



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**

Re: **Investor Presentation**

Dear Sir / Madam,

Please find attached the Investor Presentation on the unaudited financial results for the quarter and half year ended on September 30, 2024.

Please find the same in order.

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

# Q2 FY 2024-25 Earnings Presentation

November 11, 2024



**Zydus**  
Wellness

## Safe Harbour Statement

This presentation contains certain forward-looking statements including those describing Zydus Wellness’s strategies, strategic direction, objectives, future prospects, estimates etc. Investors are cautioned that “forward looking statements” are based on certain expectations, assumptions, anticipated developments and other factors over which Zydus Wellness exercises no control. Hence, there is no representation, guarantee or warranty as to their accuracy, fairness or completeness of any information or opinion contained therein. Zydus Wellness undertakes no obligation to publicly update or revise any forward-looking statement. These statements involve a number of risks, uncertainties and other factors that could cause actual results or positions to differ materially from those that may be projected or implied by these forward-looking statements. Such risks and uncertainties include, but are not limited to: growth, competition, domestic and international economic conditions affecting demand, supply and price conditions in the various businesses in Zydus Wellness’s portfolio, changes in Government regulations, tax regimes and other statutes. This document is a presentation and is not intended to be a prospectus or offer for sale of securities.

## Agenda

**Zydus Wellness:**  
A leading  
Consumer Wellness  
Company in India

- Operating environment- Overview
- Financial performance
- Business Highlights
- The Road Ahead



**Operating Environment – Overview  
&  
Financial Performance**



## Achieving Key Milestones and Setting Positive Trend



### Moderate demand uptick

- Urban demand had been under pressure, the rural demand continued its gradual recovery
- Organized trade continues to shine with upward momentum for both E-Com and Modern trade



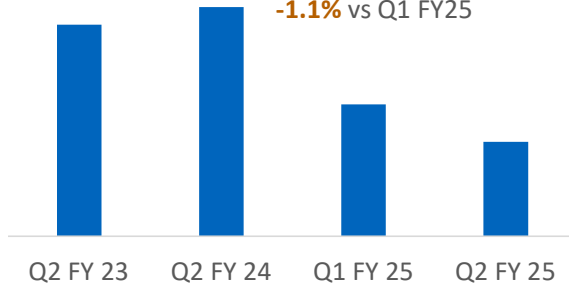
### Mixed trend in Commodities

- Sharp spike in few of the commodities prices
- High import duty and inflationary pressure led to sharp increase in edible oils prices

## Key input rate trends towards recovery of Margins

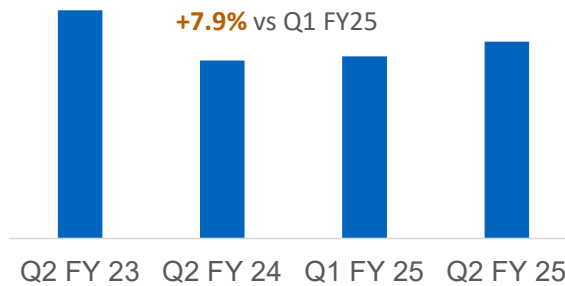
### Milk

-3.4% vs Q2 FY23  
-3.9% vs Q2 FY24  
-1.1% vs Q1 FY25



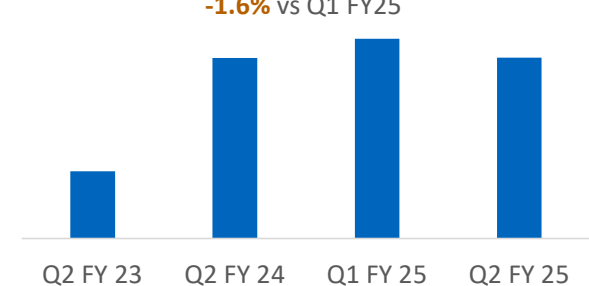
### Edible oils\*

-13.8% vs Q2 FY23  
+10.6% vs Q2 FY24  
+7.9% vs Q1 FY25



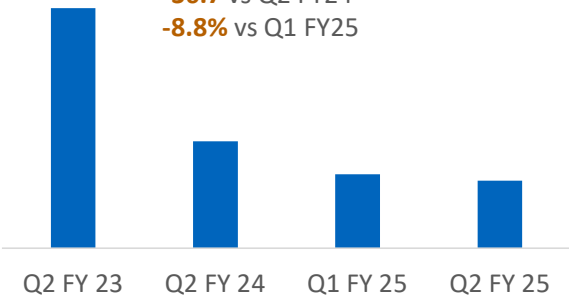
### Dextrose Monohydrate

+10.8% vs Q2 FY23  
+0% vs Q2 FY24  
-1.6% vs Q1 FY25



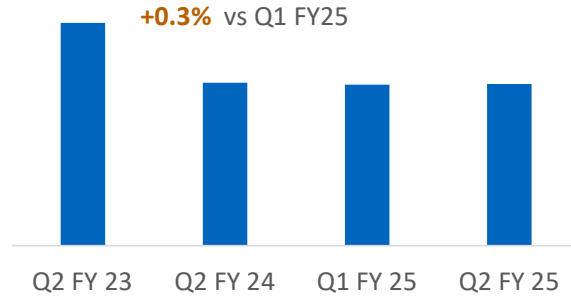
### Sucralose

-71.9% vs Q2 FY23  
-36.7% vs Q2 FY24  
-8.8% vs Q1 FY25



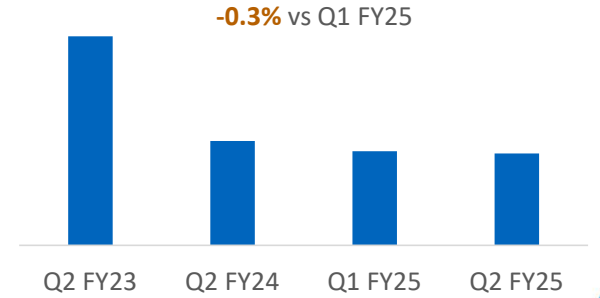
### Stevia

-27.4% vs Q2 FY23  
-0.7% vs Q2 FY24  
+0.3% vs Q1 FY25



### Diesel

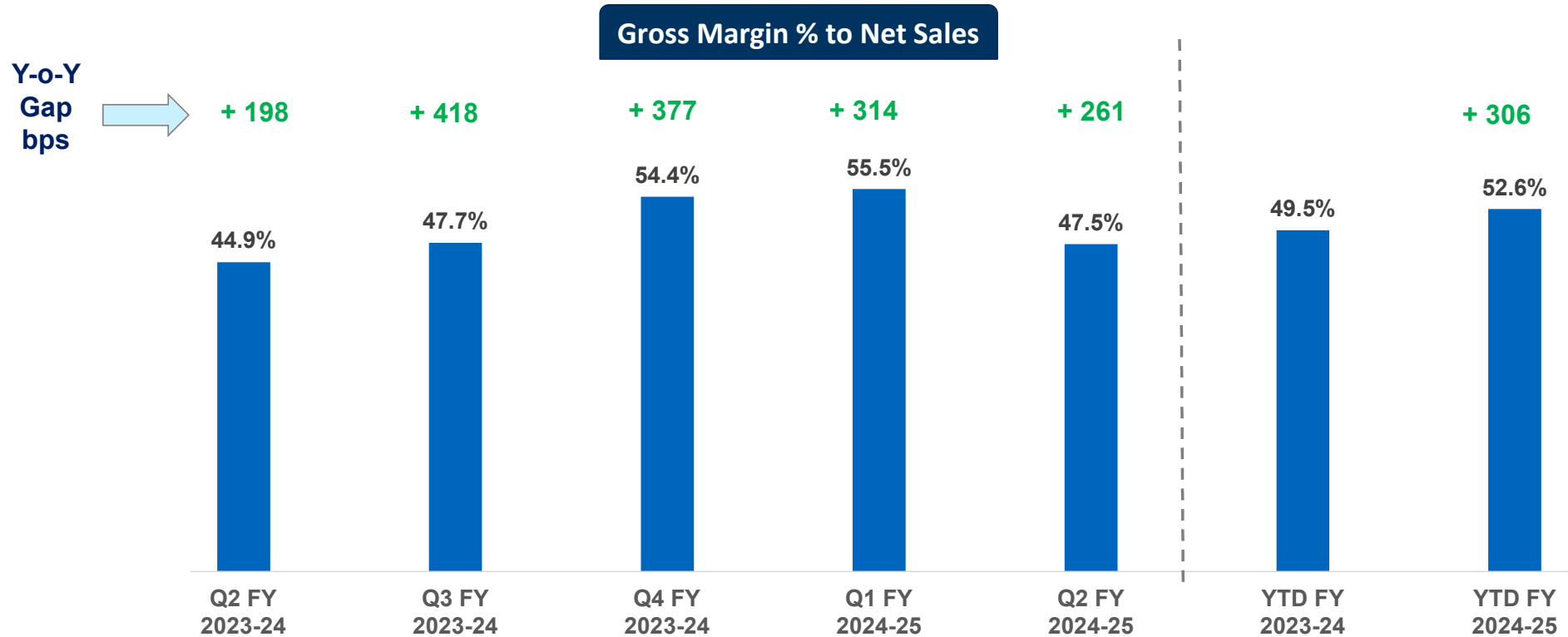
-12.4% vs Q2 FY23  
-1.5% vs Q2 FY24  
-0.3% vs Q1 FY25



\* Edible oils include - Refined Palm Oil and all other oils that are used as inputs.

## Gross margin continued its upward trajectory

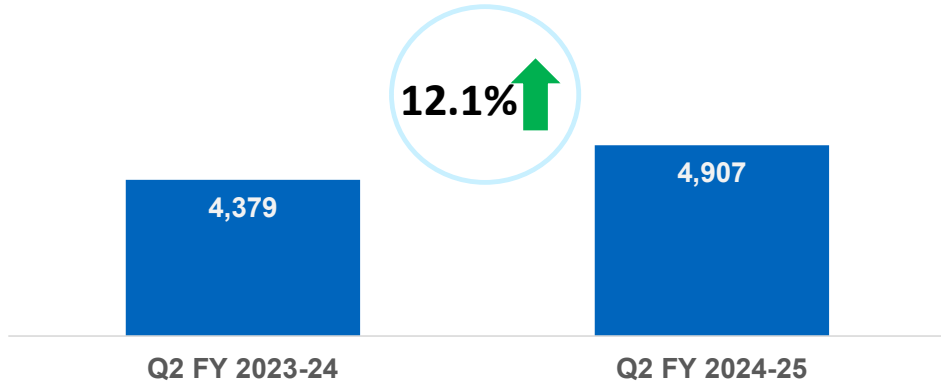
Effective hedging strategy, Favourable product mix and calibrated price increase helped drive gross margin expansion





# Segment performance snapshot for Q2 and H1 FY25

## Q2 FY 25 - Net Sales (INR Million)



### Food & Nutrition



Growth Y-o-Y

9.7%

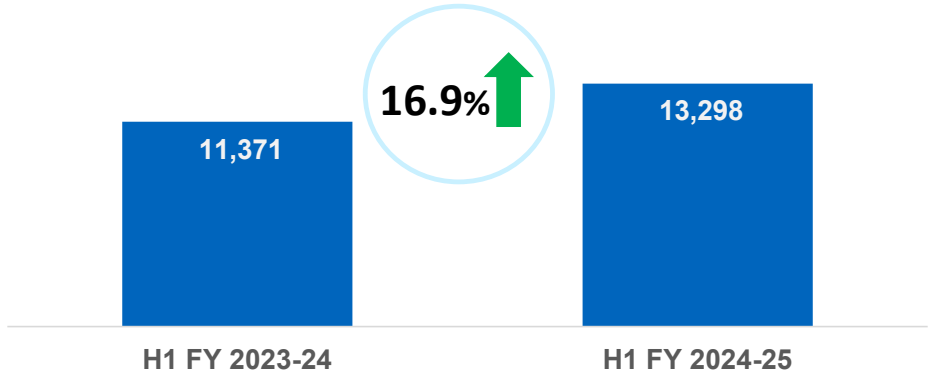
### Personal Care



Growth Y-o-Y

26.0%

## H1 FY 25 - Net Sales (INR Million)



### Food & Nutrition



Growth Y-o-Y

12.9%

### Personal Care



Growth Y-o-Y

36.6%

## Financial highlight for the quarter and half year ended September 30, 2024

INR Million	Q2 FY25	Q2 FY24	Y-o-Y Growth %	YTD FY25	YTD FY24	Y-o-Y Growth %
Net Sales	4,907	4,379	12.1%	13,298	11,371	16.9%
Total Operating Income	4,929	4,399	12.0%	13,339	11,420	16.8%
<b>Gross Contribution</b>	<b>2,354</b>	<b>1,987</b>	<b>18.5%</b>	7,031	5,678	<b>23.8%</b>
<i>Gross Contribution Margin- (% of net sales)</i>	47.5%	44.9%	+261 bps y-o-y	52.6%	49.5%	+306 bps y-o-y
<b>EBITDA</b>	<b>196</b>	<b>168</b>	<b>16.7%</b>	1,749	1,333	<b>31.2%</b>
EBITDA Margin	4.0%	3.8%		13.1%	11.7%	
<b>PBT</b>	<b>237</b>	<b>86</b>	<b>175.6%</b>	1,753	1,020	<b>71.9%</b>
<b>PAT</b>	<b>209</b>	<b>59</b>	<b>254.2%</b>	1,686	1,163	<b>45.0%</b>
PAT Margin	4.2%	1.3%		12.6%	10.2%	
<b>Adjusted PAT*</b>	<b>150</b>	<b>59</b>	<b>154.2%</b>	1,627	1,117	<b>45.7%</b>
<i>Adjusted PAT Margin</i>	3.0%	1.3%		12.2%	9.8%	

*Adjusted PAT is calculated after eliminating the impact of exceptional items in the current year and the comparable previous year, as well as one-time deferred tax assets in the previous year*

# Business Highlights

**Zydu**s  
**Wellness**

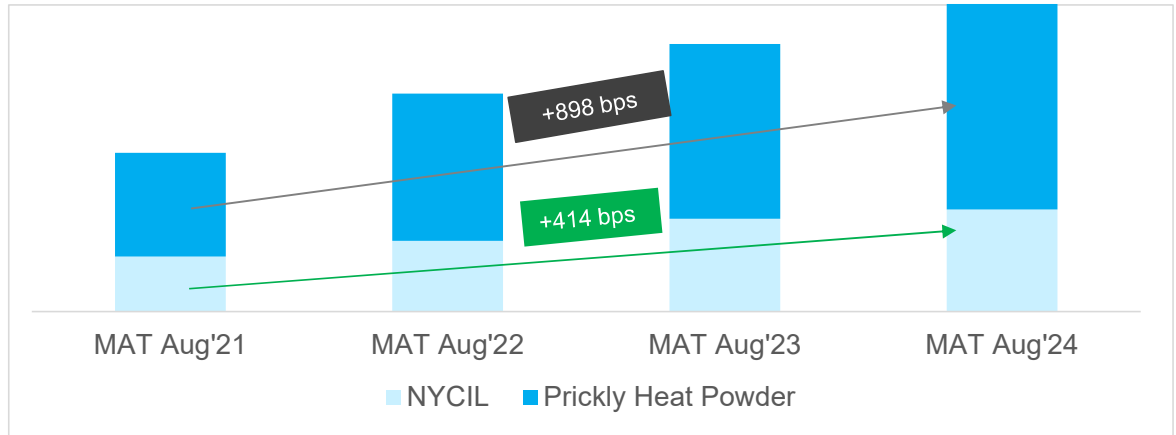
## Building sustainable business performance



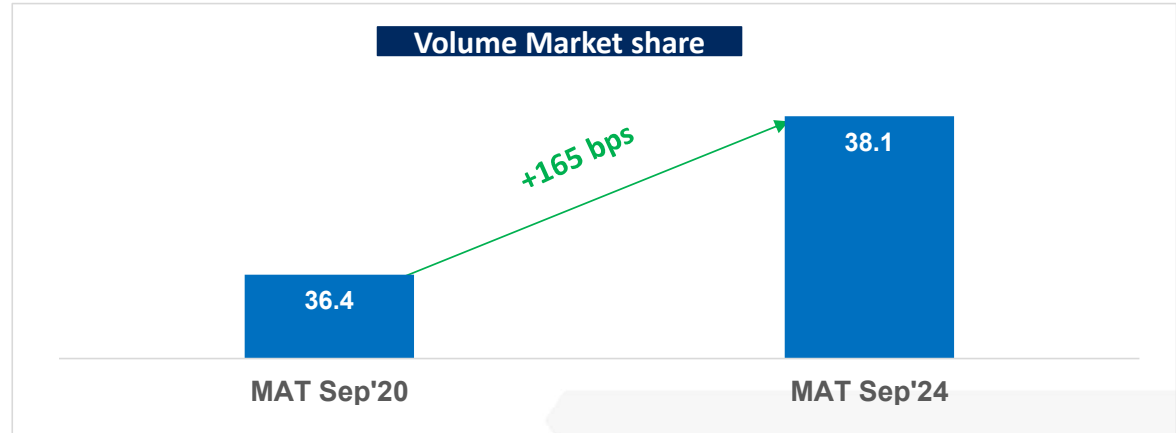
# Driving the category growth



## Driving the prickly heat powder category penetration#



## Driving continuous volume growth\*



\*As per MAT Sep 2024 Nielsen report

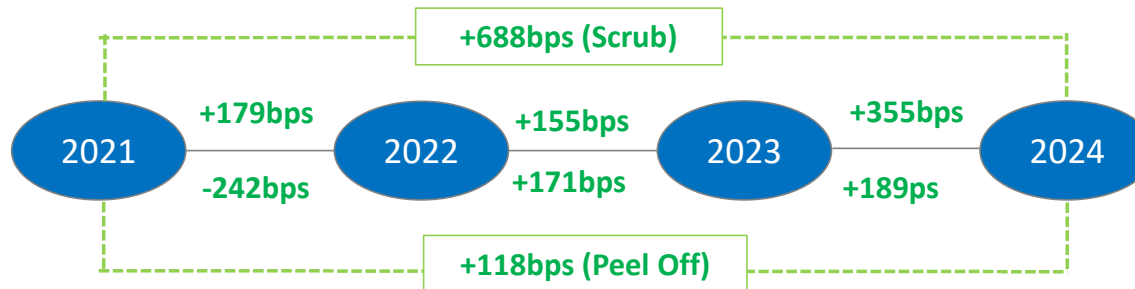
#As per MAT Aug 24 Kantar World Panel Household data

## Driving the category growth



### Driving market share

- ❖ Widening the portfolio basket
- ❖ Driving to double digit growth at 5-year CAGR<sup>^</sup>
- ❖ Superior product offering along with strong campaigns focused on recruiting new users
- ❖ Scrub and peel off continues to strengthen its leadership with growth in volume market share<sup>\*</sup>



\*As per MAT Sep 2024  
Nielsen report  
<sup>^</sup>Basis internal sales

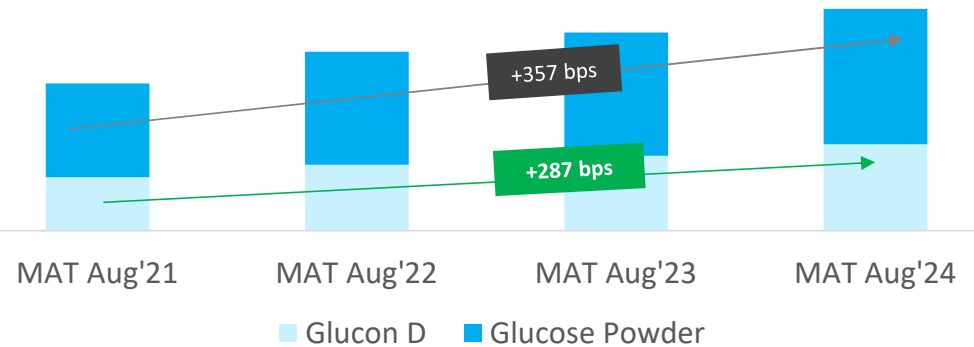
## Driving the category growth



\*Creative visualization. Glucon-D does not contain any fruits. Fruits are for creative depiction. \*Contains Glucose. Glucose is an instant source of energy. \*Vitamin C helps support immunity. Glucon-D flavour variants are a rich source of Vitamin C. They contribute to min. 10% of Adult RDA (ICMR-2020) of Vitamin C per serve, when prepared according to the label instruction. \*Vitamin D2 helps support immunity. \*Glucon-D regular is a rich source of Vitamin D2. Per Serve Vitamin D2 contribution: 17% of Adult RDA (ICMR-2020). Refer individual pack for more information. \*Registered Trademark.

#As per MAT Aug 24 Kantar World Panel Household data

### Recruiting new consumers for the Glucose powder category#



Consumption uptick in FY 2025 due to positive impact of the seasonality and brand building efforts

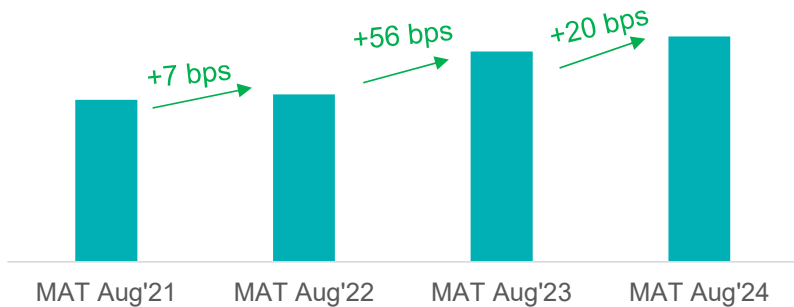


## Winning in Competitive Market



### Franchise continues to grow

❖ Penetration# continues to grow for 3 successive years



❖ Strong brand campaign with 360-degree activation and price pack architecture interventions

#As per MAT Aug 24 Kantar World Panel Household data

Complan's foray into Adults Nutrition space delivering high protein with pre & probiotics to support Gut-Muscle axis with the new launch of Viemax





## Winning in Competitive Market



### Consistent strong volume growth

- ❖ Widening the portfolio basket
- ❖ Double digit growth at 5-year CAGR<sup>^</sup> with consistent volume growth driven by a wide portfolio and supported by focused B2B and B2C teams
- ❖ Continued to support the brand with digital media, e-com channel activations and consumer sampling initiatives



### Launched Nutralite Activ Plant Based Spread



### Professional Nutralite Range Extension: Cheese Analogue & Rich Fat Spread

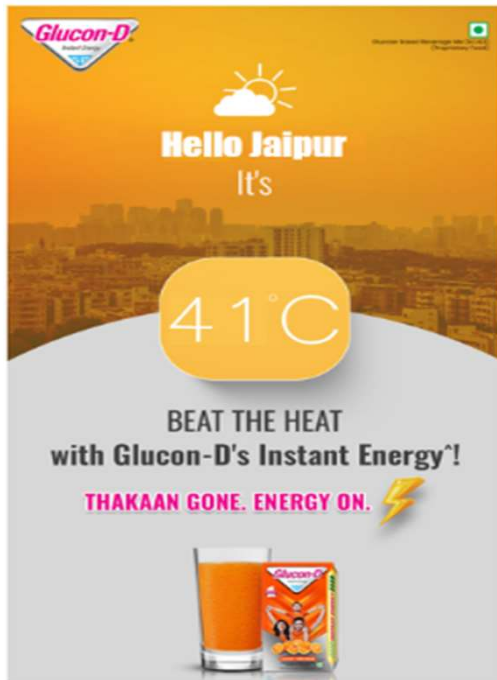


<sup>^</sup>Basis internal sales

# Building relevance to new age consumers

## Efforts to leverage changing shopper behavior and target new age consumers

### 1 Channel specific innovative marketing initiatives



Digital campaign to garner better traction

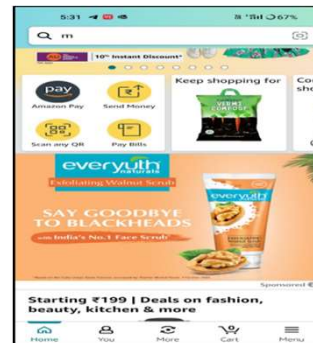
### 2 E-commerce exclusive packs & promotions



225g Powder Concentrate

400g Powder Concentrate

SF D'Lite Chocolate range

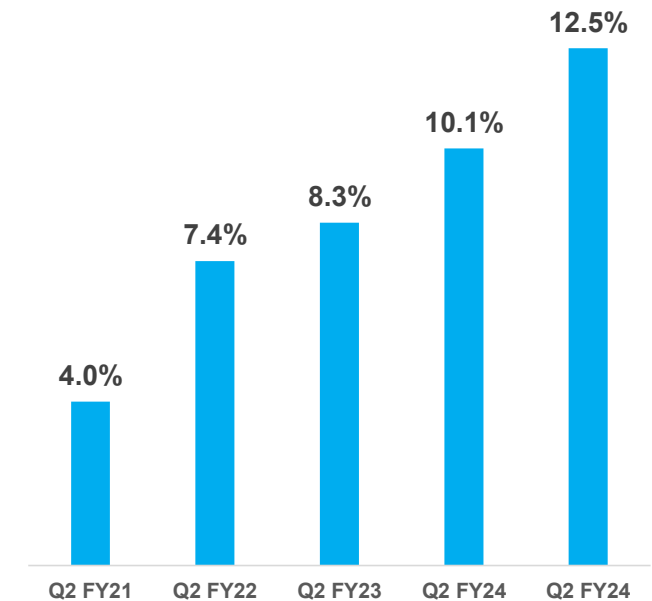


EY Scrub Visibility on Amazon



SF Homepage Visibility on Big Basket

### 3 Online salience^



^Basis internal company data

## Navigating Challenges



### Offtake continues to get stronger

- ❖ Sugar Free has maintained its number one position with a market share of 93.9%\*
- ❖ Sugar Free Green continues double-digit growth trajectory since last 14 quarters
- ❖ Extension of Sugarfree D'Lite cookies in domestic market
- ❖ In Q1 FY 25 upgraded Sugar Free Gold to Sugar Free Gold+ with a new formulation Sucralose + Chromium. Chromium contributes to the maintenance of normal blood glucose levels
- ❖ I'm Lite, a unique formulation of sugar blended with stevia to offer consumers 50% less calories than regular sugar, has continued gaining a positive response in the market



\*As per MAT Sep 2024 IQVIA report



### Sugar Free D'Lite Cookies










**Zydus Wellness' Sugar-Free Launches Guilt-Free D'Lite Cookies with Shahid Kapoor**

### Sugar Free D'Lite Gifting Portfolio





## Continuing to strengthen brand leadership

										
Category	Glucose Powder	Nutrition Drink	Sugar substitute	Blended Sugar	Prickly heat powder	*Facial cleansing	Scrub	Peel-off	Fat spread	Dairy
Mkt. Rank	1	5	1	NA	1	5	1	1	1#	NA
Mkt. Share %	59.4	4.1	93.9	NA	34.3	6.9	46.0	77.9	NA	NA
MS change YoY (in bps)	↓-81.1	↓-22.9	↓-104.5	NA	↓-59.7	↑+75.8	↑+354.6	↑+188.9	NA	NA

Market share source: MAT September 2024 report as per Nielsen and IQVIA.

\*Everyuth market rank 5 is at Total Facial cleansing segment which includes Face wash, Scrub, Peel-off, face masks

# Market rank as per company estimate

New TVC

everyuth naturals ANTI-POLLUTION Pink Clay & Charcoal FACE WASH

Launching the new  
**Anti-Pollution Face Wash**  
with a  
**FRESH NEW TVC!**

everyuth naturals ANTI-POLLUTION Pink Clay & Charcoal FACE WASH

PURE SKIN,  
HAPPY HAR DIN.

Mobile Marketing

anti pollution everyuth

Tough on pollution Gentle on skin

Everyuth naturals pink clay and Charcoal face wash gently removes pollutants and impurities from the skin giving you healthy glowing skin.

BUY NOW

Digital Media Via Audio Fingerprinting Technology





## Campaigns and initiatives

### TVC with Celebrity Madhuri Dixit and Sneha



### Print Media with Celebrity Sneha







# Campaigns and initiatives



## Festive Campaigns



## Consumer Offer initiatives

**HEALTHIER\* BECOMES DELIGHTFUL**  
More Joy with Every Pack

**GET FREE WAX CRAYONS**

WORTH RS. 10/-

Packed with **SUPER VITAMINS\***

- VIT A
- VIT D<sub>2</sub>
- VIT E

EGGLESS MAYONNAISE  
\*As per Indian Council of Agricultural Research (ICAR) standards. Contains 15% oil and 5% egg white. Contains 100% Vitamin A, D<sub>2</sub> and E. \*Freezing the mayonnaise (3% in quantity) will affect the texture. \*Nutritional information is provided on the product label. \*Offer valid only till stock last. \*Pack without offer also available. \*Refer individual packs for more information.  
facebook.com/Nutralite @nutralite www.nutralite.com

## Social media engagement





# Campaigns and initiatives



## Sugar Free D'Lite Rakshabandhan


This Rakhi, send your bro a guilt-free D'Lite #HarBandhanDliteful



UPTO 40% OFF

Order Now

It is sweet. It is guilt-free. It is a perfect gift this Rakhi.



From stealing chocolates to sharing them (sometimes).

Cherish the sweetest moments guilt-free with Sugar Free D'Lite.

This Rakhi, make #HarBandhanDliteful

Buy now on **zepto**

## Sugar Free Gold +



The new gold standard of *sweetness & fitness*

Infused with the goodness of Chromium

Chromium contributes to the maintenance of normal blood glucose levels.

Try it today

Table Top Sweetener

with Chromium

Disclaimer: Sugar Free™ Gold + contains Chromium Picolinate. Chromium contributes to the maintenance of normal blood glucose levels. # Just 0.1g (1 pellet) gives the sweetness as 5g of table sugar, offering a way to reduce sugar consumption without compromising sweetness. Refer Pack for more details.

## Building culinary for Sugar Free with Sanjeev Kapoor



Sugar Free Sundays with Sanjeev Kapoor

CHOCOLATE BAKED YOGURT

5:31

## Driving consumption of Sugar Free Green



Try it today



TVC

I'm lite™

Want to know the secret behind this transformation?  
Stay tuned!

I'm lite™

BRAND NEW TVC NOW ON AIR

50% LESS CALORIES\*

Provides 50% Less Calories\*  
EQUALE TO 1 kg OF SUGAR

I'm lite™  
Single Sifted with the Goodness of Stevia

50% Less Calories\*  
USE 1/3 AS MUCH AS ORDINARY SUGAR  
CLINICALLY TESTED

Stevia

Awareness programs

शुगर बदलो, हेल्थ बदलो.

Zydus Wellness

हेल्थ का सपोर्ट सिर्फ की खपत और संबन्धित कैलोरी सेवन को कम करने के लक्ष्य से है। कुछ फॉर स्पेशल डायटरी यूज, फॉर कैलोरी मैनेजमेंट। बिना चिकित्सा सलाह के उपयोग किया जा सकता है। अधिक जानकारी के लिए पक देखें।

I'm lite™

REGULAR SUGAR

Net Weight: 500 g + Net Weight: 500 g

कुछ फॉर स्पेशल डायटरी यूज, फॉर कैलोरी मैनेजमेंट। औद्योगिक उपयोग के लिए नहीं। बिना चिकित्सा सलाह के उपयोग किया जा सकता है। अधिक जानकारी के लिए पक देखें।

# Awards and Recognitions

## Supply Chain Champion



## Legal Team of the year



## HR Excellency Award





# Awards and Recognitions

## Marketing Accolades

2 x



1 x



## Marketing (Glucon-D)



Use of E-sports and Gamification



Best Use of Tech

## Marketing Campaign – SugarFree & Complian

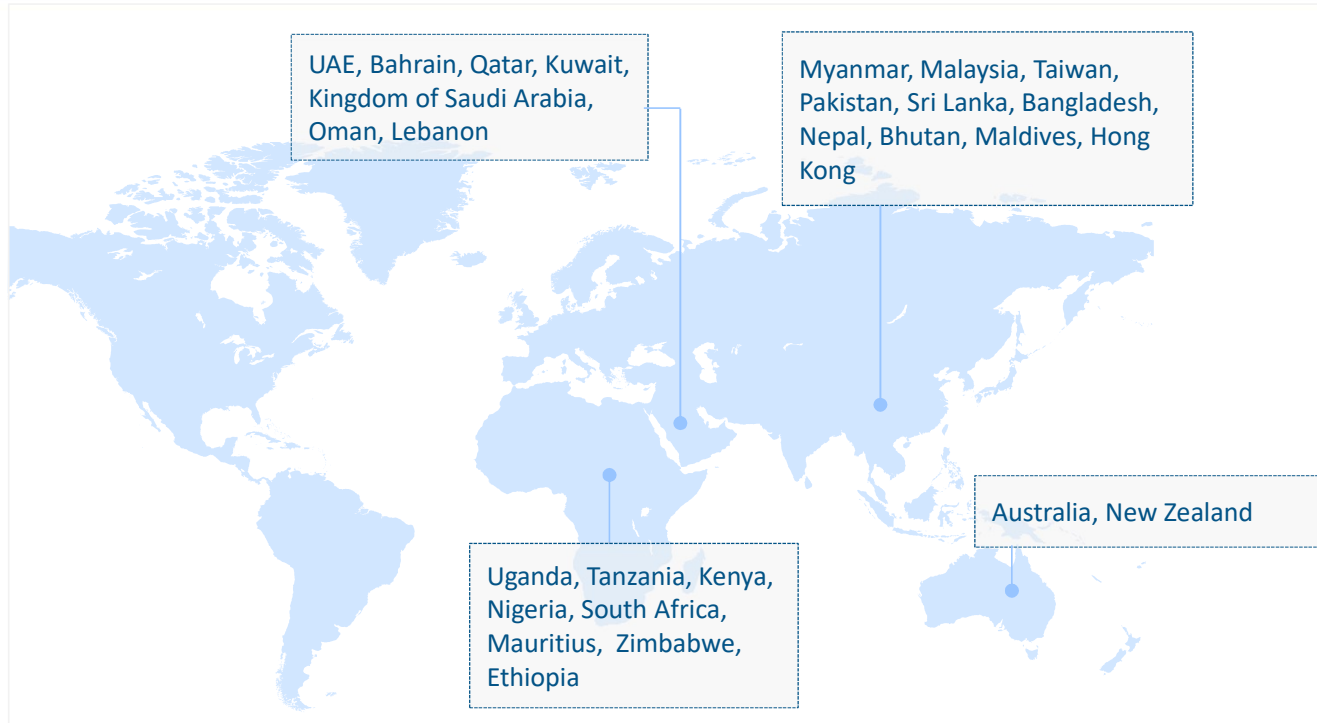


## Zydus Wellness to acquire 100% stake in Naturell (India) Private Limited, a strategic leap into healthy consumer snacking space

- On October 30, 2024, the Company announces entering into a definitive agreement to acquire Naturell (India) Private Limited (“NIPL”), a leading healthy snacking company with the turnover of approx. ₹ 119 crores (FY 2023-24 as per Ind AS).
- NIPL is engaged in the business of manufacturing, research and development, marketing and selling of Nutrition bars, Protein cookies, Protein Chips and health food products.
- NIPL business portfolio includes brands – Ritebite Max Protein (Protein fueled healthy snacks) and Ritebite (fiber-enriched snacks).
- The acquisition seamlessly aligns with Zydus Wellness’ strategic vision, expanding its footprint in the consumer wellness industry by foraying into the rapidly growing healthy snacking segment. It further strengthens Zydus Wellness’ market presence and commitment to addressing the evolving needs and preferences of health-conscious consumers.
- The transaction is proposed to be funded by cash. It is expected to be EPS accretive for Zydus Wellness from the very next year post-acquisition.
- The total consideration of ₹ 390 crores comprises of upfront consideration of ₹ 369 crores and earnout ₹ 21 crores which shall be determined upon achievement of agreed milestone for the financial year 2024-25.



## Continued momentum in International business..



- ❖ Sugar Free franchise and Complan constituting ~90% of the overall business
- ❖ Nigeria business remained subdued due to macro-economic issues, however Middle east business continues to do well
- ❖ Top 5 markets constitute ~85% of the business (country)

Targeting 8-10%  
of revenues in  
next 4 to 5 years



**OUR COMMUNITY  
ENGAGEMENT  
INITIATIVE**



Watch the film : <http://www.youtube.com/watch?v=Q4sZ9gWm9Uk&feature=youtu.be>



# 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.

CIN: L15201GJ1994PLC023490

 +91-79-71800000

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



**Zydus**  
Wellness