

Zydus Wellness Ltd, Net Sales up by 12.3%

Ahmedabad, November 10, 2022

For the second quarter ended September 30, 2022, Zydus Wellness Ltd. reported consolidated Net sales of Rs.427 crores, up by 12.3% and consolidated revenue from operations of Rs. 429.5 crores. Earnings before Interest, Depreciation and Tax (EBIDTA) stood at Rs. 16.3 crores and reported Net profit for the quarter stood at Rs.8.5 crores.

With the continued thrust on marketing initiatives, several key brands including Glucon-D, Everyuth, Nycil and Nutralite recorded a strong performance during the quarter.

The Sugarfree brand continued its leadership in its category with a market share of over 95 percent¹. During the quarter Sugar free Green doubled its direct distribution during the quarter on a sequential basis. Glucon-D continued to lead the glucose powder category with a value market share of 60.0%, a growth of 157 basis points over the same period last year². The brand registered a strong double digit sales growth.

Glucon-D bagged the Gold Award for its Mother's Day campaign, #MyEnergyMaaEnergy at the SPOTT Awards by Economic times. During the quarter Complian registered a market share of 4.6% in the Health Food Drink (HFD) category³. Nycil has maintained its number one position with a market share of 35% in the Prickly heat powder category⁴, an increase of 47 basis points over the same period last year.

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 269 basis points over the same period last year and Everyuth Peel off has maintained its number one position with a market share of 75.7% in the Peel off category. Everyuth brand now has a market share of 6.5% in the overall facial cleansing segment⁵.

Nutralite brand has registered yet another strong double-digit growth during the quarter gone by. Nutralite DoodhShakti dairy portfolio, which includes butter, spreads and ghee delivered strong performance backed by increased distribution drive, festival specific digital activations and online recipe videos endorsed by celebrity Shilpa Shetty.

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Sources:

*1- as per MAT September '22 report of IQVIA

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

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