

July 30, 2025

Listing Department **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

Re:

Investor Presentation

Dear Sir / Madam,

Please find attached the Investor Presentation on the unaudited financial results for the quarter ended on June 30, 2025.

Please find the same in order.

Thanking you,

Yours faithfully, For, **ZYDUS WELLNESS LIMITED**

NANDISH P. JOSHI
COMPANY SECRETARY & COMPLIANCE OFFICER

Encl.: As above



Code: 531 335



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.



A Leading Consumer Wellness Company in India



















1

Company
Overview &
Consumption
Trend

Business Highlights

Financial
Performance
& Road Ahead

4
Board of
Directors



Key Milestones





Zydus Wellness Product Portfolio



Glucon D



Rite Bite



Nutralite





Complan



Zydus Wellness Product Portfolio



Sugarfree & I'm Lite





Everyuth



Nycil



Zydus Fit to Global Health & Wellness Trends — A Future-Ready Company



GLOBAL TRENDS

Low Sugar/No Sugar

High Protein

On the go Hydration/Energy

Functional Skin Care

Active Lifestyle























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

Consumption Trend Overview





Rural growth continues to outpace Urban growth rates. Branded commodities, personal care and dairy products drive the growth



Shorter than usual summers and unseasonal rains have impacted the seasonal brands



Persistent input cost inflation expected to ease in coming quarter



Quick Commerce and E
Commerce maintain strong
growth momentum. Tier 2 and
Tier 3 cities positioned as next
phase growth drivers



Driving Brand Dominance and Market Relevance





Continued momentum in International business





- Uganda, Tanzania, Kenya, Nigeria, South Africa, Mauritius, Zimbabwe, Ethiopia
- UAE, Bahrain, Qatar, Kuwait, Kingdom of Saudi Arabia, Oman, Lebanon
- Myanmar, Malaysia, Taiwan, Pakistan, Sri Lanka, Bangladesh, Nepal, Bhutan, Maldives, Hong Kong
- Australia, New Zealand

- RiteBite Max Protein successfully entered international markets as per the strategic plan
- Sugar Free, Complan, and Nycil continue to contribute a significant portion of the overall business
- Despite subdued macro-economic conditions in Nigeria, the business delivered a resilient and positive performance
- The Middle East business remains on a strong growth trajectory
- ❖ The top 5 international markets currently account for ~85% of overall revenues
- ❖ The Company aims to increase international revenue contribution to 8–10% over the next 4–5 years.



Paving the Way for Future Business with Rite Bite





Strong Offtake

- ❖ With the successful acquisition of Naturell (India)
 Private Limited in the latter part of the previous
 year, the business continues to perform in line with
 the strategic plan, reinforcing our strategic intent
 and portfolio expansion strategy
- ❖ Max Protein continues to scale new heights, achieving an impressive growth. With Rite Bite Max Protein Daily Bars leading the charge, the brand has significantly strengthened its market position, reflecting its growing consumer demand and success in the healthy snacking category
- Continued to support the brand through digital media, e-commerce activation, and consumer engagement at various events



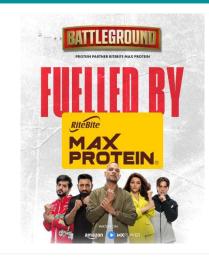
Digital Engagements



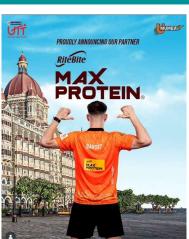
TVC with Kartik Aaryan



Events and Sponsorships











Offtake continues to get stronger

- ❖Sugar Free has retained its No. 1 position with a market share of 96.1%*, registering a year-on-year gain of 108.7 basis points
- Sugar Free Green has maintained a doubledigit growth trajectory for the past 17 consecutive quarters
- Sugar Free D'lite continues to gain strong consumer traction, reflected in healthy repeat purchases and increasing acceptance in the better-for-you snacking category
- I'm Lite continues to promote healthier living through ongoing campaigns, encouraging consumers to switch from regular sugar and cut calorie intake by half—supporting easier weight management and better daily choices

THE TIMES OF INDIA Govt unlikely to ease norms Amid language row, PM for investments from China sign letters in English? **PEHLA KADAM** 100% natural, Stevia

Sugar Free Green: Print Media & Series OOH



Sugar Free D'lite: Festive edition cookies launched







^{*}As per MAT Jun 2025 IQVIA report





Sustained Impact, Expanded Footprint

- Unseasonal rains across the country during the summer season impacted brand sales for the quarter
- Glucon-D Activors (Electrolyte Energy Drink) was rolled out across a broader national footprint, performing as expected under the revised distribution strategy aligned with weather-driven demand patterns
- Continued flagship campaigns to drive category growth, with cricket icon Irfan Pathan retaining his role as the brand ambassador, reinforcing the connect with active and energy-driven consumers

Influencer Activation on OTT















Strengthening Position in Targeted Categories

- Achieved consistent double-digit growth over the years, supported mainly by product excellence, innovation, strong distribution, and customer-centric experiences.
- Continued to expand the user base through superior offerings and impactful, targeted marketing campaigns.
- ❖ While our presence in the overall facial cleansing category remains modest, we continue to lead in key sub-segments—achieving a 48.7%* market share in scrubs with a 262.3* bps YoY increase, and a 77.2%* share in peel-off masks, with a marginal decline of 56.41* bps during the quarter.
- ❖Brand holds fifth position in the overall facial cleansing category with a market share of 7.8%*, reflecting a year-on-year gain of 88.8* bps.

Brand Equity campaign through TVC





^{*}As per MAT Jun 2025 Nielsen report





Weathering Seasonal Challenges

- Unseasonal rains across the country during the summer season impacted brand sales for the quarter
- Dominating the category of prickly heat and cooling powders with proven performance
- Delivered double-digit growth with a 4year CAGR^, driven by consistent volume performance
- Strengthened media relevance by targeting audiences across TV, OTT, and regional platforms—layered with search and content affinity to outperform benchmarks

Media Engagements





^Basis internal sales

Winning in Competitive Market





Growth via Portfolio & Partnerships

- ❖ Continued to broaden the portfolio year after year through focused innovation, backed by strong execution from dedicated B2B and B2C teams
- Delivered double-digit growth with a 6-year CAGR^, driven by consistent volume performance across the portfolio
- ❖ Partnered with Chef Sanjeev Kapoor for a branded Recipe Video Series, strengthening brand credibility and deepening engagement with target audiences
- Sustained momentum through digital media, ecommerce activations, and extensive consumer sampling initiatives
- Continued to enhance consumer engagement through an Al-powered recipe platform that allows users to upload food photos or send dish names via WhatsApp to receive instant recipe suggestions



Celebrity led Recipe Video Series





Social Media Engagement









^Basis internal sales

Winning in Competitive Market



Complani

Reinforcing Brand Strength in a Tough Market

- ❖Category de-grew by 2.6%* vs last year, posing growth challenges
- Continued high-impact TV campaign featuring Madhuri Dixit and Sneha Prasanna to build strong brand recall
- ❖360-degree marketing activation with focus on digital platforms and influencer engagement to reach wider audiences
- Investing in small pack advancements through innovative formats to drive trials and affordability
- Channel-led initiatives focused on modern trade, general trade, and e-commerce to enhance distribution and visibility
- Actions focused on sustaining competitiveness and driving brand preference despite overall category softness.

TVC Refreshed superiority campaign





Strengthening Brand Connect





*As per MAT Jun 2025 Nielsen report

Awards and Recognitions







Everyuth bagged Gold at Shark Awards'25 in 2 categories for Achanak moments campaign

- 1. FMCG Personal Care
- 2. Age targeted Digital Campaign

Everyuth won silver at the prestigious Emvies'25 for Achanak moments campaign.





Nutralite Chef-Nutralite's technology first Al led innovation awarded under the FMCG- Food segment



Glucon D Won 2 Awards at Global Digital Marketing Awards

Awards and Recognitions









Ahmedabad Plant







Aligarh Plant







Sikkim Plant

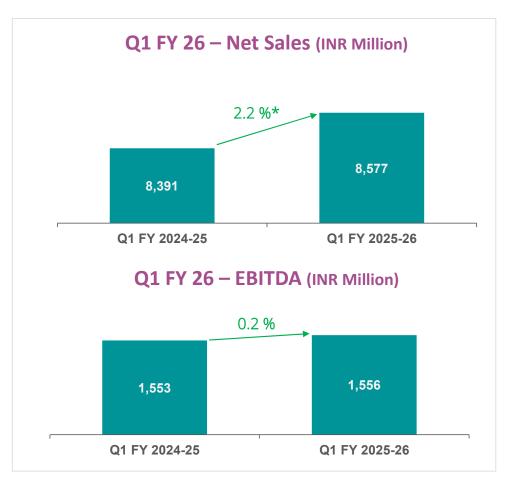


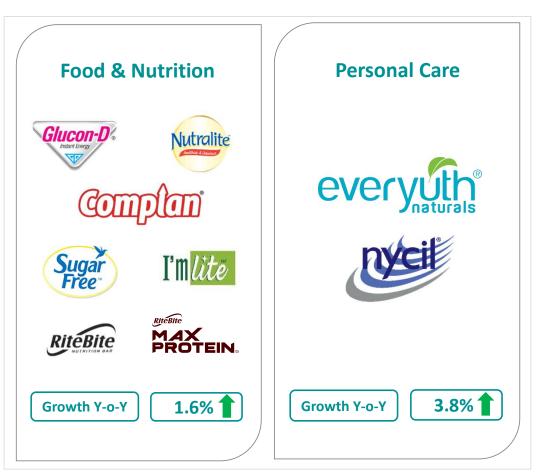
Complan won Bronze in ET shark Awards in FMCG household category



Segment Performance Snapshot for Q1 FY26



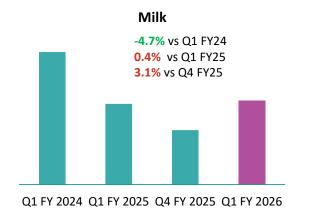


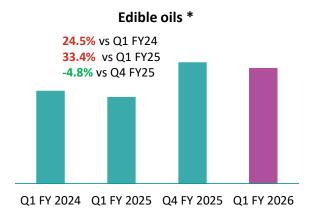


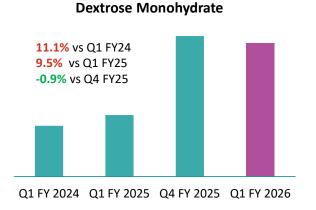
^{*} Registered strong double-digit growth excluding seasonal brands

Key input rate trends towards recovery of Margins

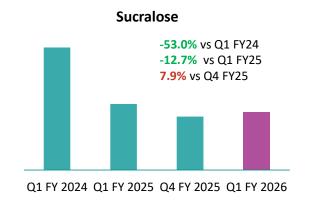


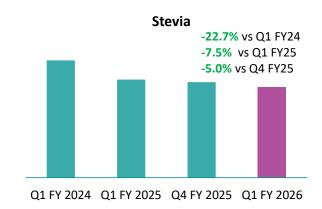






^{*} Edible oils include - Refined Palm Oil and all other oils that are used as inputs.





Gross Margin Trend



Majority of our brands delivered gross margin expansion, underscoring portfolio strength. The saliency of seasonal brands was temporarily impacted by shorter than usual summers and unseasonal rains



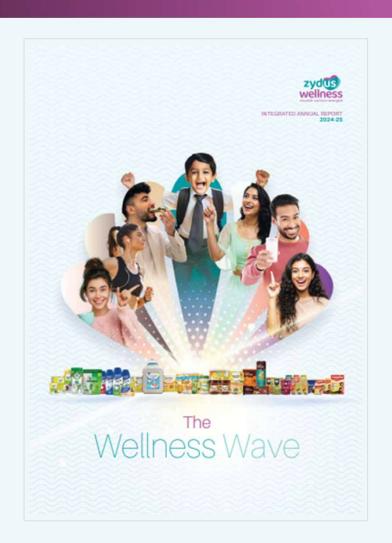
Financial Highlights for the Q1 FY26



INR Million	Q1 FY26	% to Revenue from operation	Q1 FY25	% to Revenue from operation	Y-o-Y Growth %
Net Sales	8,577		8,391		2.2%
Revenue from operation	8,609		8,410		2.4%
Gross Contribution	4,731		4,677		1.2%
Gross Contribution Margin- (% of net sales)	54.8%		55.5%		-73 bps
Employee benefits expense	682	7.9%	594	7.1%	14.8%
Advertisement and promotion expenses	1,325	15.4%	1,243	14.8%	6.6%
Other expenses	1,171	13.6%	1,288	15.3%	-9.1%
EBITDA	1,556	18.1%	1,553	18.5%	0.2%
PBT	1,453	16.9%	1,516	18.0%	-4.2%
PAT	1,279	14.9%	1,477	17.6%	-13.4%

Integrated Annual Report FY 2024–25: The Wellness Wave





Zydus Wellness released its first Integrated Annual Report, themed "The Wellness Wave," marking a shift towards transparent and holistic reporting. Aligned with the Integrated Reporting Framework, it connects strategy, performance, and sustainability in a unified narrative. The report highlights value creation across six capitals and deepens focus on ESG, stakeholder engagement, and governance.

This milestone reflects the company's commitment to innovation, agility, and long-term value creation, setting a new benchmark in the Indian FMCG industry.

Link: Integrated Annual Report FY 2024-25

Three Pillars to drive growth – staying on course





Accelerate Growth of Core Brands

Innovations to focus on portfolio diversification and expansion with an aim to recruit new customer

Differentiated propositions supported by strong GTM



Build International Presence

Build scale in international business by focusing on SAARC, MEA and SEA and suitable innovations to grow them further

Enter new markets with relevant offering



Significantly Grow Scale

Open to bolt-on acquisitions at the right time

Growing the customer base with increased penetration

The Building Blocks





Category Building

- Volume led focus
- Recruit new consumers
- Innovation to contemporize/ differentiate the offerings
- Build online-first portfolio



Leading Route to Market

- Plan to enhance distribution infra and direct coverage over next 3 years
- Invest in capabilities; for converging Offline & Online trade
- Engage shoppers at multiple touch points



Digital backbone to decision making

- Digitizing the whole value chain Sourcing to fulfillment
- Work with downstream and upstream partners for data sharing
- Build capability around predictive analysis



Inorganic play for gap filling

- Proactively look for Bolton acquisitions
- Focus on international opportunities in top geographies of interest



Board of Directors





Dr. Sharvil P. Patel
Non - Executive Chairman

Dr. Sharvil Patel, Chairman and Non-Executive Director of our Company since April 2009, holds a bachelor's and doctorate in pharmaceutical science from the University of Sunderland, UK. With over two decades of experience in the pharmaceuticals industry, he serves as Managing Director of Zydus Lifesciences Limited. He has been conferred the ET Pharma leader of the year at the ET Healthworld India Pharma Awards 2022 and has been recognised as the Best CEO in the Lifesciences sector by Fortune India magazine



Tarun Arora CEO & Whole Time Director

Mr. Tarun Arora, CEO and Whole Time Director since May 2015, is a Harvard (AMP) and IMT Ghaziabad (PGDBM) alumnus. With 30 years of experience in strategy, innovation, and brand building, he has led Danone Waters India and held key roles at Godrej, Sara Lee, Bharti Walmart, and Wipro.



Mr. Ganesh Nayak Non – Executive Director

Mr. Ganesh Nayak, Non–Executive Director since July 2006, is a Harvard General Manager Program graduate with over four decades of experience in the pharmaceuticals industry. He is the Executive Director of Zydus Lifesciences Limited and working with Zydus Group since 1977.



Mr. Akhil Monappa Independent Director

Mr. Akhil Monappa, Independent Director since May 2023, holds degrees from Harvard and Georgia Tech. Currently a Director at YAZZ Limited and Zydus Lifesciences Limited, he has a background in tech investments and governance, previously working with Generation Investment Management, Atlas Venture, and C-Bridge Internet Solutions.



Mr. Srivishnu Raju Nandyala Independent Director

Mr. Srivishnu Raju, Independent Director since March 2019, holds degree in engineering and is a Harvard alumnus and a passionate cyclist. He is a Chairman and CEO of Exciga Group, which oversees investment companies investing in financial markets and real estate companies. He was also a a promoter of Raasi Cements and Ceramics.



Ms. Dharmishtaben N. Raval Independent Director

Ms. Dharmishtaben N. Raval, Independent Director since March 2019, is a distinguished lawyer with a master's in Commercial Laws. Practicing since 1980, she has served as SEBI's Executive Director - Legal and now practices at the Gujarat High Court and NCLT, Ahmedabad. She is empanelled as Panel Advocate with organizations like UTI, SBI, SEBI, GPCB, and IRDA.



Mr. Kulin S. Lalbhai Independent Director

Mr. Kulin Lalbhai, Independent Director since November 2016, holds a bachelor's in Electrical Engineering from Stanford University and an MBA from Harvard Business School. He is the Executive Director of Arvind Limited and has previously worked with McKinsey & Co. in Mumbai. He holds a leadership position in several industry bodies.



Zydus Wellness Limited

Regd. Office: Zydus Corporate Park, Scheme No. 63, Survey No. 536, Khoraj (Gandhinagar), Nr. Vaishnodevi Circle, S. G. Highway, Ahmedabad – 382481, India.

CIN: L15201GJ1994PLC023490

1 +91-79-71800000



