

Zydus Wellness posts growth of 112.5% in Total Income in FY 20

Ahmedabad, June 2, 2020

Zydus Wellness Ltd., announced results for the fourth quarter ended 31st March 2020. Following the acquisition of Heinz India Private Limited in January 2019, the company reported 112.5% growth in Total annual Income to Rs. 1766.8 crores during the year. The adjusted EBIDTA was up by 85.5% to Rs. 321.1 crores, y-o-y. The Net Profit stood at Rs. 141.7 crores. The COVID 19 pandemic and the subsequent lockdown disrupted the supply chain and virtually no sales were reported in the later part of March 2020. There was a total shutdown of operations in the initial phase of the lockdown, which impacted sales in the last quarter and had a subsequent effect on the annual and quarterly results as well.

For the fourth quarter, the total income from operations went up by 17.2% to Rs. 487.8 crores, and the net profit, was up by 10.9% to Rs. 69.1 crores. The adjusted EBIDTA was up by 20.9% to Rs. 104.6 crores, y-o-y.

As per the MAT March'20 report of Nielsen, Glucon-D, Nycil, Everyuth Scrub and Everyuth Peel Off Mask continued to hold the number one position. Glucon-D holds a market share of 59% and Nycil has a market share of 34.4%. Everyuth Scrub and Everyuth Peel Off Mask continue to lead in their segments with a market share of 32.5%, and 77.9% respectively.

During the year, Sugar Free Green was re-launched with an improved formulation and new packaging. The re-launch was supported with a new TVC campaign in Q4. Nycil launched its first ever brand extension in the space of hand sanitizers in March. The brand also witnessed good growth and market share gain during the year. The Everyuth portfolio under a marketing initiative partnered with "Times Fresh Face" - India's largest college activation programme to further drive consideration among the young consumers. During the year, the company relaunched Sugarlite with a superior product formulation. It also launched its new campaign 'Sugar Badlo, Health Badlo'. Nutralite, Complian and Glucon-D continue to invest in consumer centric campaigns and offers.
