

Dated - 29.05.2026

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 (Q4 & FY26)

Dear Sir,

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, 33 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, also please find enclosed herewith Investor Presentation (Q4 & FY26) based on the financial performance of the Company for the quarter & year ended March 31, 2026.

This is for your information and record please.

Thanking You,

Yours Sincerely,

For **Nureca Limited**

(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, India - 160002
Registered Office: Andheri West B-205, Bldg -42, B wing, Dhanashree heights, Azad Nagar Sangam CHS,
Andheri West, Mumbai – 400053

Phone No. +91-172-5292900, CIN: L24304MH2016PLC320868

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Investor Presentation Q4 & FY'26



**Trust
What's
Best For
Your
Health**



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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Business Performance – Q4 & FY'26

Industry Landscape

Growth Drivers



We are a **Digital First Healthcare Company** with more than **90% revenue generated by Online sales**.

Nureca is a **debt-free company** with a healthy liquidity position.

Financial Performance

GMV

- Q4 FY 26 - INR 49.7 CR
(4% YoY growth) ▲
- Q4 FY 25 - INR 48 CR
- FY 26 - INR 203 CR

Revenue from Operations

- Q4 FY 26 - INR 35.4 CR
(12% YoY growth) ▲
- Q4 FY 25 - INR 31.7 CR
- FY 26 - INR 146.96 CR

Operating Profits

- Q4 FY 26 INR 2.5 CR 7.2%
(113% YoY growth) ▲
- Q4 FY25 INR 1.2 CR 3.8%
- FY 26 INR 8.5 CR 5.8%

Profit After Tax

- Q4 FY 26 INR -6.1 CR (-17%)
(-347% YoY growth) ▼
- Q4 FY25 INR 2.5 CR 7%
- FY 26 INR 2.1 CR 1%

The Company delivered a significant **operational turnaround in FY26**, posting an **operating profit of ₹8.5 Cr** compared to an **operating loss of (₹7.5) Cr** in FY25, driven by enhanced operational efficiencies after three consecutive years of losses. However company suffered a loss for current Quarter (Q4 FY26) in investment and resulted into negative PAT. Which has been separately disclosed under other expenses as "Fair value changes and net loss on investment" as per compliance under IND AS.

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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

Sustained focus on Innovation and Quality Products

305+

Active SKUs



20 New Products Launched During Q4 FY 26

Highly experienced in-house product development and Quality team based out of India



102 Number of design patents
USFDA & CE Approved products

Integrated Manufacturing Ecosystem



8 Lac Units Annual Production capacity in India



Exclusive ancillary supplier network

Empanelled Mould Vendors



Avg. 45 days

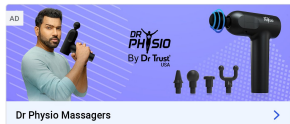
Manufacturing lead-time

Dr Trust®

Recognised as Well Known Trademark

INR 1.84 Cr

Advertising & sales promotion spend during Q4 FY'26



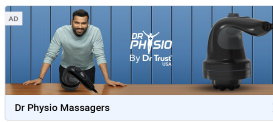
Events Campaign



Prime Campaigns



Sponsored Ad Campaign



Ecommerce

Leading Healthcare brand on -



Trade Distribution

285+ Live Distributors

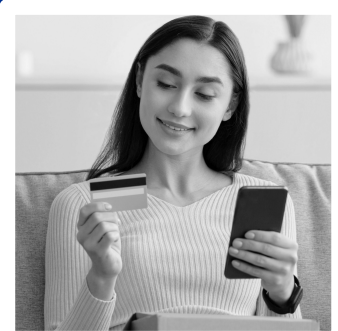
52+ Employee Internal Sales Force

29/36 Live States including Union Territory

Strong Brand Recognition and Innovative Marketing

Robust Omni-Channel Platform

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

Nureca is a D2C-first consumer healthcare company with a strong presence in the home healthcare and wellness devices segment.

Backed by trusted brands such as Dr Trust and Dr Physio, the Company has built a leadership position in its category through digital distribution, customer-centric innovation, and a broad portfolio of affordable, high-quality healthcare products for Indian households.

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



90%

Revenue Contribution
from Online sales



1.86 cr

Happy
families use
our products



2

Economic Times
Awards



4.6 ★★★★★

6,907 reviews



Dr Trust

Reviews 541 · ★★★★★ 4.5 ⓘ

Diving into Our Products Portfolio

Massagers



Manipol



Supervolt Go Gun



Dynamo Rechargeable Gun



Foot, Leg and Calf



TENStar Tens Massager



Neck and Shoulder Massager

Weighing & Kitchen Scales



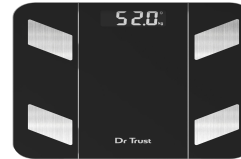
Platinum



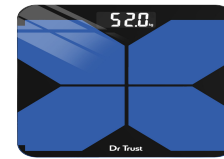
8 Electrode smart scale



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

Thermometers



Instascan Thermometer



Flexible Tip Thermometer



Non Contact Infrared Thermometer



Infrared Thermometer



Pets Thermometer

Orthopedic Range- I



Coccyx Pillow



Knee Pillow



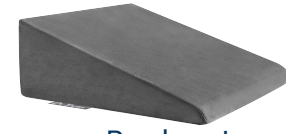
Backrest Pillow



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



Heating Pads



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



Respiratory care

Nebulizers



Steamers & Vaporizers



Humidifier



Air Purifier



Glucometer & Strips



Gold Standard blood glucose meter with with Strips

Ortho Pillows



Dr Trust Sportivo
Car seat Cushion



Dr Trust Sportivo
Car Seat Backrest



Dr Trust Cudlee
Cuddle Pillow

Massagers



Dr Physio 5-in-1 Smart
Cupping Massager



Dr Physio
Massage Mat

Others



Dr Trust
KTape



Dr Trust PinkTherm
Orthopaedic
Heating pad



Dr Trust Aquacare®
Oral Irrigator



Dr Trust AeroCare®
Nebulizer

Soft Ortho



Dr Trust Cervical Collar Soft with Support



Dr Trust Collar Soft - Firm Density



Dr Trust Lumbo Sacral Belt



Dr Trust Pouch Arm Sling - Tropical



Dr Trust USA Ankle Binder



Dr Trust Knee Cap Pro



Neck Support



Back Support



Mobility Care



Knee Stability



Daily Comfort

II. Manufacturing

Our wholly owned manufacturing subsidiary Nureca Technologies Pvt Limited , started operations in Apr'22. USFDA Registration No: 3036779619

Products categories manufactured at NTPL:

1. Blood Pressure Monitors
2. Nebulizers
3. Electric Massagers
4. Oral and Infrared Thermometers
5. Heating Pads
6. Orthopedic Cushions and Supports
7. Breast Pumps
8. Vaporizers
9. Stethoscopes
10. Soft Orthopedic Goods

We have received 15 approvals from CDSCO and Certifications ISO 9001:2015, ISO 13485:2016 from TUV India and USFDA 510K exempt approval for 16 products.



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.

Offline Distribution Footprint

285 distributors across **29 States & Union Territories**, supported by a **52-member sales team** driving retail expansion, channel execution and stronger market visibility.



IV. Connected Health

Dr Trust 360 is a unified ecosystem that syncs smart monitoring devices like Dr Trust Smart Scales, Blood Pressure Monitors and kitchen scales into one intelligent app. By consolidating all your healthcare data into a single platform, we eliminate the need for multiple fitness apps, providing a streamlined path to achieving your health goals.

Now with AI powered Insights with Dr Trust 360 Intelligence

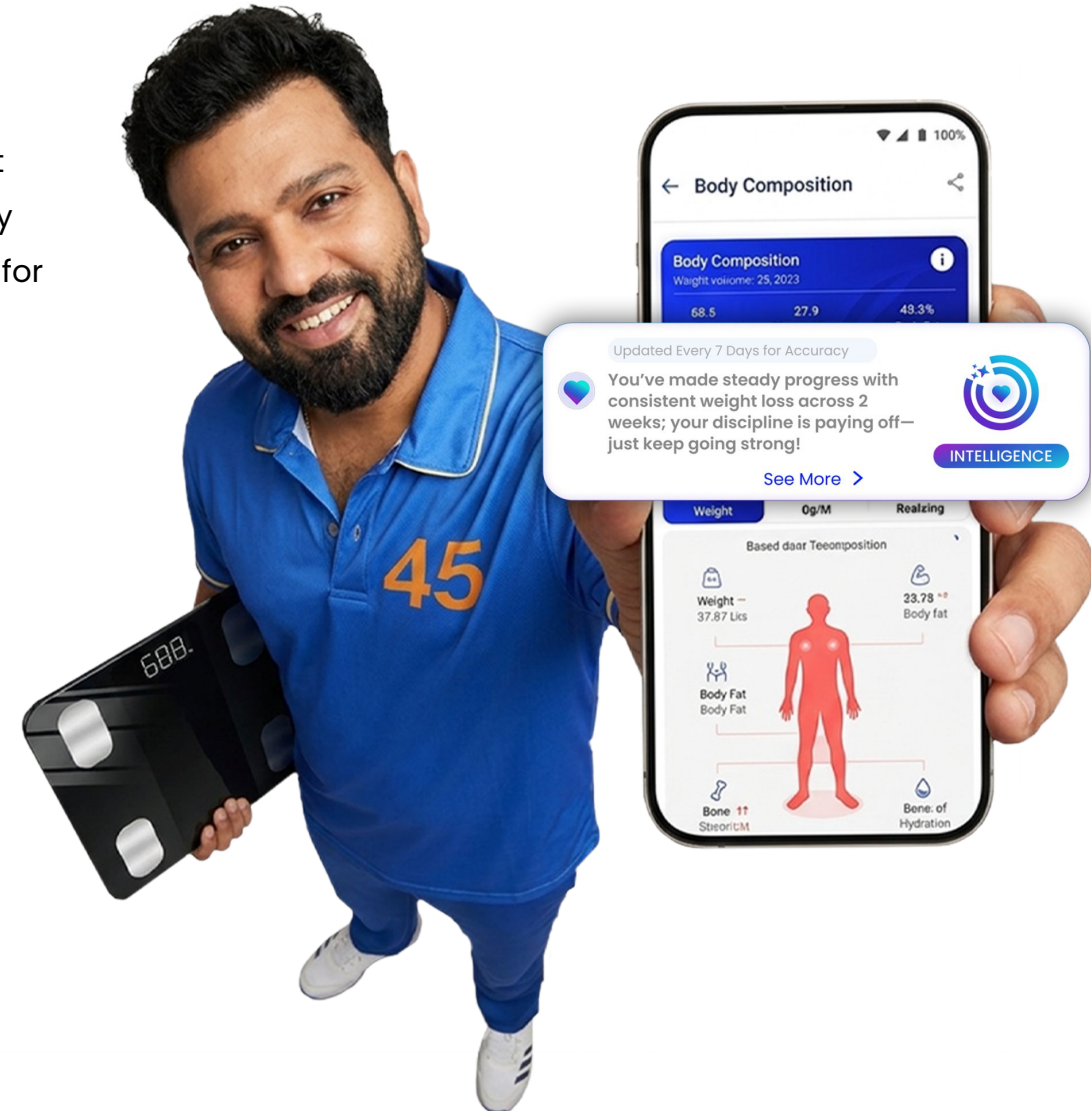
Processes raw data into simplified, actionable health summaries.

Automatic Trend Detection

Continuously monitors historical data streams to identify patterns or shifts in health baselines.

Personalized Health Analysis

Tailors health goals and diagnostic feedback to the individual's specific lifestyle.



**2 Million +
Users**



4.7 Rated
★★★★★
960+ Ratings



4.6 Rated
★★★★★
6k+ Ratings

🏆 **Our app ranked in the top 50 apps on Apple Store "Health and Fitness" Category in the last quarter**

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'



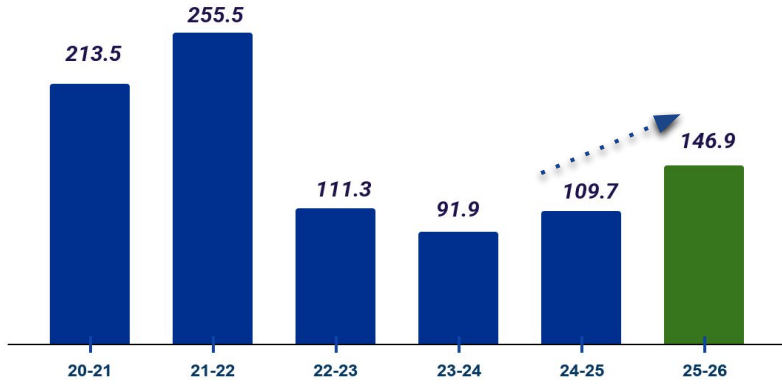
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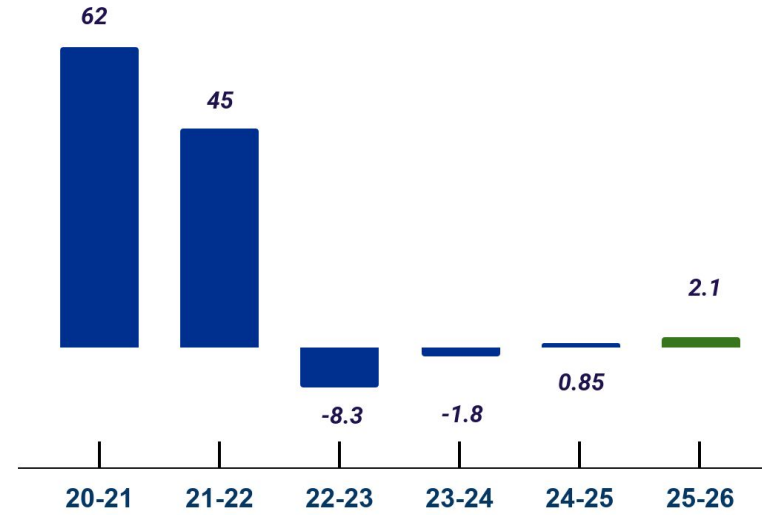
**Business
Performance**

Key Performance Indicators (Consolidated)

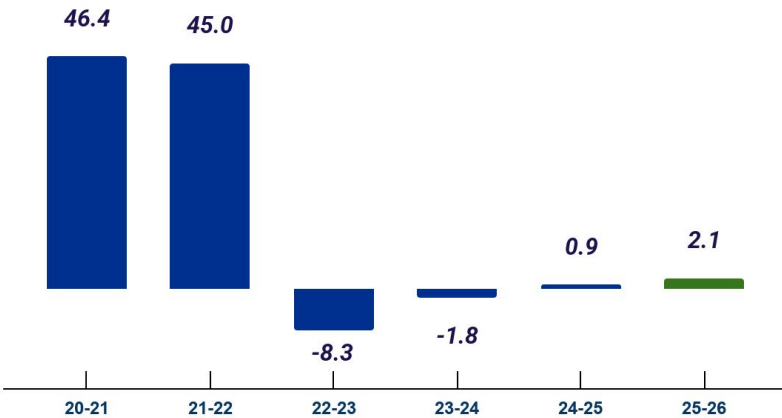
Revenue from Operations (₹ Crore)



EPS (₹)



PAT (₹ Crore)

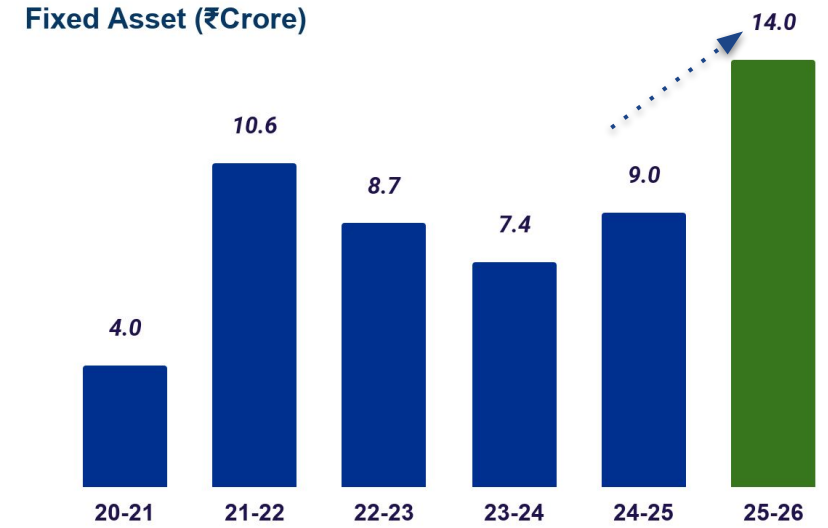
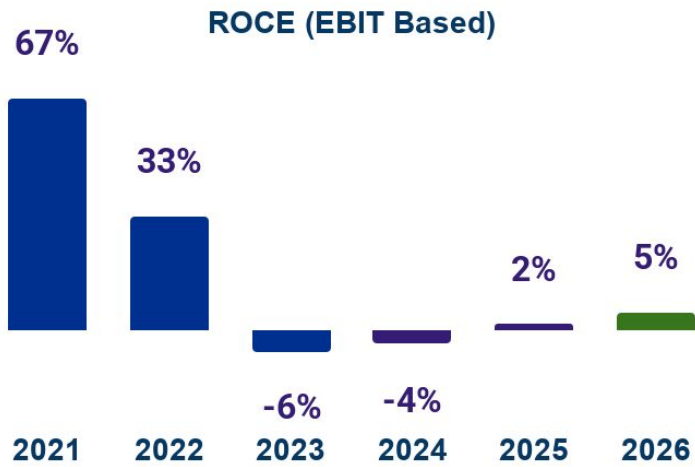


Operating Margin

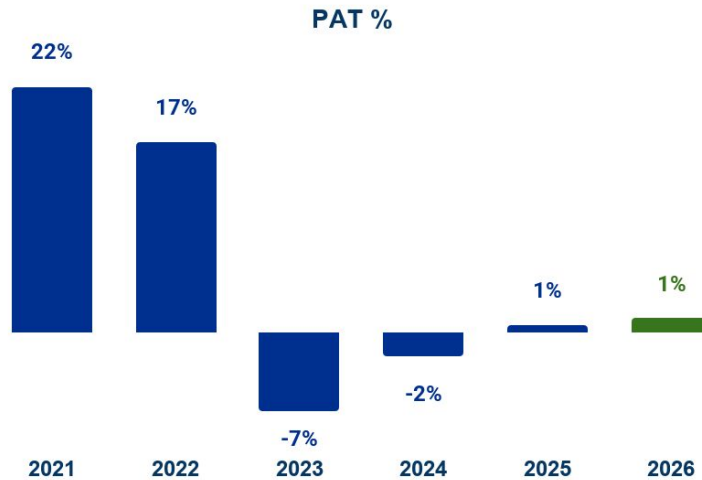
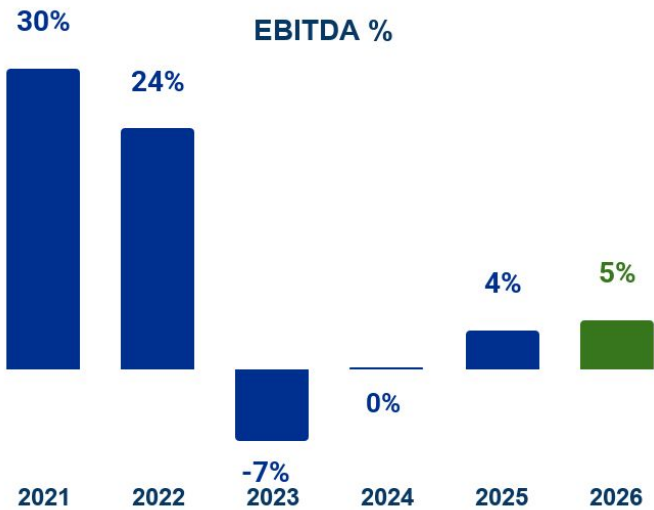


- Revenue YoY Increase by 34% to 146.9 Crore
- EPS YoY Increase by 147% to 2.1 from 0.85 in last FY 2025
- PAT YoY Increase by 145% to 2.1 Crore from 0.85 Crore in last FY 2025
- Operating Margin After 3 consecutive FY, company did a comeback by its operational efficiency and become operationally profitable by earning 8.5 Cr in FY 26 Vs loss of 7.5 Cr in last FY 25

Key Performance Indicators (Consolidated)



Fixed Asset increased by 6 Crore for Land Purchased during FY 26

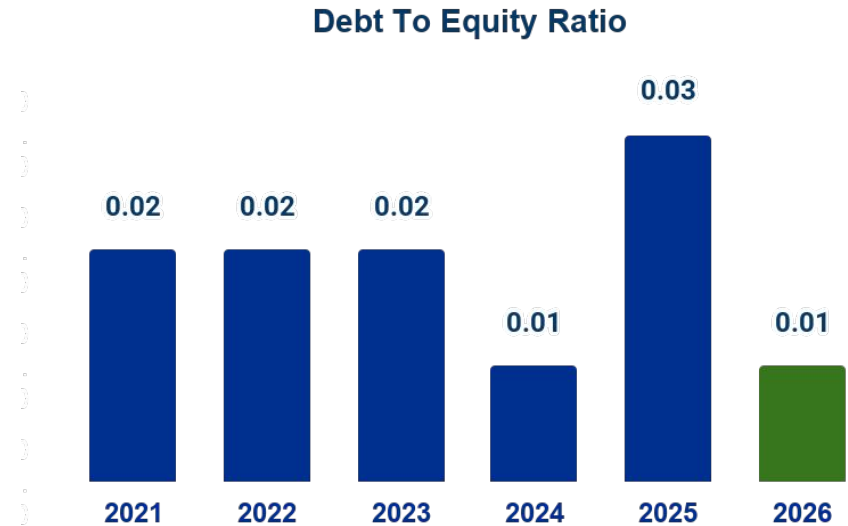
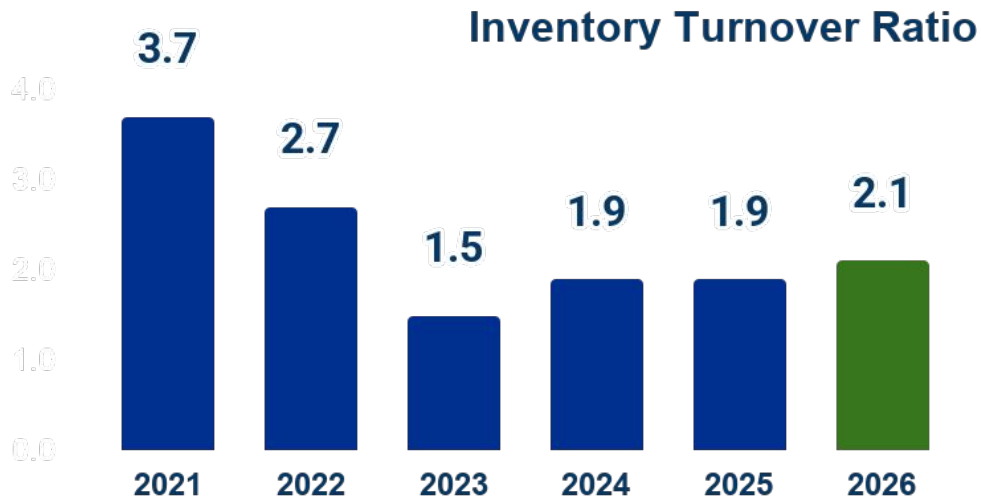
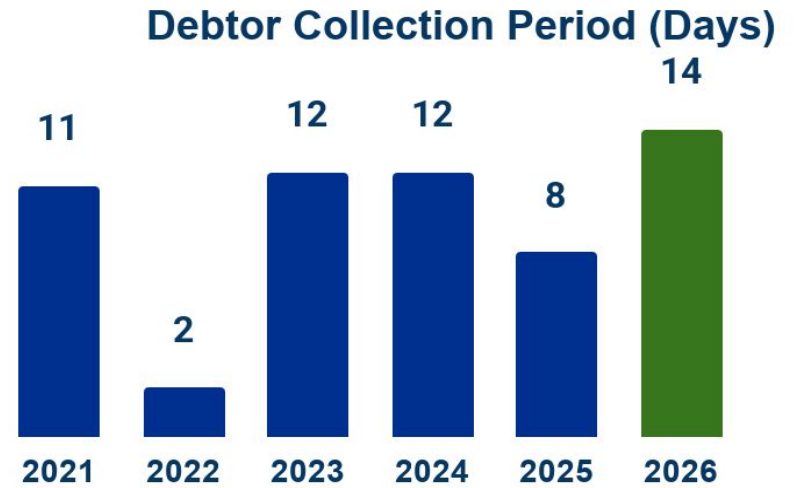
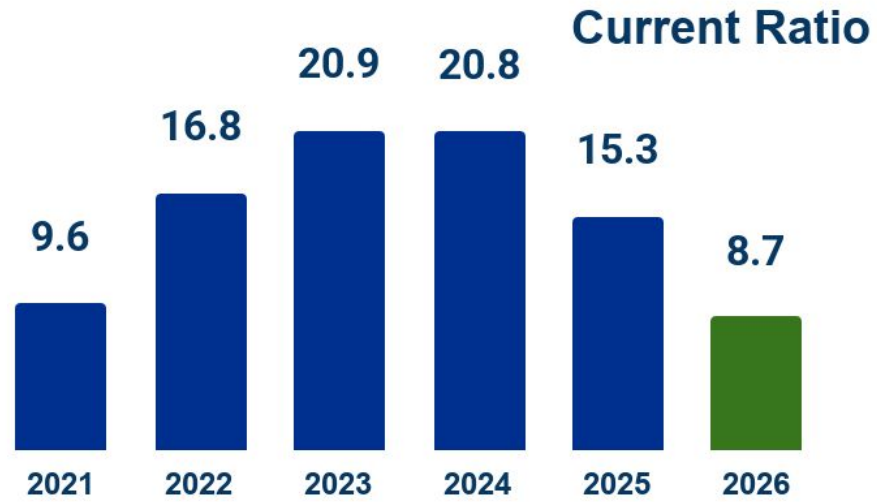


Source: Company Data

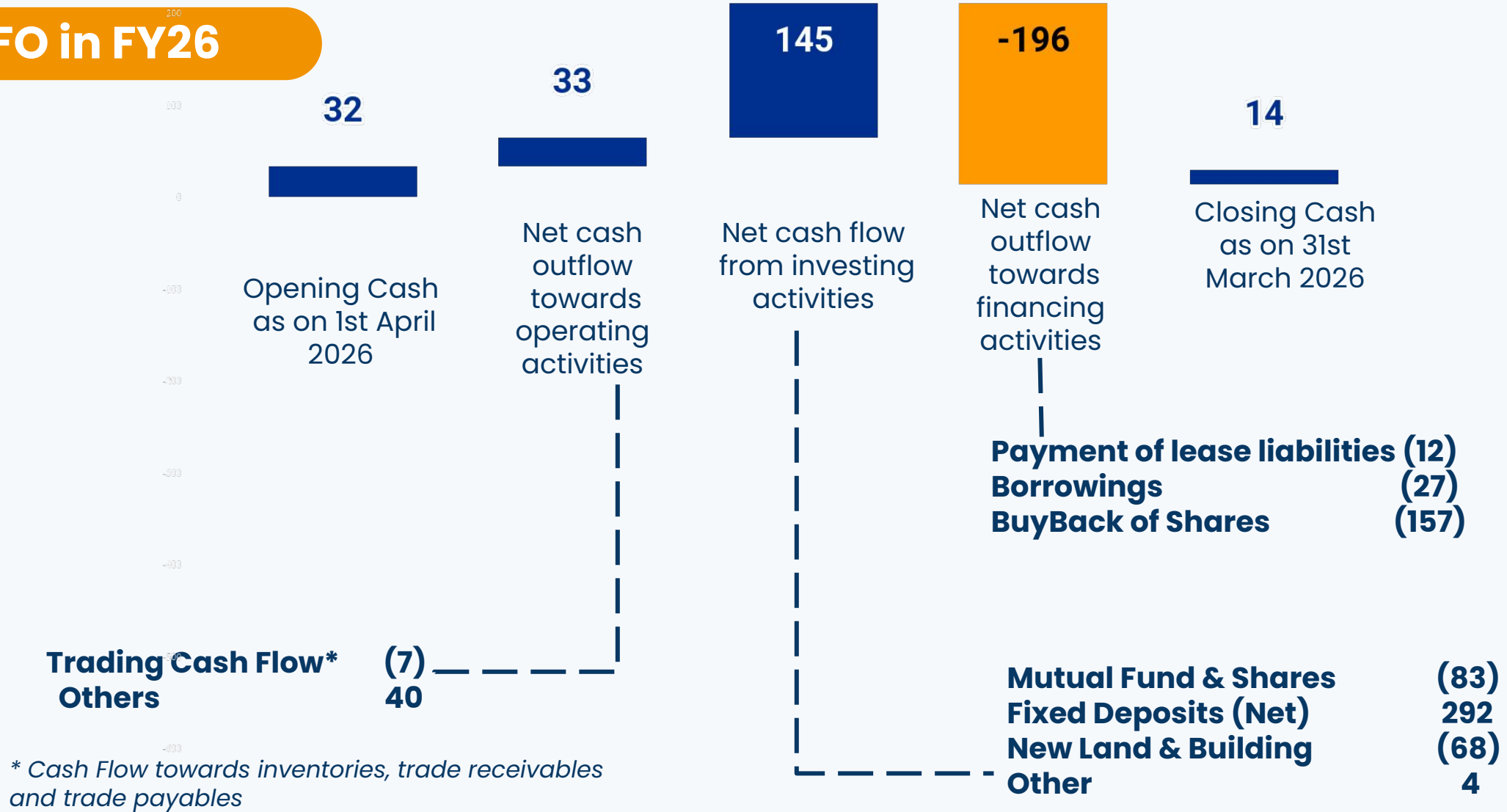
(1) ROCE=EBIT divided by Capital Employed

(2) ROE= PAT divided by Avg. Shareholder's Equity

Key Performance Indicators (Consolidated)



FCFO in FY26



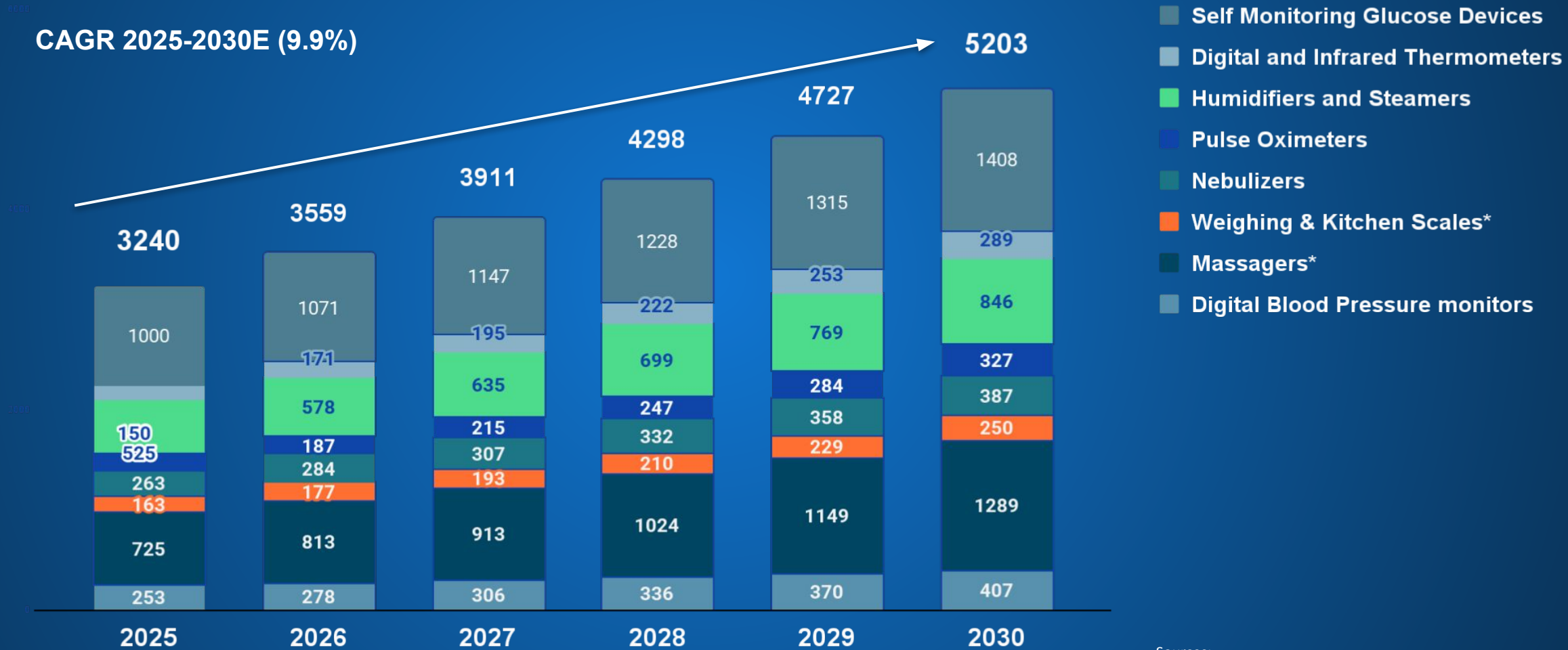
*CFS reported under Indirect Method as per IND AS 7

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Industry
Landscape



Market Size for HealthCare Products in India & Neighboring Countries, 2025-2030E (in Crore)



Category of Healthcare Products

Sources:

1. Frost and Sullivan and other reports (data extrapolated as per company estimates)

2. [Statistica.com](https://www.statista.com) (data extrapolated as per company estimates)

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 :

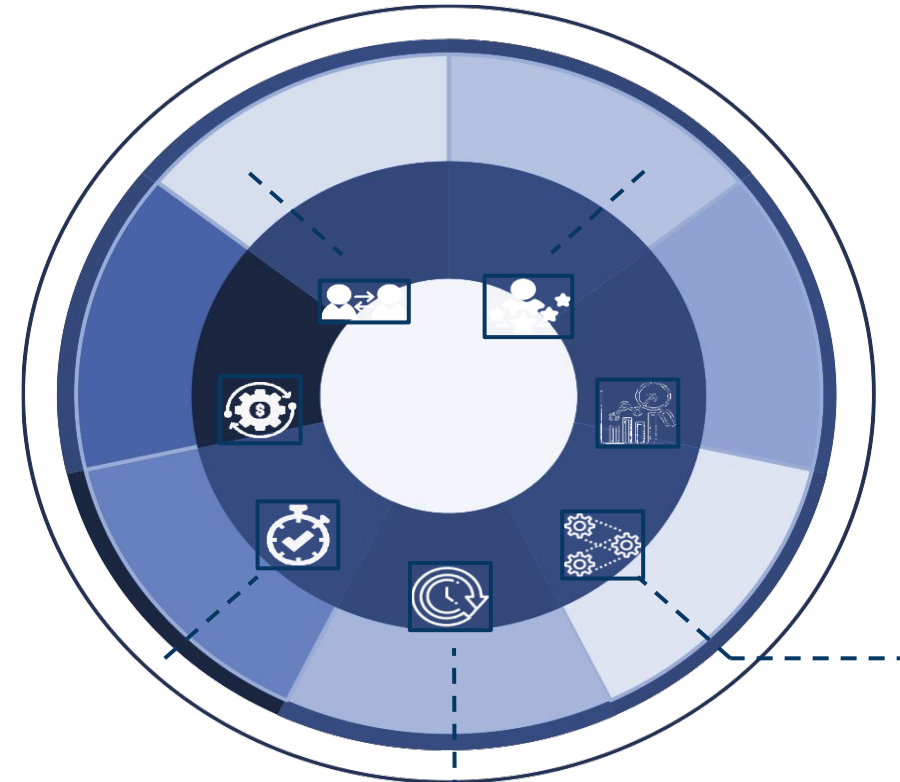
- Leveraging Consumer Insights for Targeted Product Development
- Test variations of designs, colors, and pricing to see what resonates best with consumers
- Feedback from ongoing analysis can be used to refine new product designs or tweak features and pricing to better align with consumer demand
- Optimization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





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THINK. FEEL. CREATE.

Thank You

Contact Us

Investor Relations

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Nagar Sangam CHS,Andheri West ,
Mumbai, Maharashtra - 400053

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