

Zydu Wellness' consolidated Annual Net Sales up by 12.8% at Rs. 2243 crores

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Zydu Wellness Ltd., announced results for the fourth quarter ended March 31st 2023. The company reported 11.8% growth in consolidated net sales which stood at Rs. 709.9 crores. The Company reported consolidated income from operations at Rs. 713.0 crores, up by 11.4%. EBIDTA was up by 2.2% y-o-y to Rs. 144.6 crores. Adjusted Net Profit (before exceptional items) stood at Rs.152.5 crores up by 14.4% as compared to the comparable corresponding quarter of the previous year. On an annual basis, the company posted total income from operations of Rs. 2242.6 crores, up by 12.8 % y-o-y and adjusted Net Profit (before exceptional items), up by 3.7% y-o-y.

Five of its brands, Glucon-D, Sugar Free, EverYuth Scrub, Peel Off Face Mask and Nycil maintained their leadership positions in their respective categories as on March 2023.

For the first time ever, Glucon-D has crossed 60 percent market share during the financial year. The brand maintained its number one position with a market share of 60.1% as per MAT March 2023 report of Nielsen, registering an increase of 159 basis points over the same period last year. The company launched various extensions in the brand portfolio like sachets, kachha mango under Immunovolts and mango blast flavour under flavoured glucose powder during the year.

Sugar Free continues to maintain its leadership with a market share of 95.8 percent which is an increase of 31 basis points over same period last year (MAT March'23 report of IQVIA). The company continued to build its Sugar Free Green franchise with aggressive media campaigns throughout the year.

Nycil has maintained its dominant position by further increasing its market share by 157 basis points over the same period last year, which now stood at 35.4% in the Prickly heat powder category as per MAT March 2023 report of Nielsen. The brand registered a robust growth for the financial year. Everyuth brand continues to outpace category growth during the financial year. The company continued to focus on the core portfolio of face wash, scrubs, peel-off and body lotions through TV and digital campaigns throughout the year. Everyuth Scrub has increased by 68 basis point at MAT level over same period last year to 41.9% further strengthening its leadership position in the facial scrub category and Everyuth Peel off has maintained its number one position with a market share of 78.4 % in the Peel off as per MAT March 2023 report of Nielsen. Nutralite brand continued to grow stronger during the financial year with support of the digital and on-ground activations.
