

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

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

ICICI Bank

JMC House Branch

HSBC Bank

M.G.Road branch, Mumbai

CITI Bank

Fort Branch, Mumbai

State Bank of India

Statutory Auditors

M/s. Mukesh M. Shah & Co.

Cost Auditors

M/s. Dalwadi & Associates

Secretarial Auditors

M/s. Hitesh Buch & Associates Practicing Company Secretaries

Registered Office

Scheme No. 63, Survey No. 536 Khoraj (Gandhinagar), Ahmedabad - 382481

Registrar & Share Transfer Agent

M/s. Link Intime India Private Ltd.,

506-508 Amarnath Business Centre - I Off C. G. Road, Ellisbridge

Works

7A. 7B & 8. Saket Industrial Estate Taluka: Sanand

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.

Category Mkt. Rank Mkt. Share Glucose 58.4% **Powder** 5.5% **MFD** 4 Sugar 1 >93% substitute Brands Prickly heat nycil **35.8**% powder *Facial 5 6.1% cleansing **35.8**% everyuth Scrub 1 Peel-off 77.9% **Butter** substitute Nutralite Ghee *Source -Nielsen MAT March 2021 Report, except for Sugarfree. Sugarfree is as per Company's sources

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), Sitargani (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

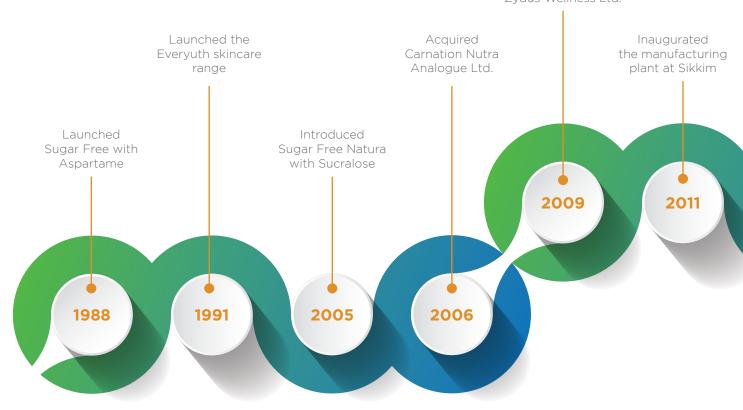
The Company manufacturing plants were accredited for FSSC 22000 and ISO 14001, GMP certification as applicable, validating process, quality consistency and food safety.

Shareholding pattern

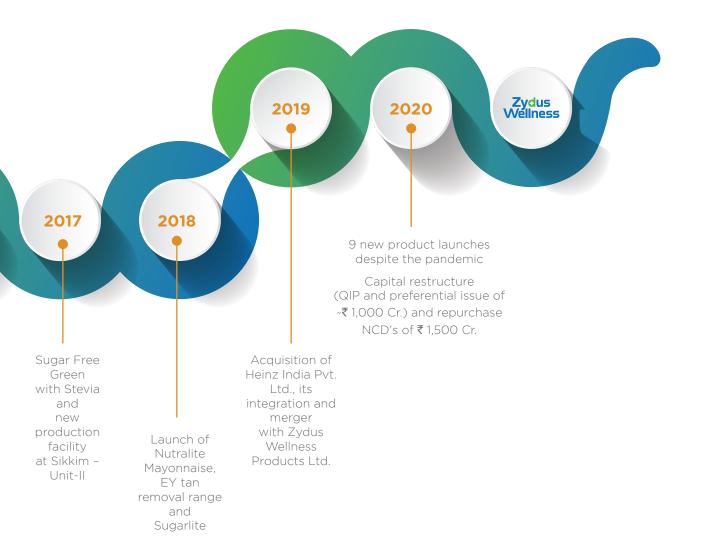
Promoters' and family holding, March 31, 2021 (%)	Institutional holding, March 31, 2021 (%)	FII holding, March 31, 2021 (%)	Other holding, March 31, 2021 (%)	Market capitalisation, March 31, 2021 (₹ Lakhs)
64.82%	10.11%	2.75%	22.32%	₹ 12,55,334 Lakhs

KEY MILESTONES IN OUR JOURNEY

Carved out consumer business of Cadila Healthcare Ltd., merged with Carnation Nutra Analogue, renamed to Zydus Wellness Ltd.









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.

exceptional items was up by

47.7%
to
244.3

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

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.

