **Nutridecc and Organowild** brand products caters to select geographies, ensuring top-tier quality and satisfaction.
- ▶ Elevate your health and well-being with our range of premium offerings, meticulously crafted to meet the needs of the modern, health-conscious consumer. Experience the difference with Nutridecc and Organowild, available exclusively on [www.otcfirst.in](http://www.otcfirst.in) and Amazon Marketplace.





## Advancing Innovation R&D and Product Pipeline



Dr. Minto P Gupta

- ▶ Our current products are commercialized every six months.
- ▶ We're collaborating with CSIR-IHBT to develop four new product technologies.
- ▶ Additionally, our in-house team is creating seven new personal care products

## Optimizing Manufacturing Capabilities for Growth



Mr. Mohak Gupta

- ▶ Upgrading our manufacturing facility to align with updated global GMP standards for supplements, nutraceuticals, and Nutri Foods.
- ▶ Increasing the utilization of active generic products to optimize revenue generation.
- ▶ Focusing on enhancing capacity utilization to capitalize on market opportunities and drive growth

## Strategic Board Expansion for Enhanced Governance and Growth



- ▶ Expanding the Board of Directors to diversify expertise and experience, aiming to navigate complex regulatory environments and dynamic markets effectively.
- ▶ This initiative underscores a commitment to proactive governance, enhancing compliance, and strategic direction for sustained growth and success.

## Navigating Growth: Driven by Quality and Dependability

- ▶ **Focus on Compliance & Regulation:** By adhering to regulatory standards like FSSAI in India and the Dietary Supplement Health and Education Act (DSHEA), we ensure the quality and safety of our products. This commitment to compliance not only builds consumer trust but also facilitates entry into regulated markets, opening up new growth opportunities.
- ▶ **Sales & Marketing Strategy:** We are expanding our sales and marketing team, leveraging various channels including direct marketing and e-commerce, and utilizing influencer marketing in international markets to drive demand and increase brand recognition. Our goal is to penetrate Tier 2 and Tier 3 cities, making our products more accessible and affordable to a wider consumer base.
- ▶ **Competitive Advantage and Influencer Engagement:** Through strategic pricing and preserving product uniqueness, we maintain a competitive edge in the market. We are currently engaged with around 463 active influencers out of a total of approximately 600, achieving a traction rate of 10% to 15%.
- ▶ **The Government of India has proposed 2023 as the International Year of Millets to the United Nations** to boost demand for nutritious foods globally and domestically. Millets include small-seeded grasses like pearl millet, finger millet, and sorghum. Organowild's new millet cookies are strategically positioned to capitalize on this growing demand for millet-based products.



# Navigating Growth: Expansion Initiatives

Deccan Healthcare Limited is focused on translating state-of-the-art scientific research into long-lasting nutritional solutions. Operating in the rapidly growing nutraceuticals supplement industry, fueled by growing health consciousness and a preference for natural ingredients, we are leading the way in this upward trend.

▶ **Strategic Initiatives Fueling Business Expansion and Capacity Enhancement:** The company has enhanced its production capabilities and streamlined operational processes, positioning itself to efficiently handle increasing demand and facilitate effective business expansion.

▶ **Charting New Horizons:** Expanding into new markets and geographies by implementing various strategies. These include expanding within different states of India and establishing distribution partnerships in the Gulf Cooperation Council (GCC) and the US. These initiatives aim to reach new consumer segments and increase market presence. Additionally, the company is planning to invest in a new intermediary factory and improve packaging facilities, signaling its preparedness for future growth.



▶ **Harnessing the e-commerce trend** for effective consumer reach, we're revolutionizing product structures through constant innovation, ensuring our offerings lead the industry.

▶ **Transitioning from the medical segment to Nutraceuticals & NutriFoods** reflects the company's strategic response to evolving consumer preferences. With a focus on expanding product range in these sectors, they are well-positioned to meet the rising demand for health and wellness products.

▶ **Driving Growth Through Innovation and Expansion:** With a portfolio of 1000 recipes, including 400 in-market SKUs and 173 new recipes, the company showcases a strong commitment to product innovation and diversity. Their ambitious expansion strategy, targeting domestic and international markets, underscores their dedication to fostering growth.

# Leadership Team



Dr. Minto Purshotam Gupta  
Promoter, Chairman & MD

- Dr. Minto Purshotam Gupta is a Ph.D. in Microbiology, Cellular Biochemistry, Naturopathic Medicine, Phytochemicals, Administrative Services and a Master of Science in Biochemistry from the prestigious University of Bombay.
- Dr. Gupta possesses over three decades of unparalleled expertise in the nutraceuticals and preventive healthcare industry. an M.Sc. Bio-Chemistry from University of Mumbai.
- He started Deccan Healthcare in 1996 with experience of over 25 years and has steered the company on a profitable journey.
- His career background includes research and management positions in companies such as Rallis India Ltd. (TATA Group), Ranbaxy Laboratories and SOL Pharmaceuticals.



Meenakshi Gupta  
Promoter & Non-Executive Director

- Masters of Science in Education Extension from the Maharaja Sayajirao University of Baroda.
- Worked on World Health Organisation (WHO) Project in 1982. She conducted extensive research project in Gujarat where she designed and constructed a commercially scalable indigenous water filter.
- Visiting faculty Sankalp Centre For Disabilities & Visiting faculty Deepalaya Learning Centre for children, Saharanpur.
- Member of Inner wheel Club for women, Hyderabad & Member of Sanskriti Old-age welfare association.



Mohak Gupta,  
Chief Operating Officer

- MBA from Ahmedabad and attended executive courses at the London School of Economics
- He has worked as a senior positions in ICICI Bank and Idemistu Kosan Co.



Mohita Gupta  
Chief Business Officer

- MBA from NALSAR University of Law
- Master's degree from London School of Economics (LSE)
- Has experience with Barclays, ICICI Lombard, Iffco-Tokio

## Ruchi Khattar Independent Director

- Alumnus of Lady Shri Ram College, Delhi University
- A distinguished career that includes senior positions at Max Bupa Health Insurance Limited and Max Life Insurance Company Limited

## Samhitha Kandlakunta Independent Director

- MBA in Finance from the University of Dallas, Texas, USA, and a PG Diploma in Alternative Dispute Resolution from NALSAR University of Law. Also, Masters in Law of Financial Services & Capital Markets from NALSAR University of Law and ICADR, India.
- Additionally, Certification in Bloomberg Market Concepts and member of Beta Gamma Sigma and Sigma Zeta Chapter

## Ravi Ramprasad Non-Executive Director

- Three decades of experience in the media industry, along with contribution to several prominent print, electronic and Internet media platforms.
- Launched, "Maritime Gateway", a largest shipping and logistics magazine circulated in India & South Asia. Recognized for his noteworthy achievements in building news networks, launching publications and digital platform, 'Digital Dialogues'.

## Viraj S Shah Independent Director

- Professional qualifications including membership in the Institute of Company Secretaries of India and a postgraduate degree in Commerce from Sardar Patel University.
- Currently pursuing LLB from Gujarat University, Ahmedabad, Viraj's adept understanding of various laws and accounting practices enhances our organizational capabilities.

## Umanja Venkata Satya Siva Srihari Kolla Non-Executive Director

- Founder of Sreenidhi Group in real estate, Aruntech Solutions Pvt Ltd, & SKB&SVR Memorial Trust, dedicated to supporting social, cultural, educational, and humanitarian causes.
- He is associated with Phoenix Group, a corporate conglomerate operating in Realty, Automobiles, Power, and Mining industries. His expertise lies in harnessing resources, capabilities, and relationships to drive exponential growth for businesses.

## Ramesh Kumar Independent Director

- PG in PM & IR from Xavier Institute of Social Service, complemented by his Graduation from BHU. With a rich background spanning over 35 years in Human Resources operations.
- He was instrumental in optimizing human capital management practices at IFFCO Tokio General Insurance Co. Ltd. Also, he has championed organizational-wide competence development & talent acquisition strategies, ensuring a robust talent pipeline to support the company's growth trajectory.

## Bhavika Sanghani Independent Director

- Bhavika's professional journey as a Company Secretary, coupled with her Bachelor of Business Administration from DAVV University, Indore, spans over 5 years. Currently, Bhavika holds a pivotal role at Hindustan Waste Treatment Private Limited, where she leverages her extensive experience and strategic acumen.
- Her past affiliations with prominent companies such as SMS-AABS India Tollways Private Limited and Parenteral Drugs (India) Limited (listed at BSE and NSE) underscore her diverse skill set and industry insight.

# Leadership Team – Key Managerial Personnel

## Mr. Parth H Palera Chief Financial Officer

- As the Chief Financial Officer of Accounts & Finance, Mr. Parth H. Palera is entrusted with the comprehensive oversight of the company's financial operations.

## Ms. Vaishali Gagnani Company Secretary & Compliance Officer

- As the Company Secretary & Compliance Officer for Legal & Compliance, Ms. Vaishali Gagnani holds the crucial responsibility of ensuring the company's adherence to legal standards and regulatory requirements.



**Mr. Minto Puroshotam Gupta**  
Chairman & Managing Director  
**DECCAN HEALTH CARE LTD.**  
HYDERABAD

Dear Mr. Gupta,  
**Congratulations!**

Out of the 298 SME companies listed on the Indian stock exchanges, **Deccan Health Care LTD** has been rated as one of the most progressive and growth oriented companies in SME category for the year 2019.

We at Dalal Street Investment Journal (DSIJ) believe that your company has the potential and steadily, but surely will be one of the few companies migrating to Main Board category in the near future.



Sharing similar views, Geeta Aggarwal, a successful nutraceutical health-entrepreneur and CEO of OneLife and Director of Leasons, India opened "Doctors largely are not familiar with nutraceuticals. Their focus has traditionally been on pharmaceutical drugs. There are a few doctors who are open to understanding nutraceuticals and functional foods and suggesting the same to their patients but that is a very small number."

However, in order to impart correct knowledge to doctors, nutraceuticals are needed to be supported with strong clinical trial results. The obtained supporting data can help ease off marketing approval from the regulatory authorities as well.

When further asked about what steps can be taken to make doctors aware about nutraceuticals and functional food, Geeta said "A lot of work with doctors is needed in this space. Doctors have always focused on traditional pharma drugs. Consumers are shifting from synthetic drugs to more organic/ natural alternatives. The doctors also realize this shift and have started looking into the nutraceutical and the various products offered in the nutraceutical space. Companies need to aid explain various benefits of the products to the doctors and convince them of the use and benefits work closely with doctors before a doctor would prescribe the products to their patients. Studies along with sampling are a key to gain the doctor's confidence."

"In the present scenario, I believe that except for registered dieticians and nutritionists, doctors do not receive a sufficient degree of training with regard to nutrition. Training doctors both at the entry level and throughout their course in nutritional sciences/dietetics, and some physiology and plant chemistry will help expand their understanding of these products in a better way," said Nihal Marikawa, Founder of Setu, a homegrown natural nutritional supplements brand while sharing his thoughts on the steps needed to be taken in order to create awareness amongst doctors.

Dr. Sahram suggested "A structured approach towards the KOL education on nutraceuticals is the key. Partnership between industry and academia, proactive and liberal initiatives by nutraceutical industry leaders towards KOL education and targeting of endorsement of product quality knowledge and trust in the brand must be done through KOL education." He further also suggested that effective and science-driven product branding and promotion and collaborations with various associations can help in this regard.

"Nutraceuticals are value-added pills. They provide vitamins, minerals, amino acids, phytonutrients, etc. helping the consumer meet RDA. When RDA of these nutraceutical ingredients are not met by regular food they result in the deficiency of micronutrients. Increase in the deficiency of micronutrients with time causes medical conditions. At this stage, the consumer visits the doctor who prescribes medicines to overcome nutrient deficiencies and treat the patient. Pharmaceutical vitamins/mineral category is one of the biggest markets."

-Minto Gupta, CMD, Deccan Health Care Limited









# Standalone Profit & Loss Statement

₹ in Lakh

Particulars	Quarterly					Yearly		
	Q4FY24	Q3FY24	QoQ	Q4FY23	YoY	FY24	FY23	YoY
Total Income	1,597.5	1,534.3	4.1%	1,586.5	0.7%	5,974.3	4,503.8	32.6%
Raw Material Cost	1,009.1	1,142.4		1,065.2		3,046.5	3,196.5	
Inc./(Dec.) in Inventory	(14.8)	30.3		(68.3)		701.5	(699.6)	
Employee Cost	99.1	87.4		73.1		341.3	323.9	
Other Expenses	436.4	150.6		436.5		1,507.7	1,475.7	
EBIDTA	67.0	123.5	(45.8)%	79.5	(15.7)%	375.9	205.6	82.8%
EBIDTA Margin (%)	4.2%	8.1%	(386) bps	5.0%	(82) bps	6.3%	4.6%	+173 bps
Depreciation & Amortization Expense	35.7	40.0		35.6		146.7	142.8	
Finance Cost	2.4	1.5		3.0		6.4	11.4	
PBT	29.6	82.1	(64.0)%	41.5	(28.8)%	224.3	53.1	4.2x
Tax	16.7	27.0		10.5		72.1	13.4	
PAT	12.8	55.1	(76.7)%	31.1	(58.7)%	152.2	39.7	3.8x
PAT Margin (%)	0.8%	3.6%	(279) bps	2.0%	(116) bps	2.5%	0.9%	+166 bps



# Standalone Balance Sheet Statement

₹ in Lakh

Assets	FY24	FY23	Equity & Liabilities	FY24	FY23
<b>Non-Current Assets</b>	<b>1,987.5</b>	<b>2,102.3</b>	<b>Equity</b>	<b>9,703.7</b>	<b>8,165.5</b>
Property Plant & Equipments	1,567.6	1,683.2	Share Capital	2,037.7	1,704.3
Investments	1.0	1.0	Other Equity	7,666.0	6,461.2
Intangible Assets	1.7	1.7	<b>Non-Current Liabilities</b>	<b>314.9</b>	<b>267.8</b>
Other Financial Assets	180.2	179.4	Borrowings	118.9	59.9
Other Non-Current Assets	236.9	236.9	Provisions	10.9	9.3
			Net Deferred Tax	185.1	198.6
<b>Current Assets</b>	<b>8,745.1</b>	<b>7,545.0</b>	<b>Current Liabilities</b>	<b>714.0</b>	<b>1,214.0</b>
Inventories	4,569.7	4,675.3	Borrowings	21.8	95.4
Trade Receivables	988.7	1,199.0	Trade Payables	425.1	842.8
Cash & Cash Equivalents	222.4	136.4	Other Financial Liabilities	112.5	104.8
Other Financial Assets	137.4	0.1	Provisions	15.2	22.9
Other Current Assets	2,826.9	1,534.2	Other Current Liabilities	54.8	81.4
			Net Current Tax Liabilities	84.7	66.7
<b>Total Assets</b>	<b>10,732.6</b>	<b>9,647.3</b>	<b>Total Equity &amp; Liabilities</b>	<b>10,732.6</b>	<b>9,647.3</b>



# Thank You!

## GET IN TOUCH WITH US

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