

Zydus  
Wellness



▶ BRINGING WELLNESS TO YOUR LIFE

# Company overview

# Brand Umbrella

Zydus Wellness Limited

**25+**  
Years of operations

**4**  
brands as category market leaders<sup>1</sup>

**40mm+**  
End consumers

**INR 11,467 Cr**  
Market capitalization<sup>1</sup>



- Foods
- Skin care

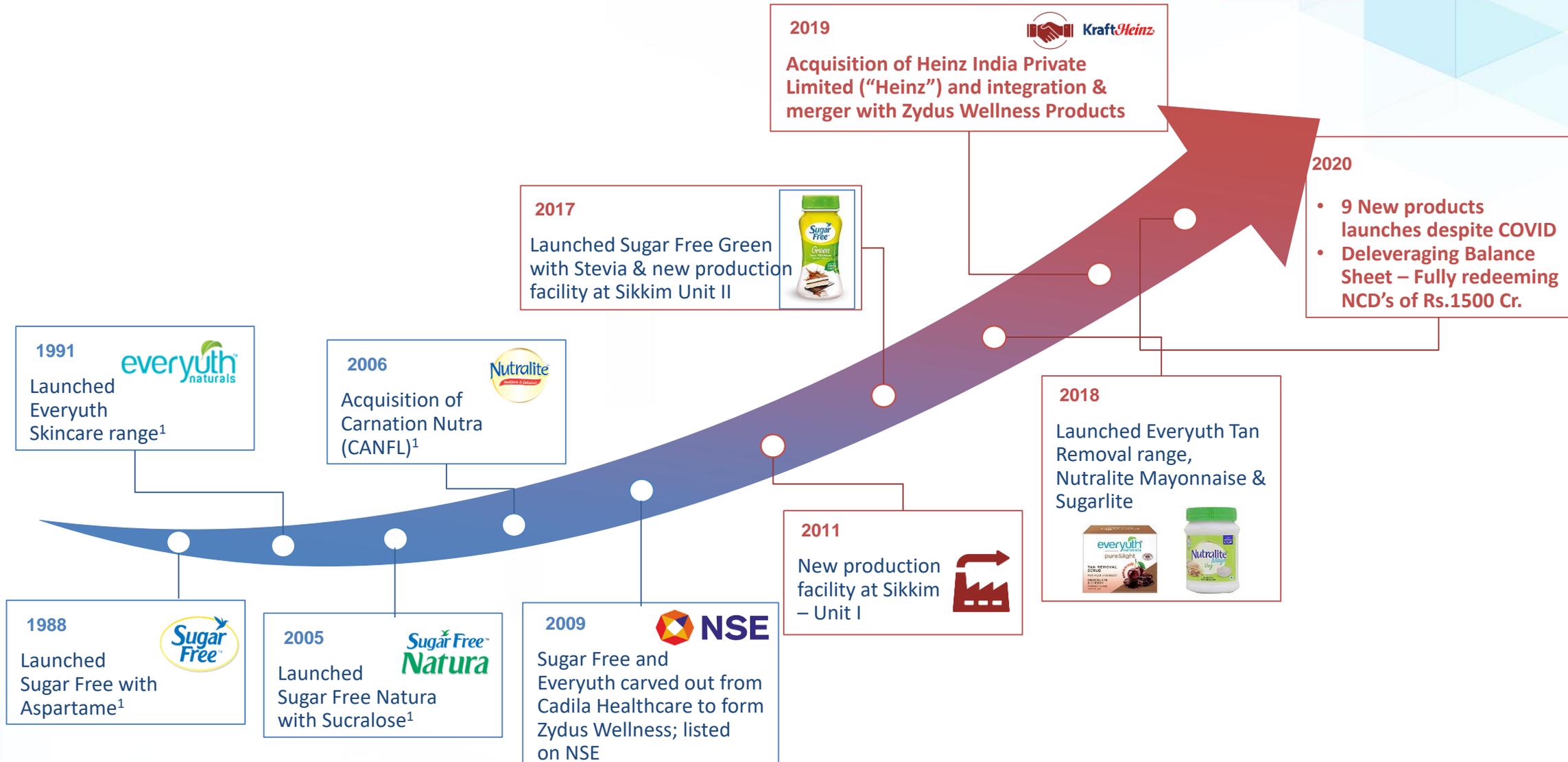
Source: Company information; Nielsen MAT December 2020

<sup>1</sup> Rank within scrubs and peel offs sub-categories

Source - 1. Market capitalization is as on 31<sup>st</sup> December 2020 from BSE website

<sup>1</sup> Rank within scrubs and peel offs sub-categories

# Key milestones in our journey



Source: Company information

Note: <sup>1</sup> Milestones that happened before the company was carved out from Cadila Healthcare

# Distribution and Manufacturing foot print



**1,700+**  
Distributors



**~2,000**  
Feet-on-street



**25**  
Ambient  
warehouses



**20**  
Cold chain  
warehouses

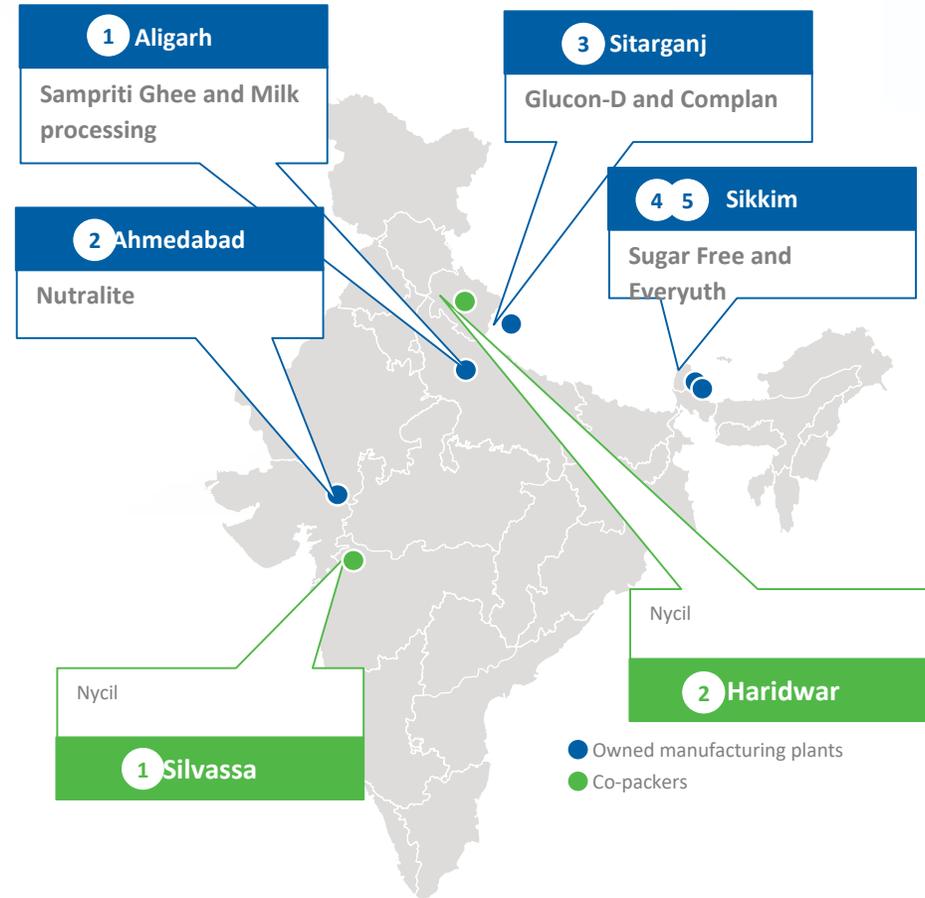


**23**  
CFAs<sup>1</sup>



**40mm+**  
Customers

## Manufacturing footprint



**5** manufacturing facilities across **4** states

# Quarterly Highlights



# Continued Innovation - New Launches during the quarter

Zydus Wellness Limited

everyuth  
naturals



Everyuth Aloe Cucumber Gel

nycil



Nycil Sanitizing Wipes

Sugar Free



SugarFree D'Lite Chocolates

Glucon-D  
Instant Energy



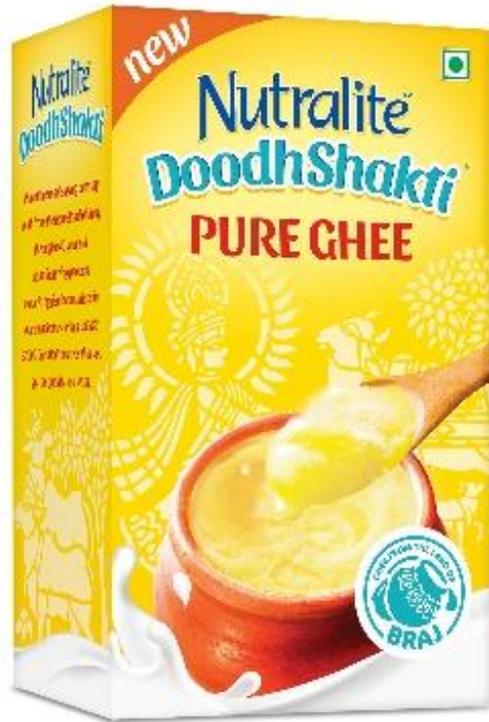
Glucon C Immuno Fizz

Total 9 New Products already launched in 2020 – despite the pandemic induced setbacks

More in the pipeline for 2021 for India and International markets

# Launch of Nutralite Doodhshakti Ghee and Butter

Zydus Wellness Limited



***Launched from January 2021 onwards***

# Quarterly Business updates

Zydus Wellness Limited

Project Vistaar – To expand our direct distribution to 5 Lakhs outlets by end of FY 21

Complan has registered the highest distribution reach compared to last few years

Distribution Goal

3.5 Lac  
Outlets

Present FOS  
Coverage

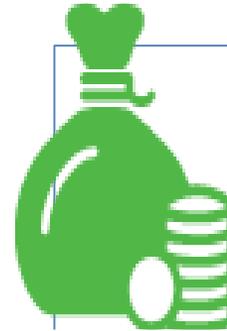
**1.5 X Direct Towns  
Tech Enabled  
4\*4 Architecture**

5 Lac  
Outlets

**31<sup>st</sup> March'21**



**E-Commerce channel continues to deliver rapid growth across various brands. 240% growth during the quarter.**



**Strategic initiative to pare down the debt completed during the quarter by fully redeeming Non-convertible debentures of Rs.1500 Crores**



**Key strategic initiatives taken to optimize cost of production and faster route to market during the quarter**



**Received NAMC Gold certification for Manufacturing Excellence for our Sikkim and Ahmedabad plants and Silver certification for Aligarh and Sitarganj plants**

# Continued Media and Digital Initiatives....

Zydus Wellness Limited

## Sugarfree Green - New Year's Print Ad

**Hindustan Times**  
FIRST VOICE. LAST WORD.

**Sugar Free Green**  
made from Stevia  
100% Natural Source

**The sweetest New Year resolution, might also be your healthiest.**  
This New Year, resolve to give up sugar not sweets. It's easy, just replace sugar with Sugar Free Green. Made from 100% natural stevia leaves, it'll give your desserts and beverages the same taste and sweetness that sugar would, minus its calories.  
Have a happier, healthier New Year.

**Sugar Free Green**  
made from Stevia  
100% Natural Source

**Staying healthy, in the coming year could be a piece of cake.**  
Have a happier, healthier New Year.

## #21DaysNoSugarChallenge



## Everyuth – Aloe Gel Launch Campaign

**NEW ALOE VERA & CUCUMBER GEL. DAILY NOURISHMENT FOR HEALTHY SKIN!**

**everyuth naturals**

BUY NOW

2,096 views • Nov 30, 2020

Everyth Naturals  
14.1K subscribers

## Complan - Digital Film exclusively made for Pongal

சில நேரங்களில் குழந்தைகள் பெரியவர்களுக்கே கற்றுக் கொடுக்கிறார்கள். எப்படி என்று பார்க்கலாம்.

Sometimes kids end up being teachers for their elders.

# Key Financial Highlights – Q3 - FY 2020-21

Zydus Wellness Limited

Key Financials (Rs. In Lakhs)	Q3 20-21	Q3 19-20	% Growth Vs. Q3 FY20
Net Sales	37,641	32,572	15.6%
EBIDTA	4,953	3,732	32.7%
PBT	3,592	(84)	4376.2%
Exceptional items	3,418	462	639.8%
PBT (after Exceptional items)	174	(546)	131.9%
PAT	174	424	-59.0%

Double digit Net Sales growth of 15.6%

Nutralite has de-grown, however there is sequential improvement across the portfolio including institutional business

Gross Margins increased on the back of benign milk prices, however Refined Palm Oil prices continue to increase

In the process of buying back its own Non-convertible debentures the Company has paid one-time debenture redemption premium Rs.13213 lakhs out of which Rs.3418 lakhs is recorded as exceptional item in our financials for the current quarter

# Strategy for Sustainable growth



# Right recipe for growth



# Three Pillars to drive growth going forward

## Accelerate growth of Core Brands

- Innovations to focus on portfolio diversification and expansion with an aim to recruit new customers
- Differentiated propositions supported by strong GTM



## Build International Presence

- Build scale in international business by focusing on SAARC, MEA and SEA
- Enter new markets with relevant offering



## Leverage M&A to significantly grow scale

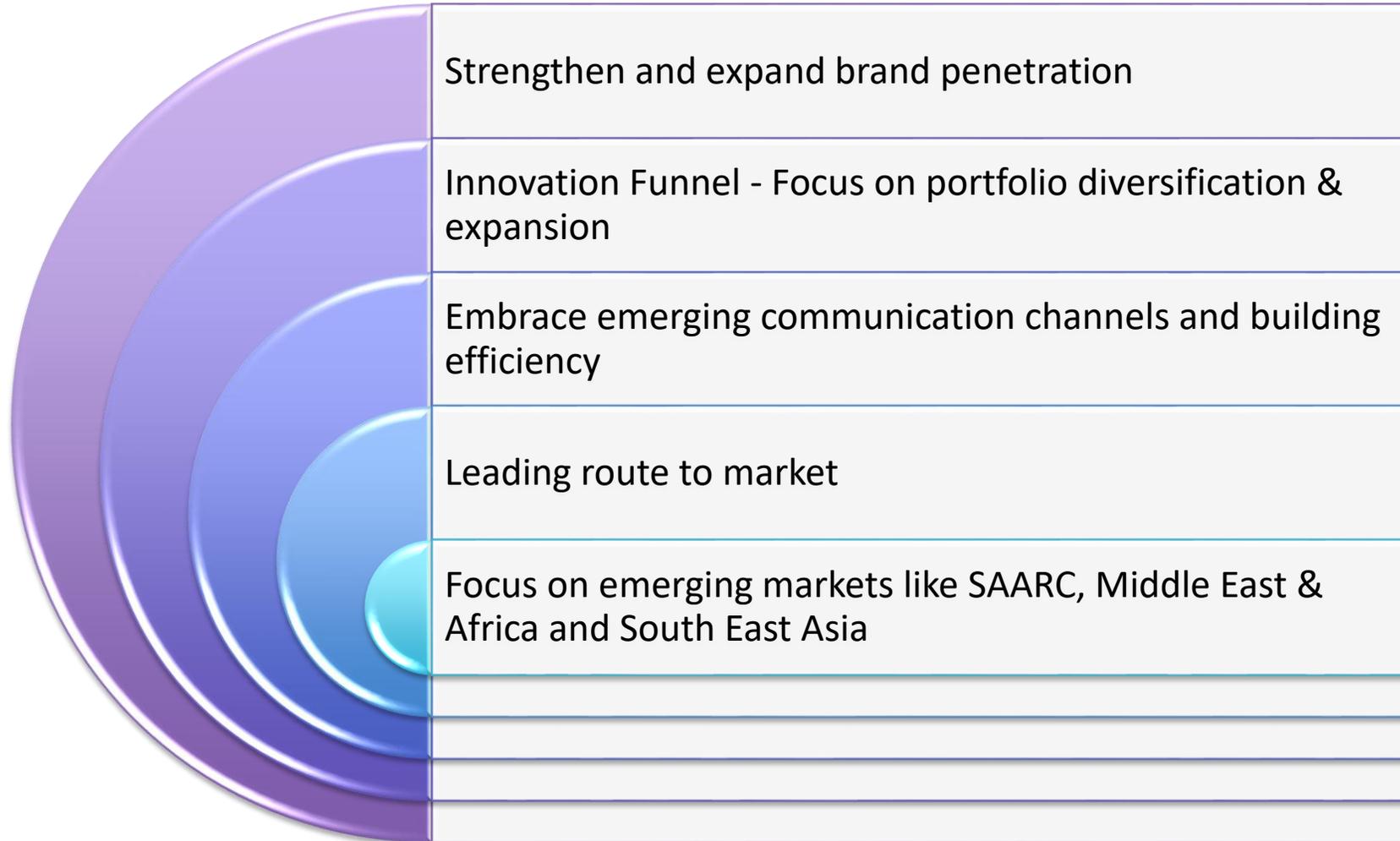
- Successful integration of the Heinz acquisition
- Open to bolt-on acquisitions at the right time



Source: Company information

Note: GTM - Go To Market; SAARC - South Asian Association for Regional Cooperation; MEA - Middle East and Africa; SEA - South East Asia

# Summary - Strategies for continued growth



**THANK YOU**