



Date: 15 November 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 September 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 September 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

Encl: A/a

Registered Office:
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Dwarakapuri Colony, Punjagutta,
Hyderabad – 500082, Telangana, India
Email: info@deccanhealthcare.co.in
Tel: +91 40 4709 6427

Innovation Hub & Manufacturing:
Plot No.13, Sector 03, IIE Pant Nagar,
SIDCUL, Udham Singh Nagar – 263153,
Uttarakhand, India
CIN: L72200TG1996PLC024351
www.deccanhealthcare.co.in



Investor Presentation

Q2 & H1 FY25

BSE: 542248

September 2024

Safe Harbor

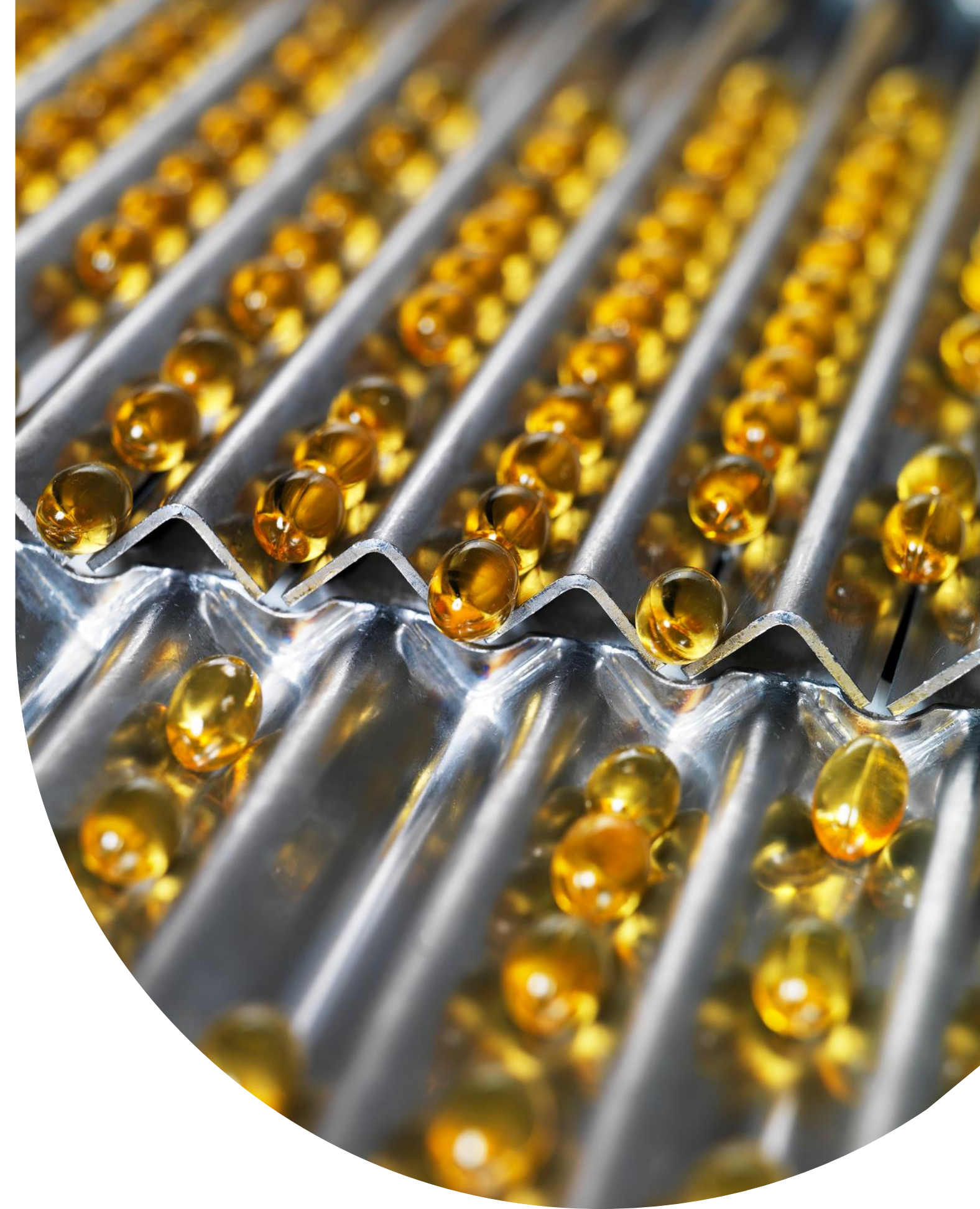
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These statements include descriptions regarding the intent, belief, or current expectations of the Company or its directors and officers concerning the results of operations and the company's financial condition. These statements can be recognized by the use of words such as "expects", "plans", "will", "estimates", "projects", or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions that the Company believes to be reasonable considering its operating experience in recent years. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, and competition, our ability to manage our international operations, government policies, regulations, etc. The Company does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company to reflect actual results, assumptions, or changes in factors affecting these statements. Given these risks, uncertainties, and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. This presentation may contain certain currency exchange rates and the same has been provided only for the convenience of readers.



Presentation Content

- ◆ Q2 & H1 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,

"We have delivered impressive growth in Q2 FY25, achieving a revenue of ₹1,882.1 lakhs, representing a 25% increase QoQ and a 9.5% rise YoY. This strong revenue performance is complemented by a 27.5% increase in EBITDA, reaching ₹110.9 lakhs, with an EBITDA margin of 5.9%, reflecting high demand, effective cost control, and continued operational efficiency. Furthermore, our PAT saw a remarkable 45.6% QoQ growth, with a PAT margin of 2.9%, highlighting improved bottom-line performance. We are witnessing positive demand momentum progress across all business segments.

Looking ahead, we are focused on expanding our market share. We are working to increase our network across the country through DWC and HS, which will boost our visibility and market presence. Another important priority is growing our private-label manufacturing contracts, a strategy already underway that will positively impact our performance in the coming quarters, reflecting our commitment to sustainable growth. To our valued shareholders, we remain dedicated to delivering consistent returns and strengthening the company's position for future success."

Q2 & H1 FY25 Financials

- ◆ Key Business Highlights
- ◆ Financials Performance
- ◆ Half Yearly Product Launch



▶ **Quarterly Performance:**

- Revenue increased by 25% QoQ to ₹1,882.1 lakhs, and by 9.5% YoY. Gross Profit grew by 18.2% QoQ and 8.8% YoY to ₹745.6 lakhs, with a margin of 39.6%.
- EBITDA improved by 27.5% QoQ and 7.7% YoY to ₹110.9 lakhs, while the EBITDA Margin was at 5.9%. PAT increased by 45.6% QoQ to ₹53.7 lakhs, with the PAT Margin of 2.9%.

▶ **Half Yearly Performance:**

- Revenue increased by 19.2% YoY to ₹3,388.2 lakhs. Gross Profit showed a 9.2% YoY improvement, reaching ₹1,376.7 lakhs, though the Margin to 40.6%.
- EBITDA saw a modest 6.7% YoY increase, reaching ₹197.9 lakhs, with the EBITDA Margin at 5.8%. PAT rose by 7.5% YoY to ₹90.6 lakhs with a PAT Margin of 2.7%

▶ **Future Growth Engine:**

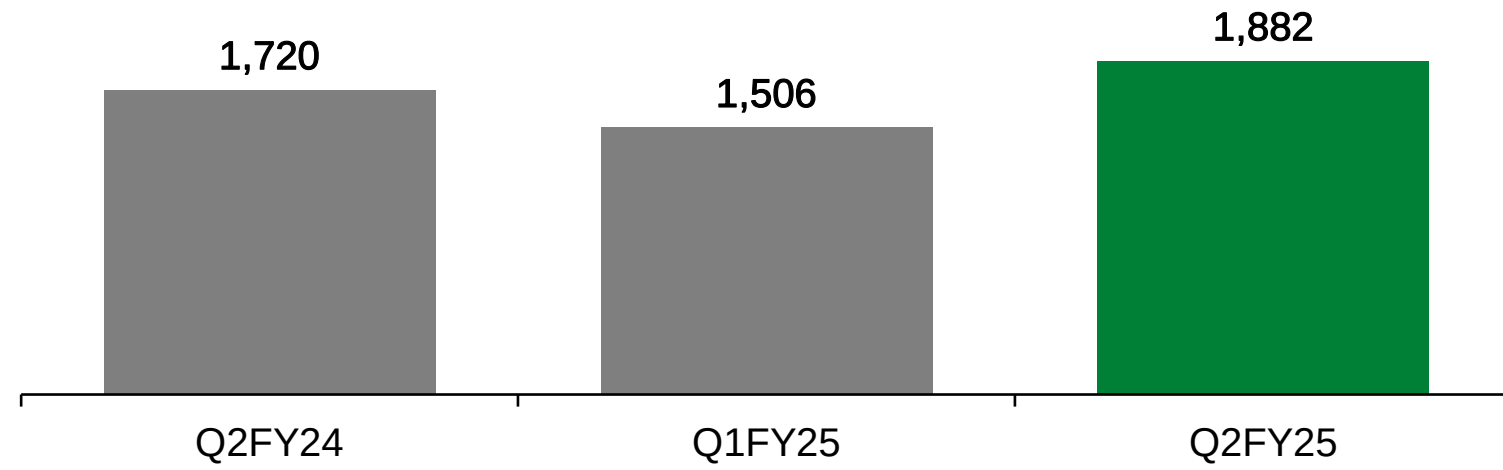
- The growth momentum in demands is steadily accelerating, highlighting the increasing demand and acceptance of our products across diverse regions. We are focused on enhancing market share by expanding coverage through DWC & HS initiatives, boosting visibility nationwide.
- Our ongoing efforts in growing private label manufacturing are expected to reflect positively in the company's performance in upcoming quarters.

▶ **Tackling Anemia with Natural Solutions: Straya's Iron Fruit Bar and Collaborative Efforts:**

- To support the government's Anemia Mukt Bharat (AMB) initiative, a collaboration between the CSIR and the Ministry of Science & Technology has resulted in the creation of Straya – Bharpoor Iron Hardin, a natural iron fruit bar. This 20g bar contains 9mg of iron sourced from natural ingredients, enriched with over 13 herbs, seeds, and vegetables. It is designed to help individuals fulfill their daily iron needs and provides a more attractive alternative to conventional iron supplements, which may cause discomfort.
- Effectively tackling anemia requires a holistic, multi-sectoral approach that involves public health bodies, corporations, educational institutions, and local communities.
- Partnerships with organizations like the Ganga Aruna Foundation, IFFCO TOKIO, the Child Unbound Foundation (through the founder of INOX Group), and various schools are crucial in broadening the distribution of the iron-enriched fruit bars. These combined efforts play a key role in expanding the initiative and ensuring its far-reaching impact.
- A pilot study conducted in rural regions with over 600 adolescent girls found that 68% were suffering from anemia. After just 15 days of consuming the Bharpoor Iron Hardin bar, substantial improvements in haemoglobin levels were observed, with some severe cases showing an increase of up to 6 g/dL.
- Motivated by these promising outcomes, efforts are being made to scale the initiative and extend its reach to 30,000 girls.

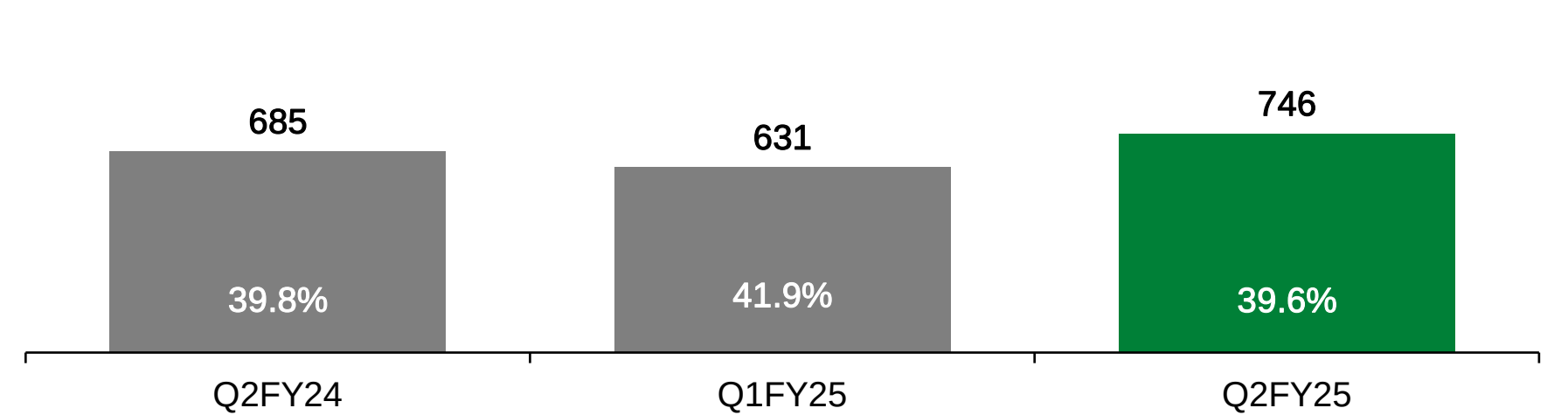
Revenue

↑ 25% qoq



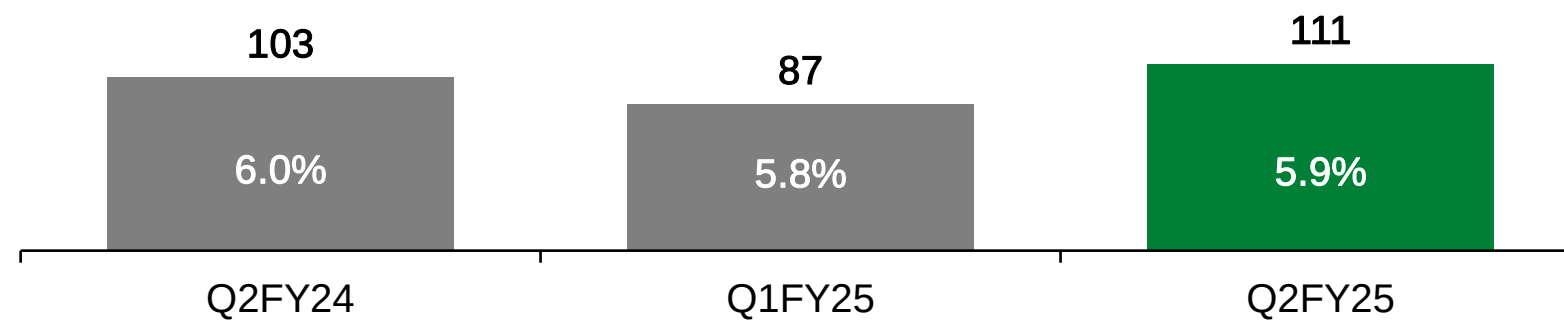
Gross Profit & Margin(%)

↑ 18.2% qoq



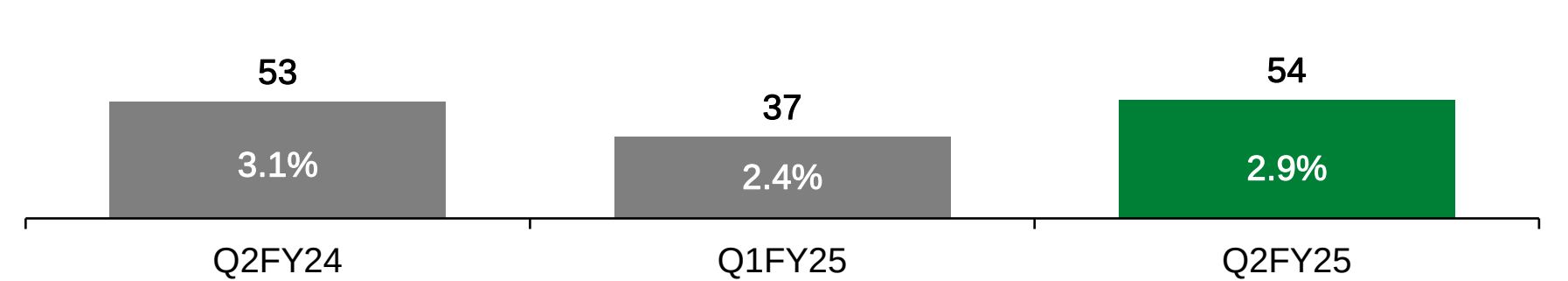
EBITDA & Margin(%)

↑ 27.5% qoq



PAT & Margin(%)

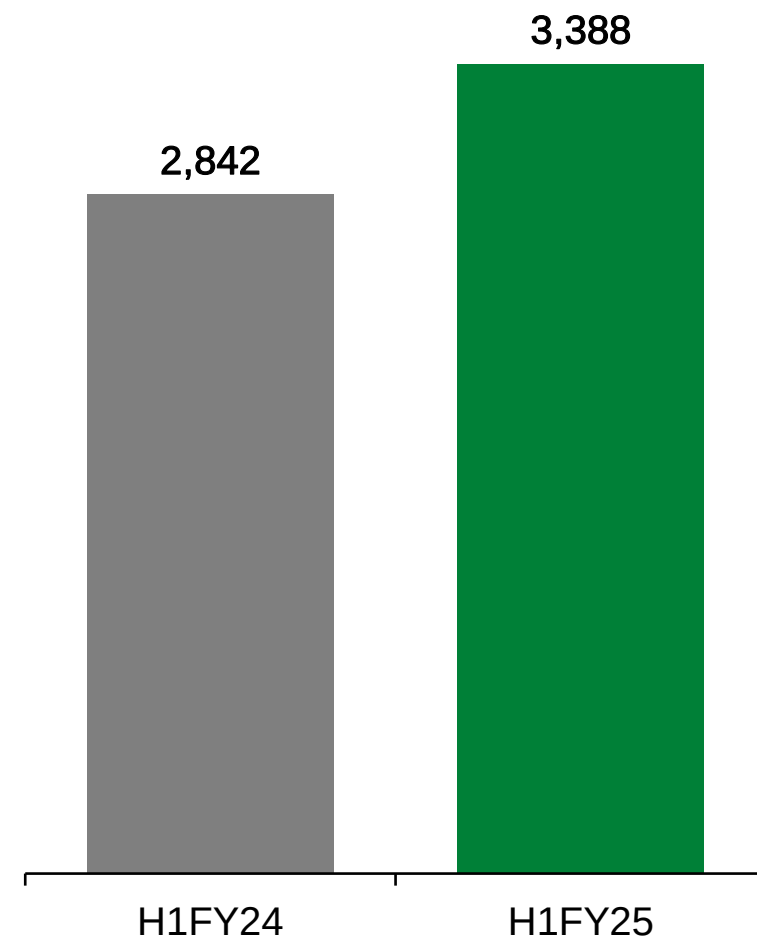
↑ 45.6% qoq



H1 FY25 Financial Performance

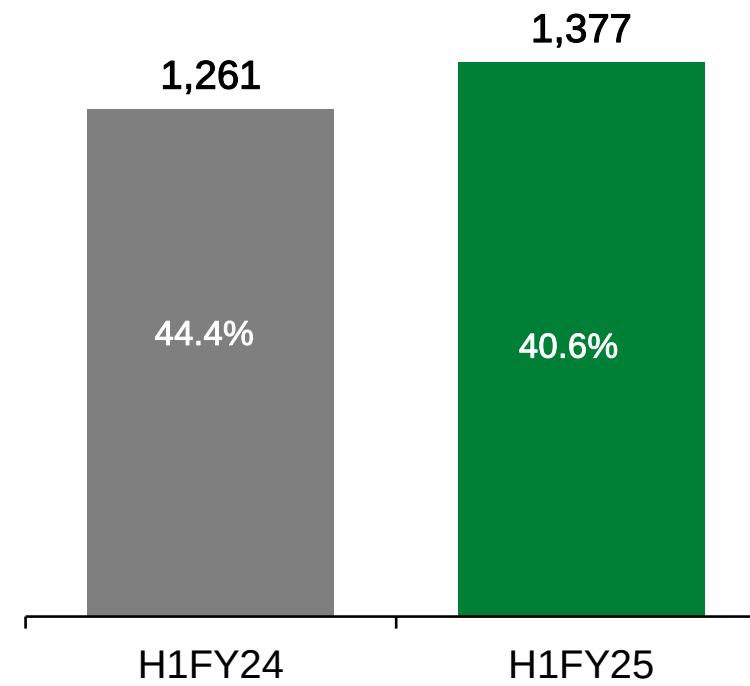
Revenue

↑ 19.2% YoY



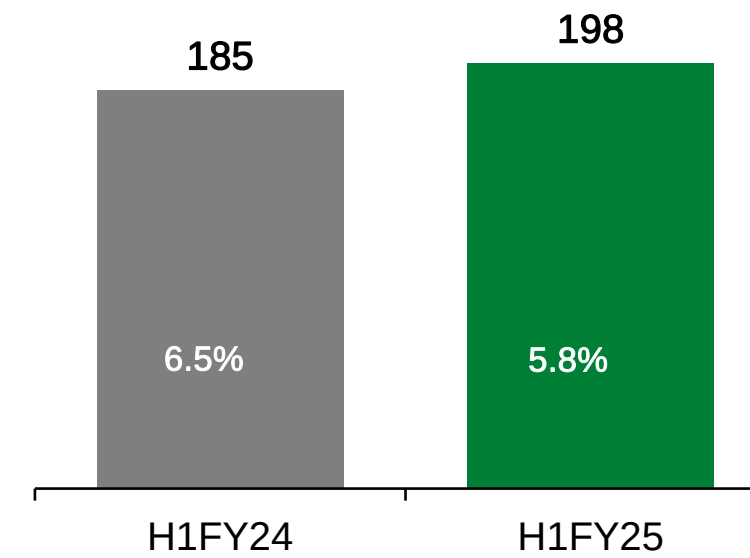
Gross Profit & Margin(%)

↑ 9.2% YoY



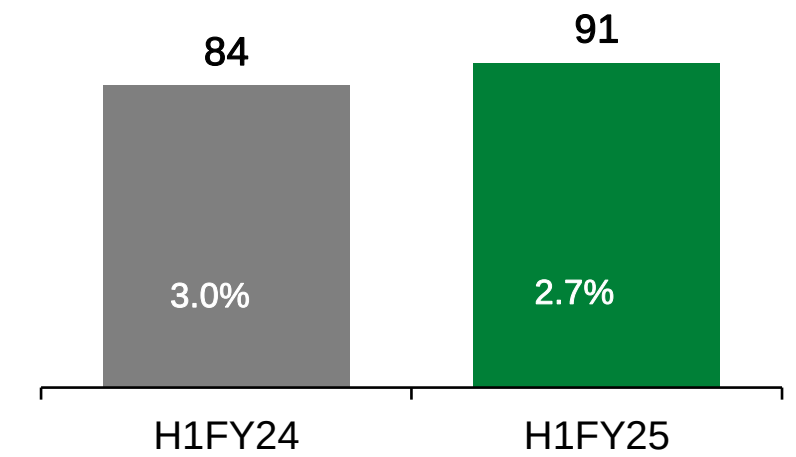
EBITDA & Margin(%)

↑ 6.7% YoY



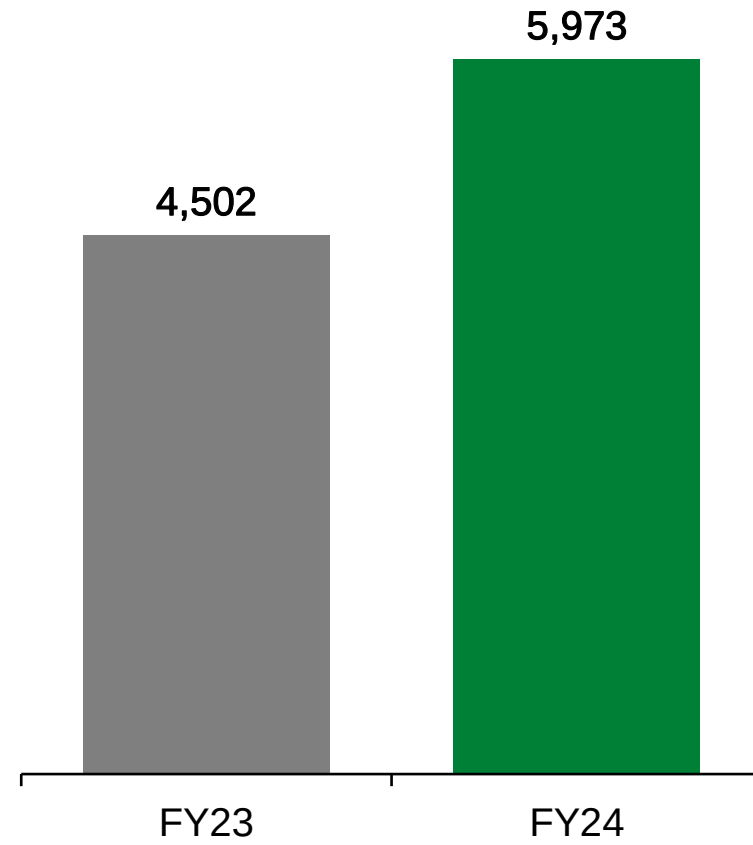
PAT & Margin(%)

↑ 7.5% YoY

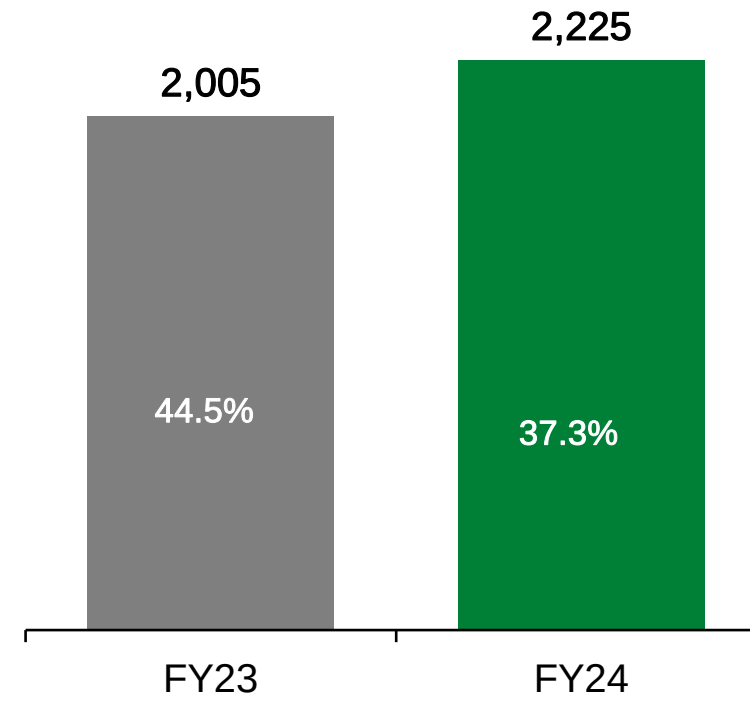


Yearly Financial Performance

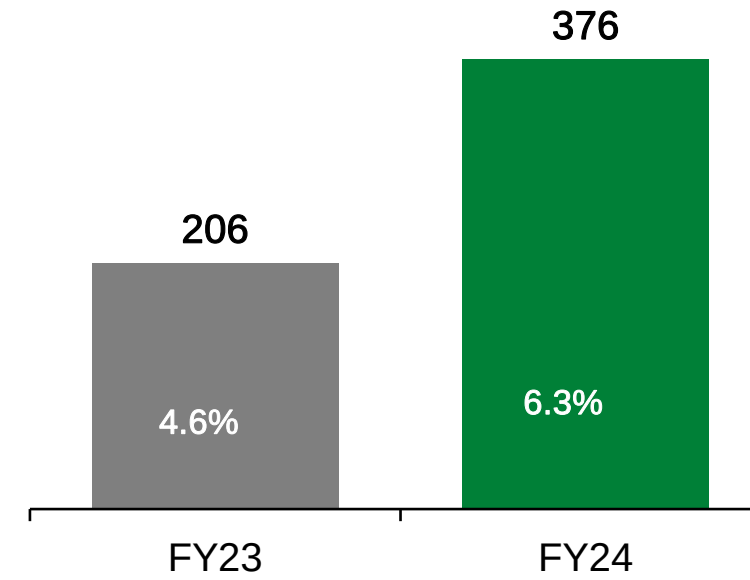
Revenue



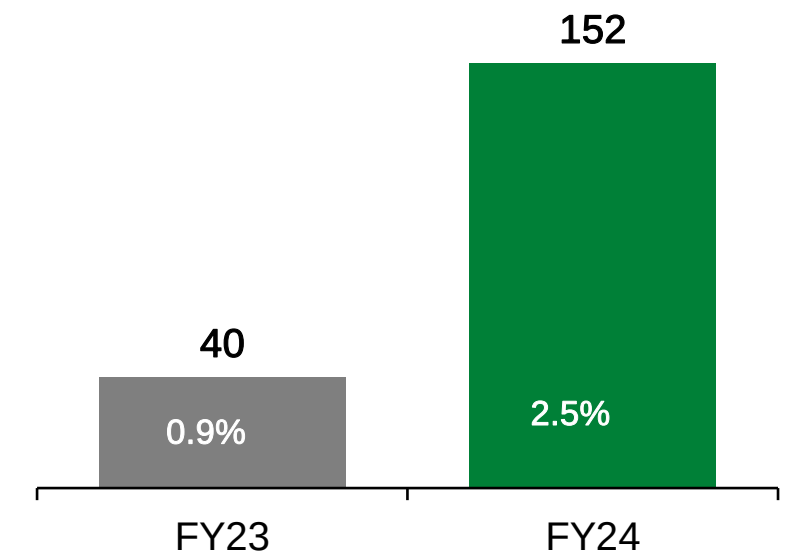
Gross Profit & Margin(%)



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**

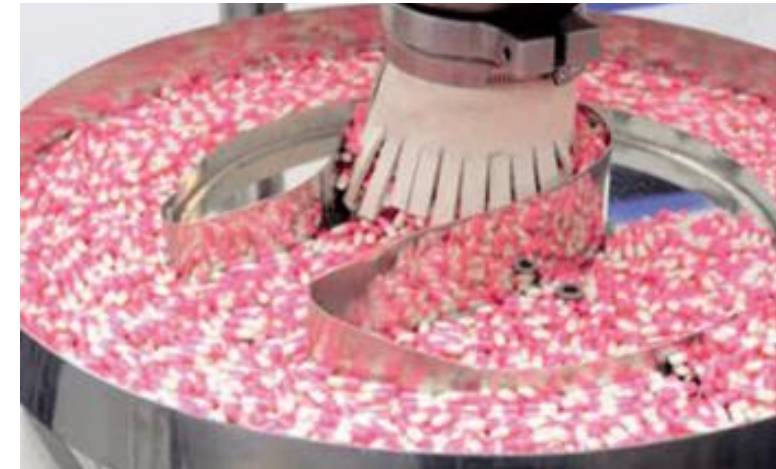
Step into a world where the essence of nature intertwines seamlessly with the precision of herbal science. Our Wellbeing product line embodies the ancient wisdom of Ayurveda, bringing you the best of both worlds for holistic well-being. Each product is a fusion of natural ingredients and scientific innovation,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

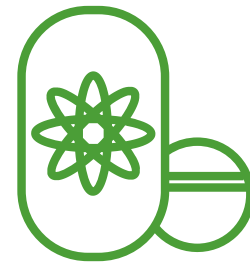


We make everyday quality of life more awesome



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

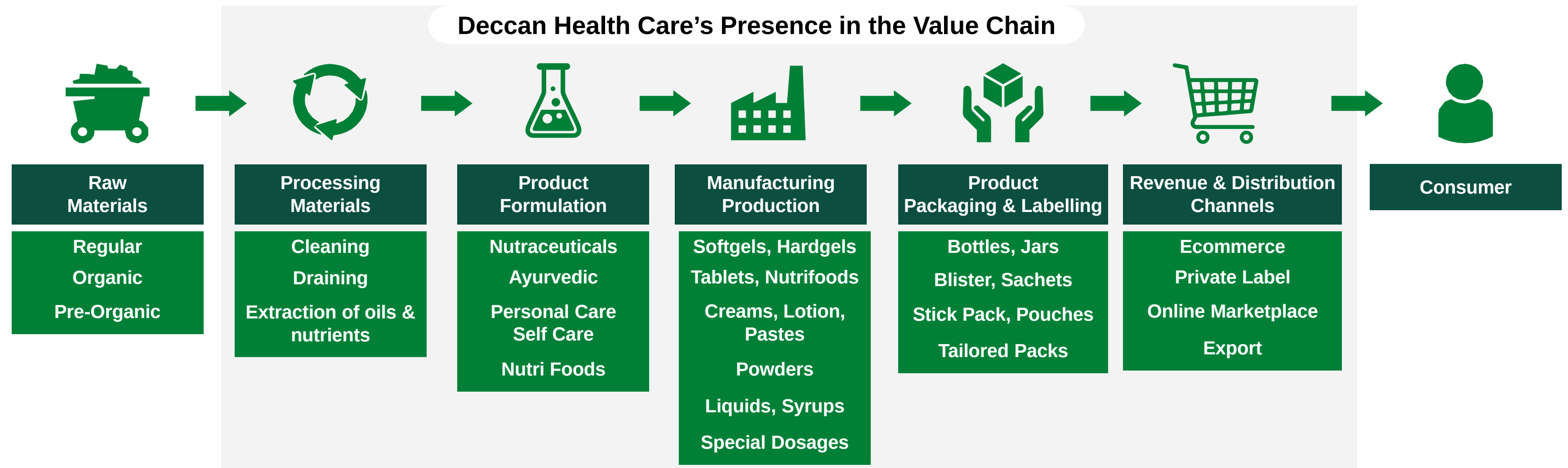
Certifications include CGMP, FSSAI, EQFS, WHO-GMP, German, ICM, USP, Ministry of Ayush, and ISO 9001:2015.



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

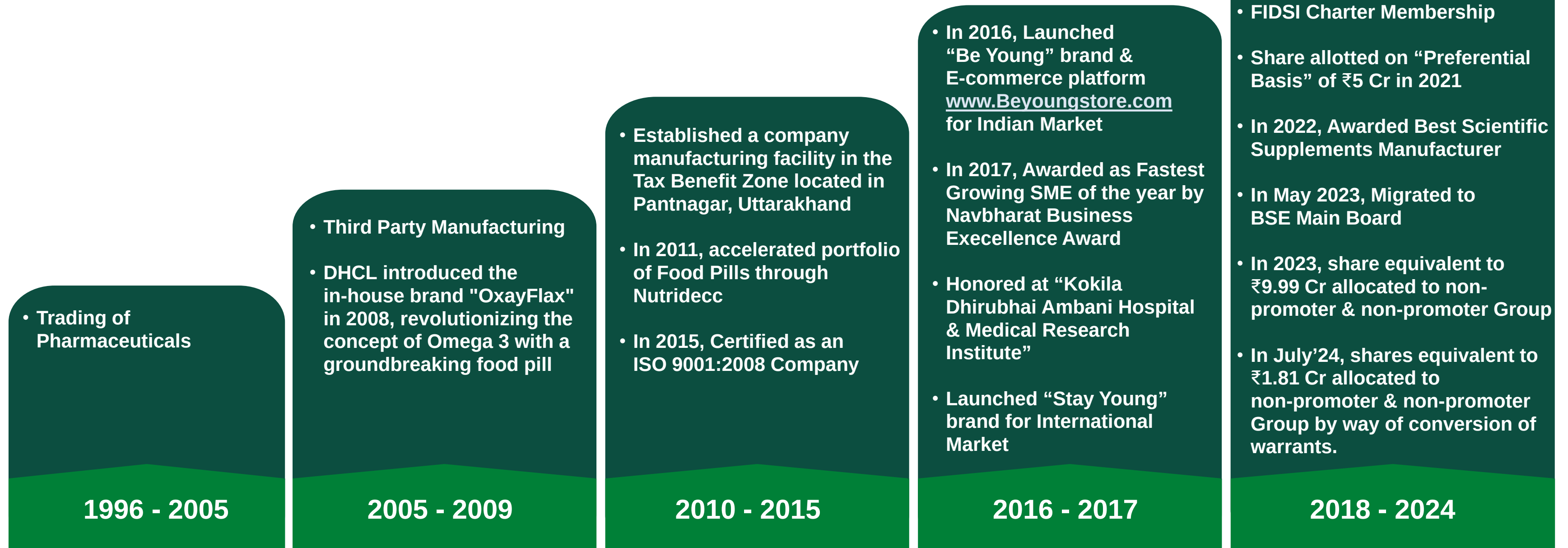
Capabilities

- 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.



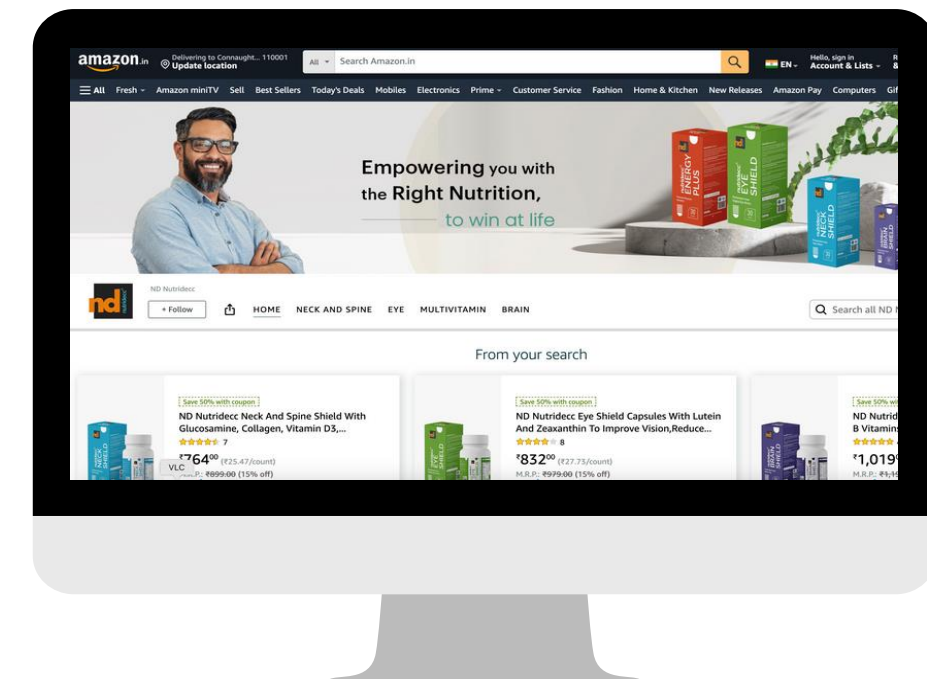
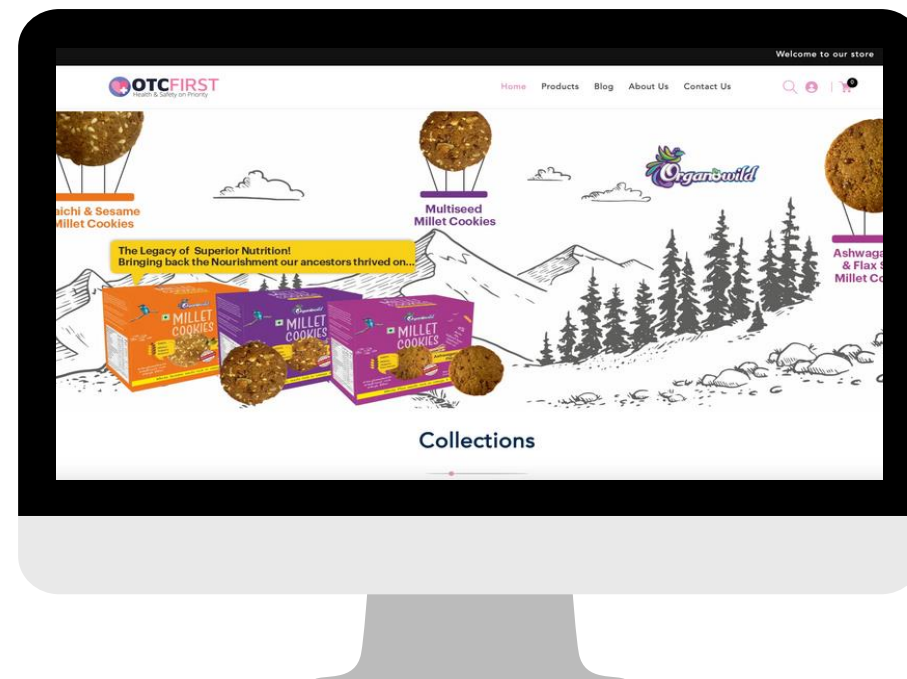
Revenue Channel III: Export

- ▶ 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

"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

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. Saharom suggested "A structured approach towards the RDA education on nutraceuticals is the key. Partnership between industry and academia, proactive and liberal initiatives by nutraceutical industry leaders towards RDA education and targeting of endorsement of product quality knowledge and trust in the brand must be done through RDA education." He further also suggested that effective and science-driven product branding and promotion and collaborations with various associations

NuffooDS Spectrum

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 STORE
Your 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 #WomenWhoCode team makes the journey better for those who have the same goal. Mohita Gupta, founder of BE YOUNG STORE, is a woman who has achieved a lot in the field of nutrition and wellness. She is a woman who has been able to bring the world's nutrition and wellness problems to the surface from one perspective.

RESEARCH IS BEING INSTRUMENTAL IN REFINING THE PROCESS

Their core motive is to improve Quality of Life that leads to the Science of Farm to Nutritional Fit. That's where they earned the process of growing the seeds, which make BE YOUNG'S products close to nature. BE YOUNG'S employees farmers in areas of land in North India, specifically tough terrain like Haryana and Indo-Tibetan region then, from there on the land and most sustainable farming. Exclusive products are innovated and designed by Dr. MP Gupta, her father, who has spent decades researching on nutrition and biochemistry along with his team of doctors, PhD students, and nutritional scientists. Managed with environmentally responsible and sustainable biological intensive agriculture practices, BE YOUNG'S Farm to Nutritional Fit provides ingredients with nutritional value in their natural integrity.

Lack of structure is one of the biggest reasons why entrepreneurs typically fail. That's why, according to Gupta, programs, foundation and funding are crucial for South Asia's company culture - for men and women alike. "Opportunities are everywhere," says Gupta. "There are no special doors for men and women. All it takes is the will to get started." But it takes more than willpower to carry on and grow.

BE YOUNG'S SUSTAINABLE FUTURE

- 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 ensure digital.

#1 BE YOUNG'S IN THE YOUNG ENTREPRENEUR NUTRITIONAL MARKET



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Deccan HealthCare among top brands

HANS BUREAU

Hyderabad: Deccan HealthCare Ltd, a wellness products company on Tuesday said it is recognised as one of the top 50 Brands Transforming India, by The Westminster Church House Conference in London. The award was given by WCRG, an agency of the UK's House of Lords, in recognition of its purpose and quality of the products.

The city-based company is in the wellness space from 1996. DHCL has an offering of over 1,500 products along with food supplements extracted from natural ingredients, available under the brand name 'Be Young'. The company has an initiative called as Be-YoungBharat, which aims to spread awareness on undernourishment of women and children in India.

Mohita Gupta, COO, Deccan HealthCare, said: "It was a proud moment for our company, but I felt great because we won it for the country".

The Power of Purpose

How Deccan Health Care is Championing Health and Fitness in the Lives of Consumers Through Nutrient Pills

Yashika Subramani | Business Content

Deccan Health Care Ltd (DHCL), the nutraceutical and Consumer Wellness product Company, leverages its fast growing e-commerce platform 'BE YOUNG' across the country and its exclusive export brand 'DHCL NUTRACEUTICALS' to sell its products across the globe. On the back of a vertically integrated supply chain, world-class R&D and manufacturing facilities, and a dynamic corporate management, Deccan HealthCare Limited continues to build a global leader in the FMCG industry in the near future. They have research quality, Pharma-grade manufacturing plant, which is rare in this space. Most of the Indian companies don't adhere to such standards. Says Mohita, Chief Business Officer of the company.

Over the years of operations, Deccan HealthCare has built a reputation for providing premium quality products. In the early 2000s, DHCL launched the first of its kind nutraceutical in India, the World's Best Nutraceutical Pills, available under the brand name 'Be Young' which is now one of the most popular products in various districts of Punjab, Haryana, Himachal Pradesh and Jammu & Kashmir. The products are designed to address the specific needs of the Indian population. The products are designed to address the specific needs of the Indian population. The products are designed to address the specific needs of the Indian population.

Certificate of Excellence

Nutrition & Wellness Awards 2019

By Young (Deccan HealthCare Ltd)

Deccan HealthCare Ltd (DHCL), the nutraceutical and Consumer Wellness product Company, leverages its fast growing e-commerce platform 'BE YOUNG' across the country and its exclusive export brand 'DHCL NUTRACEUTICALS' to sell its products across the globe. On the back of a vertically integrated supply chain, world-class R&D and manufacturing facilities, and a dynamic corporate management, Deccan HealthCare Limited continues to build a global leader in the FMCG industry in the near future. They have research quality, Pharma-grade manufacturing plant, which is rare in this space. Most of the Indian companies don't adhere to such standards. Says Mohita, Chief Business Officer of the company.

SKOCH ORDER-OF-MERIT

AWARDED TO

DECCAN HEALTHCARE LTD

FOR QUALITY & INNOVATION

TOP-100 SMEs IN INDIA

AWARDED TO

DECCAN HEALTHCARE LTD

FOR QUALITY & INNOVATION

TOP-100 SMEs IN INDIA

महामातृ

SME BUSINESS EXCELLENCE AWARDS 2017

Certificate of Excellence

Awarded to

Deccan Healthcare Limited

For the recognition of outstanding performance and quality products in the field of Nutraceuticals.





Standalone Profit & Loss Statement

Particulars (₹ in Lakh)	Quarterly					Half-Yearly			Yearly
	Q2 FY25	Q1 FY25	QoQ	Q2 FY24	YoY	H1 FY25	H1 FY24	YoY	FY24
Total Income	1,882.2	1,506.1	25.0%	1,719.5	9.5%	3,388.3	2,842.4	19.2%	5,974.3
Raw Material Cost	1,075.1	629.8		366.9		1,704.9	894.9		3,046.5
Inc./(Dec.) in Inventory	61.4	245.3		667.3		306.6	686.0		701.5
Employee Cost	130.1	90.8		54.5		220.9	154.7		341.3
Other Expenses	504.7	453.2		527.8		957.9	920.7		1,507.7
EBIDTA	110.9	87.0	27.5%	102.9	7.7%	197.9	185.4	6.7%	375.9
EBIDTA Margin (%)	5.9%	5.8%	+12 bps	6.0%	(9) bps	5.8%	6.5%	(68) bps	6.3%
Depreciation & Amortization Expense	36.7	36.0		31.6		72.7	71.0		146.7
Finance Cost	2.5	1.7		0.3		4.2	2.4		6.4
PBT	71.8	49.3	45.7%	71.0	1.2%	121.1	112.6	7.6%	224.3
Tax	18.1	12.4		18.1		30.5	28.4		72.1
PAT	53.7	36.9	45.6%	52.9	1.5%	90.6	84.3	7.5%	152.2
PAT Margin (%)	2.9%	2.4%	+41 bps	3.1%	(22) bps	2.7%	3.0%	(29) bps	2.5%



Standalone Balance Sheet Statement

₹ in Lakh

Assets	H1 FY25	FY24	Equity & Liabilities	H1 FY25	FY24
Non-Current Assets	1,922.3	1,987.5	Equity	9,930.1	9,703.7
Property Plant & Equipments	1,502.1	1,567.6	Share Capital	2,098.0	2,037.7
Investments	1.0	1.0	Other Equity	7,832.1	7,666.0
Intangible Assets	1.7	1.7	Non-Current Liabilities	291.9	314.9
Other Financial Assets	180.5	180.2	Borrowings	101.3	118.9
Other Non-Current Assets	236.9	236.9	Provisions	12.5	10.9
			Net Deferred Tax	178.1	185.1
Current Assets	9,355.3	8,745.1	Current Liabilities	1,055.6	714.0
Inventories	4,424.5	4,569.7	Borrowings	25.6	21.8
Trade Receivables	1,003.7	988.7	Trade Payables	637.6	425.1
Cash & Cash Equivalents	190.1	222.4	Other Financial Liabilities	165.8	112.5
Other Financial Assets	195.4	137.4	Provisions	95.9	15.2
Other Current Assets	3,541.6	2,826.9	Other Current Liabilities	94.1	54.8
			Net Current Tax Liabilities	36.6	84.7
Total Assets	11,277.6	10,732.6	Total Equity & Liabilities	11,277.6	10,732.6



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