

# Zydus Wellness

Registered Office :

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www.zyduswellness.in

CIN-L15201GJ1901PLC023490

June 13, 2016

Listing Department

Code: **531 335**

**BOMBAY STOCK EXCHANGE LIMITED**

P J Towers, Dalal Street, Fort,

Mumbai-400 001

Listing Department

Code: **ZYDUSWELL**

**NATIONAL STOCK EXCHANGE OF INDIA LIMITED**

Exchange Plaza, Bandra Kurla Complex,

Bandra (E),

Mumbai-400 051

Re.: Investor Presentation

Dear Sir / Madam,

Please find attached the investor presentation to be made by Mr. Tarun G. Arora, Whole Time Director and Mr. Amit B. Jain, Chief Financial Officer of the Company to the select investors tomorrow i.e. June 14, 2016 in Hotel Trident, BKC, Mumbai.

Please bring the above information to the knowledge of investors at large.

The presentation is will also be uploaded on the website of the company.

Thanking you,

Yours faithfully,

For, **ZYDUS WELLNESS LIMITED**



**DHAVAL N. SONI**

**COMPANY SECRETARY**

Encl.: As above



# Zydu<sup>+</sup>s Wellness

*A snapshot*

Route to Success

Plans to continue the Success Story..

Summary

**We Bring Wellness To Your Life ...**

**We Will Create New Experiences  
By Our Products That Will**

**Nourish, Nurture And Energize**

**Your Life.**

**We Shall Lead The Way Through  
Innovation.**

**To Build New  
Emergent Categories  
With Differentiated  
Product Propositions.**

**Philosophy Of Building  
Products That Are  
“Good For You”.**



## **Our Core Values**

*We*, the members of the Zydus Group hold the following values to be the foundation of our identity as Zydans. We shall endeavour to think and act, at all times, in accordance with these values.

*We are...*

### **Adaptable to change**

*We* welcome change for the better. Our approach is always positive with a 'can-do' spirit.

### **People- driven**

*We* build the capabilities of our people. This is fundamental to our growth in business.

### **Committed to deliver**

*We* give our best in all that we undertake and are committed to delivering on time.

### **Innovative in what we do**

*We* innovate through our ideas, approaches and efforts - at every opportunity.

### **Humble**

*We* remain modest and humble in our achievements. Our work speaks for itself.

### **Value-driven**

*We* seek value and maximise our gains by using our resources judiciously.



# Promoters : The force behind Zydus Group



**Late Shri Ramanbhai Patel**  
Founder – Zydus Group

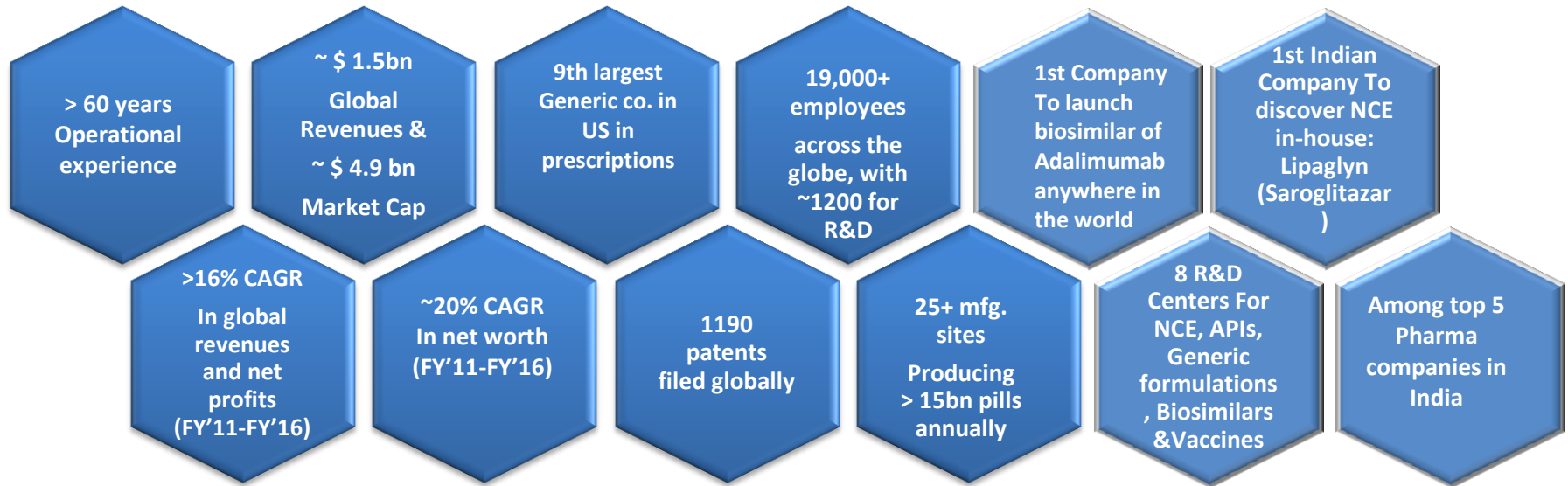


**Pankaj. R. Patel**  
CMD – Zydus Cadila

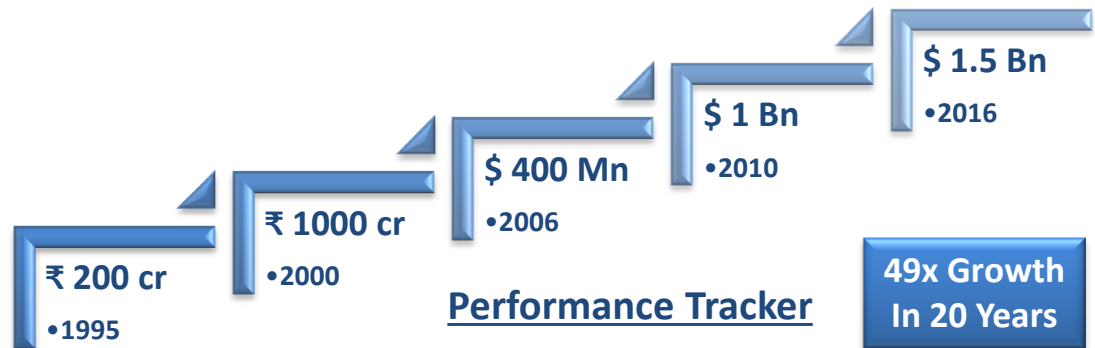


**Dr. Sharvil. P. Patel**  
DMD – Zydus Cadila  
Chairman – Zydus Wellness

# Zydus Cadila Group : An Introduction



## Important Recognitions

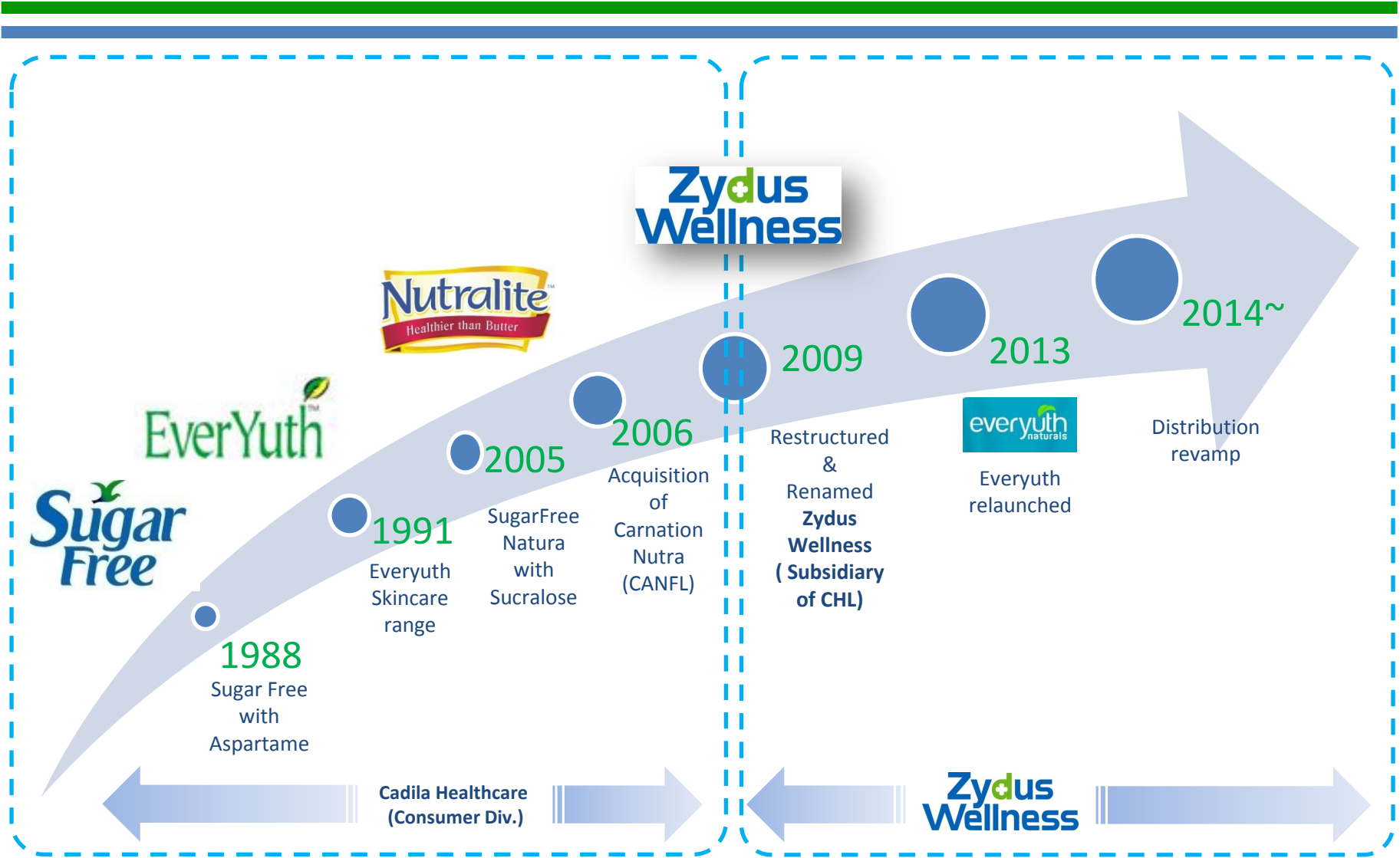


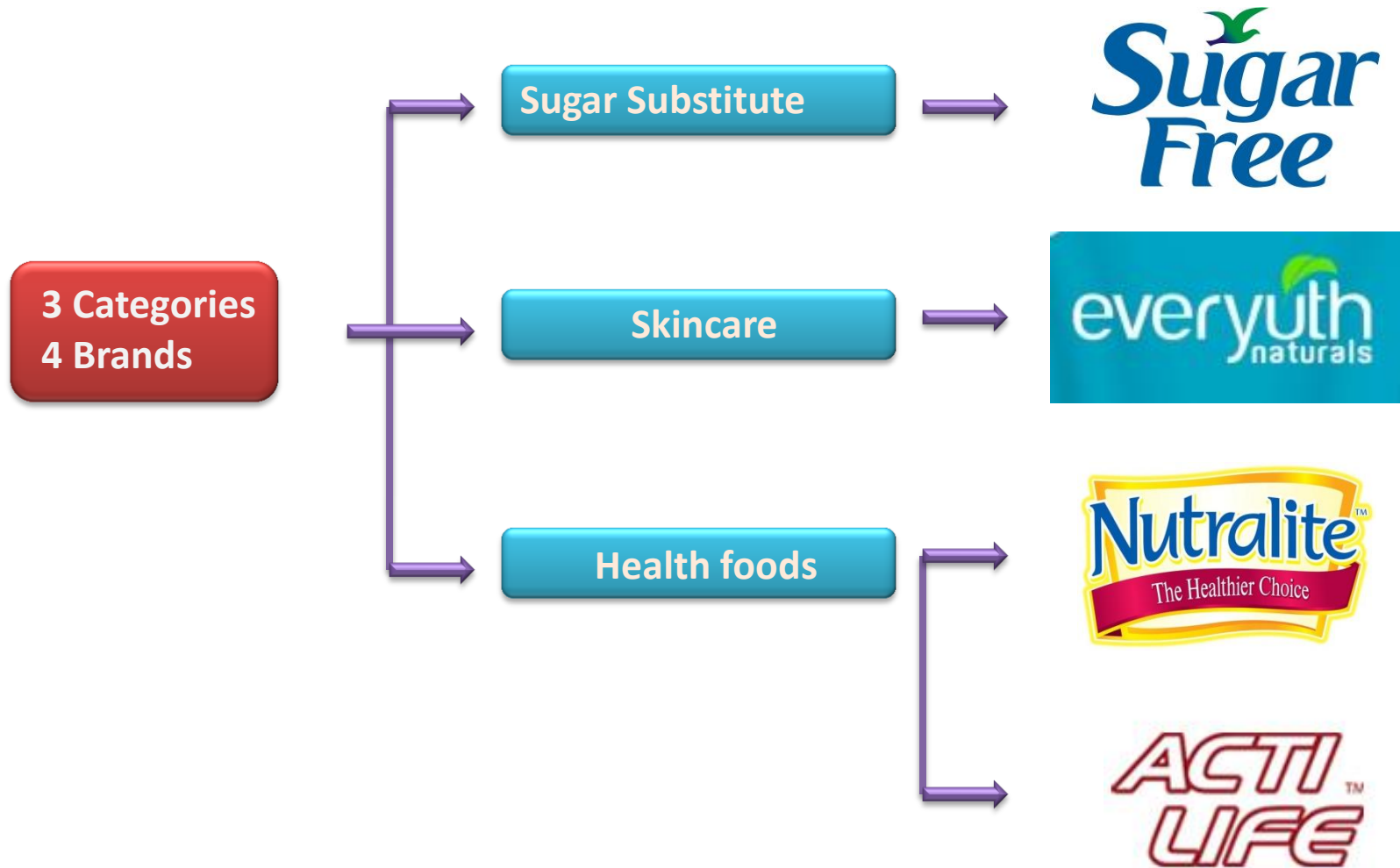


# Zydu Wellness - An Introduction



# The Journey of Zydus Wellness





# Brand's market position



| Category         | Position | Share % |
|------------------|----------|---------|
| Sweetener        | 1        | 93.6    |
| Fat Spread       | 1        | 39.8*   |
| Scrub            | 1        | 30.6    |
| Peel-off         | 1        | 92.1    |
| Face Wash        | 9        | 1.4     |
| Facial Cleansing | 6        | 6.0     |

Source: Nielsen data MAT Mar 2016 \* Source : MAT December'15



A Healthier Sugar Alternative

Journey from prescription product to direct to consumer route

Leading in sugar substitute category with market share > 93%

Continuous efforts to promote health & fitness through media campaigns and celebrity endorsements

Sugar Free Natura – For culinary usage, Sugar Free Gold – For Table top Usage

Available in pellets, powder & liquid drops format to suite different usage occasions.







Nutralite is India's No.1 Table Spread

Healthier alternative to Butter

Cholesterol Free, has no Trans Fats and enriched with Omega-3.

Pan-India dedicated network to handle cold-chain products.

Expanding in the retail & Food Service segment.







India's leading brand in skin cleansers category

Leading in Scrubs and Peel-offs segment despite heavy competition

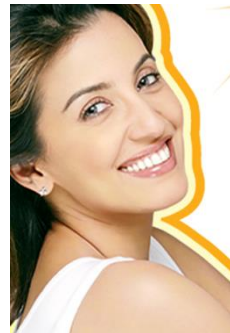
Offers unique solutions for healthy skincare

Revamped the Face wash Range

Delivered in tubes and convenient single-use sachets.



# Celebrity Endorsements





SugarFree in hourglass shape pack



Everyuth Scrubs: Pioneers in India



Everyuth Face Wash in sachets

SugarFree Diet Sugar: Spoonful equivalent



Everyuth Peel-offs: Pioneers in India



Everyuth Hydrogel Srcub



SugarFree Sweet Drops : Sweetness in liquid format



Nutralite in microwave-safe tubs  
Later fortified with O3



Everyuth Golden Glow Peel-off

Better User experience + Superior Benefits + Accessibility and convenience

## Infrastructure & Operations

**Manufacturing facilities :  
Ahmedabad &  
Sikkim  
Unit-II coming  
up in Sikkim**



# End-to-end process



\* Source: Nielsen



FY 2016

**Gross Sales**

- ₹ 4570 Mio
- US\$ ~ 69 Mio

**Net Profit**

- ₹ 1017 Mio
- US\$ ~ 15 Mio

**Net Worth**

- ₹ 4772 Mio
- US\$ ~ 72 Mio

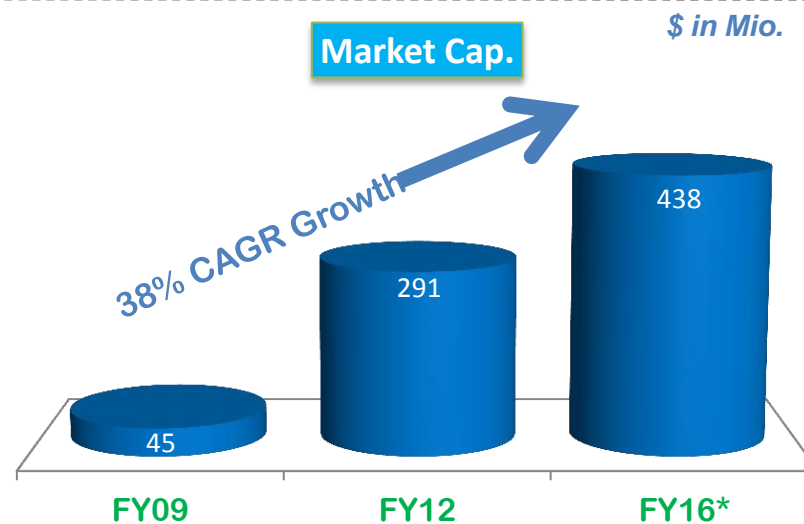
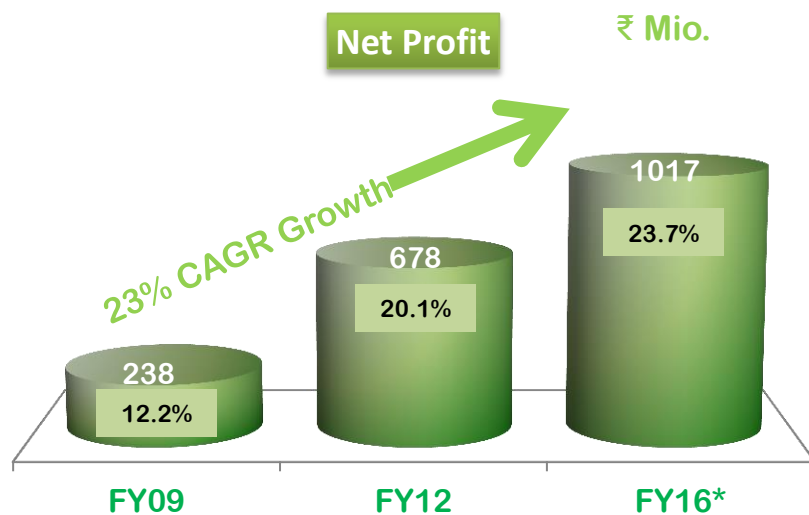
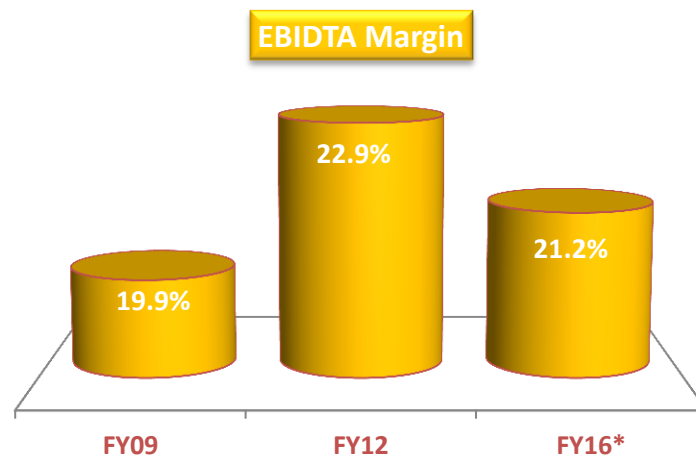
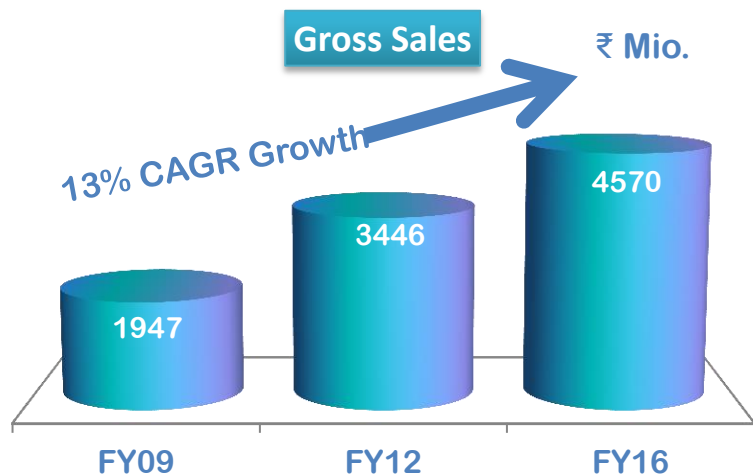
**Cash Position\*\***

- ₹ 3962 Mio
- US\$ ~ 60 Mio

*\*Conversion at closing exchange rate as on 31<sup>st</sup> March 16 at 1 USD = ₹ 66.23*

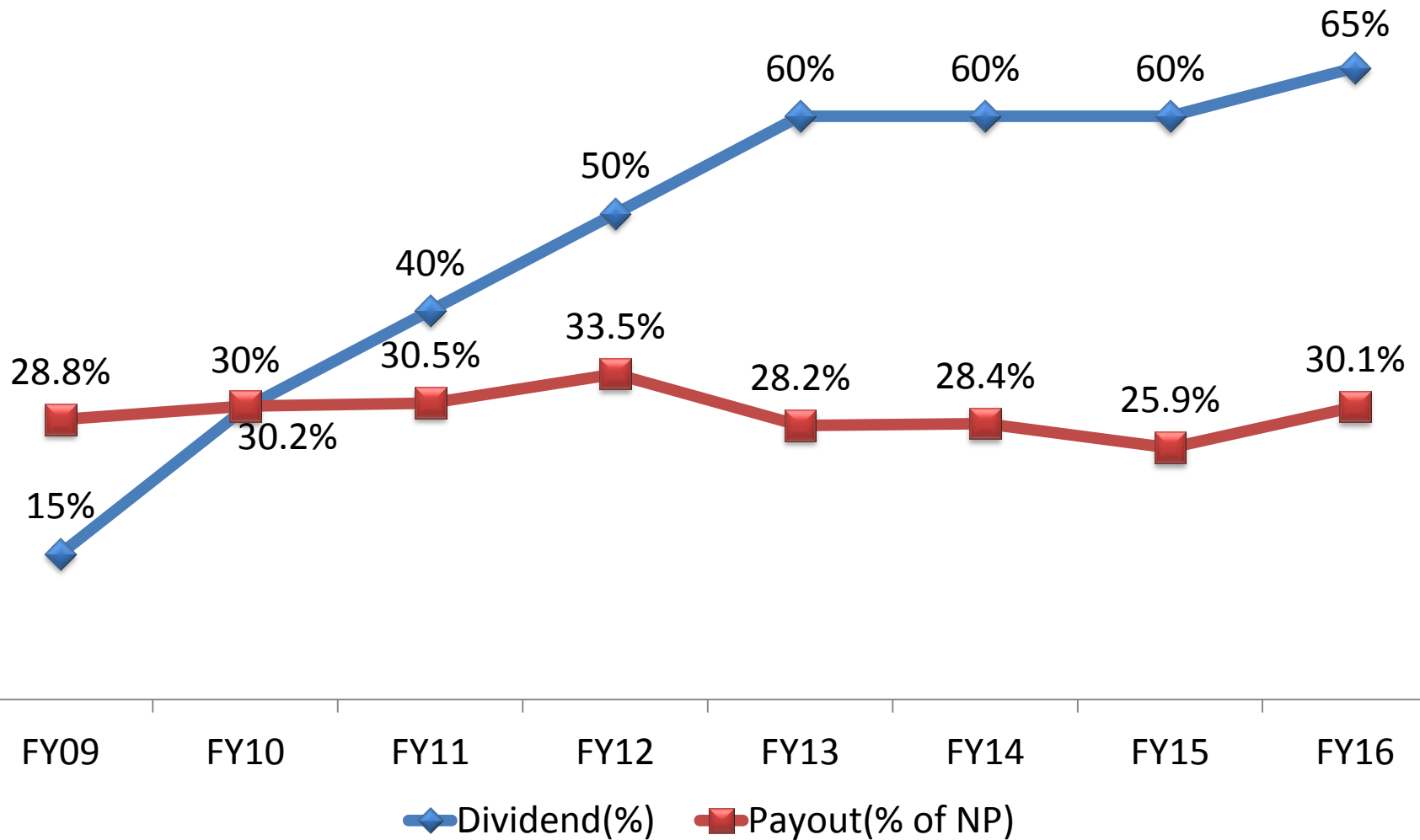
*\*\* Cash & Bank Balances includes liquid investments*

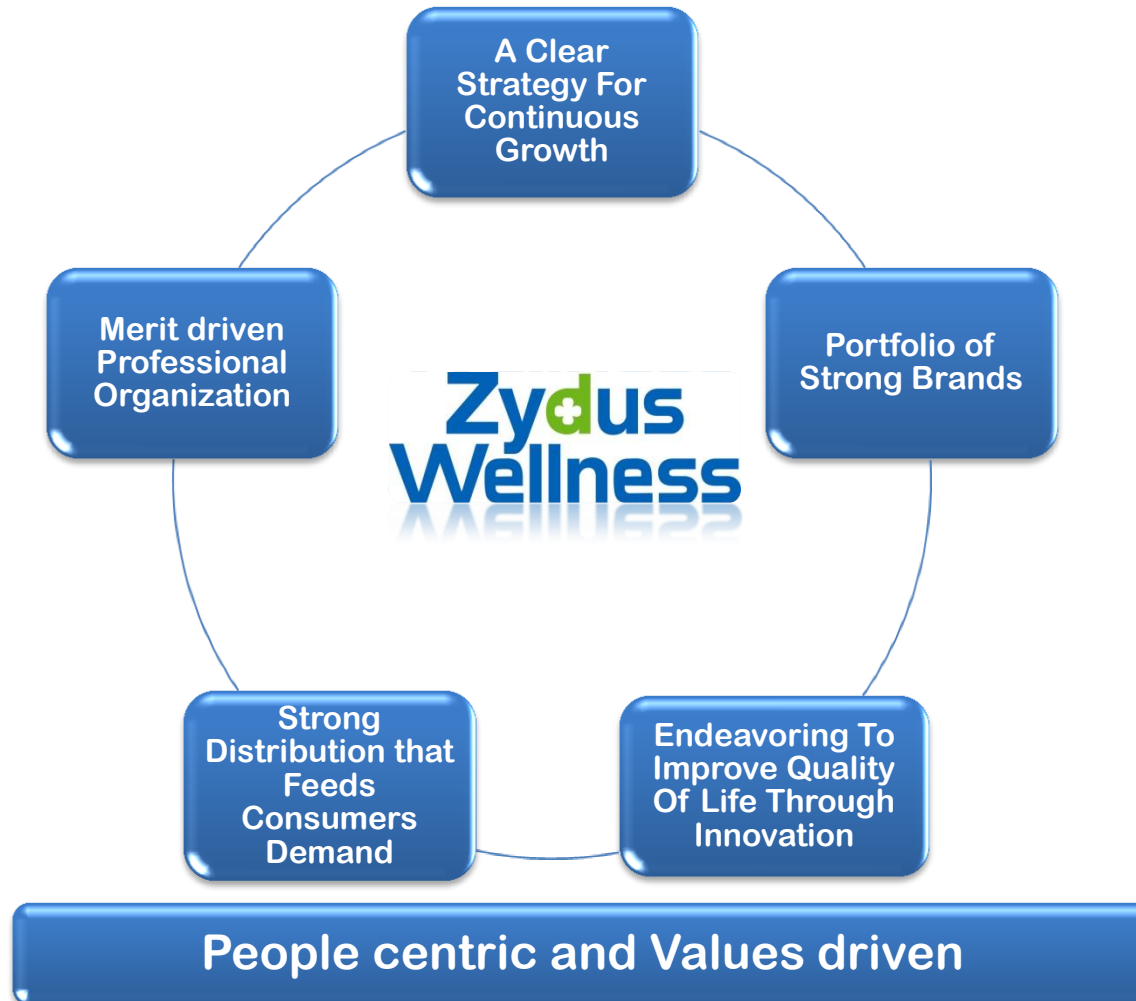


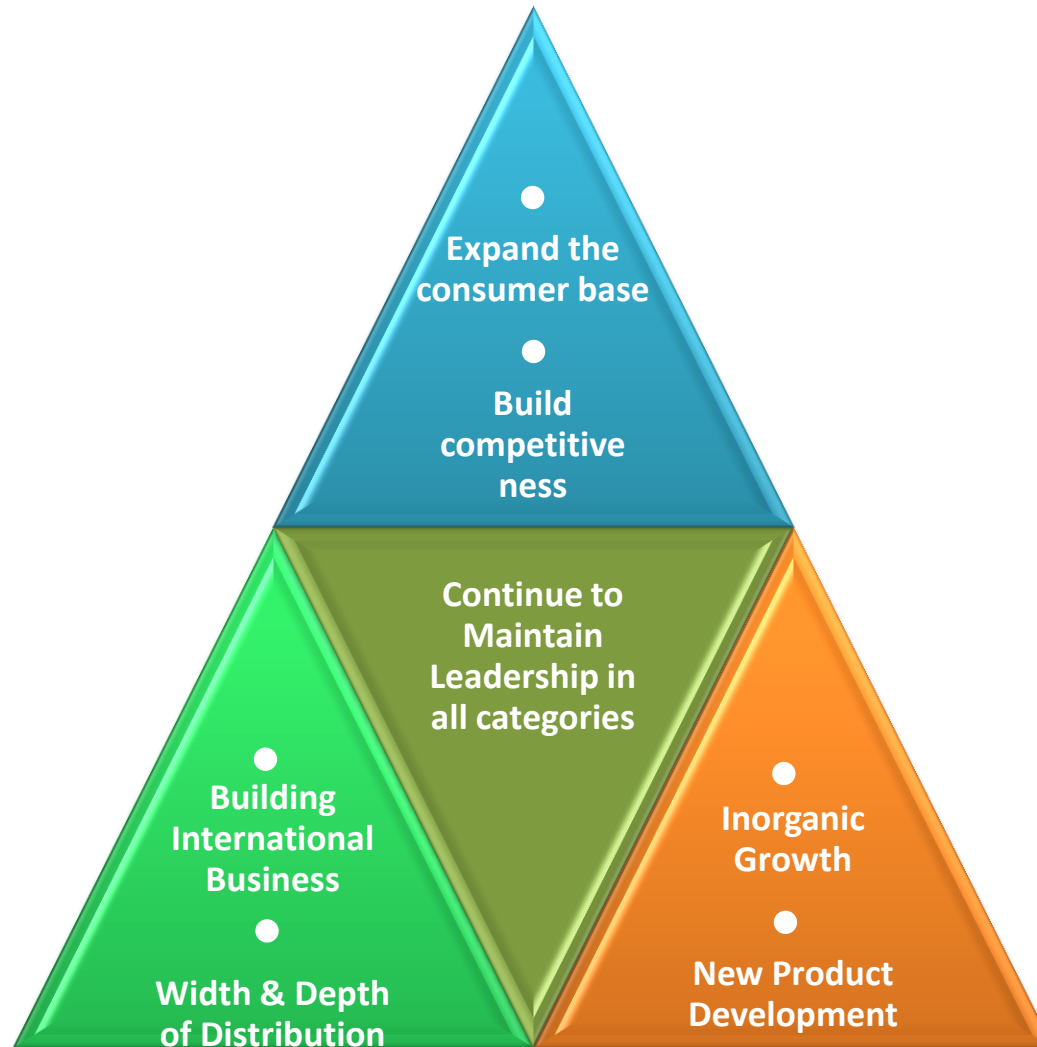


- On a like to like basis
- (% mentioned within the bar represents % of total operating income)

# Consistent Dividend Payout







Route to Success

Plans to continue the Success Story..

Summary



**Organic Growth With Continued Focus On Pillar Brands**

**M&A – Domestic / Overseas**

**Build On International Presence**







## Focus on emerging markets

- SAARC
- Middle East & Africa
- South East Asia



Leveraging Balance sheet strength & support of parent company

Focus on health, wellness and personal care

Expand business to new consumers, new categories, new geographies

Opportunity to reinvent the business model

Route to Success

Plans to continue the Success Story..

Summary



Thank You

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