

Zydu Wellness Ltd, Net Sales up by 7.3% in Q3

Ahmedabad, February 02, 2023

For the third quarter ended December 31, 2022, Zydu Wellness Ltd. reported total income from operations of Rs. 415 crores up by 7.1 %. The Company's Net Sales grew to Rs.413 crores up by 7.3%. Net profit for the quarter stood at Rs. 19.6 crores.

During the quarter gone by the company's key brands, Sugar Free, Everyuth Scrub and Everyuth Peel Off, Nutralite, Glucon D and Nycil continued to hold strong positions in their respective categories.

Glucon-D brand continues to maintain its number one position with a market share of 59.9% as per MAT December 2022 report of Nielsen, which is an increase of 161 basis points over the same period last year. Sugar Free Green continued to build on digital platforms with special campaigns during T20 world cup. Sugar Free brand continues to maintain its leadership with a market share of over 95.8 percent as per MAT December '22 report of IQVIA.

Everyuth Scrub continues to maintain its leadership position with market share of 41.8 percent in the facial scrub category, which is an increase of 160 basis points over the same period last year as per MAT December 2022 report of Nielsen. Everyuth Peel off has maintained its number one position with a market share of 78.4% in the Peel off, which is an increase of 22 basis points over the same period last year as per MAT December 2022 report of Nielsen. Everyuth brand is at number 5 position with market share of 6.4% at overall facial cleansing segment level as per MAT December 2022 report of Nielsen.

Nycil has maintained its number one position with a market share of 35.1% in the Prickly heat powder category which is an increase of 121 basis points over the same period last year as per MAT December 2022 report of Nielsen. Nutralite brand continued to deliver double digit growth in both retail and professional segments for the quarter gone by. Nutralite DoodhShakti Probiotic Butter Spread was supported with digital & print media to drive awareness. While the Health Food Drink (HFD) category has de-grown, Complian has registered single digit growth during the quarter. Complian's market share stood at 4.5% in the category as per MAT December 2022 report of Nielsen.

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