



November 6, 2023

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 6, 2023 proposed to be published in the newspapers in the matter of unaudited financial results for the quarter and half year ended on September 30, 2023.

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](http://www.zyduswellness.com)

**CIN:** L15201GJ1994PLC023490

## Zydus Wellness Ltd posts Net Sales of Rs. 438 crores

Ahmedabad, November 6, 2023

For the second quarter ended September 30, 2023, Zydus Wellness Ltd. reported consolidated Net sales of Rs. 438 crores. Earnings before Interest, Depreciation and Tax (EBIDTA) stood at Rs. 16.8 crores and reported Net profit for the quarter stood at Rs. 59 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. The brand continues to be a leader with a market share of 96.1% <sup>1</sup>. Glucon-D continues to maintain its number one position with a market share of 60.0% <sup>2</sup>. The brand's new variants of mango flavour and sachets were actively promoted through digital engagement with consumers. During the quarter, the company's brand Complian continues to register volume offtake growth ahead of the category. The Health Foods Drink Category has registered a growth of 4.3 percent at MAT level. Complian's market share stood at 4.4% <sup>3</sup>.

In the personal care segment, the company's brands Nycil and Everyuth outperformed their respective categories. Nycil continue to be at number one position with a market share of 35.2% in the prickly heat powder category which is an increase of 19 basis points over the same period last year and registered double digit growth <sup>4</sup>. Everyuth Scrub has maintained its number one position with a market share of 43.4 % in the facial scrub category which is an increase of 162 basis points over the same period last year <sup>5</sup>. Everyuth Peel off has held on to its number one position with a market share of 78.9%, in the Peel off category which is an increase of 75 basis points over the same period last year <sup>6</sup>.

Nutralite brand registered yet another strong double-digit growth for the quarter.

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Sources:

\*1- as per MAT September '23 report of IQVIA

\*2, 3, 4, 5, 6- as per MAT September 2023 report of Nielsen