

FY21 Total Revenue grows 2x to Rs. 2,162.7mn

EBITDA Margin expanded to 29.8% vs 9.8% in FY20

Mumbai, June 16th, 2021 – Nureca Ltd. (NSE: NURECA; BSE Code: 543264), leading healthcare and wellness company in India today announced financial results for the fourth quarter and year ended March 31st, 2021.

Financial Highlights - Consolidated Financial Overview:

in Rs. Mn

	Q4FY21	Q4FY20	YoY Growth (%)	FY21	FY20	YoY Growth (%)
Total Revenue	331.2	330.1	0.3%	2,162.7	994.9	117.4%
EBITDA	56.5	37.1	52.1%	643.6	97.6	559.7%
<i>EBITDA Margin%</i>	17.1%	11.2%	580 bps	29.8%	9.8%	1995 bps
PAT	38.9	23.8	63.3%	463.7	64.0	625.6%
<i>PAT Margin%</i>	11.7%	7.2%	453 bps	21.4%	6.4%	1501 bps

Commenting on the performance Aryan Goyal, Founder and CEO of the Company said “Covid 19 epidemic has increased consumer awareness and adoption of monitoring devices. We have witnessed, that the consumer focus has shifted from curative to preventive healthcare. The healthcare penetration in India remains relatively low compared to many other countries. India is poised to be a large and rapidly growing market for home healthcare and wellness products. We are striving to be the preferred partner for Indian consumers in their wellness and healthcare prevention journey through digitization and innovation. In the last year, we have also witnessed acceleration in consumers demand shifting from offline channels to online channel. This trend is very positive for us as our brands enjoy higher credibility and pull on all the digital channels. We adhere to high corporate governance standards with majority board with independent directors, BSR (KPMG) as our auditor and SAP ERP implemented. These factors will drive the sustainable growth of Nureca.”

Commenting on the performance Saurabh Goyal, Managing Director of the Company said “Over the years, Home healthcare and wellness devices have transitioned to become more of a necessity rather than a luxury. Families today, are investing in various health devices to monitor health of family members, rather than seek medication or expensive surgeries later. Nureca is at the forefront of innovative consumer home healthcare, with pan India distribution and delivering to all serviceable pin codes. We believe our journey has just begun in this ever-expanding market.

In today’s social distanced world, the role of remote patient monitoring has become of major importance. We are working on tech enabled solutions to make home monitoring seamless and improve access and the quality of care. We are developing new technologies which help in prevention, improve care and to provide 360 degrees health solutions to our users.”

Business Performance Highlights

- GMV for the year at Rs. 2,994mn as compared to Rs. 1,281mn in FY20, an increase of 134%
- Total Revenue was Rs. 2,162.7mn in FY21 as compared to Rs. 994.9mn in FY20
- EBITDA was Rs. 643.6mn as compared to Rs. 97.6mn in FY20, an increase of 559.7%
- EBITDA Margin stood at 29.8% as against 9.8% in FY20, Margin expansion of 1,995 basis points
- PAT stood at Rs. 463.7mn as compared to Rs. 64.0mn in FY20, a growth of 625.6%
- As per government policy of government, some of our key products came under drug license, and sales were impacted until license were obtained, leading to dip in Q4FY21 revenue.
- Higher employee cost was on the back of new recruitment in H2FY21 and yearly performance appraisal.
- Higher advertisement cost in H2FY21 as a result of higher advertisement in festive season
- EBITDA margins expansion was a result of operating leverage kicking in and because of covid, fewer discounts were offered in H1 leading to higher margins.
- Product Pipeline:
 - SKUs launched till FY21 – 142
 - Pipeline for FY22 – 60+
- Strong balance sheet with Cash and Cash equivalents of Rs. 127 Cr.
- In FY21, Nureca received prestigious “Economic Times Best Healthcare brands 2021” award.

About Nureca Ltd

Nureca Limited, is a leading healthcare and wellness company with a product range of over 150 SKUs across different categories. Our flagship brand is called “Dr Trust”. Their products comply to USFDA, European CE, ROHS and ISO, the company has more than 100 design patents. Nureca is a digital first B2C company and sells through all major e-commerce channels and its own website drtrust.in

Dr Trust is a pioneer in health and wellness with patented technologies and innovative solutions, helping users monitor chronic ailments. We are committed to creating products that support diagnosis, treatment and prevention of illness through monitoring & analysis of health data.

Investor Relations Team at Nureca

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