

Zydus Wellness registers a Net Profit of Rs. 321 mn in Q2

Ahmedabad, October 25, 2016

Zydus Wellness Ltd., announced results for the second quarter ended September 30, 2016. On a consolidated basis, the net profit was up by 10.2% y-o-y to Rs. 321 mn and total income from operations was up by 7.5 % y-o-y to Rs. 1124 mn. The Company registered an overall consolidated growth of 7.6% in sales. With this performance, the revenue grew by 10% and net profit grew by 14.2%, for the first six months of FY 2017.

The gross margins increased by 140 basis points and reached 66.8%.

The continued thrust on marketing and branding initiatives for the pillar brands, Sugar Free, EverYuth and Nutralite has helped drive growth and maintain market share, during the quarter.

Sugar Free, India's largest selling sugar substitute, maintained its number one position with a market share of 93.9% (MAT September 16 report of Nielsen), up by 70 basis points. The new advertisement campaign 'Smartness Wali Sweetness' featuring brand ambassadors, Parineeti Chopra and Sanjeev Kapoor, was rated the 3rd most liked TVC in a survey published by a leading national newspaper, during the quarter.

Nutralite, the premium table spread fared well both in the retail and the institutional segments. In the EverYuth range of niche skin-care products, both EverYuth Scrub and EverYuth Peel Off Mask maintained the number one position in their respective categories with a market share of 30.4%, and 91.7% respectively (MAT September 16 report of Nielsen).

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