

Dated-10.08.2023

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 (Q1'FY24)

Dear Sir/ Madam,

In furtherance to the un-audited standalone and consolidated financial results of the Company already forwarded to the stock exchanges this day in compliance of Regulations 30, 33 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, also please find enclosed herewith Investor Presentation (Q1'FY24) based on the financial performance of the Company for the quarter ended June 30, 2023. 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 9D, 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

NUREÇA

Think.
Feel.
Create.



+ Earnings Presentation
August 2023

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.

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NURECA,
is a leading Digital
healthcare and wellness
Solutions provider



CHRONIC
DISEASES



LIFESTYLE
& FITNESS



ORTHO CARE



MOTHER
& BABY



NUTRITION

Our
Focus
Areas

2021

Listed On Stock
Exchanges

₹295Mn

GMV For Q1FY24

₹212Mn

Total Revenue For
Q1FY24

76

USFDA Approved
Products

₹ (2) Mn

EBITDA For Q1FY24

₹ (7) Mn

PAT For Q1FY24

03

Established Brands

DrTrust DR PHYSIO trumom

210+ SKUS

Respiratory,
Physiotherapy,
Cardiac, Diabetes
And Mother & Child
Care

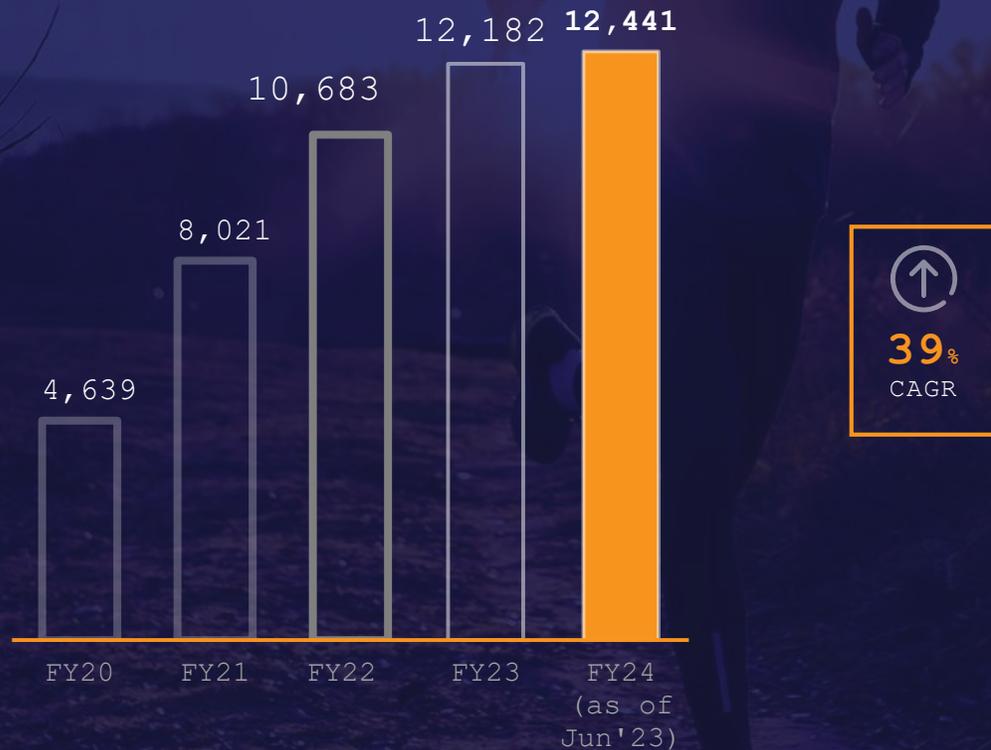


Our growing customer base

CUSTOMER BASE

(CUMULATIVE) *

(000')



*Gross Market Volume

Our customer base has grown exceptionally over the last 4 years which is a result of remarkable quality of our products that led to word-of-mouth marketing by our loyal customer base. Currently, most of our products enjoy 4+ Star ratings out of 5-star ratings across e-commerce platform.

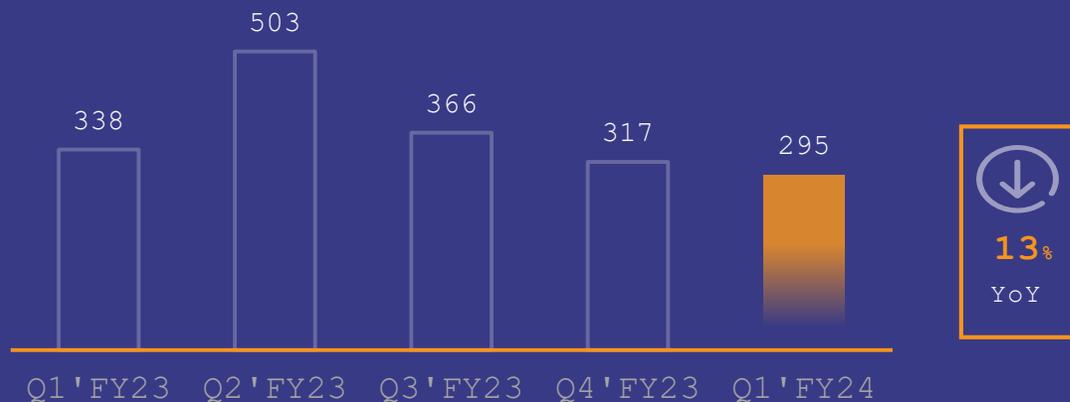
Key Performance Indicators

(INR in Million)

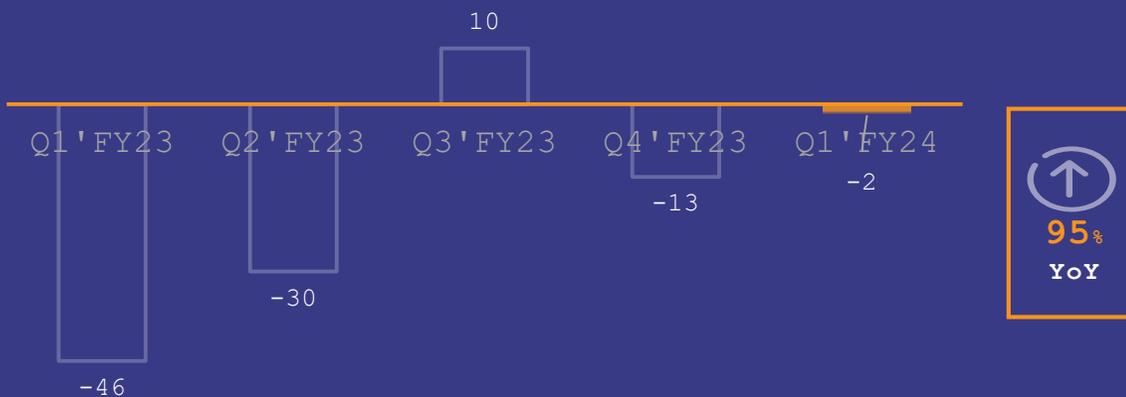
Revenue from Operations



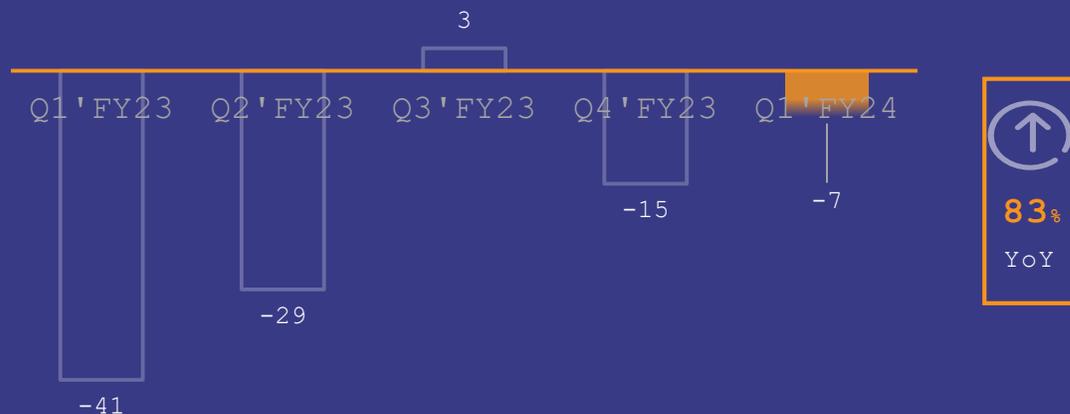
GMV Growth



EBITDA



PAT



Financials

(INR in Million)

Particulars	Q1'FY24	Q1'FY23	YoY	Q4'FY23	QoQ
Revenue from operations	212	255	-17%	212	0%
Other Income	27	12	128%	21	24%
Total Revenue	239	267	-10%	234	2%
Cost of Goods Sold	144	171	-16%	143	1%
Employee benefits expense	28	43	-35%	28	0%
Other expenses	69	99	-30%	76	-9%
Total Expenses	241	313	-23%	247	-2%
EBITDA	-2.3	-46	95%	-13	82%
Finance Cost	1	1	-14%	1	12%
Depreciation	6	6	-4%	6	4%
PBT	-9.3	-53	82%	-20	53%
Current tax	0	0	0%	1	-73%
Deferred tax	-2	-12	-79%	-5	-54%
PAT	-7.1	-41	83%	-15	54%
Other Comprehensive Income	0	0	-144%	-2	91%
Total Comprehensive Income	-7	-41	82%	-17	58%

Financial Performance

- ✓ GMV of Q1'FY24 stood at Rs. 295mn as compared to Rs. 338mn in Q1'FY23, decrease of 13%
- ✓ Operating Revenue was Rs. 212mn in Q1'FY24 as compared to Rs. 255mn in Q1'FY23, decrease of 17%
- ✓ EBITDA of the Company stood at Rs. (2)mn in Q1'FY24 as compared to Rs. (46)mn in Q1'FY23, an improvement of 95% YoY.
- ✓ Cost rationalization measures have resulted in lower employees' cost and other operational expenses, which has resulted in improvement in EBITDA despite lower revenue from operations.
- ✓ Other income of Q1'FY24 stood at Rs. 27mn, higher by 128% over Q1 of the last financial year.

New Product Launches

DR TRUST® - EpsomMAX Body Wash and Foot Cream

Are
**SORENESS,
PAIN &
STRAIN**

Affecting Your
Daily Routine?

Dr Trust®



SWIPE RIGHT TO KNOW
THE MOST EFFECTIVE SOLUTION

Introducing 1st & Only
Natural Pain Relieving
**BODY WASH
& FOOT CREAM**

With Pure Epsom Salt

CODE: EPX20



20% OFF on MRP

Limited Offer

Dr Trust®



New Product Launches

DR TRUST[®] - Contoured Cervical Pillow

Gentle, Luxurious & Stable

Extremely Supportive For Spine, Neck and Shoulders

Relaxes Cervical Vertebra

Relieves Neck Pressure

Relieves Head Pressure

Healthy Supine Height

Healthy Lateral Height

Solves All Kinds of Sleeping Problems



Headache



Light sleep



Bad posture



Tight shoulder



Snoring

Promotes A Restful Night Sleep

Suitable For All Sleeping Styles



For Low Pillow Sleepers



For Stomach Sleepers



For Side Sleeping



For Back Sleepers

Total Quality. Assured.

CERTIFICATE OF REGISTRATION

This is to certify that the management system of:

NURECA TECHNOLOGIES PVT. LTD.

Main Site: Plot No. 99, 100, Sector 82, JLPL, 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 Despatch of Nebulizer and Blood Pressure Monitor.

Certificate Number: 0129099

Initial Certification Date: 07 October 2022

Date of Certification Decision: 07 October 2022

Issuing Date: 07 October 2022

Valid Until: 06 October 2025

Calin Moldovean
President, Business Assurance

Intertek India Private Limited, F-Wing, 2nd Floor, Tax Centre, Chandivall Farm Road, Anandhi (East), Mumbai - 400072, India

Intertek India Private Limited is a NABCB accredited body under schedule of accreditation no. QM033.

In the issuance of this certificate, Intertek assumes no liability to any party other than to the Client, and then 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 systems certification. Validity may be confirmed via email at certificate.validation@intertek.com or by scanning the code to the right with a smartphone. The certificate remains the property of Intertek, to whom it must be returned upon request.

Total Quality. Assured.

CERTIFICATE OF REGISTRATION

This is to certify that the management system of:

NURECA TECHNOLOGIES PVT. LTD.

Main Site: Plot No. 99, 100, Sector 82, JLPL, 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 Despatch 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

Calin Moldovean
President, Business Assurance

Intertek Certification Limited, 10A Victory Park, Victory Road, Derby DE24 8ZF, United Kingdom

Intertek Certification Limited is a UKAS accredited body under schedule of accreditation no. 014.

In the issuance of this certificate, Intertek assumes no liability to any party other than to the Client, and then 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 systems certification. Validity may be confirmed via email at certificate.validation@intertek.com or by scanning the code to the right with a smartphone. The certificate remains the property of Intertek, to whom it must be returned upon request.

Nureca Technologies Private Limited, a Wholly owned subsidiary of Nureca Limited, has obtained ISO 13485:2016 and ISO 9001:2015 certifications from notified body Intertek, for Nebulizers and Blood pressure monitors.

These certifications represents another key milestone for the Company's globally certified made in India medical devices manufacturing site. It will open new avenues for the Company's flagship brand "Dr Trust", enabling to export these devices to many more countries. These certifications solidifies the Company's commitment to quality and compliance in the world of health.

Medical Products Manufactured by Nureca Technologies



BP Monitor



Nebulizer



Thermometer

Orthopedic Products Manufactured by Nureca Technologies



NURECA LIMITED



Knee Pillow



Heat Belt



Coccyx Pillow



Backrest Pillow



Cervical Pillow

What Makes Nureca Different?

Product Quality

- International standards quality and design of the products

Regulatory Compliance

- Our products are manufactured to be safe, accurate, long-lasting and compliant to national and international regulations. Our chronic monitoring devices are USFDA approved.



Wide product range

- Nureca offers an entire bouquet of digital home healthcare devices

Price-value proposition

- Superior consumer price-value proposition with stringent quality control

Brand Loyalty

- Nureca has generated a loyal customer base of over 11 million customers

Focused digital strategy

- Emphasis on 'Point of Sales' (POS) marketing via online channels; Videos on digital shelf and YouTube channel; Presence across multiple digital media; Strong emphasis on search engine optimisation (SEO).

1.12 Crore
Happy families use our products

Business Outlook

ADDING PRODUCTS AND CATEGORIES

- Strong focus on connected devices for remote patient monitoring
- Create a pipeline of innovative healthcare and wellness products
- A strong customer base for cross-selling of different products

OFFLINE EXPANSION

- Appointment of Mr. Rakesh Kumar, having exposure of more than 20 years across FMCG/OTC and Healthcare portfolios, as VP-Sales.
- Increase tie-ups with modern retail brands, pharmacy chains, hospital chains and leading electronics chains.

MARKETING

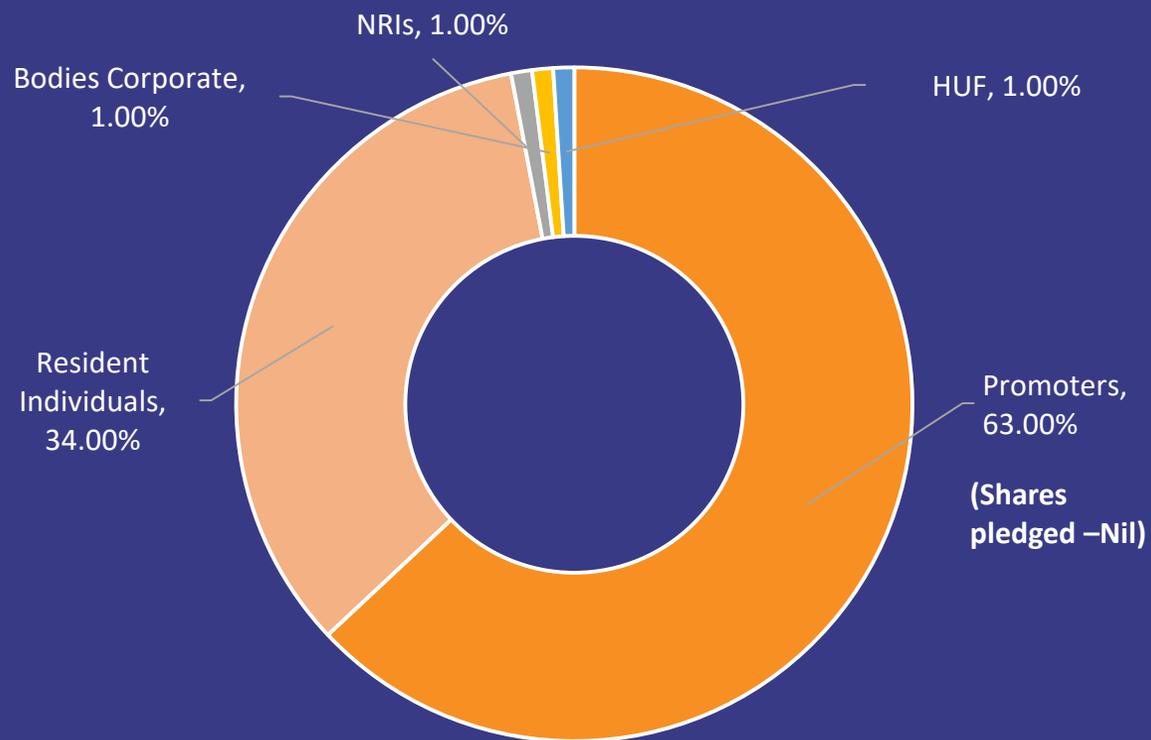
- Increase online and offline advertising
- Increase influencer marketing
- The Company plans to leverage data analytics and artificial intelligence for higher conversions

With the launch of our connected devices eco system, we will leverage data science capabilities to empower more people living with chronic and lifestyle diseases to live better and healthier lives. Our software will analyze clinical data and apply iterative insights to our user's lifestyle to deliver a more personalized care experience. This will reinforce our theme of shifting India's healthcare sector from curative to preventive and further from preventive to pre-diagnostics. We will be one step closer to our goal of making a positive impact on the lifestyle and health of our esteemed users and eventually enhance the longevity of their lives.



Shareholder Information

Shareholding as on 30th June 2023



NSE Ticker	NURECA
BSE Ticker	543264
IPO Listing Date	25 th February 2021
Market Cap (INR Cr)	348
Share Price (INR)	348
Shares Outstanding	1,00,00,175
Industry	Healthcare

Thank .
You .

INVESTOR RELATIONS AT NURECA

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cs@nureca.com

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Bhavan, Sonawala Lane,
Goregaon East, Mumbai,
Maharashtra - 400063
Drtrust.in Drtrust360.com



Trust whats best for your family!