

Dated – 05.05.2025

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, 2025)

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, 2025.

The above is for your information and records.

Thanking you,

Yours faithfully,

For **Nureca Limited**

NISHU

KANSAL

Digitally signed by
NISHU KANSAL
Date: 2025.05.05
21:38:18 +05'30'

(Nishu Kansal)

Company Secretary & Compliance Officer

M.No.A33372

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



Investor Presentation Q4 FY 25

Dr Trust

Ranked India's No.1 Home Healthcare & Wellness Brand



Great
Place
To
Work®

Certified
DEC 2024-DEC 2025
INDIA™

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 be a global leader in healthcare innovation, empowering individuals to take control of their well-being through cutting-edge technology, accessible solutions, and an unwavering commitment to excellence in quality and service.



Our Mission

To provide world-class healthcare solutions that seamlessly integrate advanced technology with personalized care, enabling individuals and families to live healthier, more fulfilling lives. We are committed to delivering high-quality, innovative products that are accessible, reliable, and enhance everyday well-being, while fostering a culture of excellence, integrity, and continuous improvement.

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Highlights of Q4



SWIGGY



- Entered into a new agreement with "**Swiggy**", a leading quick commerce player, to ensure faster product availability, enhance customer satisfaction, and expand our market reach. Our company's product are already available on other major Quick Commerce platform like Blinkit & Zepto.
- Nureca Limited's new manufacturing Facility project has been officially approved by Invest Punjab. This marks a major step forward in our expansion and local development Strategy.
- Nureca Technologies Private Limited, the manufacturing arm of Nureca Limited, has completed its annual **registration for its 510K exempt products with the U.S. Food and Drug Administration (FDA)** for company's production facility in Mohali, Punjab. This registration allows Nureca Technologies to continue manufacturing and exporting medical devices to the United States. It is the reflection of company's focus on maintaining regulatory standards and expanding its presence in international markets.



- Expected start date of commercial production: Apr'2026
- Location: Sundara Industrial Park, Mohali, Punjab
- Land Area: 2.25 acres
- Capacity: 200K–400K units per month over two years (phased expansion)
- Product Focus: Glucometer & Strips, Wheelchairs, Orthopedic Soft Goods, Heating/Cooling Solutions, Specialized Pillows, Massager
- Domestic, Export & OEM Focus



We are a **Digital First Healthcare Company** with more than **92% revenue generated by Online sales**

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

Financial Performance

GMV	Revenue from Operations	EBITDA	Profit After Tax
- Q4 FY 25 - INR 480 Mn (161% YoY growth) ▲ - Q4 FY24 - INR 298 Mn	- Q4 FY 25 - INR 317 Mn (87% YoY growth) ▲ - Q4 FY24 - INR 170 Mn	- Q4 FY 25 INR 32 Mn 9% (156% YoY growth) ▲ - Q4 FY24 INR -57 Mn (-36%)	- Q4 FY 25 INR 25.7 Mn 7.6% (162% YoY growth) ▲ - Q4 FY24 INR -41 Mn (-26%)
- FY 25 - INR 1730 Mn (26% YoY Growth) ▲ - FY24 - INR 1374 Mn	- FY 25 - INR 1097 Mn (18% YoY growth) ▲ - FY24 - INR 919 Mn	- FY 25 INR 49 Mn 4% (1492% YoY growth) ▲ - FY24 - INR 3.1 Mn (0.3%)	- FY 25 INR 9.5 Mn 1% (153% YoY growth) ▲ - FY 24 INR -17.9 Mn (-1.7%)

Business Highlights



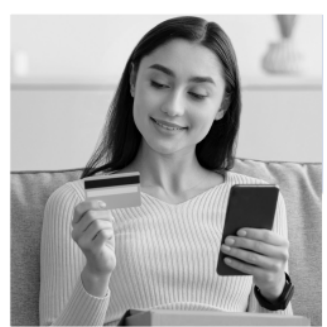


3P Interplay Generating Business MOAT (3P –Product – Placement – Promotion)

Internal Strengths Curated Over the Years Across Product Design, Supply Chain, Distribution and Marketing is Onerous to Replicate



Strategic Pillars



D2C growth

Expand our already strong presence online by innovating new products



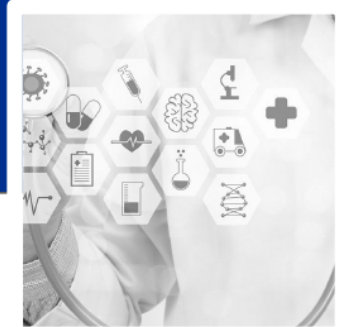
Omnipresence

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



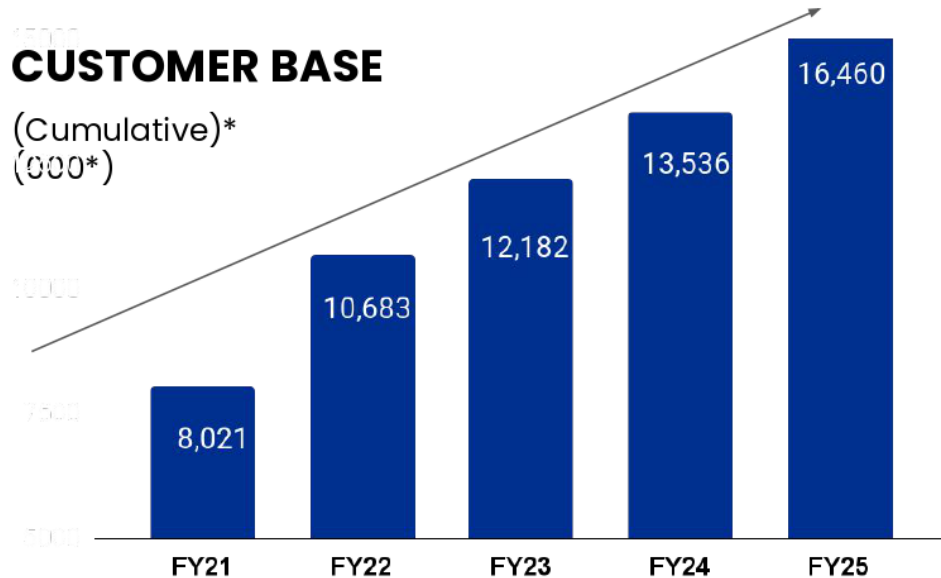
Connected Health

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

I. D2C growth

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



GMV*



92%

Revenue Contribution
from Online sales



1.60 cr

Happy
families use
our products



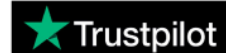
2

Economic Times
Awards



4.6 ★★★★★

4934 reviews



Reviews 314 • Excellent



4.6

Diving into Our Products Portfolio

Massagers



Manipol



Supervolt Go Gun



Dynamo Rechargeable Gun



Foot, Leg and Calf



Body Massager



Air
Compression
Massager
with Heat DVT
Pump

Weighing & Kitchen Scales



Platinum



8 Electrode Digital
(IOS/ Android
Sync))



Legend Smart Scale



Hercules Scale



Unbeatable Scale



Electronic Kitchen Scale



Kitchen Scale

BP Monitors



Smart BP



Goldline BP



Afib Talk technology



Comfort Pro BP



BP i Check Pro



Digital Wrist BP
With adjustable
Cuff

Thermo- meters



Instascan
Thermometer



Flexible Tip
Thermometer



Non Contact
Infrared
Thermometer



Infrared
Thermometer

Orthopedic Range- I



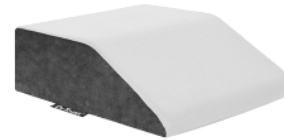
Coccyx Pillow



Knee Pillow



Backrest Pillow



Leg Elevation Wedge Pillow



Maternity Support Pillow



Backrest Wedge Pillow



Neck Pillow for travelling

Orthopedic Range- II



Neck rest Car Pillow



Neck Stretcher with heat



Neck Stretcher without heat



Memory Foam Pillow



Memory Foam Cervical Pillow



Contoured Cervical Pillow



Cooling Gel Orthopedic Pillow

Mother & Baby Care

Electric Breast Pump



Manual Breast Pump



Baby Carrier



Convertible Baby Car Seat



Humidifier & Vaporizer

3-in-1 Nano Ionic Facial Steamer Vaporizer



Pink



Blue

Home Spa face Steamer



Pink



Blue



Dolphin Humidifier



Home Spa Luxury Cool Mist Room Humidifier & Diffuser

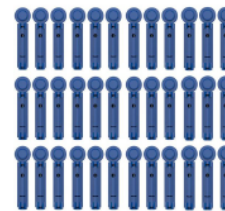
Glucometer & Strips



Gold Standard with Strips



Lancet & Strips set Compatible with Running Models



Lancet & Strips Compatible with Running Models

New Launches

Series of IntelliTrack BP Monitor with 3 variants & one Dedicated model for Offline market



Black IntelliTrack



With Dual Talking and Backlight



With 3 Colour Backlight



White IntelliTrack

Dr Physio Massagers



Nighthawk



Blaze



Grey



Supervolt-Pro 1043

Weighing Scales



Stainless Steel Food Kitchen Scale-529



Smart Nutrition Kitchen Scale-530



Kitchen Food Scale With BPA Free bowl -531



8 sense 8 electrode smart weight scale-532

Leg and Foot Massager



Maestro Foot massager-1044



Bliss Foot massager-1045



Monarch Leg and Foot Massager-1046

Heating Pads



Helios Orthopaedic Electric Heating Pad-387



Heating Pad for Menstrual Cramps Relief for Women



Heating Pad for Menstrual Cramps Relief for Women -389

Scalp & Tens Massager



Head & Scalp Massager



TENStar Tens Massager



II. Manufacturing

Our wholly owned manufacturing subsidiary Nureca Technologies Pvt Limited , started operations in Apr'22

Medical Products manufactured at NTPL:

1. Blood Pressure Monitors
2. Nebulizers
3. Electric Massagers
4. Oral and Infrared Thermometers
5. Heating Pads
6. Orthopedic Cushions and Pillows
7. Breast Pumps

We have received 13 approvals from CDSCO and Certifications ISO 9001:2015 and ISO 13485:2016 from Intertek



III. Omnipresence

Expanding Offline Distribution

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.

We are in the process of redefining, our domestic, Go To Market Strategy and Distribution Build-up Approach. Besides building a more efficient network and process, this will allow us to benchmark and standardise the reporting of our Distribution network and infrastructure in line with how it is reported by peers and industry across healthcare and beyond.

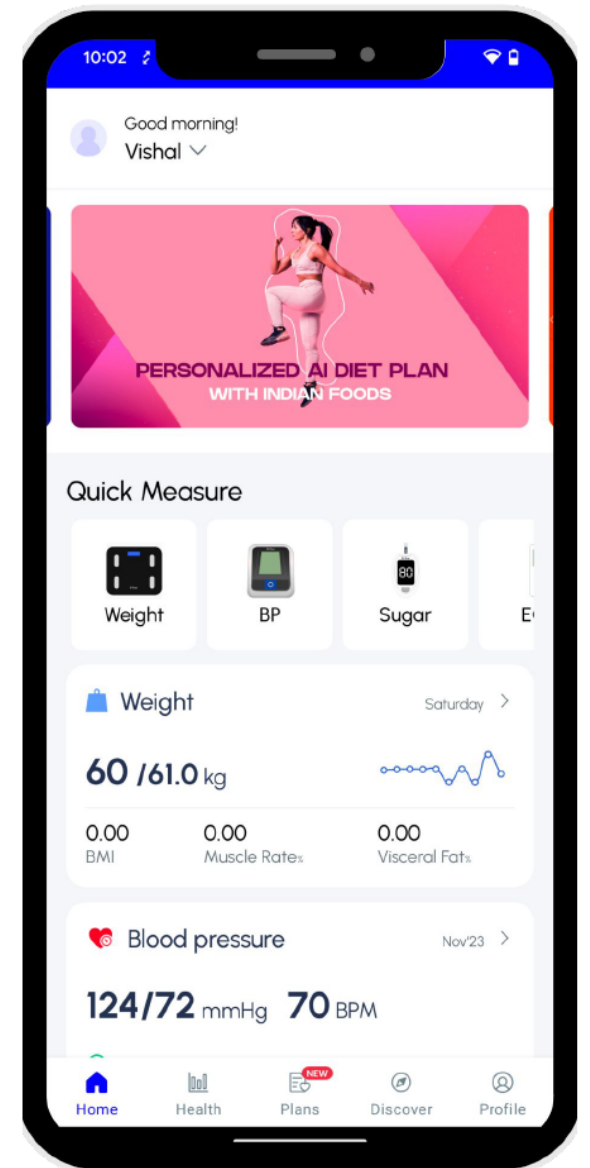
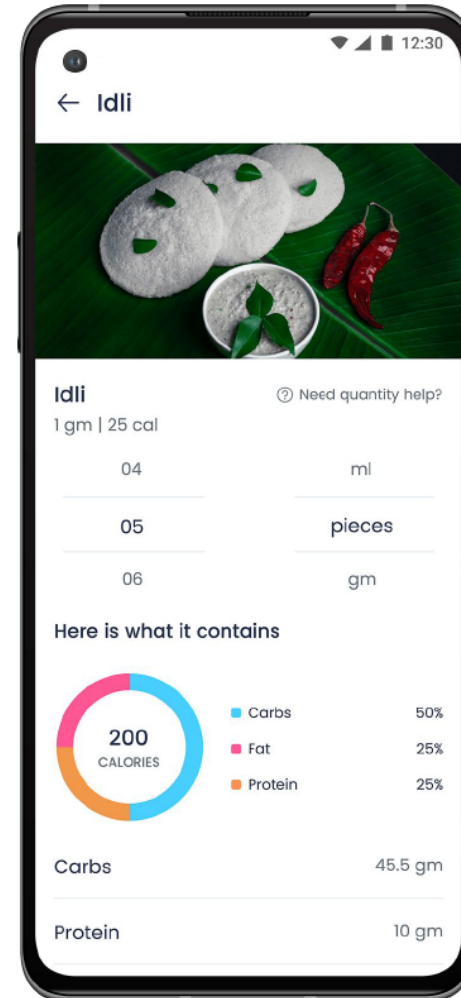


IV. Connected Health

Dr Trust 360 is not just an app, it's a comprehensive health management companion that empowers users to take control of their health through technology

By connecting trusted Dr Trust devices with intelligent software solutions, we are making healthcare more accessible, proactive, and personalised than ever before.

**1656K+
Users**



Freemium Connected Health app

Our unified app is a **Freemium model**, where users are able to subscribe for Pro features like Advanced health reports, curated diet plans, calorie & water intake tracking, family & caregiver alerts on Whatsapp

Free Features

- Allows Users to access basic features at no cost
- Comprehensive Health Tracking – Blood pressure, weight, heart rate, & more
- Smart Reports and Analysis On Phone to view and access the data
- Historical trends

Subscription Model

- Advanced health reports, curated diet plans, calorie & water intake tracking, family & caregiver alerts
- Advanced analytical tools
- Data sharing
- Calorie tracking
- Estimated HbA1c Track

AI generated-Pro Plan

- Advanced AI technology to create highly personalised diet plans to suit user health goals using their data from Dr Trust devices.

Rewards & Recognition

- Dr Trust, Nureca's flagship brand, has been ranked by customers as India's **number one brand** in the category of Home Healthcare and Wellness.
- Dr Trust awarded in Best Healthcare Brands 2021 by Economic Times, Premium Prestigious Brands 2020 by Economic Times and in Most Innovative companies of India by Marksmen Daily
- Dr Trust recognized as a 'Well Known Trademark'

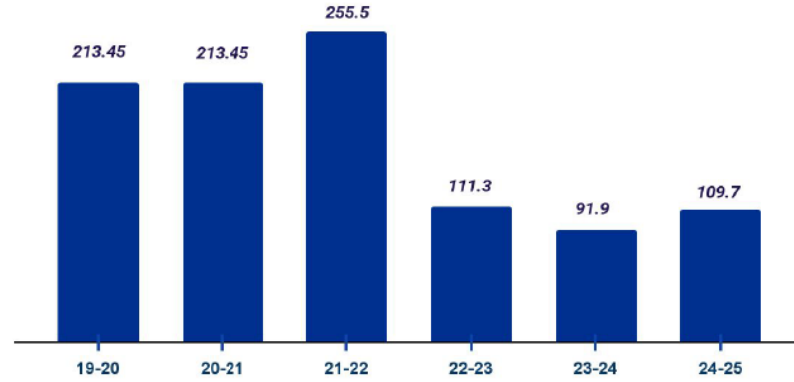




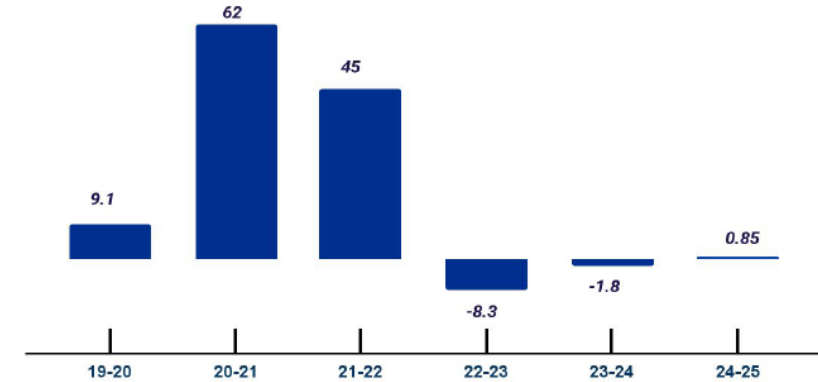
**Business
Performance**

Key Performance Indicators (Consolidated)

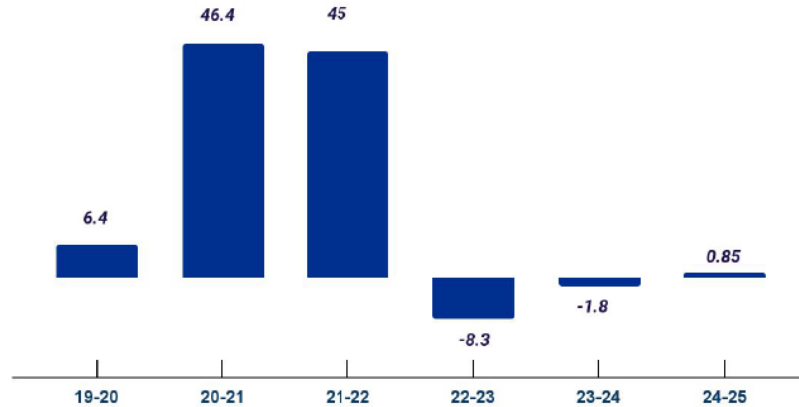
Revenue from Operations(₹ Crore)



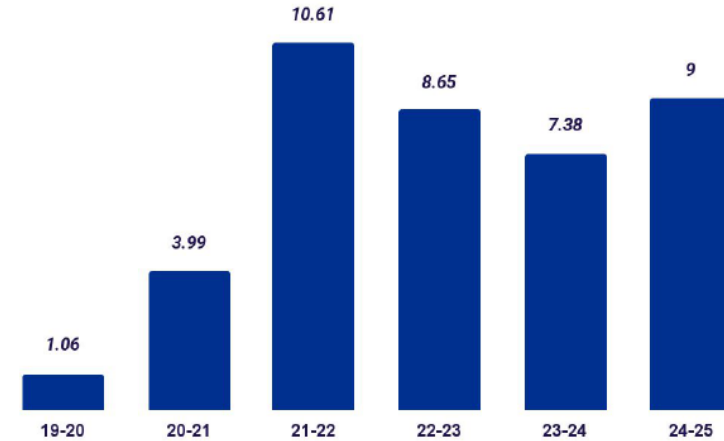
EPS (₹)



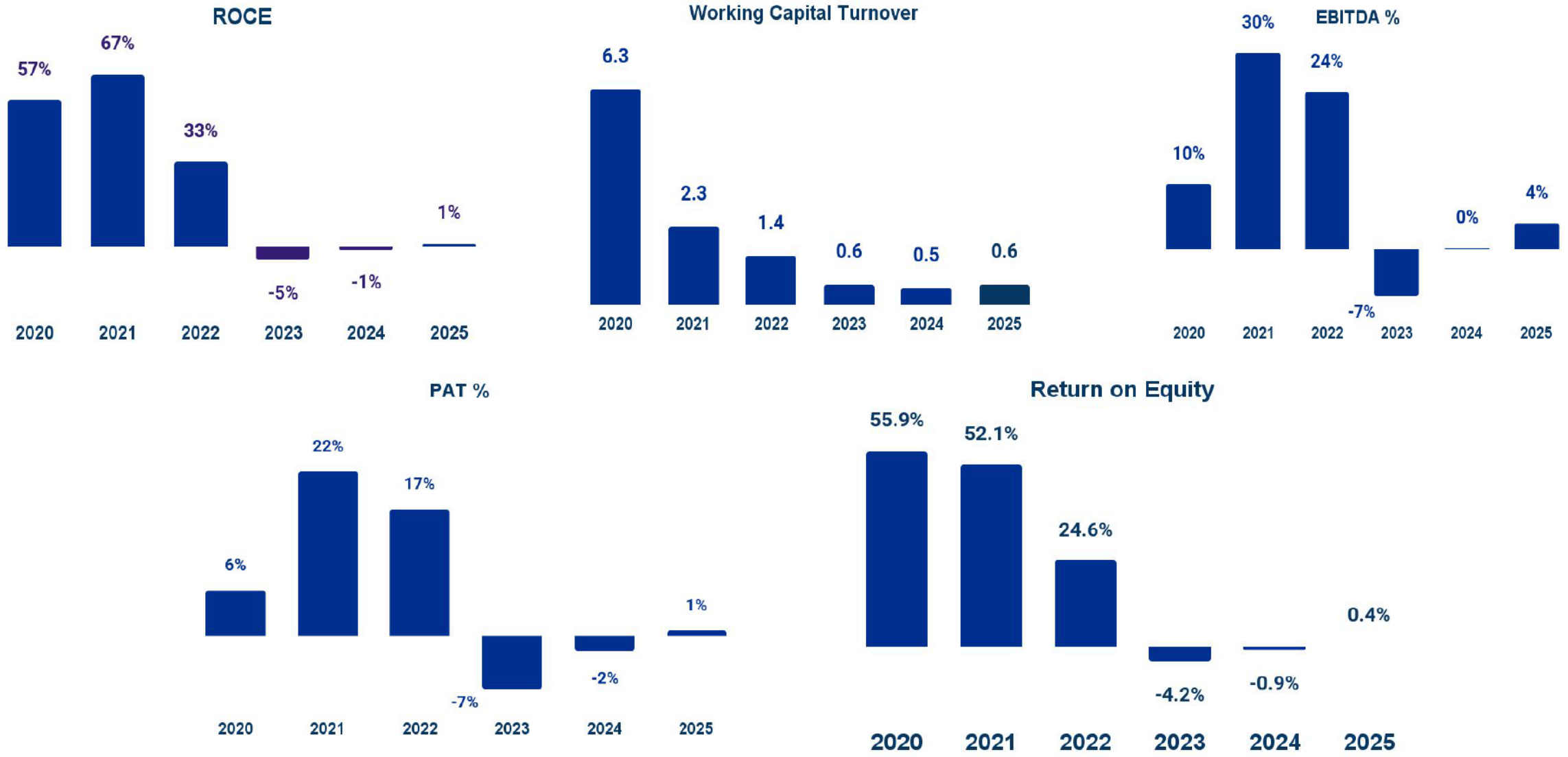
PAT (₹ Crore)



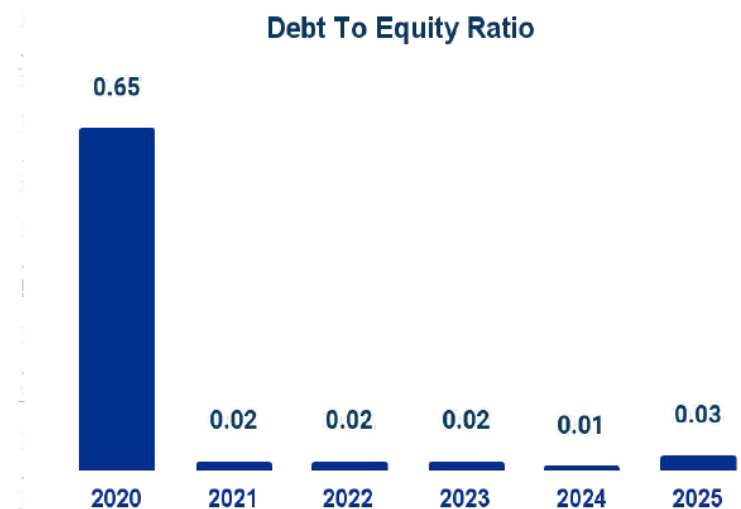
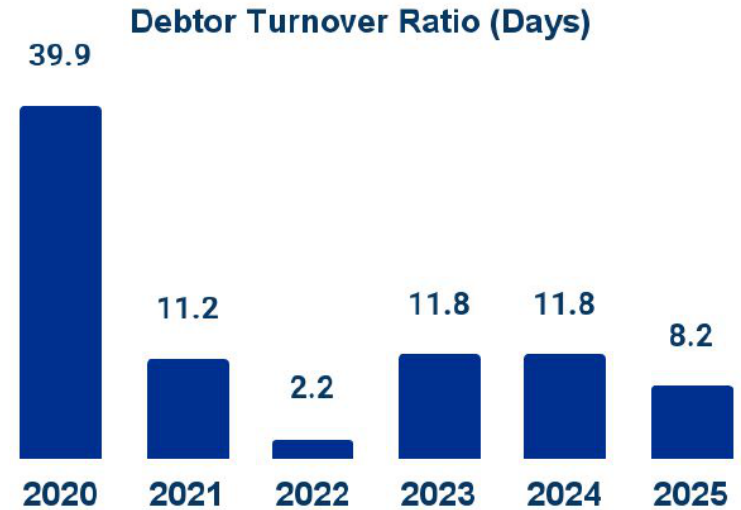
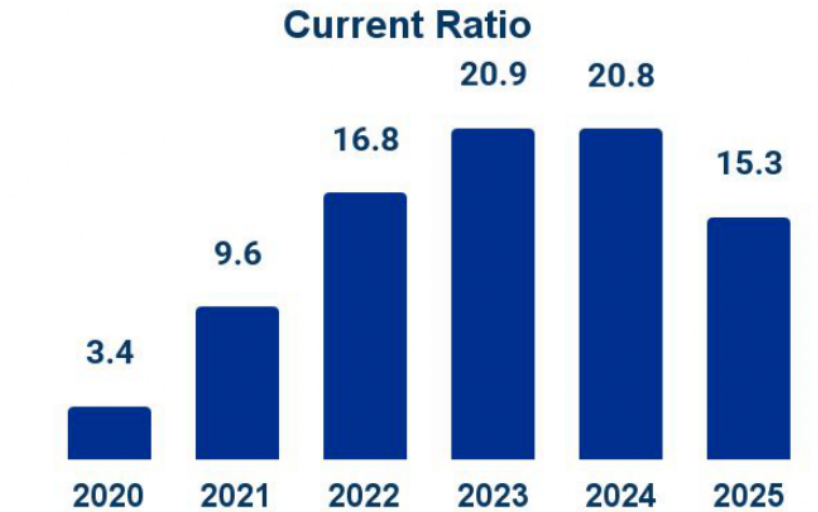
Fixed Asset (₹Crore)



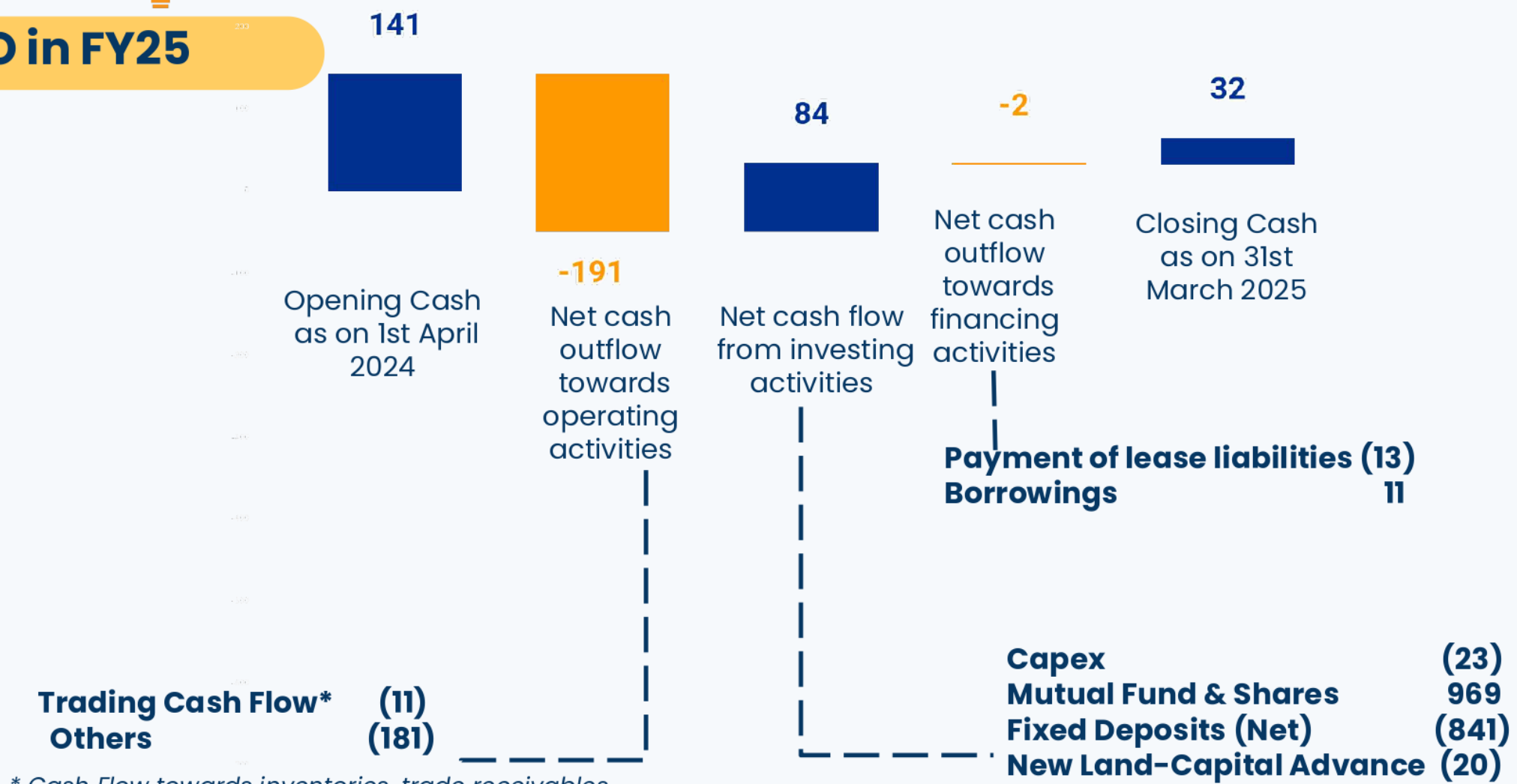
Key Performance Indicators (Consolidated)



Key Performance Indicators (Consolidated)



FCFO in FY25

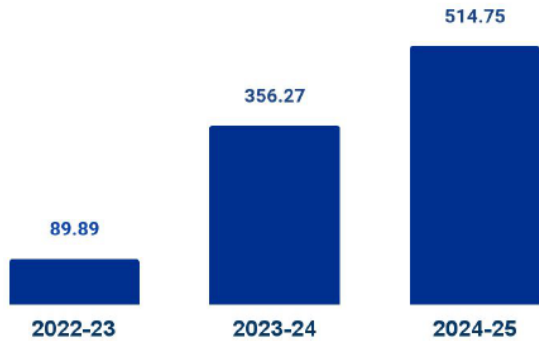


* Cash Flow towards inventories, trade receivables and trade payables

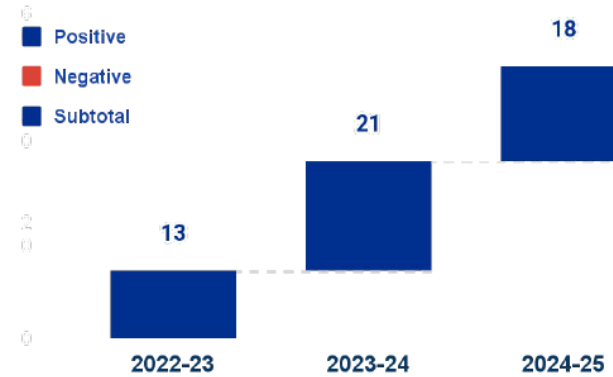
Manufacturing Key Factors

Certified ISO 9001:2008 and ISO 13485 by Intertek

Production- (No of Units in "000")



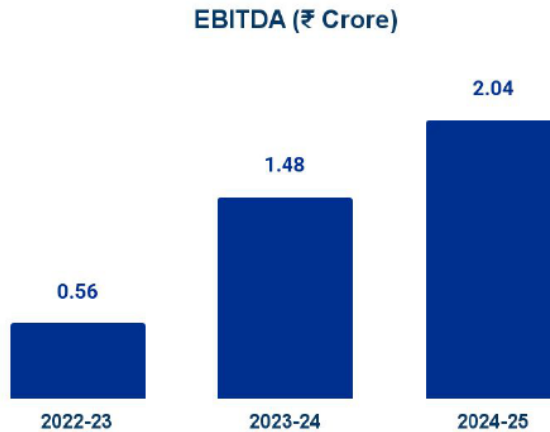
New SKUs/Variant Launched



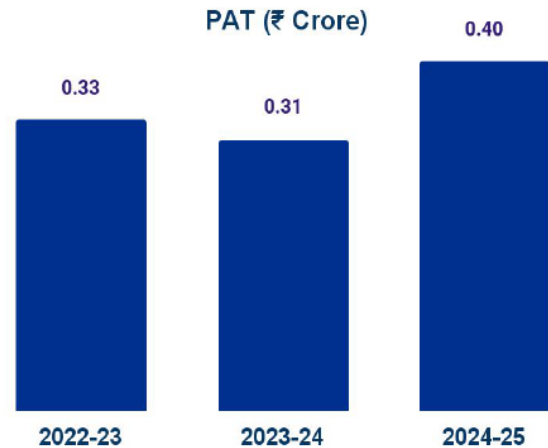
Sales (₹ Crore)



EBITDA (₹ Crore)



PAT (₹ Crore)

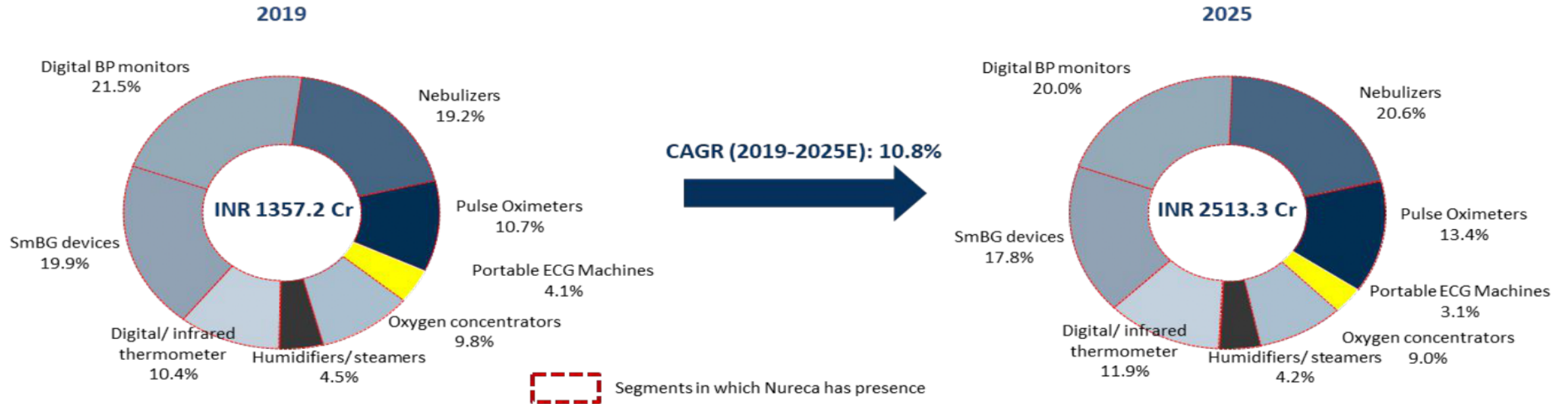


Industry Landscape



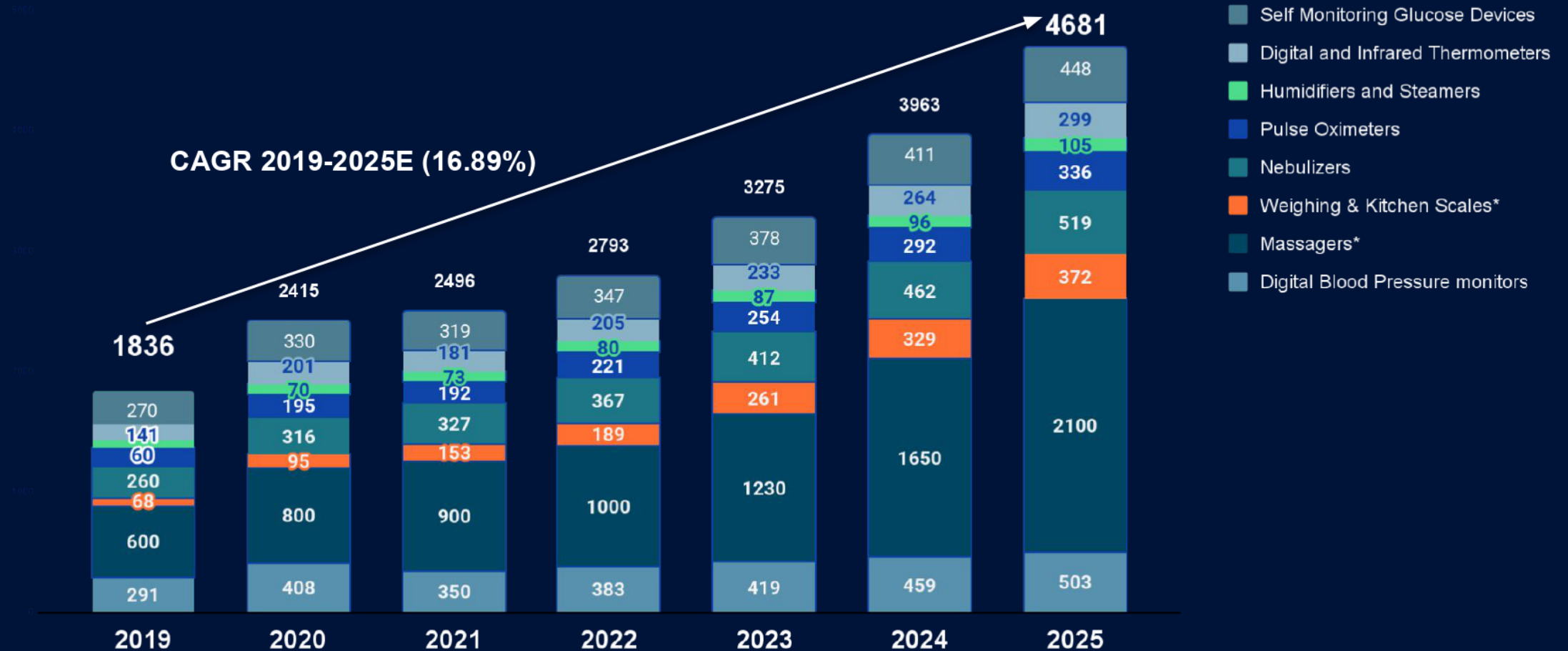
Chronic Disease Products Market

Product Forecast – Digital BP Monitors, Nebulizers and SmBG devices form approximately 20% each of the Chronic Disease Products Market, and will continue similar trend through to 2025



- The products segment is catered to by Nureca through its brand line Dr Trust, with most of the product lines supporting Home health market in India, making it a one-stop solution provider
- Dr Trust is a known for its innovative products in the market, and, with the segment showing significant potential for growth, Nureca is positioned to show significant growth
- The addressable market for Nureca is INR 1,301 Cr in 2019. Moving forward, portable ECG machines could be a significant addition to the portfolio.

Market Size for HealthCare Products in India & Neighboring Countries, 2019-2025E (in Crore)



Category of Healthcare Products

Digitization of Sales Process has Generated a Virtuous Flywheel enabling Faster Speed to Market

Product Design



Manufacturing
Ecosystem



Distribution



Marketing Digitization

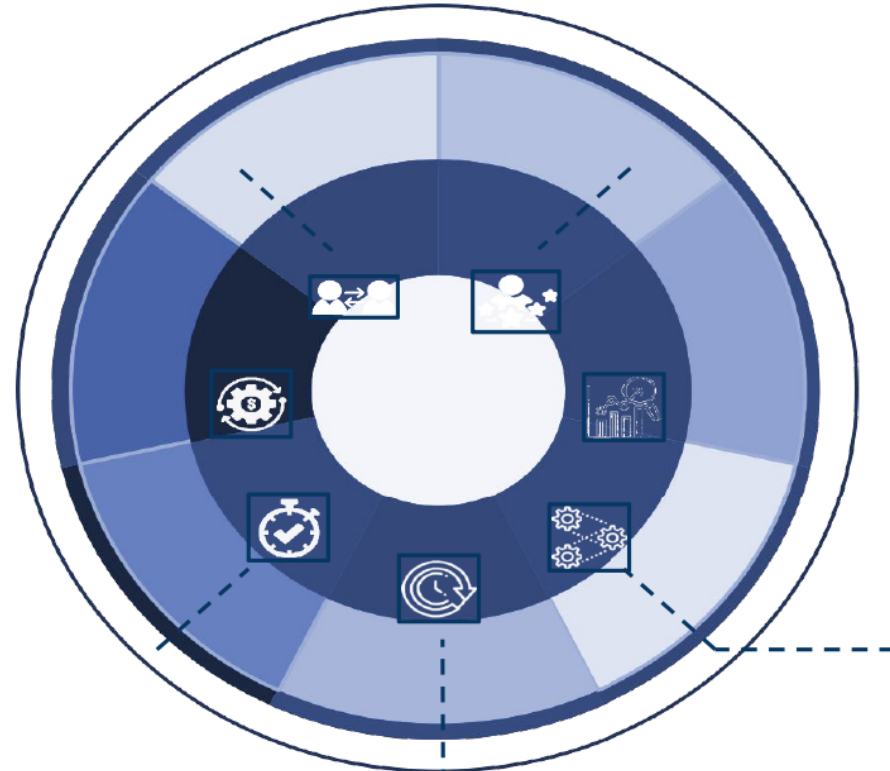
Our Data Centric Approach allows us to :

- Leveraging Consumer Insights for Targeted Product Development
- Test variations of designs, colors, and pricing to see what resonates best with consumers
- Feedback from ongoing analysis can be used to refine new product designs or tweak features and pricing to better align with consumer demand
- Optimization in Supply Chain and Inventory Management to meet Demand Fluctuations

Investment in D2C & Tech initiatives under IOS/Android Apps

Working capital Optimization

Shorten Lead Times for Product Deliveries



JIT Approach in Inventory Management

Improved Customer Engagements

Accuracy in Forecasting and Market Trends

Emerging Health Trends

Growth Drivers Going Forward





Shareholder Information

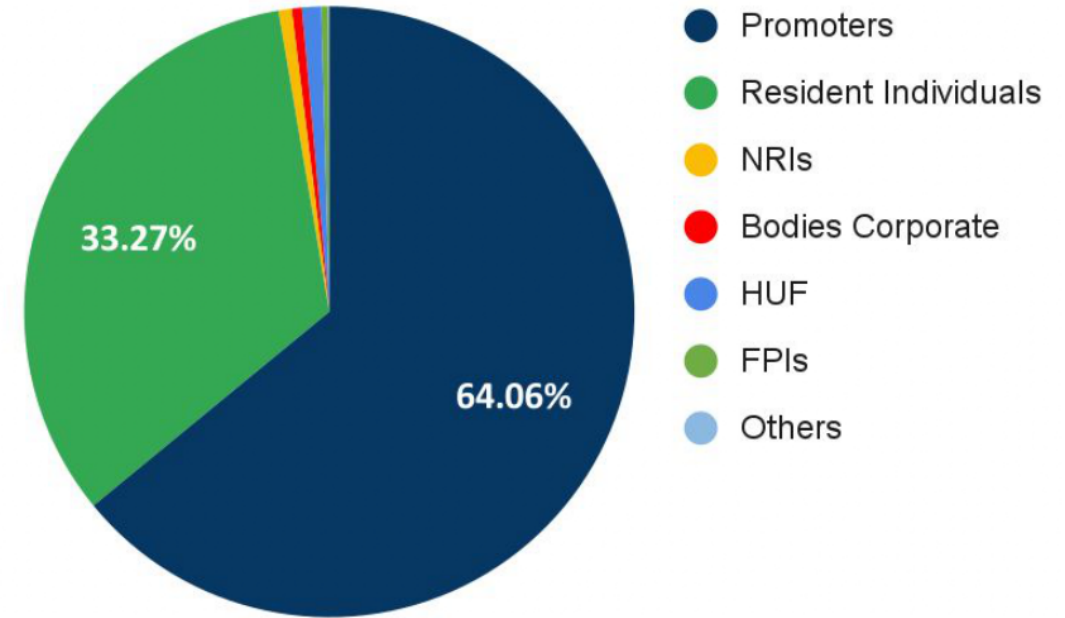
Nureca Limited listed on Stock exchanges (NSE and BSE) in 2021

NSE ticker	——	NURECA
BSE ticker	——	543264
Market Cap*	——	INR 211.48 CR
Share price*	——	INR 211.48
Shares Outstanding	——	10000175
Industry	——	Healthcare

* as on March 31, 2025

Shares purchased by the Members of Promoter group during the quarter –
1. Payal Goyal – Nil
2. Aryan Goyal – 3,55,721 (3.55%)
3. Nectar Biopharma Private Limited – NIL

Shareholding as on March 31, 2025



Shareholders Holding 1% or Above Shares in The Company as on 31-03-2025

Name of Shareholder	Category	No of Shares	% age
Saurabh Goyal	Promoters	31,86,158	31.87%
Payal Goyal	Promoters	24,59,928	24.59%
Aryan Goyal	Promoters	7,23,353	7.23%
Nisarg Vakharia	Individual	1,78,000	1.78%

Thank You



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