

Zydus Wellness registers consolidated net sales of Rs. 3,764 million in Q3, up by 15.6%

Ahmedabad, February 1, 2021

Zydus Wellness Ltd., announced results for the third quarter ended 31st December 2020. The company reported 15.6% growth in consolidated net sales which stood at Rs.3764 million. The Company reported consolidated income from operations at Rs.3816 million, up by 14.7%. EBIDTA was up by 32.7% y-o-y to Rs.495 Million. In line with its strategic initiatives to pare down the debt, the Company during the quarter has fully redeemed Non-convertible debentures of Rs.15000 million. In the process of buying back its own Non-convertible debentures the Company has paid one-time debenture redemption premium Rs.1321 million out of which Rs.342 million is recorded as exceptional item in our financials for the current quarter. As a result of this exceptional item the Profit after Tax (PAT) stood at Rs.17 million for the quarter.

Five of the Company's brands Glucon-D, Sugar Free, EverYuth Scrub, Peel Off Face Mask and Nycil maintained their leadership positions in their respective categories.

Sugarfree witnessed a strong double digit growth. Innovative campaigns like #SugarFreeChef activation on Diwali and #21DayNoSugarChallenge were launched on digital media. Sugar Free also launched Sugar Free D'lite dark chocolates in domestic markets through e-commerce platform which was supported with a digital campaign and marketing initiatives across Ecommerce portals. A unique influencer led #SugarliteStringTest campaign was executed in digital during the festive season to build advocacy and adoption.

EverYuth Scrub is the leading brand with a market share of 34.8%. The quarter marked the launch of Aloevera Gel in this category. In the Prickly heat powder category Nycil leads with a market share of 35.7%, which is an increase of 213 basis points over the same period last year. Glucon-D has maintained its number one position with a market share of 58.3%. Glucon-C ImmunoFizz was launched in Dec'20 to tap market of "Immunity Booster" product in effervescent format.

In the Malted Food Drink category, Complian has a market share of 5.5%. The company's promotional campaign on Complian has focussed on the product's nutritional superiority through multiple media.

The demand for Nutralite has been steadily increasing and there has been sequential improvement across the portfolio including institutional business. Mayo portfolio, especially retail business, delivered good performance because of increased demand for the category Nutralite Choco Spread, continued to deliver steady business on E-Commerce and Modern Trade channels.
