

Zydu Wellness Ltd, Total Income from operations up by 12.2% in Q2

Ahmedabad, October 28, 2021

For the second quarter ended September 30, 2021, Zydu Wellness Ltd. reported consolidated revenue from operations of Rs. 383.7 crores, growth of 12.2% on a y-o-y basis. Earnings before Interest, Depreciation and Tax (EBIDTA) of Rs. 30.5 crores was up by 12.6 % on a y-o-y basis. PBT excluding exceptional items, was up by 385.4% at Rs. 21.1 Crores. Net profit for the quarter was up by 120.4% at Rs. 21.5 crores. The growth drivers of E-commerce and international business contributed to approximate 7 percent and 5 percent of the total net sales and triple digit and high double digit growth respectively on a y-o-y basis.

During the quarter gone by the company's key brands, Sugar Free, Everyuth Scrub and Everyuth Peel Off, Glucon D and Nycil continued to hold strong positions in their respective categories. As per the MAT September 2021 report of Nielsen and IQVIA, Glucon-D has maintained its number one position with a market share of 58.2% in the Glucose powder category. Glucon-D ImmunoVolt also continued to deliver steady business. Complian has a market share of 5.4% in the health food category (HFD). Sugarfree maintained its number one position with a market share of 96.2% in the sugar substitute category, which is an increase of 181 basis points over the same period last year. Nycil maintained its number one position with a market share of 34.5% in the prickly heat powder category. Everyuth Scrub maintained its number one position with a market share of 39.2% in the facial scrub category, which is an increase of 543 basis points over the same period last year and Everyuth Peel-off maintained its number one position with a market share of 77.3% in the Peel-off category. Everyuth brand now has a market share of 6.5% in the overall facial cleansing segment. The company launched a new range of Everyuth Body Lotions in the skin care category.

During the quarter new thematic communication on Sugarfree "Fitness ka Pehla Kadam" was launched featuring leading Bollywood actress Katrina Kaif as its new brand ambassador. This was amplified by a 360 degree media campaign on TV, print and digital across the country.

The Company re-launched Complian with an enhanced proposition, improved chocolate taste, new packaging along with new campaign to promote the brand.

The company in its transformational journey 'Transformation 2.0' is integrating Nutralite retail with the rest of retail business and integrating the cold rooms for Nutralite with ambient warehouses, thereby creating a simpler organizational structure with improved channel wise focus, and a cost efficient value chain. Digital journey across sales and supply chain is also underway.

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