

August 29, 2025

Listing Department

**Code: 531 335**

**BSE LIMITED**

P. J. Towers, Dalal Street,

**Mumbai-400 001**

Listing Department

**Code: ZYDUSWELL**

**NATIONAL STOCK EXCHANGE OF INDIA LIMITED**

Exchange Plaza, C/1, Block G,

Bandra Kurla Complex,

Bandra (E),

**Mumbai-400 051**

Sub.: **Acquisition of Comfort Click Limited, United Kingdom**

Ref.: **Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("the Listing Regulations") read with the SEBI Master Circular No. SEBI/HO/CFD/PoD2/CIR/P/0155 dated November 11, 2024 and SEBI Circular No. SEBI/HO/CFD/CFD-PoD-2/CIR/P/2024/185 dated December 31, 2024 ("the SEBI Circulars")**

Dear Sir / Madam,

This is to inform that the Board of Directors of Alidac UK Limited, a wholly owned subsidiary ("the **Purchaser / Alidac**") of Zydus Wellness Limited ("the **Company**") at their meeting held today has approved entering into share purchase agreement ("**SPA**") with the Sellers (as defined in the SPA) for purchase of 100% outstanding ordinary shares of Class A and Class B, 71.43% of non-controlling ordinary shares of Class C and 66.67% of non-controlling ordinary shares of Class D of Comfort Click Limited ("**CCL**"), United Kingdom ("**UK**"), from the Sellers, on the terms and conditions as mentioned in the SPA.

The Board meeting of the Purchaser commenced at 2:15 pm (GMT) and concluded at 2:30 pm (GMT).

**Zydus Wellness Limited**

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Website : www.zyduswellness.com CIN : L15201GJ1994PLC023490





The parties to SPA have executed SPA today i.e. on August 29, 2025 and pursuant to the said SPA, Alidac has acquired the above classes of equity shares. The transaction was concluded on August 29, 2025 at 2:52 pm (GMT).

The details required to be disclosed under Regulation 30 read with clause no. 1.1 of Para A of Part A of Schedule III of Listing Regulations and SEBI circulars are provided in **Annexure-“A”**.

The press release and presentation in this regard are attached as **Annexure-“B”** and **Annexure-“C”**, respectively.

We request you to kindly take this on record.

Yours faithfully,

For, **ZYDUS WELLNESS LIMITED**

**NANDISH P. JOSHI**  
**COMPANY SECRETARY & COMPLIANCE OFFICER**

**Encl. As above**

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**Annexure-“A”**

Sr. No.	Particulars	Description
a.	Name of the target entity, details in brief such as size, turnover etc.	<p><b>Name of the Target entity:</b> Comfort Click Limited, United Kingdom.</p> <p><b>Turnover:</b> As per unaudited financial statements for the year ended on June 30, 2025, the target group had consolidated turnover (Revenue from Operations) of GBP 134 million.</p>
b.	Whether the acquisition would fall within related party transaction(s) and whether the promoter/ promoter group/ group companies have any interest in the entity being acquired? If yes, nature of interest and details thereof and whether the same is done at “arm’s length”.	<p>The acquisition of shares of CCL would not fall within related party transaction.</p> <p>None of the promoter / promoter group / group companies have any interest in the acquisition of shares of CCL.</p>
c.	Industry to which the entity being acquired belongs.	Vitamins, Minerals and Supplements (“VMS”) segment.
d.	Objects and impact of acquisition (including but not limited to, disclosure of reasons for acquisition of target entity, if its business is outside the main line of business of the listed entity).	<p>CCL is one of the fastest growing digital consumer healthcare platforms in the VMS segment. CCL has been recognised in 2024 and 2025, as one of the top 1000 fastest growing companies in Europe by the Financial Times. CCL has its operations across the UK and Europe, and is expanding its operations in the United States of America (“USA”).</p> <p>CCL has a strong and diversified portfolio across adult, kids and pet segments. The business portfolio of CCL comprises three brands: (i) WeightWorld™ which includes plant-based supplements, vitamins and minerals, collagen, omegas, probiotics,</p>

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Sr. No.	Particulars	Description
		<p>micronutrients and sports nutrition for adults, (ii) maxmedix™ a specialty VMS gummy brand which caters to all paediatric nutritional requirements and (iii) Animigo a natural pet VMS brand and offers a range of pet care products.</p> <p>The majority of the CCL revenue from sale of its products are through e-commerce and Direct-to-Consumer (“D2C”) channels in UK and Europe.</p> <p>CCL’s acquisition aligns with the strategic vision of expanding the Company’s international footprint while deepening the capabilities in consumer-centric health, presence in digital health and personalised wellness.</p>
e.	Brief details of any governmental or regulatory approvals required for the acquisition.	Not applicable.
f.	Indicative time period for completion of the acquisition.	<p>Alidac has acquired 100% outstanding ordinary shares of Class A and Class B, 71.43% of non-controlling ordinary shares of Class C and 66.67% of non-controlling ordinary shares of Class D.</p> <p>Pursuant to the acquisition, CCL has become wholly owned subsidiary of Alidac and a step-down subsidiary of the Company.</p>
g.	Consideration - whether cash consideration or share swap or any other form and details of the same.	Cash consideration.

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Sr. No.	Particulars	Description	
h.	Cost of acquisition and/or the price at which the shares are acquired.	GBP 239 million plus the agreed profit ticker from the date of Lock Box (i.e. March 31, 2025) till the date of closing (i.e. August 29, 2025), as reduced by permitted leakages and subject to customary adjustments under the terms of SPA.	
i.	Percentage of shareholding / control acquired and / or number of shares acquired.	Alidac has acquired 100% outstanding ordinary shares of Class A and Class B, 71.43% of non-controlling ordinary shares of Class C and 66.67% of non-controlling ordinary shares of Class D.	
j.	Brief background about the entity acquired in terms of products / line of business acquired, date of incorporation, history of last 3 years turnover, country in which the acquired entity has presence and any other significant information (in brief).	Brief background of the Target	As stated in Sr. No. (d) above
		Date of incorporation	November 7, 2005
		Turnover (Revenue from Operations) of last 3 Financial Years	June 30, 2025 (unaudited): GBP 134 million  June 30, 2024 (audited): GBP 85 million  June 30, 2023 (audited): GBP 52 million
		Country of presence of the Target	CCL has a business presence in UK and European countries. It is expanding its operations in the USA.  CCL has three subsidiaries in India, Ireland, and USA.

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## **Zydus Wellness acquires UK based Comfort Click, forays into the UK & EU markets**

- *Marks ZWL's first overseas acquisition*
- *Enters the high growth vitamins, minerals and supplements segment for adults, paediatrics, and animal health*
- *Acquisition further propels ZWL's digital business platform overseas*

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Ahmedabad, 29<sup>th</sup> August 2025

Zydus Wellness Limited ("ZWL" or "Zydus Wellness"), which is a prominent player in the health and wellness segment announced that Alidac UK Limited, a wholly owned subsidiary, has signed a definitive agreement acquiring UK based Comfort Click Limited including its three subsidiaries located in Ireland, US and India ("CCL" or "Comfort Click"). The acquisition marks Zydus Wellness' first overseas acquisition and its entry into the Vitamins, Minerals and Supplements (VMS) segment. The target company, operating in UK and major markets of Europe, posted revenues of GBP 134 million (unaudited) for the financial year ended on 30 Jun 2025 with a five-year CAGR of 57% and recorded adjusted operating profit of GBP 21 million. The VMS market in Europe is estimated to be around GBP 11 bn. The equity value is GBP 239 million, subject to customary and agreed adjustments under the terms of the SPA.

CCL has been recognized in 2024 and 2025, as one of the top 1000 fastest growing companies in Europe by the Financial Times. The company has operations across United Kingdom (UK) and Europe (EU) and is expanding its operations in the United States of America (USA). The company has a strong and diversified portfolio across adult, kids and pet segments. Comfort Click's business portfolio comprises three brands: (i) WeightWorld™ which includes plant-based supplements, vitamins and minerals, collagen, omegas, probiotics, and micronutrients, and sports nutrition for adults, (ii) maxmedix™ a specialty VMS gummy brand which caters to all paediatric nutritional requirements and (iii) Animigo a natural pet VMS brand which offers a range of pet care products.

Speaking on the development, **Dr. Sharvil Patel, Chairman, Zydus Wellness Limited**, "The global acquisition of Comfort Click, a leading player in the digital vitamins, minerals and supplements space, marks a significant step in our journey to empower consumers to make informed choices and embrace wellness-focused products as part of their path to better health. This strategic move reflects our aspiration to be a forward-looking company that not only anticipates consumer needs but also enables easy access to them. With Comfort Click, we are strengthening our global capabilities, deepening our presence in digital health and personalised wellness, and exploring scalable and sustainable models that will shape the future of wellbeing. We are excited and exploring at new possibilities driven by innovation and a customer first approach."



**PRESS  
RELEASE**

For further information please contact :  
**The Corporate Communications Department**

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**Mr. Tarun Arora, CEO and Whole-Time Director, Zydus Wellness Limited,** said “The acquisition of Comfort Click is a significant step forward in our journey to strengthen our leadership in the wellness space. It aligns with our strategic vision of expanding Zydus Wellness’ international footprint while deepening our capabilities in consumer-centric health and wellbeing solutions. Comfort Click brings a strong portfolio, a digital-first approach, and a shared commitment to innovation and quality. We are excited to welcome the employees, consumers, partners, and stakeholders as we work together to unlock new opportunities and advance the wellness quotient worldwide.”

The global digital VMS market is experiencing strong momentum, with a projected CAGR of 7–9% through 2030, reaching an estimated USD 50 - 60 billion by the end of the decade. This growth is being driven by rising health consciousness, increasing preventive healthcare adoption, and the expansion of e-commerce and digital health platforms.

#### **About Zydus Wellness**

Zydus Wellness is a leading Indian consumer company dedicated to health and wellness through its two core segments: Food & Nutrition and Personal Care.

In Food & Nutrition, Sugar Free offers a range of sugar substitutes, while I'Mlite combines sugar with stevia for 50% fewer calories. Complian, a protein-rich nutrition drink, supports growth and cognitive development and now includes Nutrigro for toddlers, Immuno-Gro for immunity, and VieMax for adult nutrition. Glucon-D provides instant energy and hydration, now available in a ready-to-drink format. Nutralite leads in cholesterol-free spreads and includes dairy offerings like ghee and butter. Ritebite including Ritebite Max Protein offers healthy snacks and protein bars for active lifestyles.

In the Personal Care segment, Nycil fights sweat, odour, rashes, and prickly heat with its antibacterial formula, while Everyuth delivers nature-based skincare solutions. Zydus Wellness continues to focus on innovative, science-backed products that promote healthier living. Learn more at [www.zyduswellness.com](http://www.zyduswellness.com).



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# ZyduS Wellness Acquires Comfort Click, UK

August 29, 2025

# Safe Harbour Statement

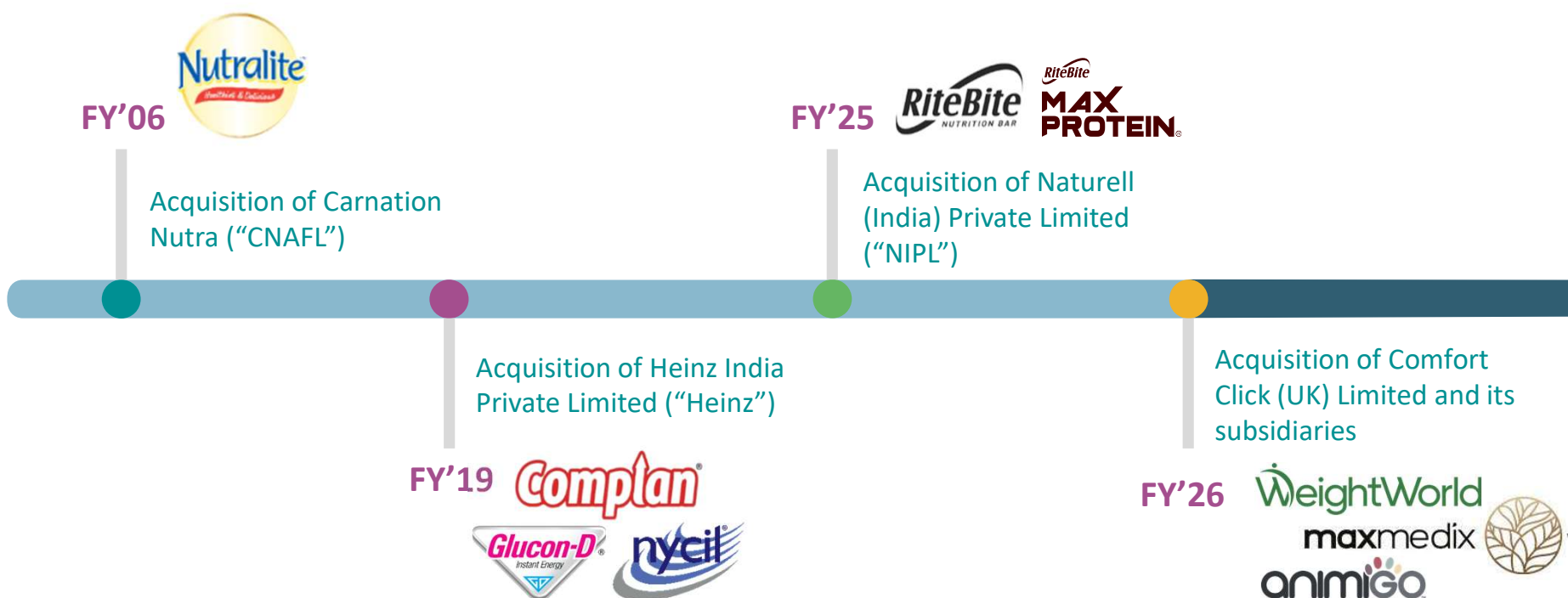
This presentation contains certain forward-looking statements including those describing Zydus Wellness's strategies, strategic direction, objectives, future prospects, estimates etc. Investors are cautioned that "forward looking statements" are based on certain expectations, assumptions, anticipated developments and other factors over which Zydus Wellness exercises no control. Hence, there is no representation, guarantee or warranty as to their accuracy, fairness or completeness of any information or opinion contained therein. Zydus Wellness undertakes no obligation to publicly update or revise any forward-looking statement. These statements involve a number of risks, uncertainties and other factors that could cause actual results or positions to differ materially from those that may be projected or implied by these forward-looking statements. Such risks and uncertainties include, but are not limited to: growth, competition, domestic and international economic conditions affecting demand, supply and price conditions in the various businesses in Zydus Wellness's portfolio, changes in Government regulations, tax regimes and other statutes. This document is a presentation and is not intended to be a prospectus or offer for sale of securities.



# Zydus Wellness | Comfort Click

- ✓ Expanding into international markets across the UK, EU and USA to strengthen global presence
- ✓ Entering high-growth markets in the Vitamins, Minerals and Supplements (VMS) segment for adults, paediatrics, and animal health
- ✓ Acquisition further accelerates the growth of the digital business platform overseas

# Nurturing growth, amplifying wellness through strategic acquisitions





# Leveraging Global Wellness Opportunities Through Digital Marketplace

## Vitamins, Minerals & Supplements (VMS)

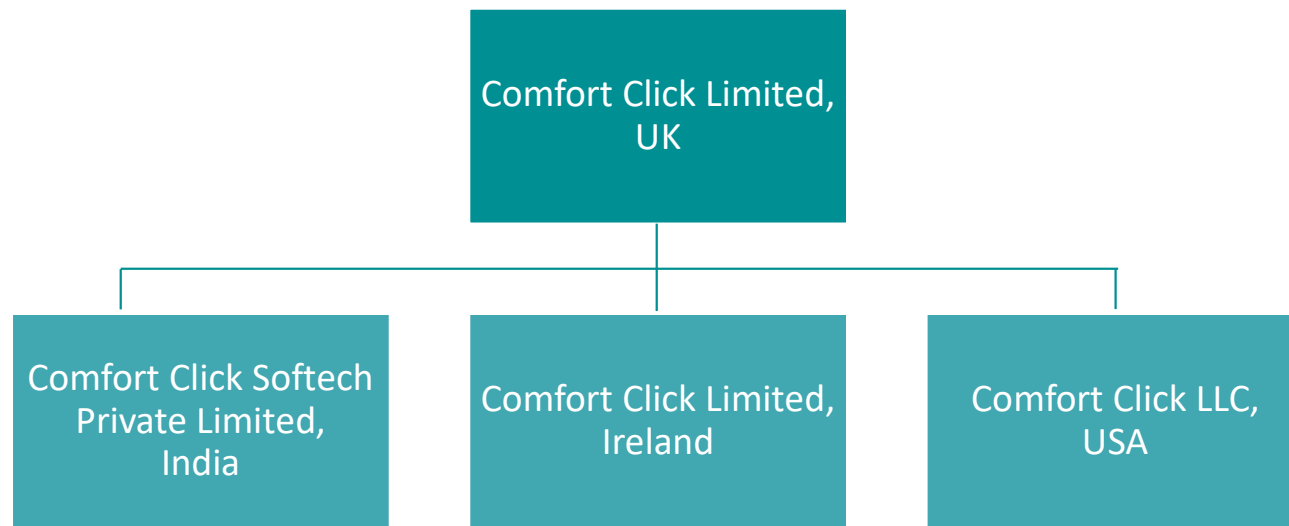


Comfort Click's business portfolio comprises three brands:

- WeightWorld™** which includes plant-based supplements, vitamins and minerals, collagen, omegas, probiotics, and micronutrients, and sports, nutrition for adults
- maxmedix™** a specialty VMS gummy brand which caters to all paediatric nutritional requirements
- Animigo** a natural pet VMS brand which offers a range of pet care products



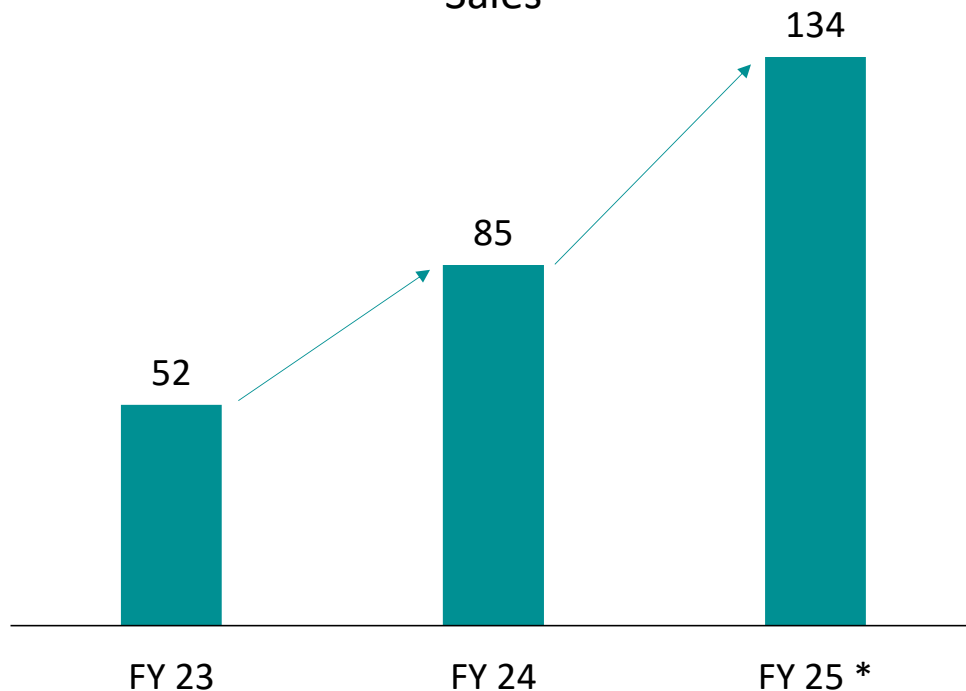
## Acquisition Footprint at a Glance



- One of the fastest-growing in the digital consumer healthcare platforms in the VMS segment
- Recognized in both 2024 and 2025, as one of the top 1000 fastest-growing companies in Europe by Financial Times
- Operations span across the United Kingdom (UK) and Europe (EU)
- Expanding into the United States of America (USA)
- Strong brand image with high customer loyalty and retention
- European market for vitamins and minerals supplements is estimated to be around GBP 11 billion

## Comfort Click's Performance Snapshot

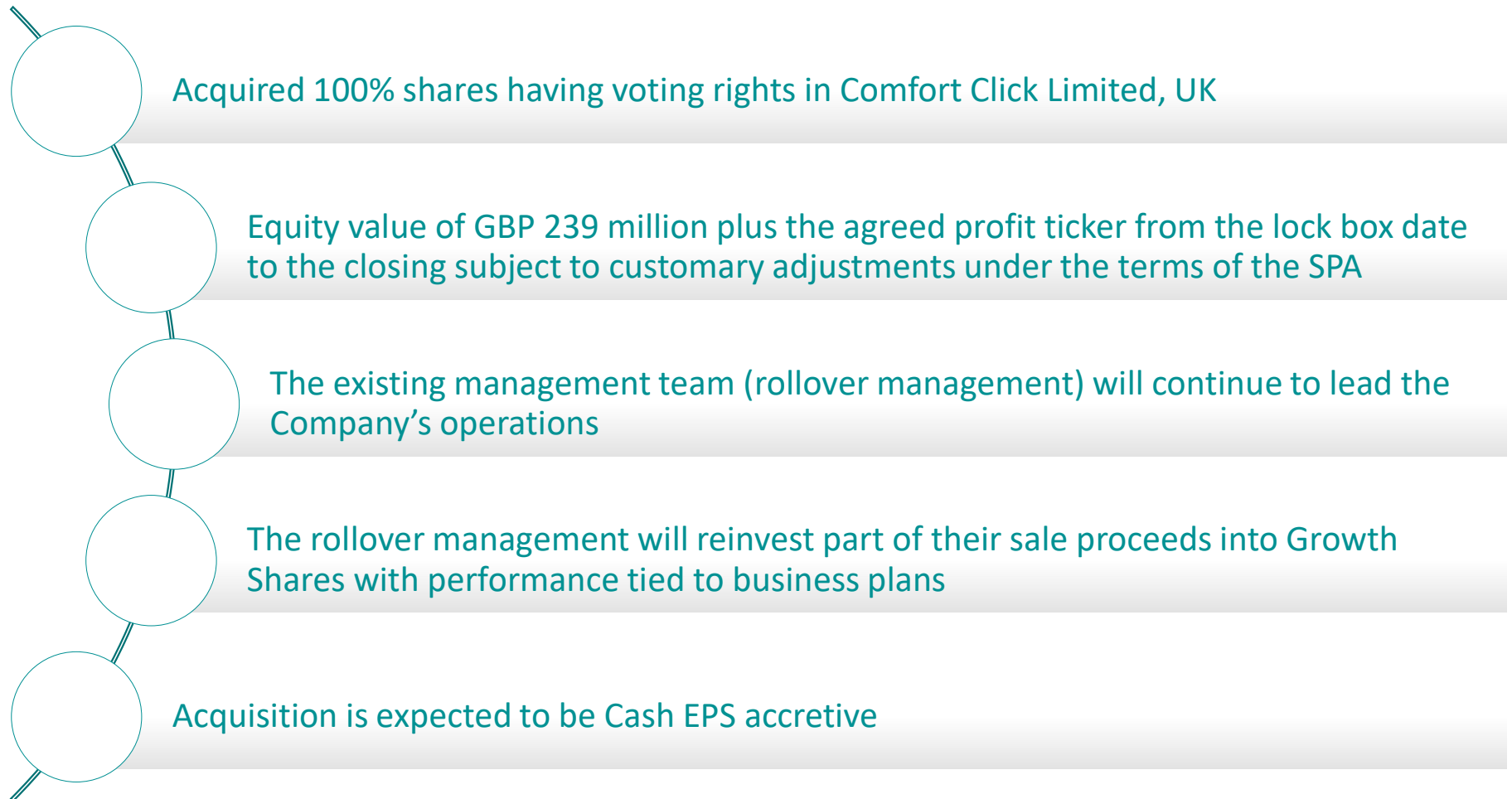
### Sales



\* Unaudited for the financial year ended on 30 Jun 2025

- Achieved high growth through the launch of innovative and new-age products
- Recorded a 5-years CAGR of ~57%
- Majority of revenue generated through e-commerce and Direct-to-Consumer (D2C) channels
- The Company reported EBITDA\* of GBP 21 million
- Rising health consciousness and increasing focus on preventive healthcare are driving to exponential growth
- Global digital VMS market is estimated to reach USD 50 - 60 billion by 2030

## Transaction Highlights



# Strengthening Global Footprint with Complementary Geographies

Zydus Wellness



India



Bahrain



Bangladesh



Bhutan



Hong Kong



Kuwait



Lebanon



Maldives



Malaysia



United Arab Emirates



Myanmar



Nepal



Oman



Qatar



Saudi Arabia



Sri Lanka



Taiwan



Nigeria



Kenya



Mauritius



Ethiopia



South Africa



Tanzania



Uganda



Zimbabwe



New Zealand



Australia



United Kingdom



Germany



Spain



Italy



France



Netherlands



Sweden



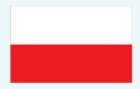
Denmark



Belgium



Ireland



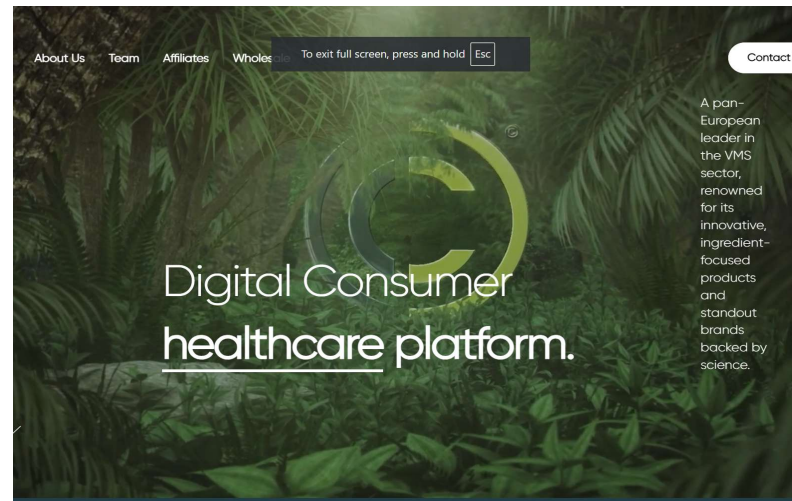
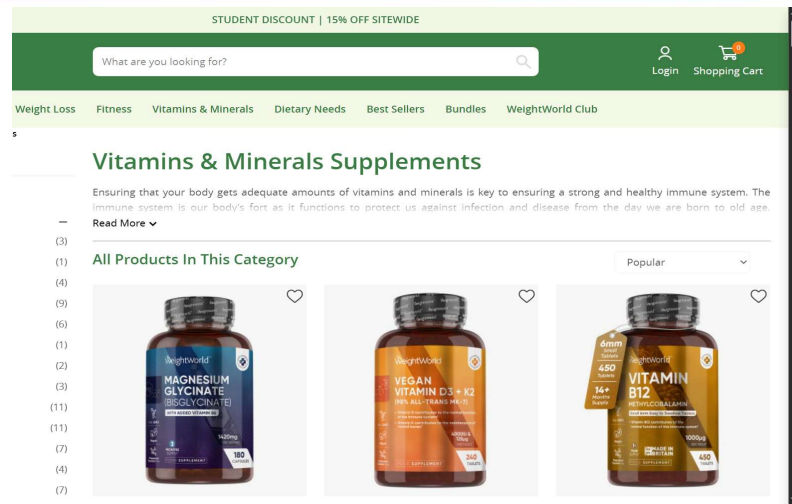
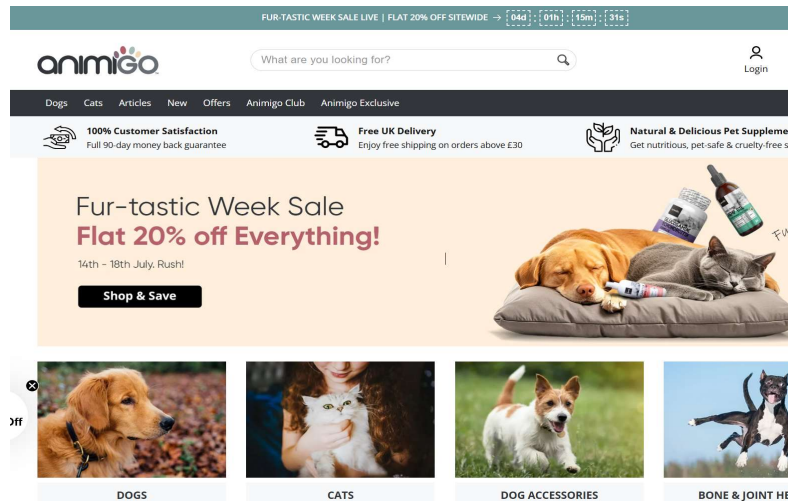
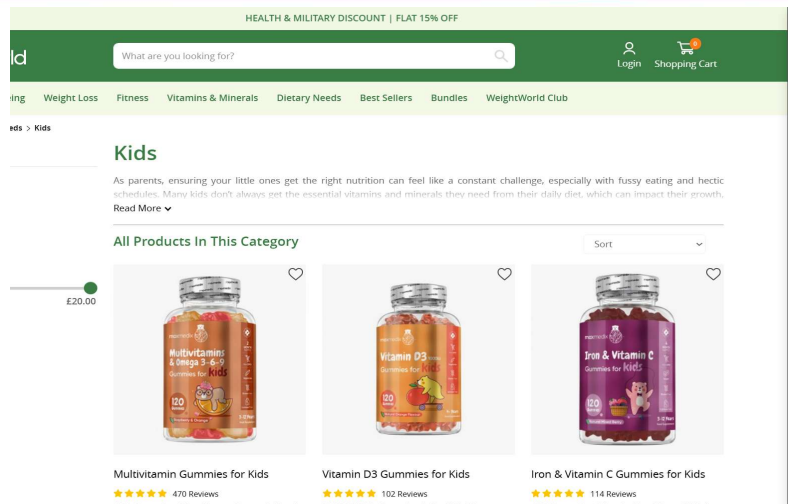
Poland



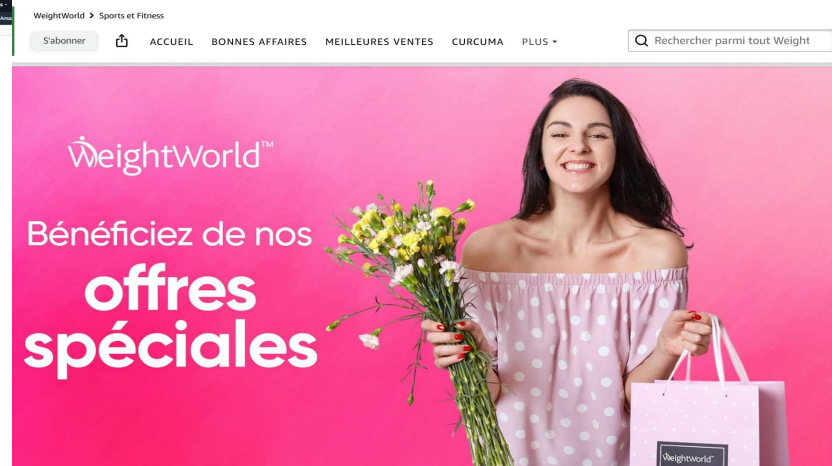
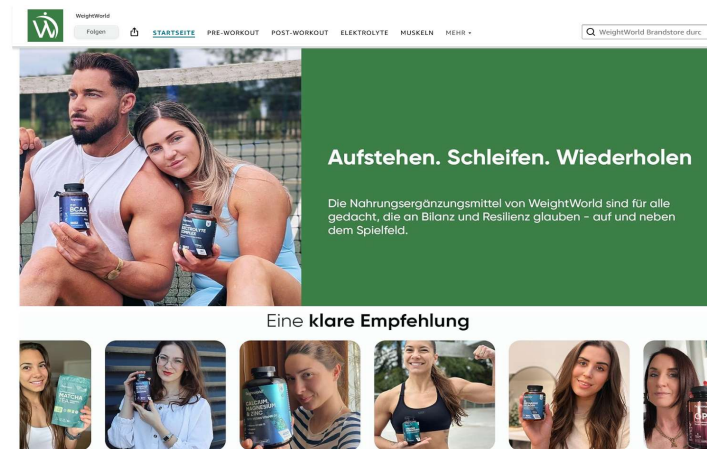
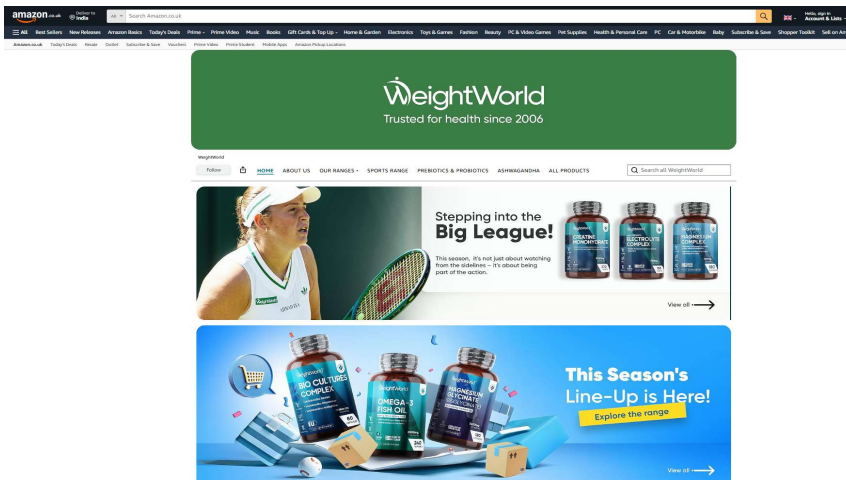
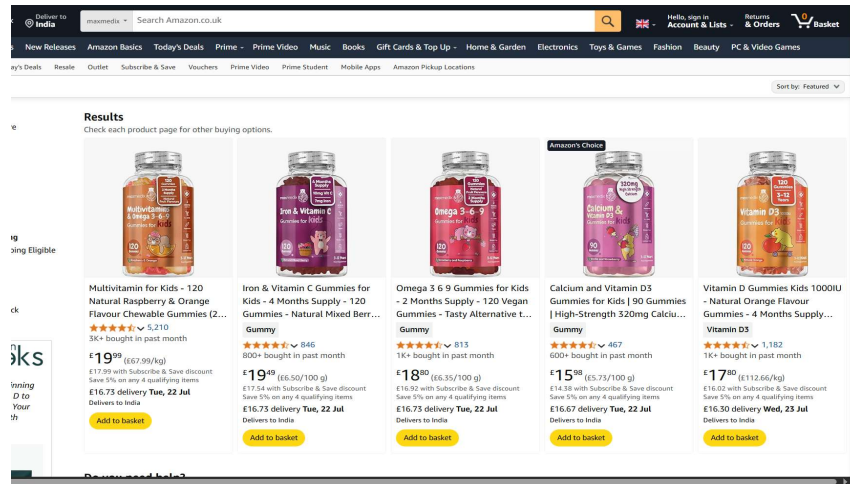
United States of America

Comfort Click

# Website Display Overview



# Amazon Page Display Overview





# A Future-Ready Company Aligned with Global Health & Wellness Trends



## GLOBAL TRENDS

Low Sugar/No Sugar

High Protein

On the go Hydration/Energy

Functional Skin Care

Active Lifestyle

New Age Vitamins, Minerals and Supplements



## PROPOSITIONS

Leader in sugar substitutes, expanding into healthier cookies and chocolates

Full-spectrum protein portfolio covering bars, snacks & cookies for every occasion

Scaling RTD expansion across energy & hydration categories

Natural ingredients led skincare with functional benefits across multiple applications

Portfolio designed for today's active lifestyle consumer

Rising consumer demand for natural, plant-based, and specialty nutritional supplements across human and pet health segments

# Key Levers for Balanced Growth



## Topline Growth

Driving strong double-digit growth

## Improved Margins

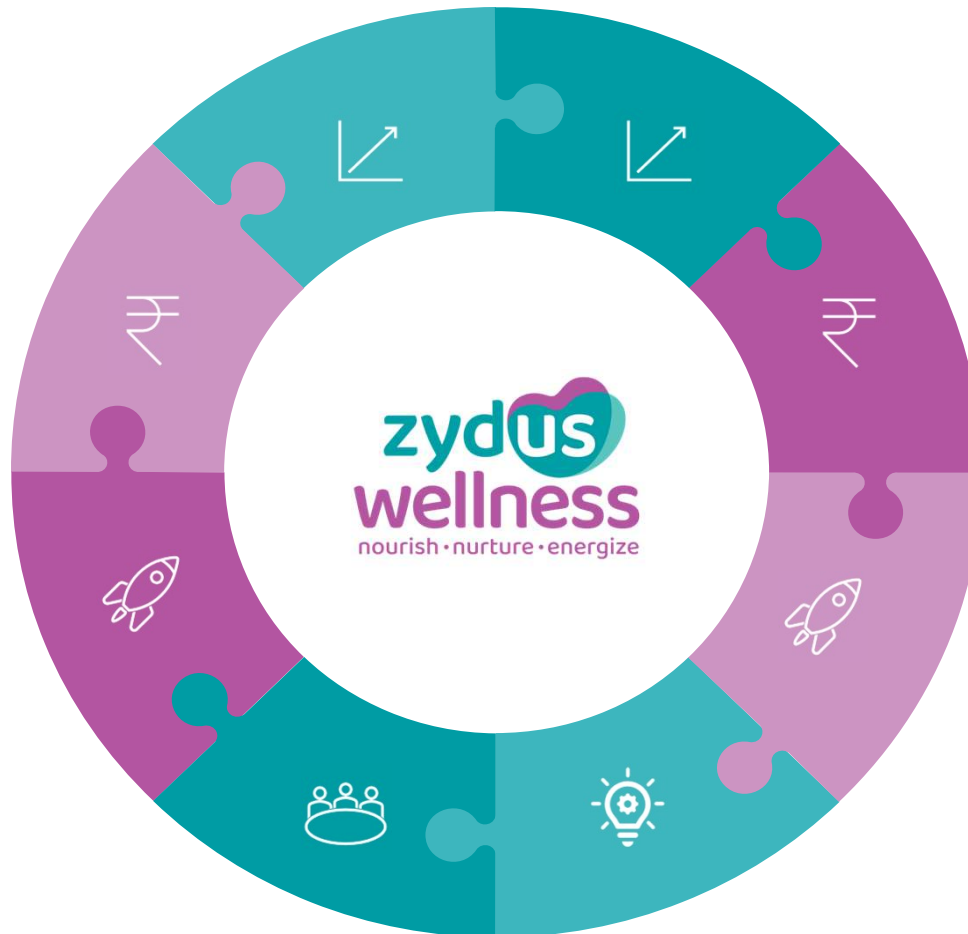
Improved our margins while driving efficiencies

## Future ready portfolio

Scaling recent launches for long-term growth

## Better Place to Work

Advanced Wellness Support Sphere, strengthening our people-first focus



## Growth Momentum

Leveraging strengths to navigate headwinds

## Commitment to Sustainability

Fostering responsible, eco-friendly growth and sustainable innovation

## Innovation Pipeline

Accelerating new launches, maximizing recent performance

## Better System and Processes

Enhancing agility and efficiency via process excellence



## Expanding Horizons: Chairman & CEO Perspective on Acquisition



**Dr. Sharvil Patel**  
Chairman  
Zydus Wellness Limited

“The global acquisition of Comfort Click, a leading player in the digital vitamins, minerals and supplements space, marks a significant step in our journey to empower consumers to make informed choices and embrace wellness-focused products as part of their path to better health. This strategic move reflects our aspiration to be a forward-looking company that not only anticipates consumer needs but also enables easy access to them. With Comfort Click, we are strengthening our global capabilities, deepening our presence in digital health and personalised wellness, and exploring scalable and sustainable models that will shape the future of wellbeing. We are excited and exploring at new possibilities driven by innovation and a customer first approach.”



**Mr. Tarun Arora**  
CEO & Whole-Time Director  
Zydus Wellness Limited

“The acquisition of Comfort Click is a significant step forward in our journey to strengthen our leadership in the wellness space. It aligns with our strategic vision of expanding Zydus Wellness’ international footprint while deepening our capabilities in consumer-centric health and wellbeing solutions. Comfort Click brings a strong portfolio, a digital-first approach, and a shared commitment to innovation and quality. We are excited to welcome the employees, consumers, partners, and stakeholders as we work together to unlock new opportunities and advance the wellness quotient worldwide.”



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