



November 11, 2024

Listing Department

BSE LIMITED

P. J. Towers, Dalal Street,

Mumbai-400 001

Code: 531 335

Listing Department

NATIONAL STOCK EXCHANGE OF INDIA LIMITED

Exchange Plaza, C/1, Block G,

Bandra Kurla Complex,

Bandra (E),

Mumbai-400 051

Code: ZYDUSWELL

Sub: **Press Release**

Dear Sir / Madam,

Please find enclosed a copy of press release dated November 11, 2024 proposed to be published in the newspapers in the matter of unaudited financial results for the quarter and half year ended on September 30, 2024.

Thanking you,

Yours faithfully,

For, **ZYDUS WELLNESS LIMITED**

NANDISH P. JOSHI

COMPANY SECRETARY

Encl.: As above

Zydus Wellness Limited

Regd. Office: 'Zydus Corporate Park', Scheme No. 63, Survey No. 536, Khoraj (Gandhinagar), Nr. Vaishnodevi Circle, S. G. Highway, Ahmedabad – 382481, India.

Phone No.: +91-79-71800000; **Website:** www.zyduswellness.com

CIN: L15201GJ1994PLC023490

Zydus Wellness Limited registers net sales growth of 12.1% in second quarter of FY 25

Ahmedabad, November 11, 2024

For the quarter ended September 30, 2024, Zydus Wellness Limited., recorded 12.1% growth in Q2 net sales which stood at ₹ 4,907 million y-o-y. The Company registered growth in EBIDTA of 16.7% y-o-y basis to ₹ 196 million. Net profit for the quarter grew by 254.2% and stood at ₹ 209 million. Adjusted PAT grew by 154.2% y-o-y after eliminating exceptional items from the current quarter.

The Company entered into a definitive agreement to acquire Naturell (India) Private Limited, a leading healthy snacking company with the turnover of approx. ₹ 119 crores (FY 2023-24 as per Ind AS). Naturell Company is engaged in the business of manufacturing, research and development, marketing and selling of Nutrition bars, Protein cookies, Protein Chips and health food products under brands Ritebite Max Protein (Protein fueled healthy snacks) and Ritebite (fiber-enriched snacks). The transaction is expected to be EPS accretive for Zydus Wellness from the very next year post-acquisition.

During the quarter, the Company's iconic brands continued to fare well and posted growth.

In the food and nutrition segment, Glucon-D continued to maintain its number one position with 59.4%* market share. The Glucose powder category has grown by 20.8% at a MAT level. The Sugar Free brand maintains its dominant position with a commanding market share of 93.9% in the sugar substitute category which has grown by 5.4% at MAT level. Sugar Free Green continues to experience strong double-digit growth driven by increasing volume uptake.

The nutrition drink category has continued showing signs of revival across key metrics. Complian has added nine lakhs household over last year as per MAT August-24 reports of Kantar Panel. While the category has grown by 2.8% at MAT level, Complian's market share stood at 4.1% at MAT level

In the personal care segment, the Company's brands Nycil and Everyuth continued to register a strong performance. The prickly heat powder category has grown by 21.6 percent at MAT level. Nycil has maintained its number one position with a market share of 34.3%. Nycil witnessed robust growth, favorable summer season and consistent media visibility.

Everyuth continues to outpace category growth and has registered a strong growth. The face scrub category has grown by 17.3% at MAT level. Everyuth Scrub has maintained its leadership position with market share of 46% in the facial scrub category, which is an increase of 355 basis points over the same period last year.

The Peel off category has grown by 26.4% at MAT level. Everyuth Peel off maintains its number one position with a market share of 77.9% in the Peel off, which is an increase of 189 basis points over the same period last year.

Stepping up its research and development capabilities, the Company continues to launch new products and extensions. The Company forayed into the adult nutrition space delivering high quality protein with pre and probiotics to support Gut-Muscle Axis under the brand name Complian Viemax. Bringing in a plant-based table spread under the umbrella of Nutralite, the Company has introduced a 100% plant-based buttery spread in two delicious variants: Olive and Garlic & Herbs. Zydus Wellness has also ventured into the cheese category with Nutralite Professional and launched few variants of mayonnaise and fat spreads. Following a strong positive response from international markets, the Company has launched Sugar Free D'lite Cookies in India.

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Sources: * MAT September 2024 report of Nielsen and IQVIA