

A decorative graphic consisting of several circles of various colors and sizes. There is a large light blue circle with a white outline, a smaller solid light blue circle, a red circle, a pink circle, a teal circle, and a small light blue circle. A green circle with a white outline is also present in the upper left.

INVESTOR PRESENTATION

**Zydus
Wellness**

▶ BRINGING WELLNESS TO YOUR LIFE

With COVID resurgence....

We remain committed to wellbeing of all our stakeholders



CEO – Mr. Tarun Arora – “As we navigate through one of the toughest crisis in many decades, we at Zydus Wellness are committed to serve our consumers with the essentials in our portfolio without compromising the safety of our employees and valued partners”

- With surge in cases – **Economy is in a vulnerable state**, the impact of which is unknown
- State/City specific curbs, curfews and lockdown measures **Last mile connectivity impacted**
- Dealers and distributors limited working hours and shortage of labour- **Trade Impacted**

Challenges



- Focus on emerging channels like **Ecommerce**
- **Optimizing stock levels** at CFAs in the last mile being increased to minimize impact of lockdown/curfew
- Ensuring **continuous supply and support** by procuring necessary approvals to ensure last mile connectivity

Our Actions

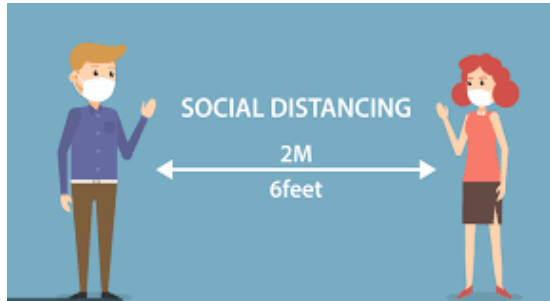


With COVID resurgence.... Ensuring Employee Safety

We Care For You - Ready to win the fight against this virus

COVID QUICK RESPONSE TEAM

We are here for you!
Covid -19 Support



Visit the COVID care center right away
if you have fever, cough or cold

Be Smart Act Fast



COVID CARE CLINIC
FOR ZYDANS

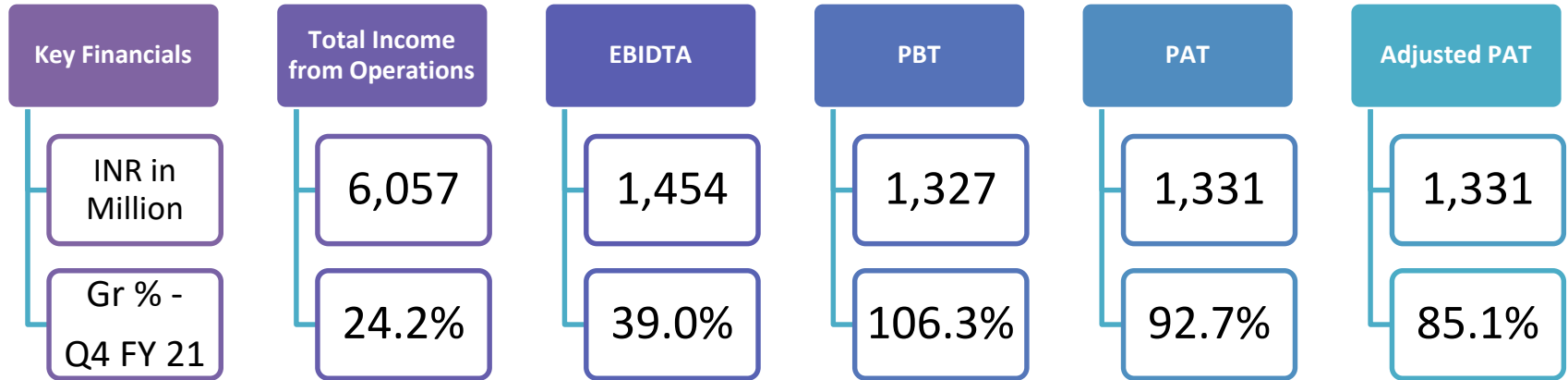
Vaccination Drives across Factories
for Employees and their family



Key Growth Drivers – For the Quarter and Year

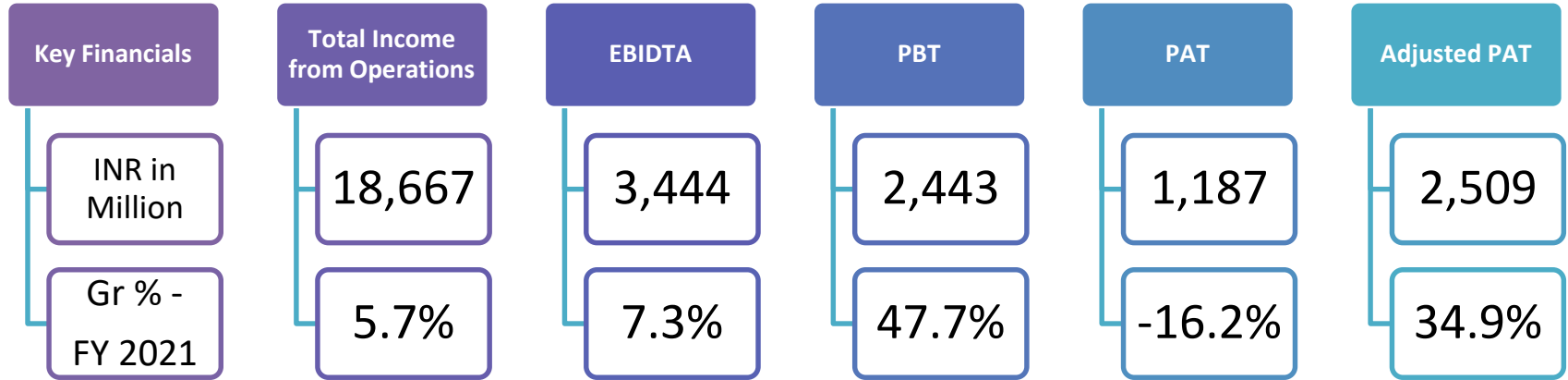


Strong Quarterly Performance



* Adjusted PAT = PAT excluding exceptional items

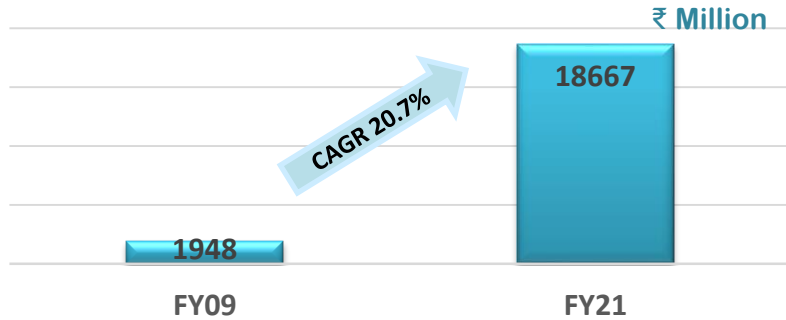
Good Full Year Performance in the backdrop of pandemic



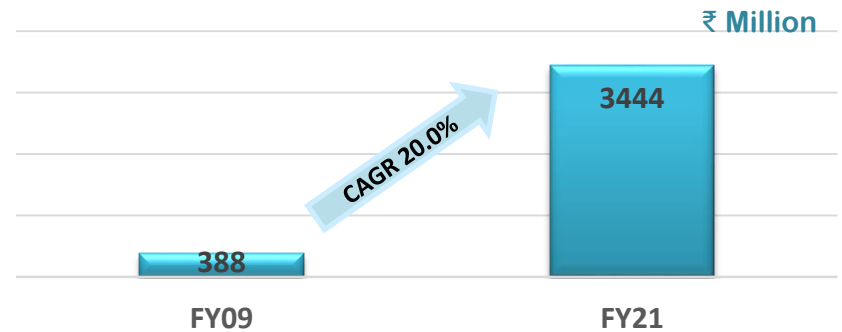
* Adjusted PAT = PAT excluding exceptional items

Healthy Financials with strong CAGR

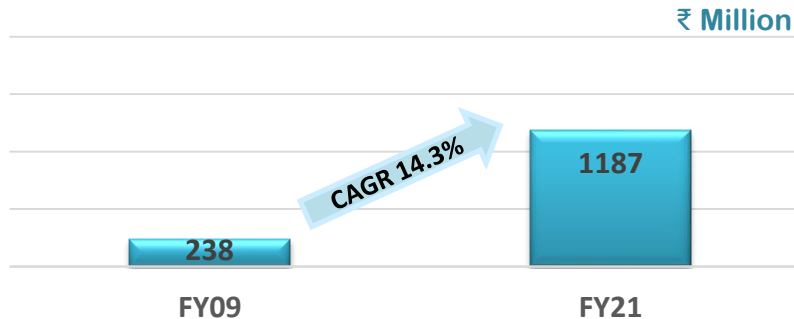
Total Income from Operations



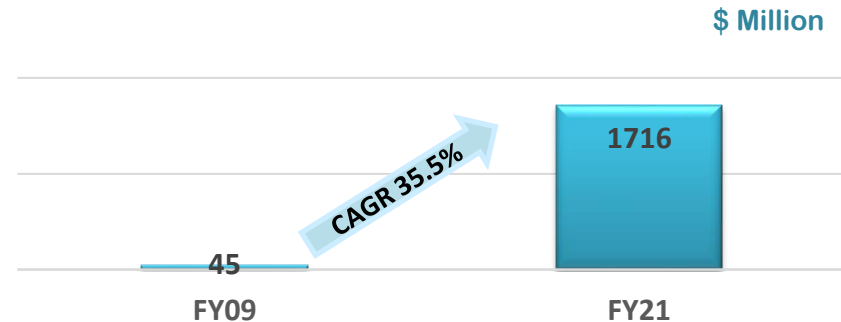
EBIDTA



Profit After Tax








Market Cap.



- FY09 financials as per IGAAP; FY21 financials as per INDAS and hence not comparable
- Market Cap is calculated as on 31st March 2021



Category leading brands – Market share and Rank

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

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

Quarterly updates -Media campaigns and launches

Sugarfree Green TVC Campaign



Upcoming campaign with celebrity Pankaj Tripathi



Sugar Free D'Lite Chocolates – Valentine's Day Online Promotion

Festival Activations and digital drive



Quarterly updates -Media campaigns and launches

Launched new TVC – Scrub and Peel off

everyuth
naturals



हमारे प्रकृति-निर्भर का सामान कभी हवा का समान नहीं करे। फिर, बादली हर समय आसि।

nycil

Upcoming New Complan Core Campaign Growth Jo Rakhe Aage



Complan

**GROWTH
JO RAKHE AAGE**

3 cm 6 cm

2X FASTER GROWTH*
100% MILK PROTEIN
34 VITAL NUTRIENTS

*Based on the performance of a group of 100 children aged 3-12 years. Details: Complan is the fastest and a part of the fastest growing group of children who grow plus average growth rate. Growth will be a metric standard for all environmental factors. Registered & Trademarked.

New Launch
“Soothing Body Mist”
 Building on the expertise to treat summer related prickly heat and skin rash problems



Quarterly updates -Media campaigns and launches

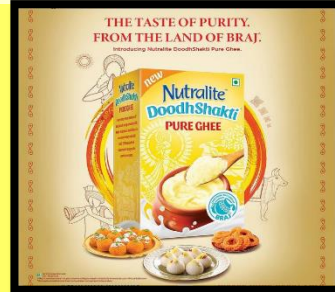
**Choco Spread digital activation –
Live event with Chef Sanjeev Kapoor**



**New digital campaign launch of
Nutralite Choco Spread
Drive business on E-Commerce & Modern Trade**



**Entry into Dairy Category with Nutralite
Doodhshakti Brand – Launched
Probiotic Butter Spread and Pure Ghee**



**New launch supported with
print and digital campaigns**





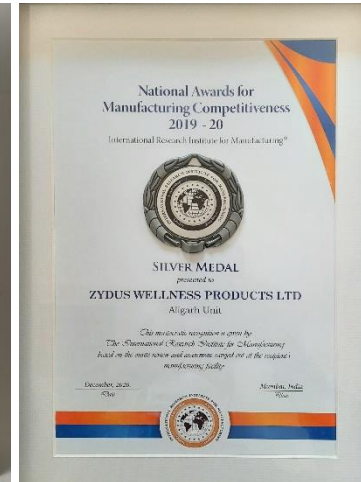
Awards and Accolades

All four plants of the Company received **National Awards for Manufacturing Competitiveness (NAMC)** from **IRIM (International Research Institute for Manufacturing)**, which is a professional body supporting the manufacturing industry

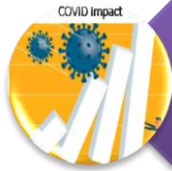
“Diamond Trophy” to Sikkim plant, which is amongst the top plants in India

“Gold Medal” to Ahmedabad plant

“Silver medal” to Aligarh & Sitarganj plant



Looking forward – Near Term Outlook



2nd wave – Impact can not be predicted

Least disruptions in our operations ensured through our agile actions



Focus on expanding category growth across brands

Driving volume led growth



Gross margin pressure may continue

Inflations in commodity and packing material prices a concern



Continue improvement in EBIDTA Margins

Unlocking synergy savings and operating leverage

THANK YOU

