

INNOVATIVE
ENERGISING
NUTRITIONAL
GUILT-FREE
DELIGHT
VALUE-ADDED
GOODNESS
DISTINCTIVE
NURTURING



A NEW WORLD OF WELLNESS

Vision

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.

Our DNA

To build new emergent categories with differentiated product propositions. Philosophy of building products which are good for you.



Corporate Information

Board of Directors

Dr. Sharvil P. Patel
Chairman

Tarun G. Arora
CEO & Whole-Time Director

Directors

Kulin S. Lalbhai

Srivishnu Raju Nandyala

Dharmishtaben N. Raval

Ashish Bhargava

Ganesh N. Nayak

Savyasachi S. Sengupta

Chief Financial Officer

Umesh V. Parikh

Company Secretary

Dhanraj P. Dagar

Bankers

Bank of Baroda
Ashram Road Branch
Ahmedabad

HDFC Bank Ltd.
Navrangpura Branch
Ahmedabad

ICICI Bank
JMC House Branch
Ahmedabad

HSBC Bank
M.G.Road branch, Mumbai

CITI Bank
Fort Branch, Mumbai

State Bank of India
CAG Branch, Ahmedabad

Statutory Auditors

M/s. Mukesh M. Shah & Co.
Chartered Accountants

Cost Auditors

M/s. Dalwadi & Associates
Cost Accountants

Secretarial Auditors

M/s. Hitesh Buch & Associates
Practicing Company Secretaries

Registered Office

Zydus Corporate Park,
Scheme No. 63, Survey No. 536
Khoraj (Gandhinagar),
Nr. Vaishnodevi Circle,
Ahmedabad - 382481

Registrar & Share Transfer Agent

M/s. Link Intime India Private Ltd.,
506-508
Amarnath Business Centre - I
Beside Gala Business Centre
Off C. G. Road, Ellisbridge
Ahmedabad - 380 006

Works

7A, 7B & 8,
Saket Industrial Estate
Sarkhej Bavla Road
Ahmedabad
Village: Moraiya
Taluka: Sanand
District: Ahmedabad

CIN

L15201GJ1994PLC023490

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Forward-looking statement

In this Annual Report we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements - written and oral - that we periodically make, contain forward-looking statements that set-out anticipated results based on the management's plans and assumptions. We have tried, wherever possible, to identify such statements by using words such as 'anticipates', 'estimates', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.



Business

Zydus Wellness combines the best of healthcare, nutrition and cosmeceutical products to provide quality wellness products. Zydus helps people pursue integrated well-being through its expansive range of products. The Company is engaged in the research and development, production, marketing and distribution of differentiated health and wellness products.

Product portfolio

The Company has a wide range of health and wellness products. The Company's product portfolio includes popular brands with functional benefits like Glucon-D, Complan, Sugar Free, Nycil, Everyuth, Nutralite and Sugarlite.

Scale

Zydus Wellness Limited manufactures an innovative range of health and wellness products across five manufacturing facilities - one each at Ahmedabad (Gujarat), Aligarh (Uttar Pradesh), Sitarganj (Uttarakhand) and two at Mamring (Sikkim).

Presence







Headquartered in Ahmedabad, Zydus Wellness enjoys a pan-India marketing presence through a distribution network comprising 1700+ distributors and ~2000 feet-on-street representatives. The Company's distribution competence has been enhanced by an investment in 20 cold chain warehouses and 25 ambient warehouses.

Listing

The Company's shares are listed on the Bombay Stock Exchange and the National Stock Exchange.

Compliance

The Company manufacturing plants were accredited for FSSC 22000 and ISO 14001, GMP certification as applicable, validating process, quality consistency and food safety.

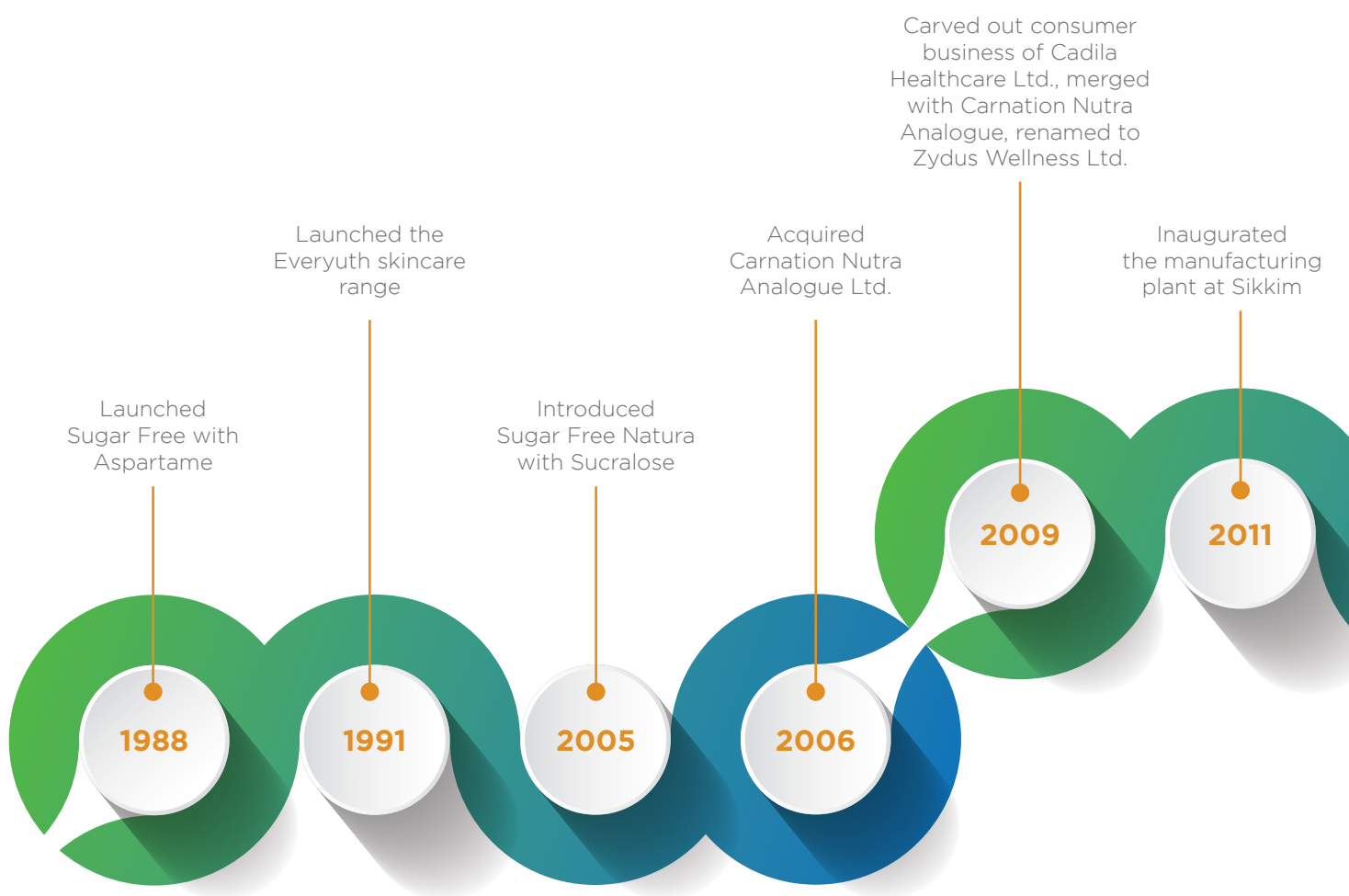
Brands				
	Category	Mkt. Rank	Mkt. Share	
	Glucose Powder	1	58.4%	
	MFD	4	5.5%	
	Sugar substitute	1	>93%	
	Prickly heat powder	1	35.8%	
	*Facial cleansing	5	6.1%	
	Scrub	1	35.8%	
	Peel-off	1	77.9%	
	Butter substitute	-	-	
	Ghee	-	-	

*Source -Nielsen MAT March 2021 Report, except for Sugarfree. Sugarfree is as per Company's sources
 *Total Facial cleansing segment includes Face wash, Scrub, Peel-off, Face masks

Shareholding pattern

Promoters' and family holding, March 31, 2021 (%)	Institutional holding, March 31, 2021 (%)	FII holding, March 31, 2021 (%)	Other holding, March 31, 2021 (%)	Market capitalisation, March 31, 2021 (₹ Lakhs)
64.82%	10.11%	2.75%	22.32%	₹ 12,55,334 Lakhs

KEY MILESTONES IN OUR JOURNEY





OUR PERFORMANCE OVER THE YEARS

Revenues (₹ Crore)

PERFORMANCE, FY2020-21

The year gone by has been very eventful and challenging for the Company with COVID-19 induced setbacks impacting sales of key brands like Glucon-D, Nycil, Nutralite and Everyuth. Despite this, the Company has managed to achieve a satisfactory performance during the year and achieved a growth of 5.7% (over previous financial year) on Total Revenue from operations, which stood at ₹ 1866.7 Crore

EBIDTA
was up by
7.3%
y-o-y to
344.4
Crore Rupees.

PBT before
exceptional items,
was up by
47.7%
to
244.3
Crore Rupees.

Reported Net
profit, was down
by **16.2%**
to
118.7
Crore Rupees.

However the
adjusted net profit
(before
exceptional items),
was up by
34.9% to
250.9
Crore Rupees.

Margins are in Top
Quartile of the
FMCG space

18.4%

Healthy in EBIDTA
margin (BPS)

FINANCIAL STRENGTH

[20.7]

Total Income from
Operations growth (%)
[13-year CAGR]

[20.0]

EBIDTA growth (%)
[13-year CAGR]

[21.7]*

Adjusted Net
Profit growth
[13 year CAGR]*

*Note - Adjusted net
profit is net profit before
exceptional items



BRAND PERFORMANCE

Glucon-D has maintained its **number one** position with a market share of **58.4%** in the Glucose powder category

Complan has a market share of **5.5%** in the MFD category

Nycil has maintained its **number one** position with a market share of **35.8%** in the prickly heat powder category, which is an **increase of 225 basis points** over the same period last year

Everyuth Scrub has maintained its **number one** position with a market share of **35.8%** in the facial scrub category, which is an **increase of 174 basis points** over the same period last year

Everyuth Peel off has maintained its **number one** position with a market share of **77.9%** in the Peel-off category

Everyuth brand is now at **number 5** position with market share of **6.1%** in overall facial cleansing segment which includes face wash, scrubs, peel-off and masks

As per the MAT March'21 report of Nielsen

BUSINESS MODEL

Zydus Wellness has continuously reviewed, adapted and reinforced its business model. This proactive responsiveness in a rapidly-evolving market environment has translated into attractive growth across market cycles.



“

Our course for the years ahead is clear: strengthening our future competitiveness with a focus on our brands, innovation, building efficiency in our entire value chain and nurturing a talent pool that will take the organisation to newer heights of excellence and growth.

Dr. Sharvil P. Patel,
Chairman

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