Zydus Wellness

Registered Office :
Zydus Wellness Ltd. House No. 6 & 7, Sigma Commerce Zone, Nr. Iskcon Temple, S. G. Highway, Ahmedabad 380015, Gujarat, INDIA.
Tel: +91-79-67775888 (20 Lines) Fax: +91-79-67775811
www.zyduswellness.in CIN-L15201GJ1994PLC038490

June 13, 2016

Listing Department
BOMBAY STOCK EXCHANGE LIMITED
P J Towers, Dalal Street, Fort,
Mumbai–400 001

Code: *531 335*

Listing Department
NATIONAL STOCK EXCHANGE OF INDIA LIMITED
Exchange Plaza, Bandra Kurla Complex,
Bandra (E),
Mumbai–400 051

Code: *ZYDUSWELL*

Re.: Investor Presentation

Dear Sir / Madam,

Please find attached the investor presentation to be made by Mr. Tarun G. Arora, Whole Time Director and Mr. Amit B. Jain, Chief Financial Officer of the Company to the select investors tomorrow i.e. June 14, 2016 in Hotel Trident, BKC, Mumbai.

Please bring the above information to the knowledge of investors at large.

The presentation is will also be uploaded on the website of the company.

Thanking you,

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

DHAVAL N. SONI
COMPANY SECRETARY

Encl.: As above

Zydus Wellness

A snapshot

June 2016

Agenda

Zydus Wellness

- Route to Success
- Plans to continue the Success Story..
- Summary

Our 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 That Are "Good For You".

Our Values

Zydus Wellness

Our Core Values

We, the members of the Zydus Group hold the following values to be the foundation of our identity as Zydans. We shall endeavour to think and act, at all times, in accordance with these values.

We are...

Adaptable to change

We welcome change for the better. Our approach is always positive with a 'can-do' spirit.

People- driven

We build the capabilities of our people. This is fundamental to our growth in business.

Committed to deliver

We give our best in all that we undertake and are committed to delivering on time.

Innovative in what we do

We innovate through our ideas, approaches and efforts - at every opportunity.

Humble

We remain modest and humble in our achievements. Our work speaks for itself.

Value-driven

We seek value and maximise our gains by using our resources judiciously.

Promoters : The force behind Zydus Group

Late Shri Ramanbhai Patel
Founder – Zydus Group

Pankaj. R. Patel
CMD – Zydus Cadila

Dr. Sharvil. P. Patel
DMD – Zydus Cadila
Chairman – Zydus Wellness

Zydus Cadila Group : An Introduction

Zydus dedicated to life

- > 60 years Operational experience
- ~ $ 1.5bn Global Revenues & ~ $ 4.9 bn Market Cap
- 9th largest Generic co. in US in prescriptions
- 19,000+ employees across the globe, with ~1200 for R&D
- 1st Company To launch biosimilar of Adalimumab anywhere in the world
- 1st Indian Company To discover NCE in-house: Lipaglyn (Saroglitazar)
- >16% CAGR In global revenues and net profits (FY'11-FY'16)
- ~20% CAGR In net worth (FY'11-FY'16)
- 1190 patents filed globally
- 25+ mfg. sites Producing > 15bn pills annually
- 8 R&D Centers For NCE, APIs, Generic formulations , Biosimilars &Vaccines
- Among top 5 Pharma companies in India

Important Recognitions

- CNBC – TV 18 India Innovator Award 2013
- CII Industrial Innovation Awards 2015

Performance Tracker

- ₹ 200 cr •1995
- ₹ 1000 cr •2000
- $ 400 Mn •2006
- $ 1 Bn •2010
- $ 1.5 Bn •2016

49x Growth In 20 Years

Zydus Wellness - An Introduction

Zydus Wellness

Market Cap USD ~440 Mio

Over 25 Years of Operational Excellence

Market Leading Brands

Sugar Free

Nutralite The Healthier Choice

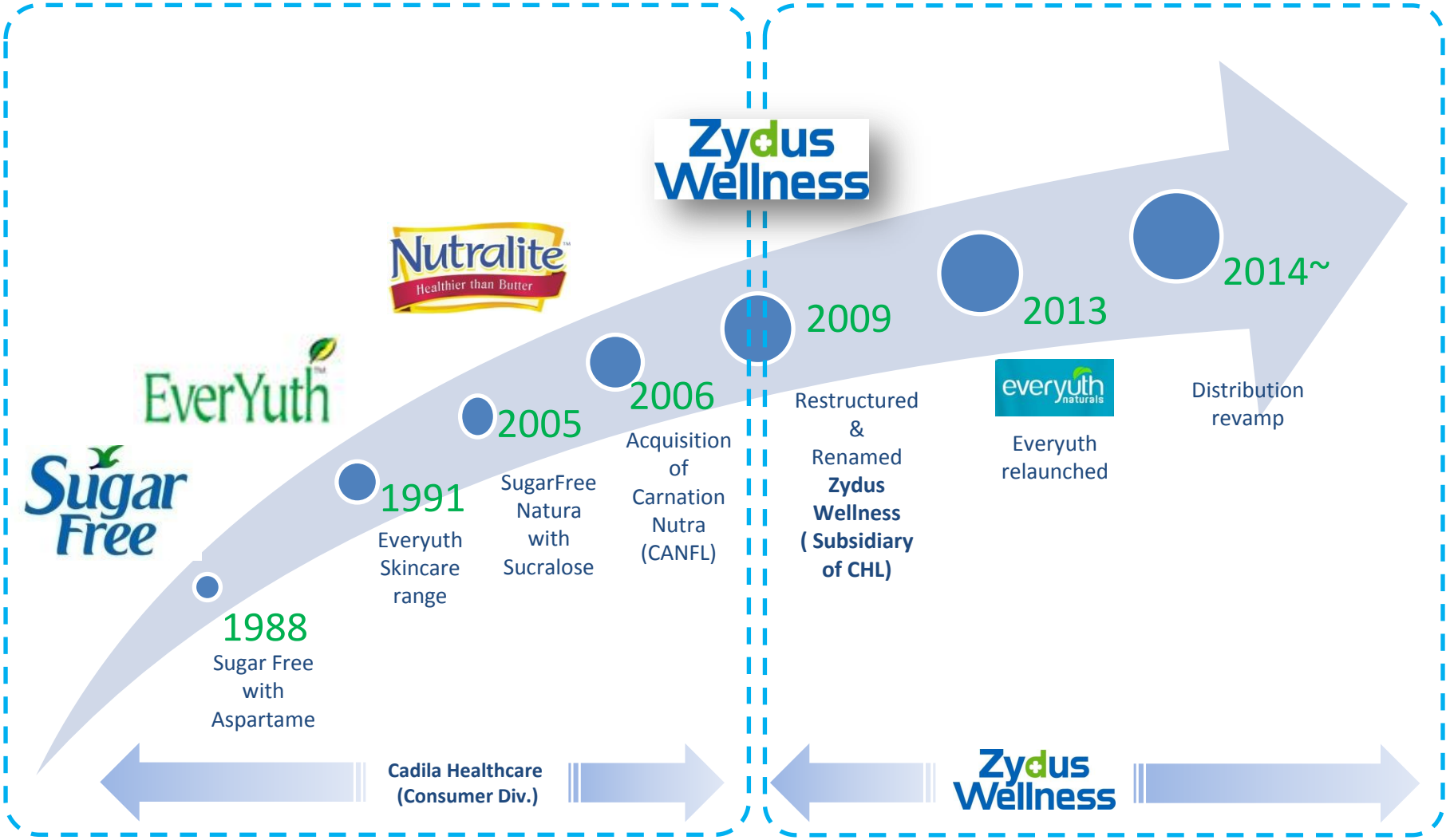
everyuth naturals

Zero Debt Company

2 Manufactu-ring Sites

1000+ Employees

The Journey of Zydus Wellness



Segments

Zydus Wellness

3 Categories
4 Brands

- Sugar Substitute → Sugar Free
- Skincare → everyuth naturals
- Health foods → Nutralite™ The Healthier Choice
- Health foods → ACTI LIFE™

Brand's market position

	Category	Position	Share %
Sugar Free	Sweetener	1	93.6
Nutralite The Healthier Choice	Fat Spread	1	39.8 *
everyuth naturals	Scrub	1	30.6
	Peel-off	1	92.1
	Face Wash	9	1.4
	Facial Cleansing	6	6.0

Source: Nielsen data MAT Mar 2016 * Source : MAT December'15

Sugar Free

Zydus Wellness

A Healthier Sugar Alternative

Journey from prescription product to direct to consumer route

Leading in sugar substitute category with market share > 93%

Continuous efforts to promote health & fitness through media campaigns and celebrity endorsements

Sugar Free Natura – For culinary usage, Sugar Free Gold – For Table top Usage

Available in pellets, powder & liquid drops format to suite different usage occasions.

Nutralite
The Healthier Choice

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Nutralite is India's No.1 Table Spread

Healthier alternative to Butter

Cholesterol Free, has no Trans Fats and enriched with Omega-3.

Pan-India dedicated network to handle cold-chain products.

Expanding in the retail & Food Service segment.

India's leading brand in skin cleansers category

Leading in Scrubs and Peel-offs segment despite heavy competition

Offers unique solutions for healthy skincare

Revamped the Face wash Range

Delivered in tubes and convenient single-use sachets.

Celebrity Endorsements

Innovation Wall

SugarFree in hourglass shape pack

Everyuth Scrubs: Pioneers in India

Everyuth Face Wash in sachets

SugarFree Diet Sugar: Spoonful equivalent

Everyuth Peel-offs: Pioneers in India

Everyuth Hydrogel Srcub

SugarFree Sweet Drops : Sweetness in liquid format

Nutralite in microwave-safe tubs

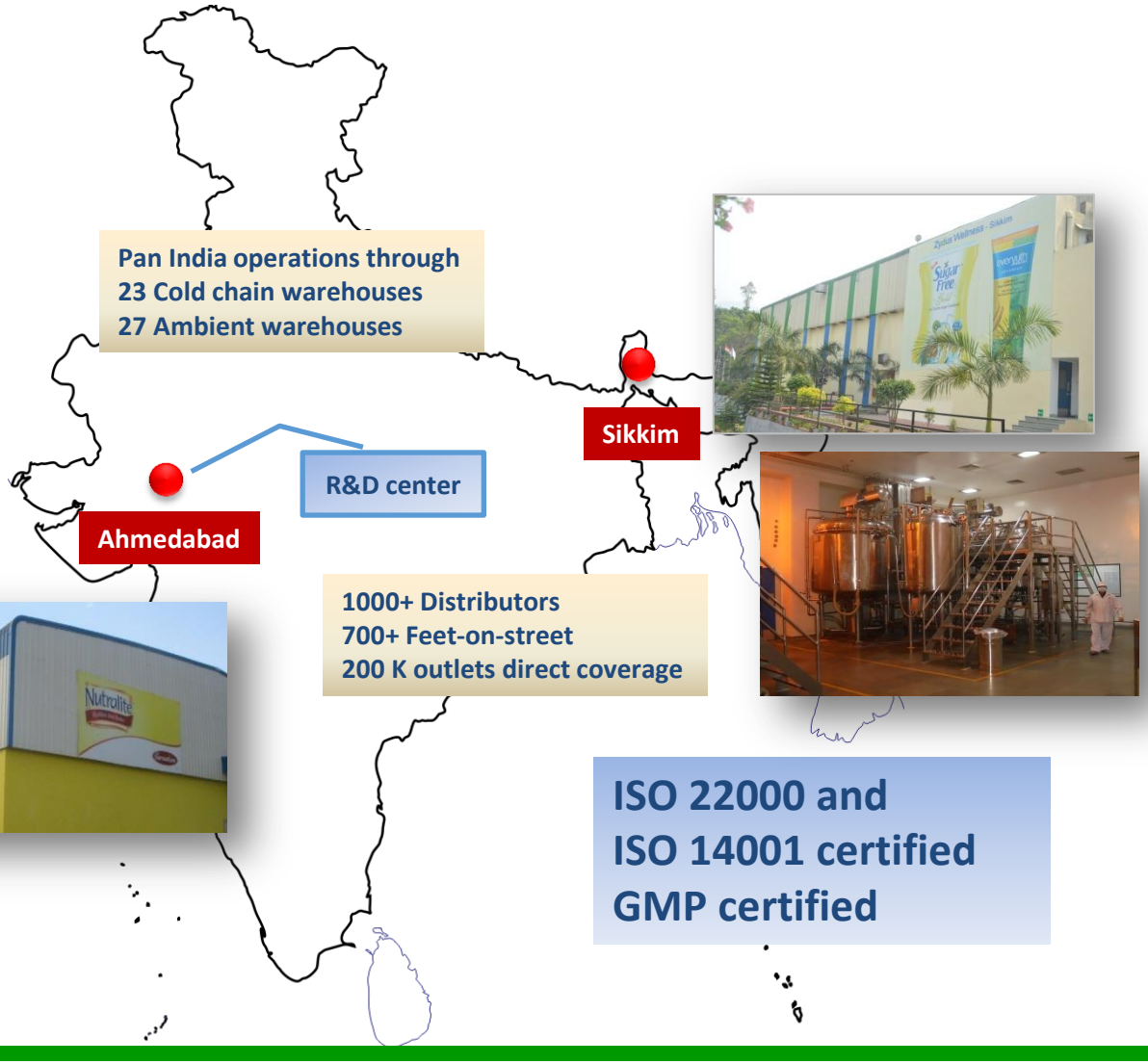
Later fortified with O3

Everyuth Golden Glow Peel-off

Better User experience + Superior Benefits + Accessibility and convenience

Infrastructure & Operations

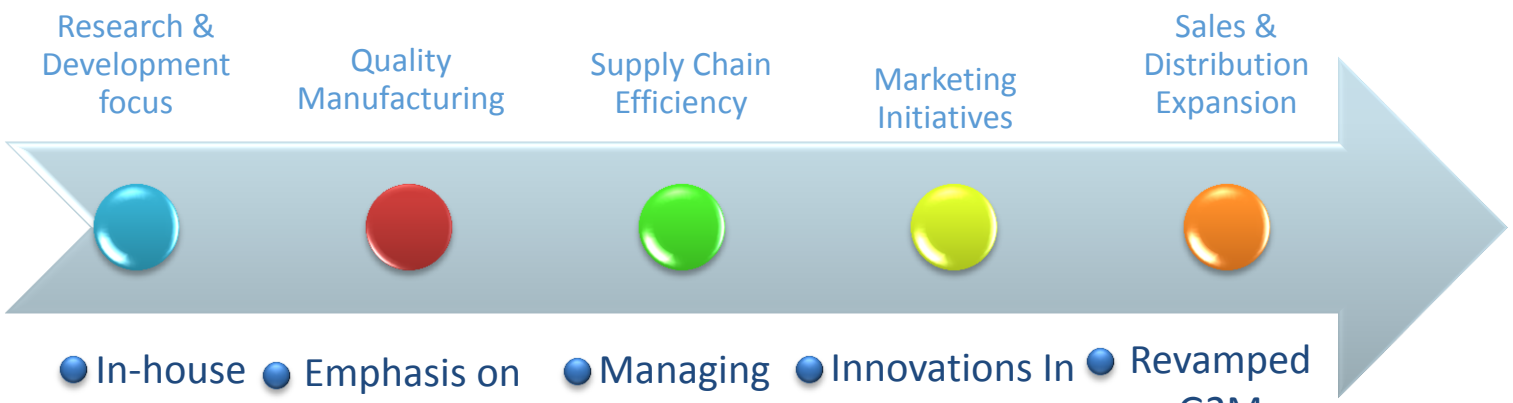
Manufacturing facilities : Ahmedabad & Sikkim
Unit-II coming up in Sikkim



ISO 22000 and
ISO 14001 certified
GMP certified

End-to-end process

Zydus Wellness



- In-house Research team developing future products

- Emphasis on Quality.
- Cost saving Initiatives like SLIM, etc.

- Managing cold as well as non-cold chain.
- Cost saving Initiatives like PRISM, PSM, etc.

- Innovations In Communication And Sales Promotion

- Revamped G2M Strategy
- Total Reach* at 800 k outlets.

* Source: Nielsen

Strong Financial Position

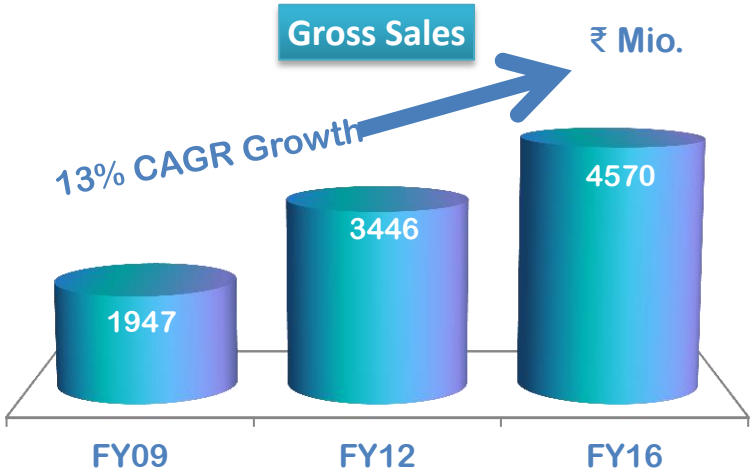
Zydus Wellness

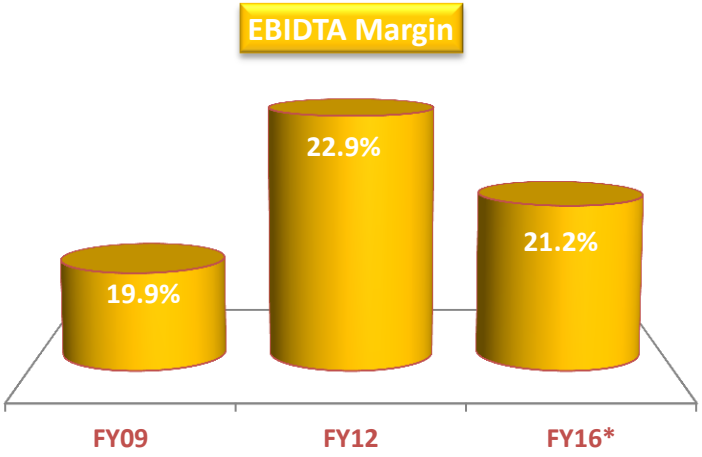
	FY 2016
Gross Sales	• ₹ 4570 Mio • US$ ~ 69 Mio
Net Profit	• ₹ 1017 Mio • US$ ~ 15 Mio
Net Worth	• ₹ 4772 Mio • US$ ~ 72 Mio
Cash Position**	• ₹ 3962 Mio • US$ ~ 60 Mio

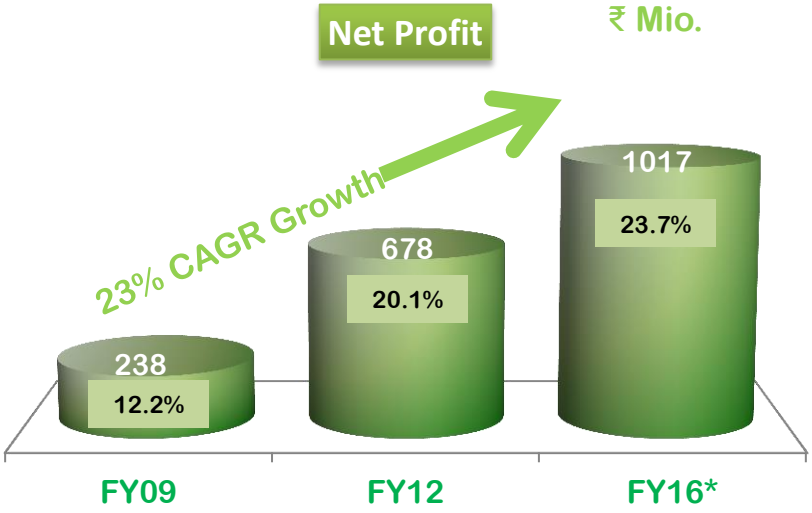
**Conversion at closing exchange rate as on 31st March 16 at 1 USD = ₹ 66.23*

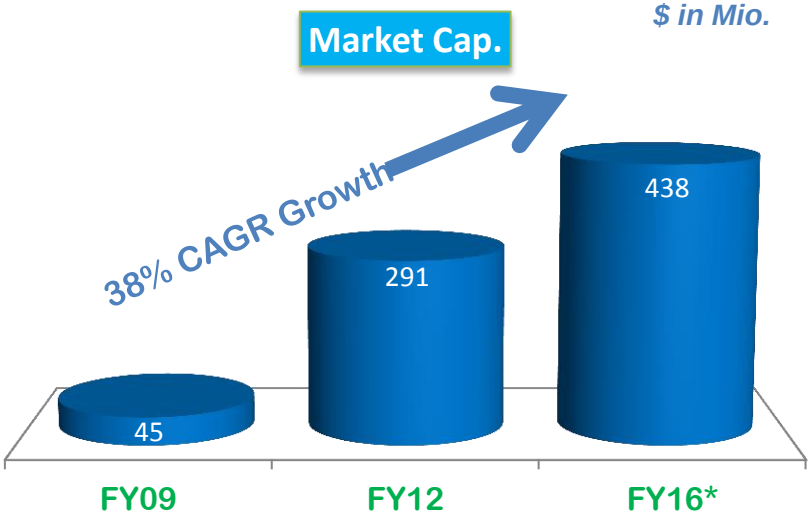
*** Cash & Bank Balances includes liquid investments*

Healthy Financials



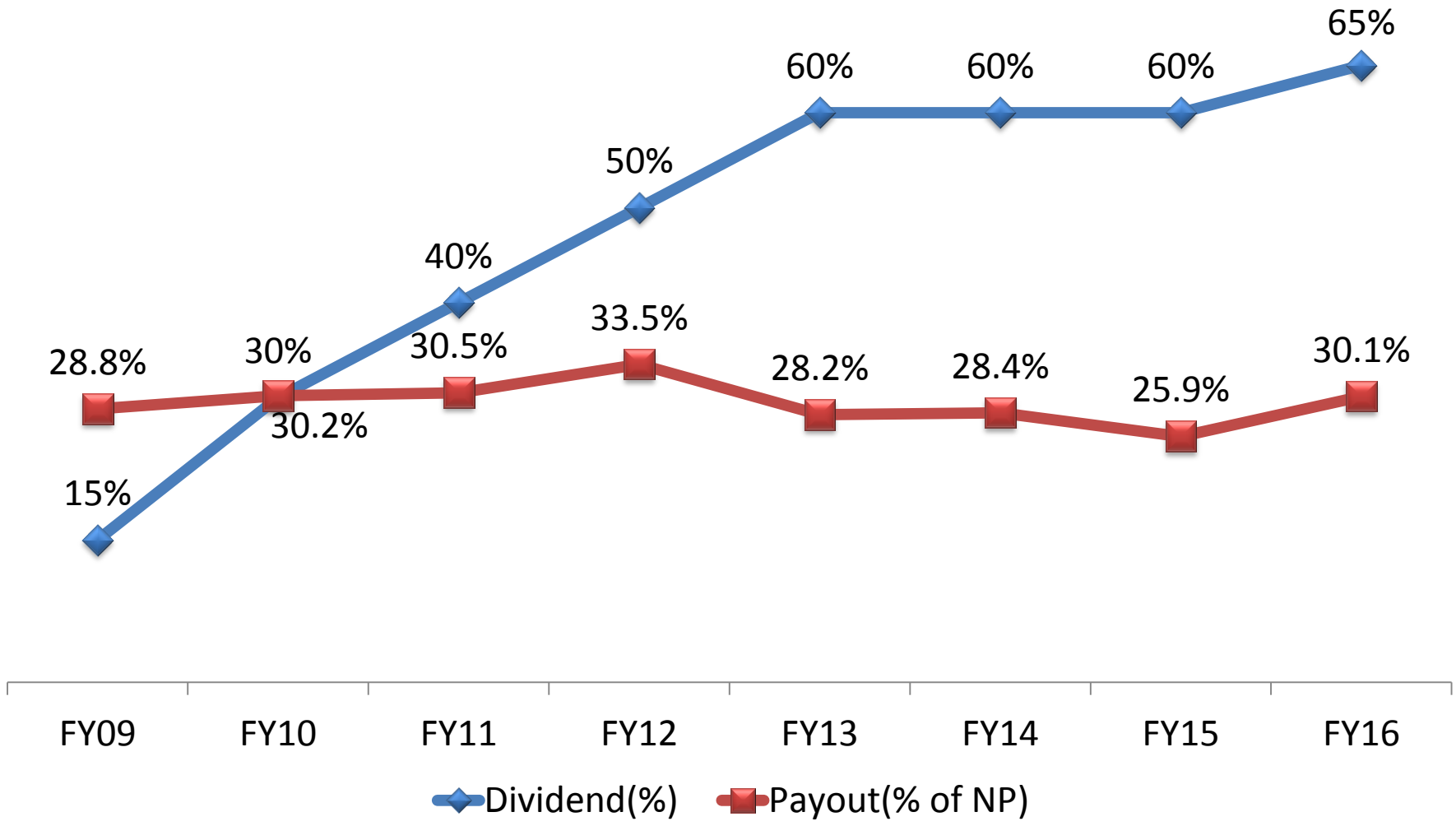




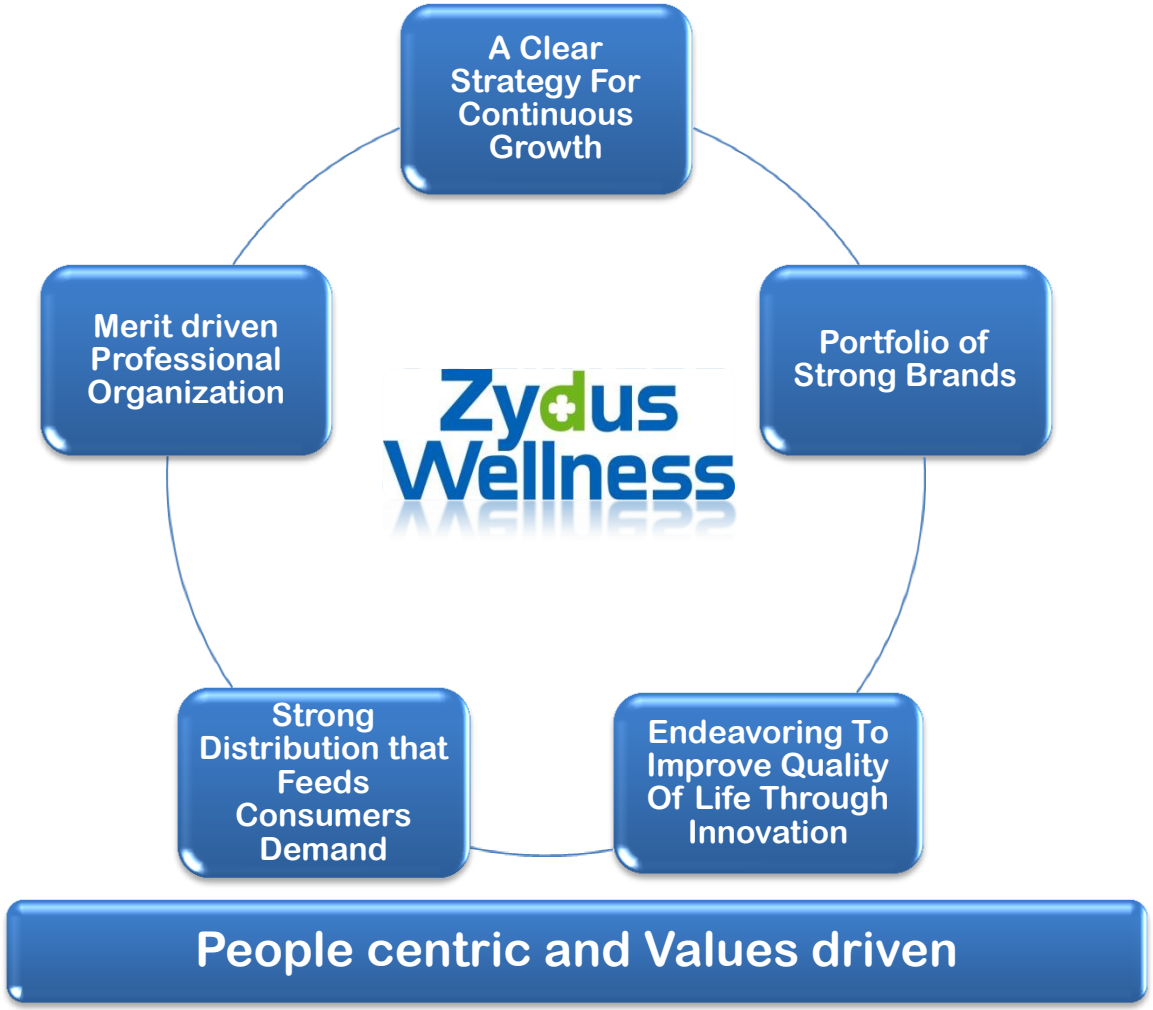


- *On a like to like basis*
- *(% mentioned within the bar represents % of total operating income)*

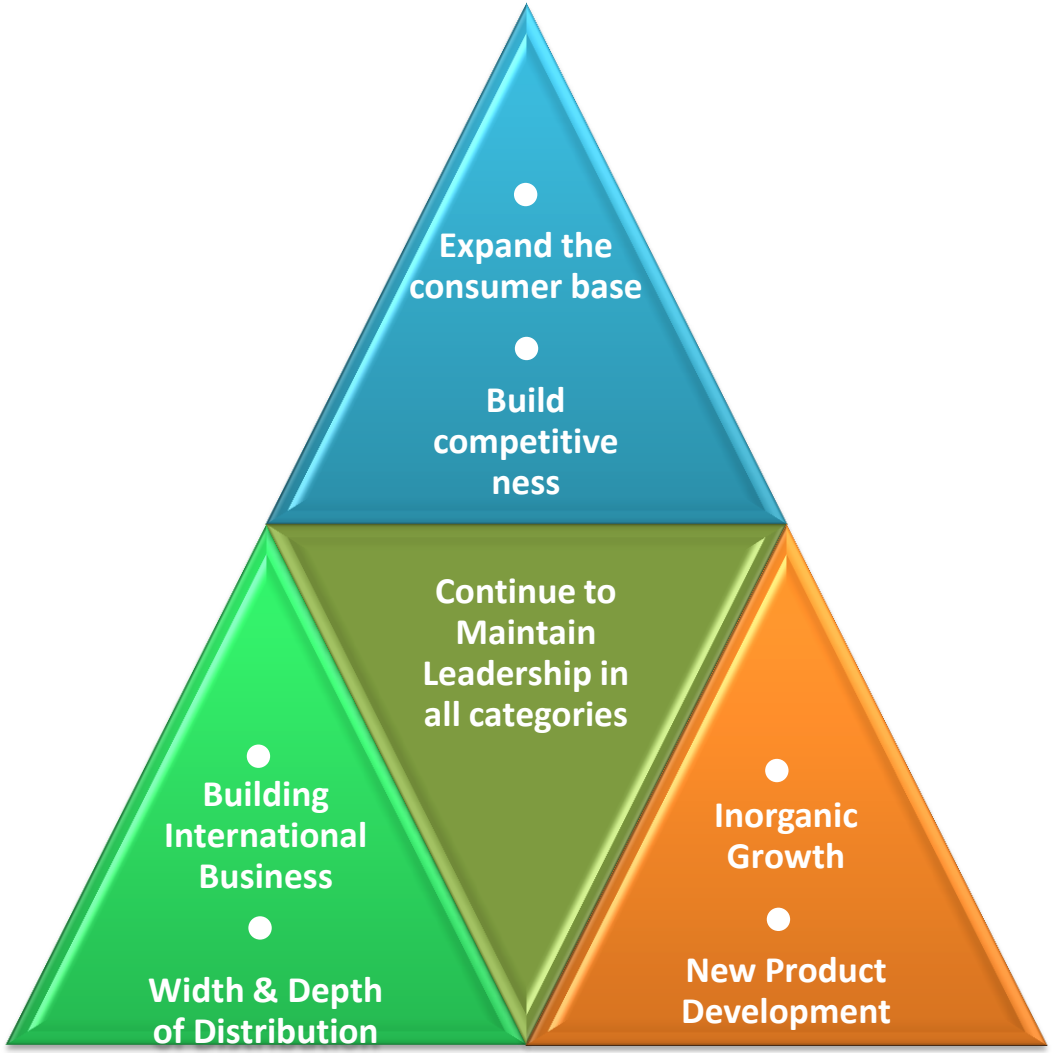
Consistent Dividend Payout



Pillars of Success



Key business Challenges & Opportunities



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Wellness Strategy for future..

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Organic Growth - Pillar Brand Focus

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International Growth Strategy

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Focus on emerging markets

- SAARC
- Middle East & Africa
- South East Asia

M&A – Domestic / Overseas

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- Leveraging Balance sheet strength & support of parent company
- Focus on health, wellness and personal care
- Expand business to new consumers, new categories, new geographies
- Opportunity to reinvent the business model

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Summary – To Focus on core business

Zydus Wellness

- Strategy For Profitable Growth
- Thrust On Power Brands
- Innovation - The Way Of Life
- Building International Presence
- Inorganic Growth Opportunities
- Maximize Share Holder Value

Thank You

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