

Zydus Wellness Ltd Q4 Net Sales up by 9.6% to Rs. 778 crores

Ahmedabad, May 14, 2024

For the fourth quarter ended March 31, 2024, Zydus Wellness Ltd. reported Net sales of Rs. 778 crores, up by 9.6%. The company registered growth in EBIDTA of 12.2% y-o-y basis to Rs. 162 crores. The Company reported Profit after Tax of Rs.150 crores. Adjusted PAT after eliminating exceptional items and one-time deferred tax assets impact from comparable quarter of previous year, grew by 24.7% on a year-on-year basis.

Total income from operations increased by 3.2 % y-o-y to 2328 crores during the financial year. Reported net profit stood at 267 crores for the financial year.

With the continued thrust on marketing initiatives, several key brands including Glucon-D, Everyuth, and Nycil continued to perform well during the quarter.

The personal care portfolio comprising of Everyuth and Nycil brand drove the growth for the quarter with 23% growth on a year-on-year basis. The Food and Nutrition portfolio also registered a mid-single digit growth. All brands contributed to the performance with overall volume growing by close to 6 percent.

The Sugar Free brand maintained its leadership in the sugar substitute category with a market share of 95.9 %*. The Group has launched a new brand, I'mlite, a unique formulation of sugar blended with stevia to offer consumers 50% less calories than regular sugar.

Glucon-D continues to maintain its number one position with 59.5%* market share at MAT level. The brand has entered the Ready to Drink beverage category with the pilot launch of Glucon-D Activors Electrolyte Energy drink in couple of key states during the quarter.

During the quarter, the Nutrition Drink Category has registered a growth of 6.4 %* at MAT level. Complian's market share stood at 4.3%*.

Nycil continues to be at number one position with a market share of 35%* in the prickly heat powder category. Everyuth Scrub has maintained its leadership position with a market share of 45.6 %* in the facial scrub category which is an increase of 369 basis points over the same period last year. Everyuth Peel off has held on to its number one position with a market share of 80.2%*, in the Peel off category which is an increase of 174 basis points over the same period last year. In the facial cleansing segment, Everyuth stood at the 5th position with a market share of 6.5%*.

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Sources: *As per MAT March '24 report of IQVIA and Nielsen.