

Zydus Wellness Ltd, Net sales up by 17.8%

Ahmedabad, July 29, 2022

For the first quarter ended June 30, 2022, Zydus Wellness Ltd. reported consolidated Net sales of Rs.693 crores, up by 17.8% and consolidated revenue from operations of Rs. 697 crores, up by 16.6%. Earnings before Interest, Depreciation and Tax (EBIDTA) of Rs. 148 crores was up by 5.5% on a y-o-y basis. Adjusted Net profit before exceptional items for the quarter was up by 7% at Rs.140 crores. Reported Net profit for the quarter was up by 4.7% at Rs.137 crores.

During the quarter gone by the Company witnessed resurgence in demand of summer oriented brands i.e. Glucon-D and Nycil. With strong distribution and marketing efforts, the Company could also re-recruit the consumers for these brands as a result of which they have registered a strong double digit growth.

The key brands of the Company, like Sugar Free, Everyuth peel off, Everyuth scrub, Glucon-D and Nycil have maintained leadership position in their respective categories.

The Sugar Free brand continued to maintain its leadership with a market share of 95.5 percent¹. With the focus on category development, the brand continued to promote the stevia based Sugar Free Green variant. Glucon-D has maintained its number one position with a market share of 60.4% in the Glucose powder category, an increase of 203 basis points over the same period last year². Glucon-D Immunovolt, continued to deliver steady business. Complian had a market share of 4.8% in the Health Food (MFD) category³. Nycil has maintained its number one position with a market share of 34.2% in the Prickly heat powder category⁴. Everyuth Scrub has maintained its number one position with a market share of 41.8% in the facial scrub category, which is an increase of 511 basis points over the same period last year and Everyuth Peel off has maintained its number one position with a market share of 76% in the Peel off category. Everyuth brand now has a market share of 6.6% in the overall facial cleansing segment⁵. Nutralite brand has registered yet another strong double-digit growth during the quarter gone by on Year-on- Year basis. With an expanding presence of Ghee in institutional channel through Nutralite DoodhShakti Professional Ghee, the brand gained better traction in the market⁶.

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Sources:

*1, 2, 3, 4, 5, 6- as per MAT June 2022 report of Nielsen.

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