

## Press Release

### Zydus Wellness' Consolidated Net Profit up by 22 % in Q4

Ahmedabad, May 24, 2018

For the fourth quarter ended 31<sup>st</sup> March 2018, on a consolidated basis, Zydus Wellness Ltd. posted total income from operations of Rs.1317 million. The Comparable total income from operations (on a GST adjusted basis) grew by 18.9%. The reported Profit Before Tax was up by 20.3% to Rs. 403 million and the Net Profit was up by 22% to Rs. 362 million. The total income from operations includes one-time capital subsidy of Rs.14.6 million.

For the year ended 31<sup>st</sup> March 2018, on a consolidated basis, the Company posted total income from operations of Rs. 5031 million. The Comparable total income from operations (on a GST adjusted basis) grew by 17.2%. The total income from operations includes one-time capital subsidy of Rs. 14.6 million. The reported Profit Before Tax was up by 20.8% to Rs.1497 million, which includes additional excise duty re-credit of Rs.180 million and Net profit was up by 22.9% to Rs.1339 million.

During the year, the company's pillar brands – Sugar Free, EverYuth and Nutralite continued to grow at a consistent pace, building on its marketing initiatives and digital campaigns.

Sugar Free, India's largest selling sugar substitute, maintained its number one position with a market share of 94.2% (*Nielsen report MAT March'18*). The company continued with its thrust on marketing initiatives during the year including the campaign for Sugar Free Green, the web series on YouTube and the telecast of the panel discussion on 'Sugar Free – Health For All' on NDTV News on World Health Day.

The EverYuth range of skin-care products continued to fare well with EverYuth Scrub and EverYuth Peel Off Mask maintaining the number one positions in their respective categories with a market share of 33.6% and 86% respectively (*Nielsen report MAT March'18*). During the year, there were several new launches within the Everyuth portfolio including the Neem Papaya Scrub, Tan Removal Scrub and the Tan Removal Face Pack with chocolate and cherry combination.

Nutralite, the premium table spread continued its volume growth during the year. During the quarter, the company launched Nutralite Mayonnaise in three flavors for the retail segment. The company has undertaken several marketing and branding initiatives for Nutralite during the year, like the new campaign with celebrity chef, Sanjeev Kapoor, digital media campaigns like Facebook live with Chef Sanjeev Kapoor, 'Khane Me Twist' and the Nutralite healthy recipes campaign on the digital channels of popular film celebrity, Shilpa Shetty.

During the year, the company continued to expand its presence in the international markets including Tanzania, South Africa and Middle-East.

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