



Date: 02 August 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 ended 30 June 2024

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investors' Presentation on Financial Results for the quarter ended 30 June 2024.

The above information is being hosted on the Company's website 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**
(M.no. A58408)
Encl: a/a

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Tel: +91 40 4709 6427

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Uttarakhand, India
CIN: L72200TG1996PLC024351
www.deccanhealthcare.co.in



Investor Presentation

Q1 FY25

BSE: 542248

June 2024

Safe Harbor

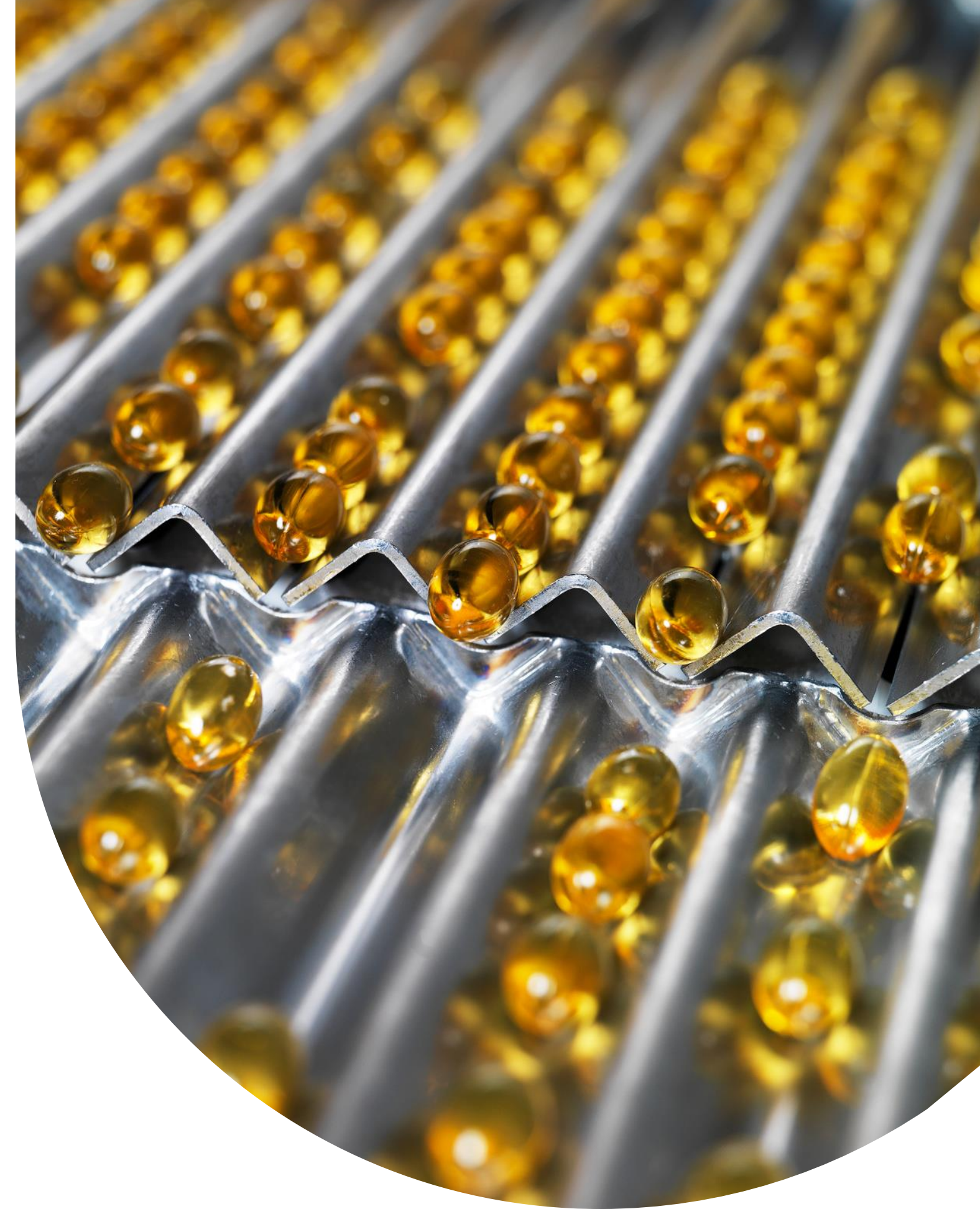
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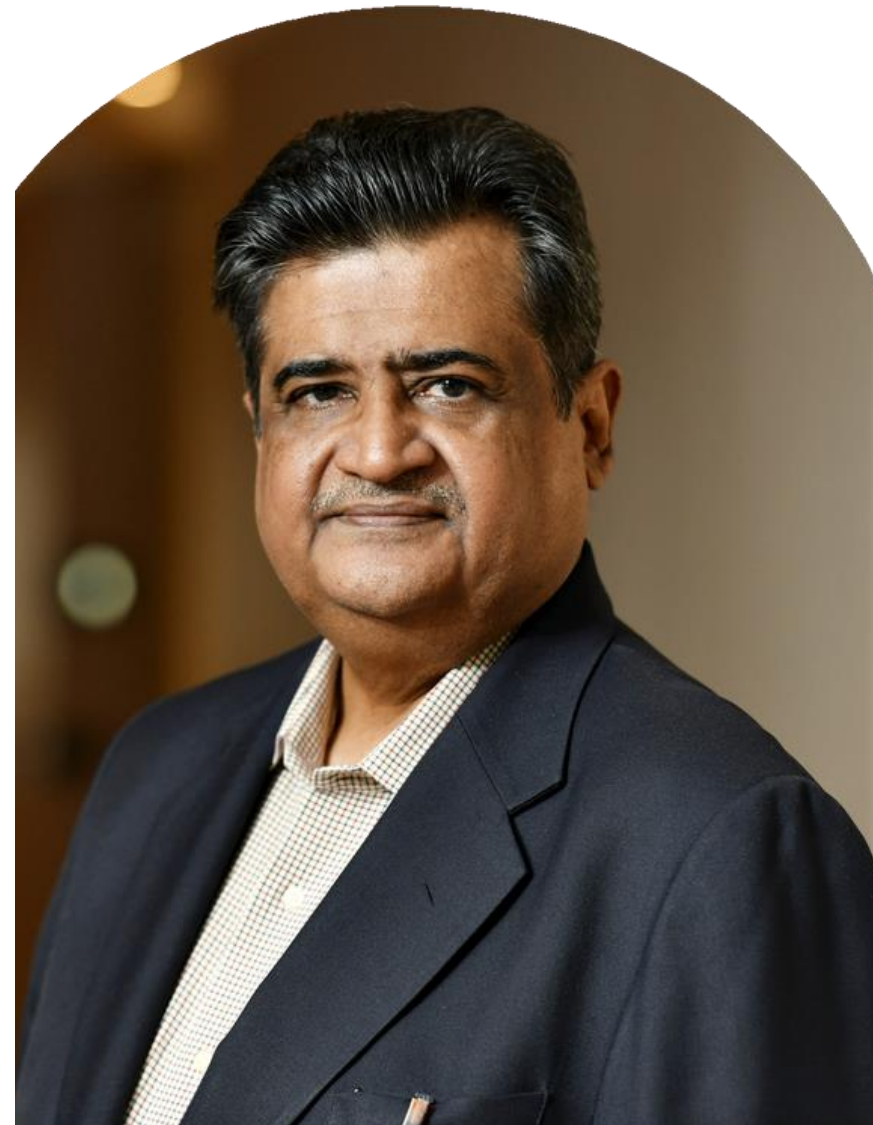
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Presentation Content

- ◆ Q1 FY25 Financials
- ◆ Recently Product Launched
- ◆ Company Profile
- ◆ Annexure





Dr. Minto Purshotam Gupta
Promoter, Chairman & MD

Commenting on the results, Dr. Minto Purshotam Gupta, Chairman & Managing Director of Deccan Health Care Limited said, “I am delighted to share that during the quarter our recent launch of OrganoWild Natural Iron Mango Slice has been met with strong consumer acceptance, allowing us to expand its regional distribution. This innovative product, aimed at boosting iron intake and preventing anemia, reflects our commitment to addressing important health needs, particularly for teenagers and women of childbearing age. We are also strengthening our efforts by partnering with NGOs and multinational corporations under their CSR initiatives to support the Anemia Mukh Bharat program and enhance employee well-being.

On the financial front, our performance has demonstrated resilience and growth. Despite a decrease in revenue from the previous quarter, we have seen impressive year-on-year growth, highlighting our ability to adapt and thrive in the market. Our focus on operational efficiency and cost optimization has significantly improved profitability, ensuring we continue to deliver value to our stakeholders. I am deeply grateful for the support of our dedicated team and partners, and I look forward to building on this momentum as we strive for continued excellence.”

Q1 FY25 Financials

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



Standalone Financial Performance Highlights for Q1 FY25

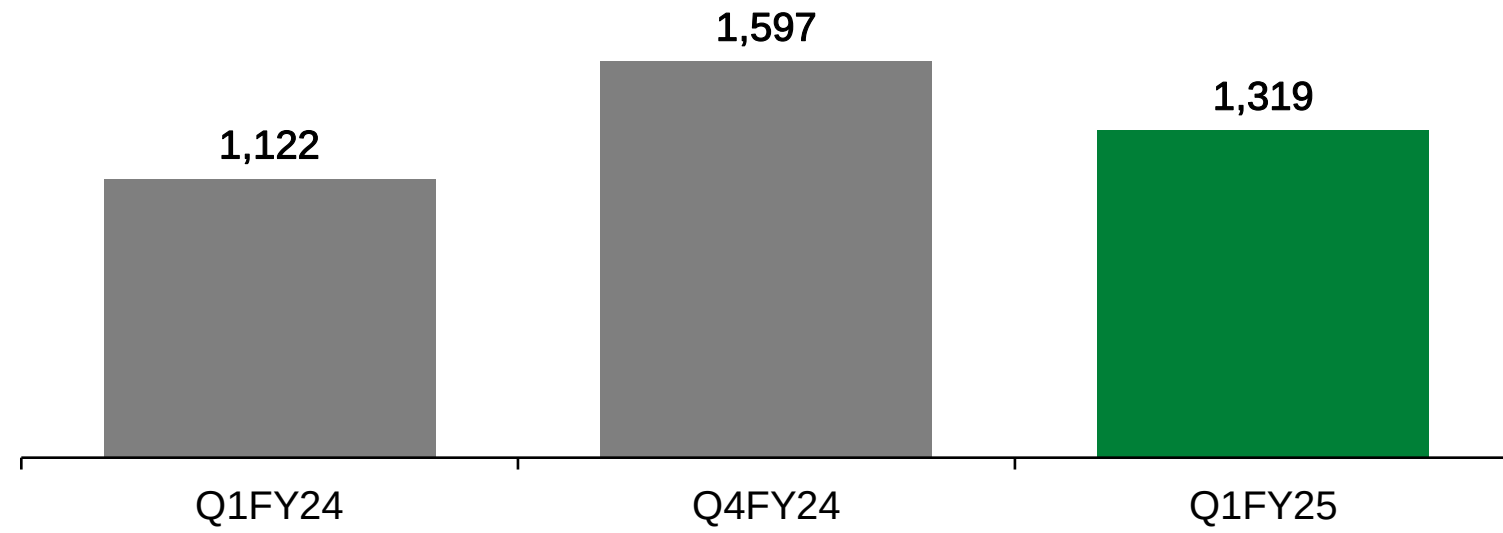
- ▶ **Revenue:** In Q1 FY25, Deccan Health Care Limited achieved a revenue of ₹1,318.6 lakh. While this marks a 17.4% decrease from the previous quarter's ₹1,596.8 lakh, it reflects a positive YoY growth of 17.5%, up from ₹1,122.3 lakh in Q1 FY24. This growth showcases the company's resilience and strong market presence, demonstrating its ability to meet demand and drive sales over time.
- ▶ **EBITDA:** The company's EBITDA increased to ₹87.0 lakh in Q1 FY25, a 29.8% rise from ₹67.0 lakh in Q4 FY24 by enhancing operational efficiency and effective cost optimization. Despite a revenue decrease, the EBITDA margin improved significantly from 4.2% to 6.6%. However, there was a slight YoY decline of 75 basis points from 7.3% in Q1 FY24, the company has maintained profitability and managed expenses effectively.
- ▶ **PAT:** In Q1 FY25, the company's PAT surged to ₹36.9 lakh, a significant increase by 2.9x from ₹12.8 lakh in Q4 FY24, reflecting a robust improvement in net profitability. The PAT margin also showed considerable growth, rising from 0.8% to 2.8% on a QoQ basis.

Key Business Highlights

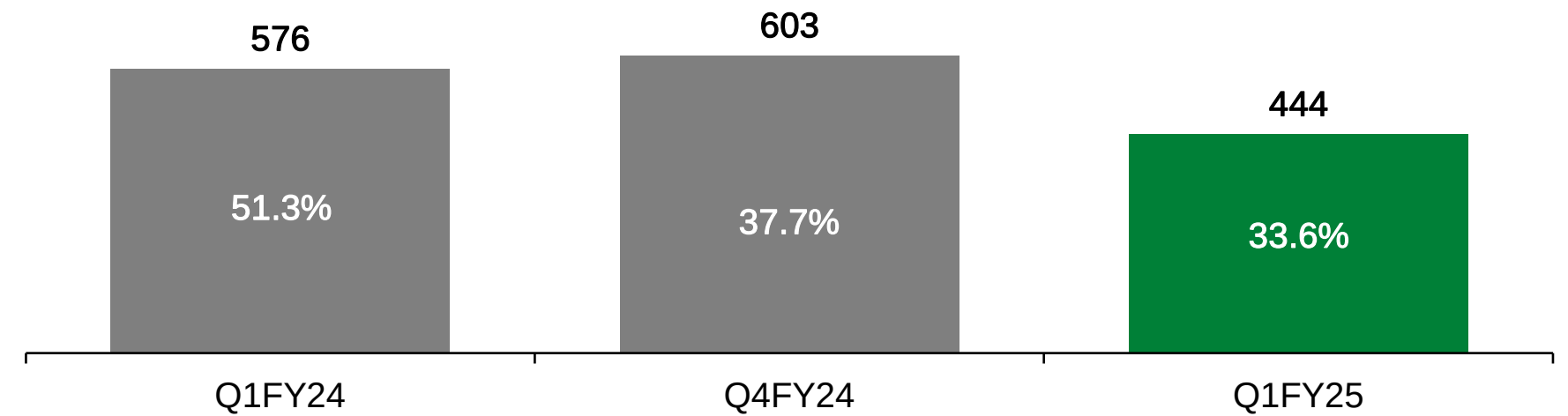
- ▶ **Expansion into NutriFoods:** Leveraging CSIR IHBT's advanced technology, our company has successfully ventured into the NutriFoods sector.
- ▶ **Successful Product Launches:**
 - OrganoWild Natural Iron Mango Slice, launched in May 2024, a unique product that helps boost daily iron intake and prevents anemia, especially in teenagers and women of childbearing age. The product has received strong consumer acceptance, leading to a regional distribution expansion.
- ▶ **Anemia Mukh Bharat Program Participation:**
 - Expanding Collaboration: Deccan Health Care Limited is increasing its partnership with NGOs to support the Government of India's Anemia Mukh Bharat initiative and collaborating with MNCs, Large IT Corporate bodies under their CSR initiatives for their employees.
- ▶ **International Expansion:** Pursuing product registration to facilitate exports to GCC countries, marking our entry into new international markets



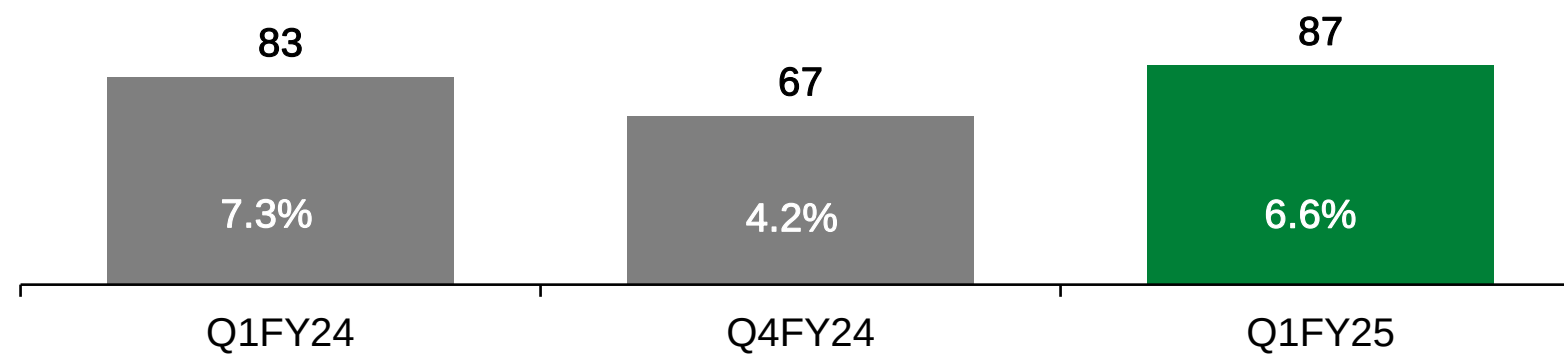
Revenue



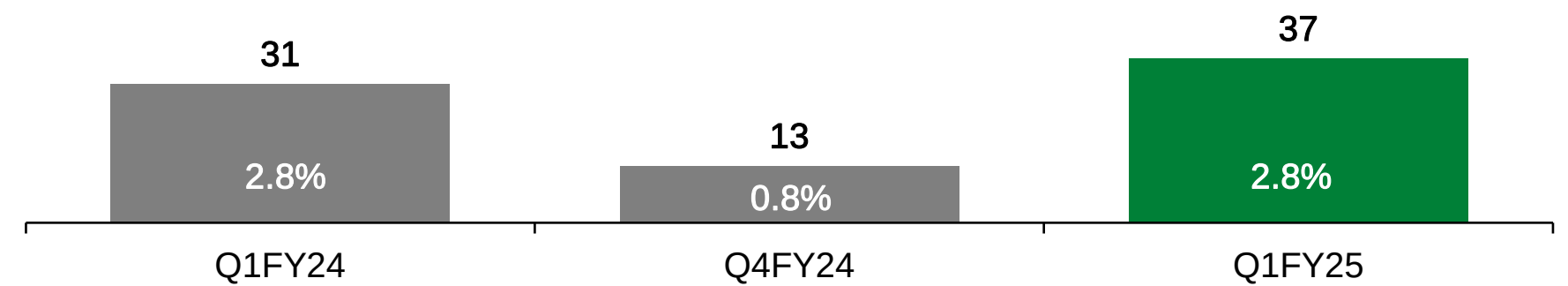
Gross Profit & Margin(%)



EBITDA & Margin(%)



PAT & Margin(%)

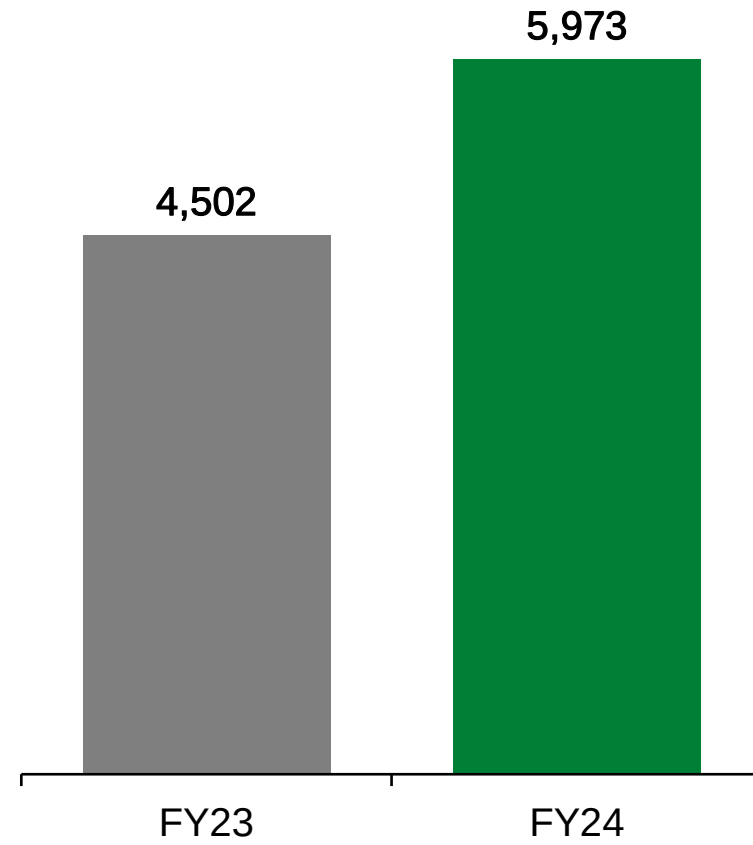


Yearly Financial Performance

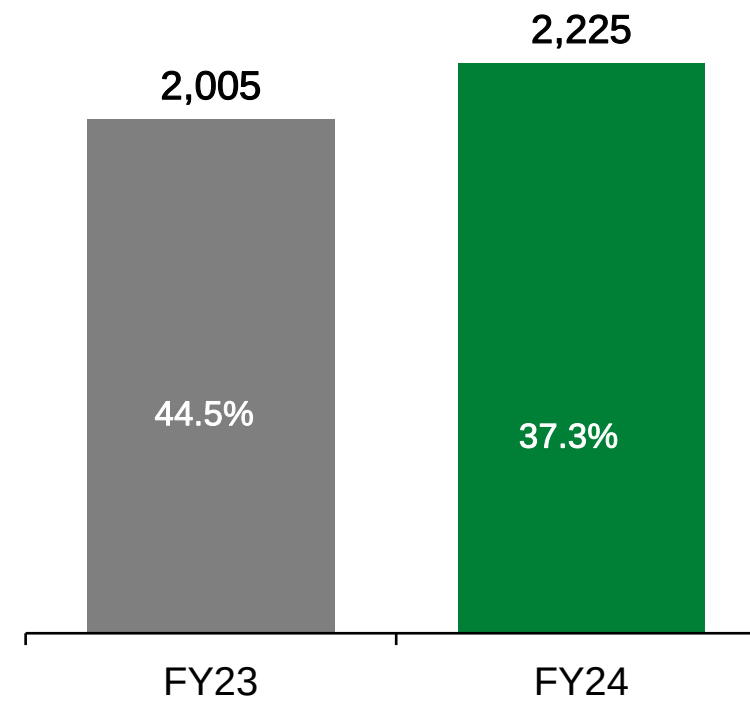


₹ in Lakh

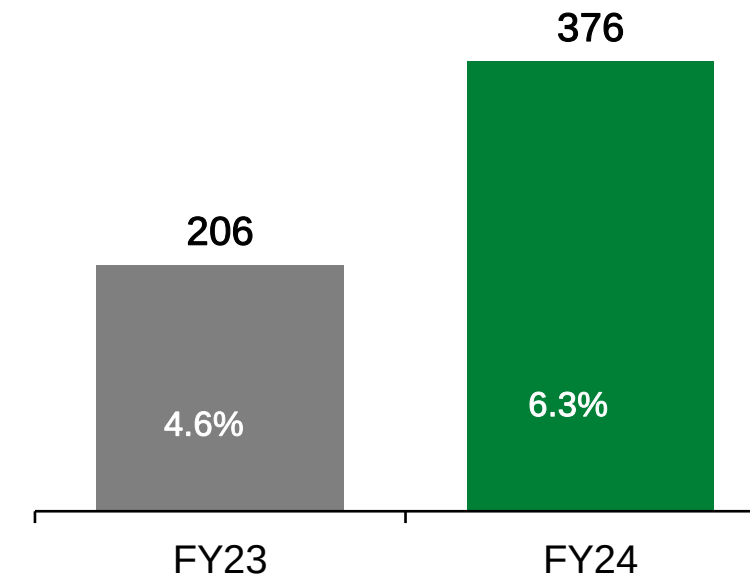
Revenue



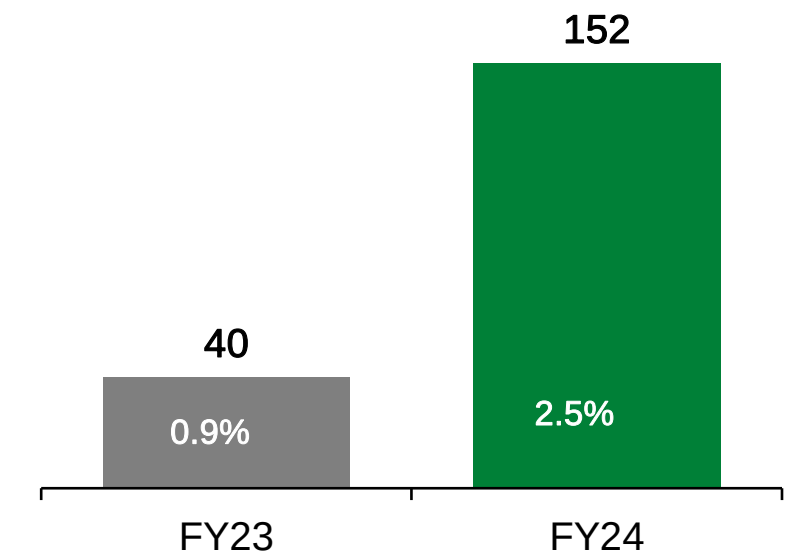
Gross Profit & Margin(%)



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



**Respidecc
Respiratory Support**



**Livodecc
Liver Tonic**

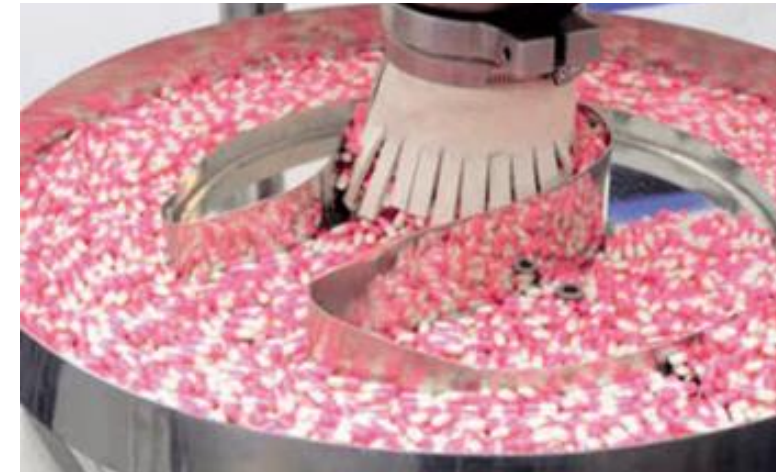
Step into a world where the essence of nature intertwines seamlessly with the precision of herbal science. Our Wellbeing product line embodies the ancient wisdom of Ayurveda, bringing you the best of both worlds for holistic well-being. Each product is a fusion of natural ingredients and scientific innovation, 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

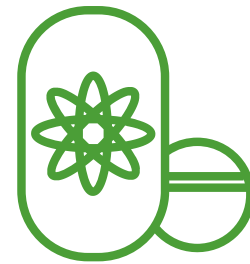


We make everyday quality of life more awesome



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

Migrated to Main Board Platform of BSE in 2023. Our dedication to excellence and sustainable growth has earned us the trust of investors and stakeholders alike.



Quality

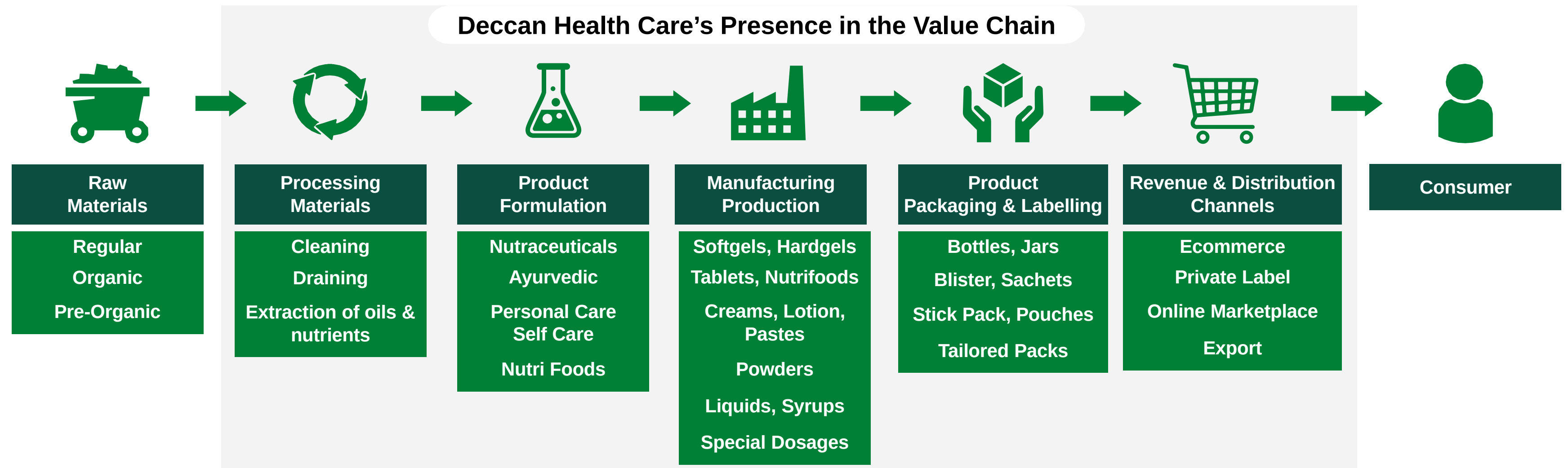
Certifications include CGMP, FSSAI, EQFS, WHO-GMP, German, ICM, USP, Ministry of Ayush, and ISO 9001:2015.



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

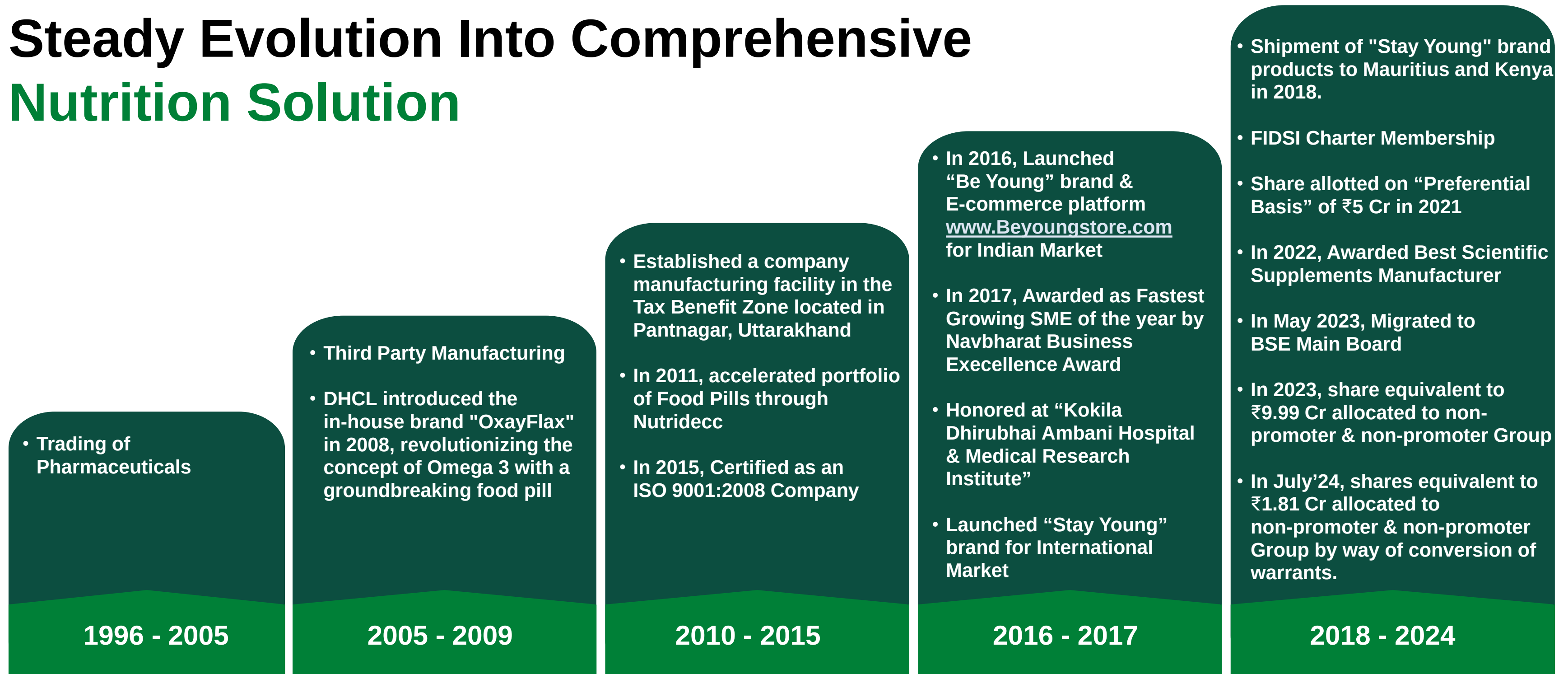
Capabilities

- 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
- ▶ Areas Of Operation: Rajasthan, Punjab, Uttar Pradesh, Bihar [24-25], Jharkhand, Assam, Mizoram, Odisha, Maharashtra, Gujarat [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.



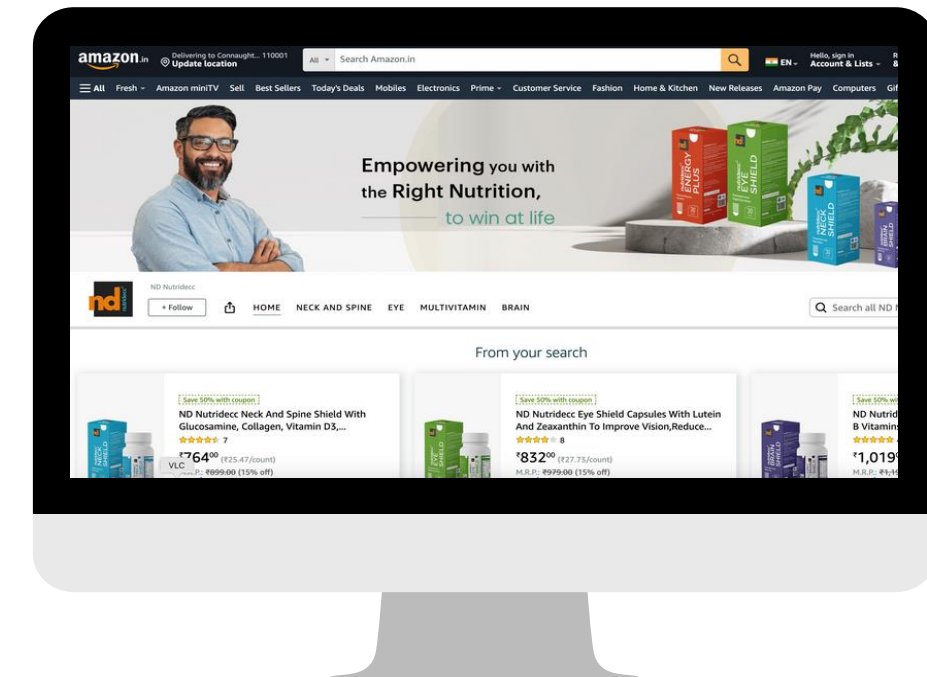
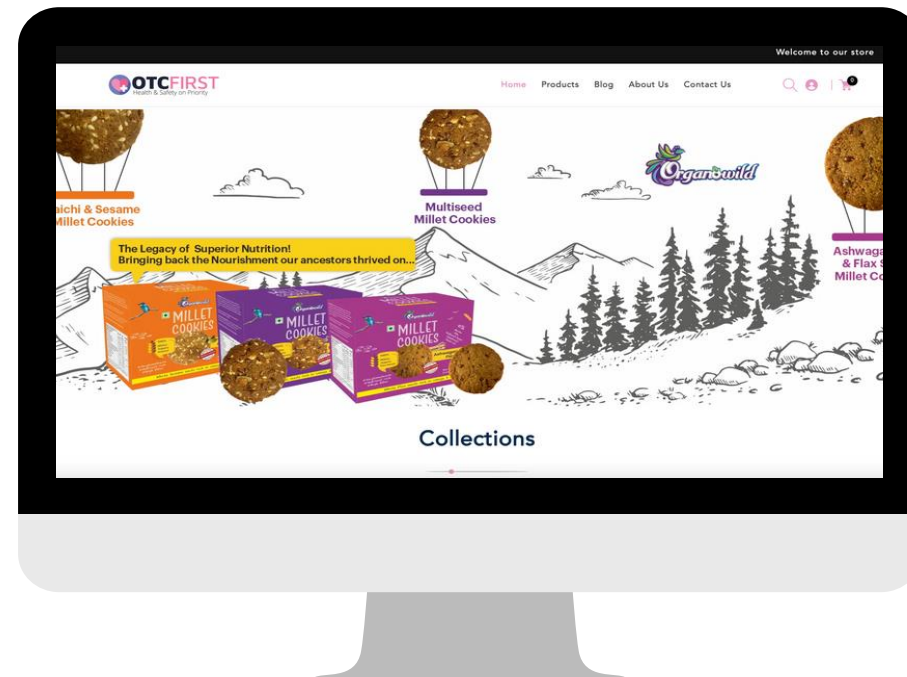
Revenue Channel III: Export

- ▶ 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.
- ▶ Established subsidiary in the USA & in the process of establishing in UAE to facilitate stocking & 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
- ▶ 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 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 Health Care 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 Health Care 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 Lesons, 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 this category. Companies need to aid and 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 are needed.

"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



Growing Food industry Creating Plethora of Career Opportunities



MOHITA GUPTA
THE YOUNG ENTREPRENEUR WORKING TOWARDS THE NUTRITION AND WELLNESS OF PEOPLE THROUGH BE YOUNG STORE

BE YOUNG
Best Quality of Life

WOMEN AND TECHNOLOGY: OPENING NEW DOORS TO FIND WOMEN CEO BUSINESS

For some time, the misrepresentation of women in technology-related fields has proliferated the industry. To launch a mission, you have to be laser-focused on your goals and a strong network of support like that of the #BeYoungest team makes the journey better for those who have the same higher. Above all, with an estimated \$2.5 trillion to be spent annually on healthcare and only 8.7% percent of research funding going to women-led health tech startups, Gupta says her team is at stake by having the world's nutrition and wellness problems to be solved from one perspective alone.

"We need to rethink the innovation in the nutrition and wellness sector by putting diversity, equity and inclusion front and center. We will never find the solutions to the biggest nutrition problems without diverse perspectives leading products."

KEY TAKEAWAYS OF THE CONSUMER

- By 2023, the Company aims to build the climate 1 billion consumers.
- Create an E-commerce platform engaging 100M Recommended Dietary Allowance nutrition & skill development.
- First 50k is in the way that is about the Quality of Life and nutritional need.
- Second is to engage potential consumers and influencers through education, training and skill development.
- Third is to align financial freedom and improved Quality of Life.

BE YOUNG IS A DISRUPTIVE PLAYER

- Focused on the large market opportunity of US\$ 4 billion.
- Training and development of young Social influencers engaging in marketing and sales of the Young product portfolio.
- Value & Cost driven.
- It is Technology and data driven to enable digital.

BE YOUNG STORE
BE YOUNG STORE falls in the category of one of the top-notch emerging nutritional websites. BE YOUNG'S Nutrition food pills and make carry the inherent goodness of nature. Through the brilliance of advanced science that helps







Standalone Profit & Loss Statement

Particulars (₹ in Lakh)	Quarterly					Yearly
	Q1 FY25	Q4 FY24	QoQ	Q1 FY24	YoY	FY24
Total Income	1,318.6	1,597.5	(17.5)%	1,122.9	17.4%	5,974.3
Raw Material Cost	629.8	1,009.1		528.0		3,046.5
Inc./(Dec.) in Inventory	245.3	(14.8)		18.6		701.5
Employee Cost	90.8	99.1		100.3		341.3
Other Expenses	265.7	436.4		393.0		1,507.7
EBIDTA	87.0	67.0	29.8%	82.5	5.5%	375.9
EBIDTA Margin (%)	6.6%	4.2%	+240 bps	7.3%	(75) bps	6.3%
Depreciation & Amortization Expense	36.0	35.7		39.3		146.7
Finance Cost	1.7	2.4		2.1		6.4
PBT	49.3	29.6	66.6%	41.6	18.4%	224.3
Tax	12.4	16.7		10.3		72.1
PAT	36.9	12.8	2.9x	31.3	17.7%	152.2
PAT Margin (%)	2.8%	0.8%	+199 bps	2.8%	-	2.5%



GET IN TOUCH WITH US

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Thank You!

BE YOUNG
FOOD PILLS & MEALS
Boost Quality of Life

Vegan Natural Iron Mango Slice

Added goodness of Vegetable leaves, Herbs & Seeds

- BOOSTS IMMUNITY
- PREVENTS ANEMIA
- BUILD HAEMOGLOBIN
- GREAT FOR SKIN & HAIR

OTCFIRST
Health & Safety on Priority

Indulge in Superior Snacking...

Experience nature-dried, organic dried fruits,
preserving their intact taste and nutrition