



# Immunity Booster Range

**2X**  
**IMMUNITY\***

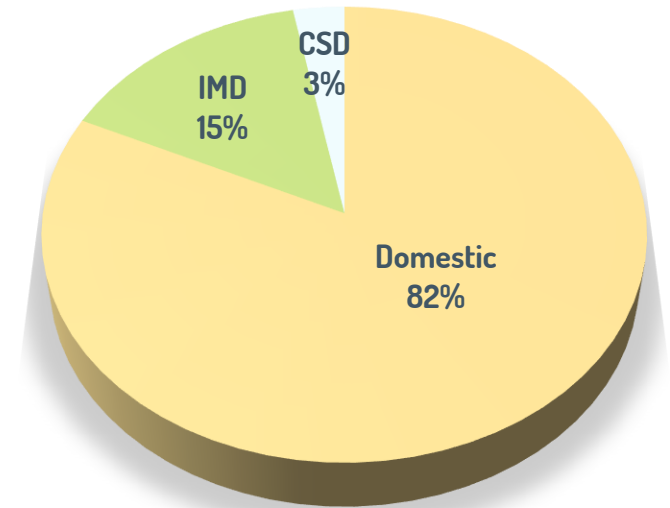


\*Scientifically Proven Basis Laboratory Study of NK Cell Activity.

# Q1FY21 Revenues

Key Financials	Q1FY21 Growth	Growth in June'20*
Consolidated Revenues	-26%	6%
• Domestic Business	-26%	8%
• International Business	-18%	7%
• Institutional Business (CSD)	-38%	-44%

Q1FY21 Business Wise Sales Split



- ▶ Performance in April & May'20 impacted due to lockdown
- ▶ Domestic Secondary sales degrowth lower at 15% in Q1
- ▶ New launches contributed 5% to Domestic Revenues in Q1
- ▶ Green shoots visible in June'20
- ▶ **Double digit growth in July'20**

\*Unaudited, based on Internal MIS

# Q1FY21 Profitability (Consolidated)

Key Financials	Q1FY21 Growth	Margin Growth	Margins
Gross Profit	-23%	+ 230 bps	66.5%
EBIDTA	-8%	+ 490 bps	25.5%
PAT	+1%	+ 220 bps	8.2%
Cash Profit	-7%	+ 480 bps	23.8%

- ▶ Margins increased despite lower sales due to stringent cost control measures and benign raw material prices.

# Q1FY21 Domestic Portfolio Snapshot

*Portfolio*

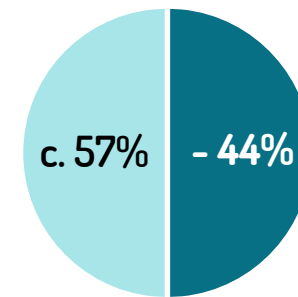
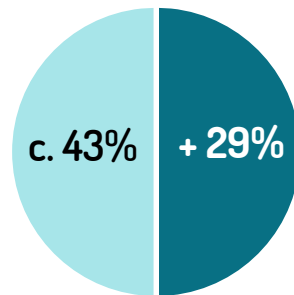
## Health & Hygiene Portfolio

## Other Brands

*Major Brands*



*Contribution\*  
& Growth*



\*Q1FY21 Contribution to Domestic Business

# Q1FY21 Domestic Brandwise Performance

Key Brands	Q1FY21 Growth	Growth in June'20*
Healthcare Range	23%	59%
Pain Management Range	15%	43%
BoroPlus Range	28%	92%
Navratna Range	-41%	-10%
Kesh King Range	-33%	0%
Male Grooming Range	-70%	-43%

\*Unaudited, based on Internal MIS

# New Launches in Q1FY21



## BoroPlus Advanced Anti- Germ Hand Sanitizer

- Launched in April'20
- #2 brand in “More” & #3 in “Vishal Megamart” & “Walmart”
- “Amazon’s Choice” with an overall rating of 4.3 out of 5



## BoroPlus Antiseptic Moisturizing Soap

- Launched in June'20



## BoroPlus Aloe Vera Gel

- Launched in April'20
- #1 Aloe Gel brand in Walmart and Vishal Mega Mart, replacing the market leader



# New Launches in Q1FY21 – Healthcare Range

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**Zandu Ayurvedic Hand Sanitizer**  
Launched in June '20



**Zandu Ayush Kwath Powder**  
An Ayurvedic immunity booster  
Kadha launched in June '20



**Zandu Single Herb Range**

## E Commerce Specific Launches



**Zandu Pachan Vati**  
(Digestive Stimulant)



**Zandu Sandhigata Pida har Vati**  
(Joint pain reliever)



**Zandu Amla pitta har vati**  
(Acidity Regulator)



**Zandu Draksha Pachan Churna**  
(Natural digestion enhancer)

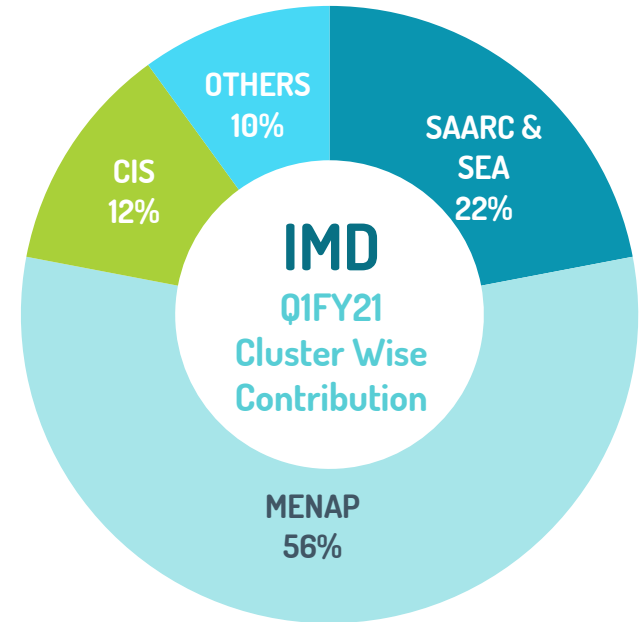


**Zandu Papaya Leaf Extract**  
(Fights during Dengue by increasing blood platelets)

**Zandu Chirakin Tablet**  
(Anti Malarial and Anti viral)

# International Business Performance

- ❑ Sales declined by 18%
- ❑ Hygiene products introduced in key geographies
  - Launched under Creme 21, Gold Turmeric and BoroPlus brands
  - Planned 3P manufacturing in new geographies.



SAARC	South Asian Association for Regional Cooperation <i>(Major countries – Bangladesh, Nepal, Sri Lanka etc.)</i>
SEA	South East Asia <i>(Major countries – Malaysia, Myanmar &amp; Singapore)</i>
MENAP	Middle East, North Africa & Pakistan <i>(Major countries – UAE, Qatar, Oman, Kuwait, Bahrain etc.)</i>
CIS	Commonwealth of Independent States <i>(Major Countries – Russia, Ukraine etc.)</i>
Others	Africa, America and other



# New Launches - International Business

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## Creme 21 Range



Turmeric Hand Sanitizer Gel



Hand Sanitizer



Hand Sanitizer Spray



Hand Sanitizer Gel Tube



Sanitizer wipes

## Gold Turmeric Range



Hand Sanitizer



Anti-Bacterial Hand Wash & Soap



## BoroPlus Range



Hand Sanitizer



Anti-Bacterial Soap

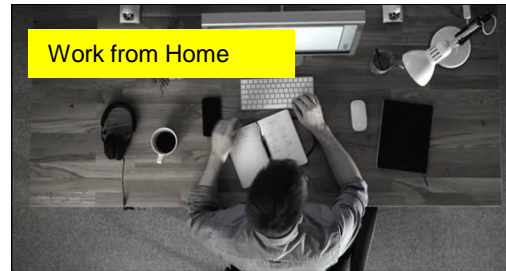
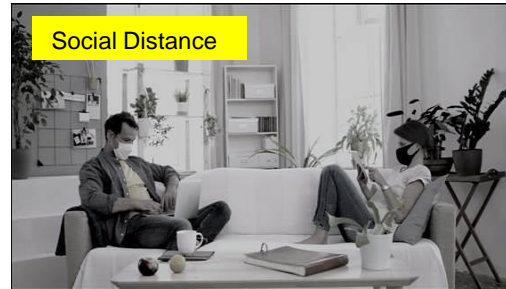
# Media Campaigns

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Roped in Bollywood superstar Salman Khan as Raahat Raja, the popular icon of Navratna.

Aired new commercial directed by Nitesh Tiwari (Dangal and Chhichhore fame)



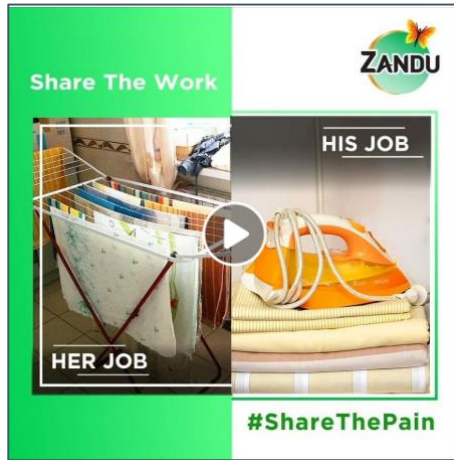
New communication for Zandu Balm as problem solver for consumers who are dealing with stress, anxiety and additional household work due to change in daily routine caused by COVID-19



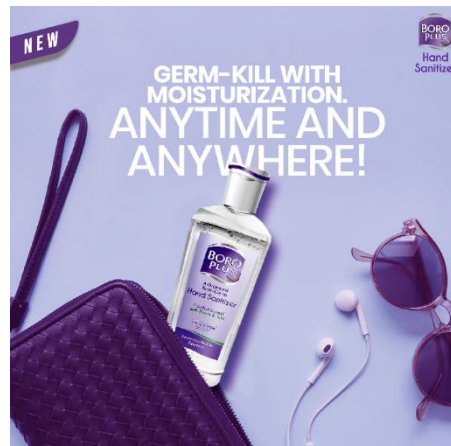
New TVC for BoroPlus Aloe Vera Gel

# Digital Campaigns

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Zandu Balm Digital campaign on Facebook and Instagram  
#ShareThePain #ShareTheWork #LockDownPains



Digital campaign for BoroPlus Hand Sanitizer



Video Views  
4.6 billion



Total Videos using hashtag  
5.8 million



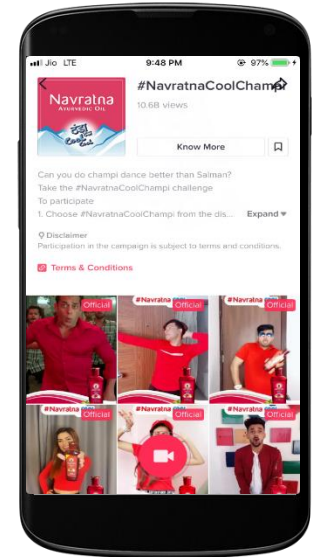
Likes  
558 million



Page Views  
2.6 million



Engagement  
598 million



Launched Digital activity #NavratnaCoolChampi with Salman Khan to make 'champi' synonymous with Navratna. Overall 5.8 million videos created with the hashtag with unique reach of 1.03 crore.



# Media Campaigns- Healthcare

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**IMMUNE NATION. COMBAT INFECTION.**

PRODUCTS	BENEFITS
Zandu Pancharishta & Zandu Pancharishta DR	Improves Digestive Immunity
Zandu Cough Syrup	Quick and long lasting relief from cough
Diabrishta Z1 & Diabrishta DM	Ayurvedic Arishta Preparation to manage Healthy Sugar levels
Sitopaladi Churna 25 g & 100 g	Gives relief from all types of Cough for all Age groups
Sudarshan Ghanvati 40 Tab & 100 Tab Sudarshan Tablet 40 Tab Sudarshan Churna (M) 30 g & 120 g	Helps build Immunity

Available at stores near you [www.zanducare.com](http://www.zanducare.com)

**आपकी इम्युनिटी**  
आपकी अमाली रक्षाक

इम्युनिटी को बढ़ाये  
सुदृढ़िया लाये  
आपके परिवार के सब सदस्यों के लिए

**इंडू**  
सुदर्शन रेंज के साथ

सुदर्शन चूर्ण (30g & 120g)  
सुदर्शन गणवती (40 Tab & 100 Tab)  
सुदर्शन टैबलेट (40 Tab)

www.zanducare.com

अमृतम नोकराज की मिर्चिका के अमृतम  
सुदार, शशी और शर त्रि में अमृतम के अमृतम में विविध औषधीय घटके के के  
सुशी (ओरिगैनम सिन्डक) का रस का फल, सुशी (सिन्डक कॉरिडोरिया) का  
रस का फल के साथ, अमृतम (सिन्डक कॉरिडोरिया) का रस का फल के साथ  
के साथ और सुशी (सुशी) का रस का फल के साथ उपलब्ध है।

प्रकृत है **इंडू** के सुदृढ़ और चिन्तित

सुशी का अमृतम  
प्रतिरक्षा बढ़ाए

शरित का अमृतम  
संक्रमण से  
बचाता है

सुशी का अमृतम  
भ्रमण संक्रमण  
के लिए फल है

सुशी का अमृतम  
पाचन तंत्र  
के लिए फल है

इस की सभी सुदृढ़ औषधियों जमा है

100% सुदृढ़ सामग्री  
सर्वोच्च गुण  
गैर-प्लास्टरिफाइड  
सर्वोच्च गुणवत्ता

www.zanducare.com

**LIVE**

**इंडू**  
केसरी जीवन

केसरी जीवन अब फिट फार डायबिटिक

**पीएम मोदी का देश के नाम संबोधन**

केसर, आंवला और 17 आयुर्वेदिक जड़ी-बूटियों से समृद्ध इम्युनिटी बूस्टर

**केसरी जीवन**

Digital communication redefined according to current perspective of COVID scenario basis product efficacy, scientific validity & quality of the product.

High Impact placement during PM's address to nation

**2X इम्युनिटी**

१०० सालों का भरोसा

ZANDU Chyavanprash  
ZANDU Chyavanprashad  
ZANDU HONEY  
ZANDU Tulsi  
ZANDU Amalaki  
ZANDU Guduchi  
ZANDU Kesari Jivan  
ZANDU Kesari Jivan

अधिक जानकारी के लिये [zanducare.com](http://zanducare.com) पर लॉग ऑन करें।

\*Scientifically Proven Basis Laboratory Study of NK Cell Activity.

Digital Campaign for Zandu Immunity Building range

**ZANDU Kesari Jivan**

Introducing **ZANDU IMMUNITY BUILDING RANGE**

60 saal ke budhe ya 60 saal ke jawan

Facebook Campaigns for Zandu Immunity range

**ZANDU Chyavanprash**

Introducing **ZANDU IMMUNITY BUILDING RANGE**

2X Immunity

Do Guna Immunity

\*Scientifically Proven Basis Laboratory Study of NK Cell Activity.

# Buyback of Shares

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- ❑ Board of Directors approved Buyback of Shares from open market at a maximum price of Rs. 300/- per share upto Rs. 192 cr as permitted by Companies Act and SEBI on 19<sup>th</sup> March 2020.
- ❑ Buyback completed on 7<sup>th</sup> July 2020 with 94.2 lac shares purchased at an average price of Rs. 203.78/- (excluding brokerage, taxes & other levies)
- ❑ All the shares bought back, extinguished within the statutory time frame
- ❑ Share capital post Buyback reduced from Rs. 45.39 crore to Rs. 44.45 crore
- ❑ Consequently promoter stake increased from 52.74% to 53.86%



# Q1FY21

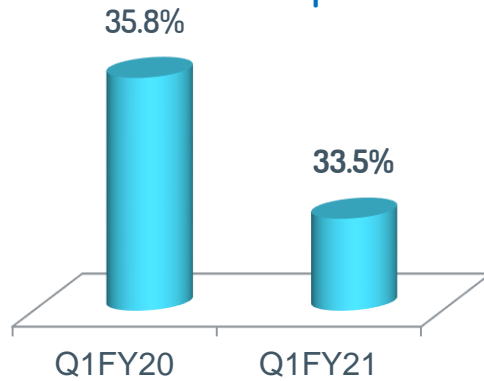
## Financial Analysis

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### Cost of Goods Sold

(as a % of Sales)

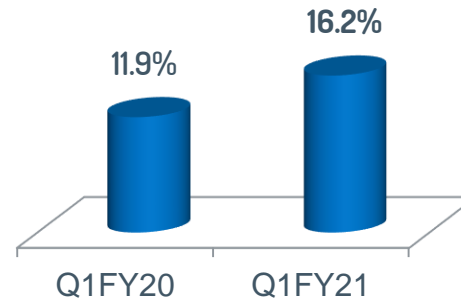
-230 bps



### Staff Costs

(as a % of Sales)

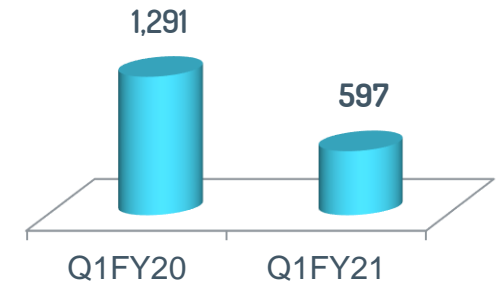
+430 bps



### A&P Spends

(₹ in Millions)

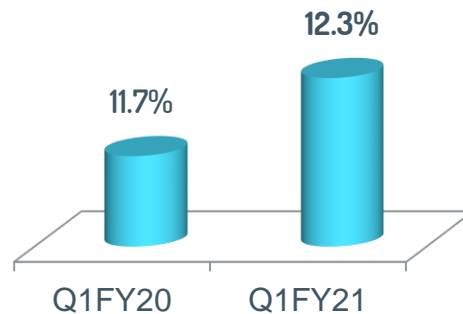
-750 bps



### Admin & Other Exp

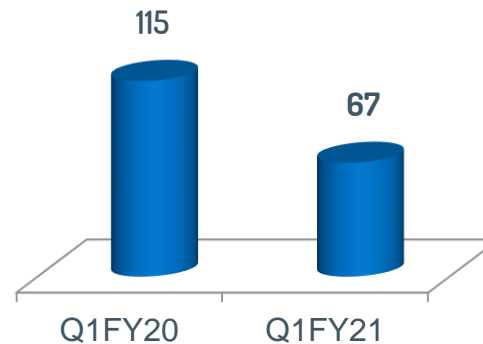
(as a % of Sales)

+60 bps



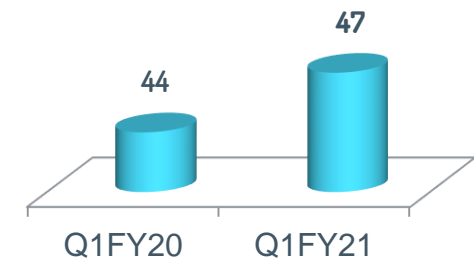
### Other Income

(₹ in Millions)



### Interest Paid

(₹ in Millions)





# Q1FY21

## Summarized Financials

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₹ in Millions

Particulars	Q1FY21	%	Q1FY20	%	Growth %	FY20	%
Net Sales	4,728.2	98.2%	6,385.2	98.4%	-26.0%	26,106.4	98.3%
Other Operating Income	85.2	1.8%	101.2	1.6%	-15.8%	442.4	1.7%
Revenue from Operations	4,813.4	100.0%	6,486.4	100.0%	-25.8%	26,548.8	100.0%
Materials Cost	1,613.4	33.5%	2,324.3	35.8%	-30.6%	8,761.0	33.0%
A&P	597.1	12.4%	1,290.5	19.9%	-53.7%	4,711.4	17.7%
Staff Cost	781.3	16.2%	772.8	11.9%	1.1%	2,995.1	11.3%
Admn & Other Exp	591.8	12.3%	757.4	11.7%	-21.9%	3,175.9	12.0%
EBIDTA	1,229.8	25.5%	1,341.4	20.7%	-8.3%	6,905.4	26.0%
Other Income	67.0	1.4%	114.9	1.8%	-41.7%	570.7	2.1%
Interest	47.0	1.0%	43.5	0.7%	8.0%	210.1	0.8%
Amortisation of acquired TM's/ brands	554.3	11.5%	633.0	9.8%	-12.4%	2,589.0	9.8%
Depreciation/Amortisation of other assets	193.6	4.0%	203.7	3.1%	-5.0%	774.3	2.9%
PBT before Exceptional Items	501.9	10.4%	576.1	8.9%	-12.9%	3,902.7	14.7%
Exceptional Items	-	0.0%	-	0.0%	0.0%	106.8	0.4%
PBT	501.9	10.4%	576.1	8.9%	-12.9%	3,795.9	14.3%
Tax	94.8	2.0%	176.9	2.7%	-46.4%	712.7	2.7%
PAT	407.1	8.5%	399.2	6.2%	2.0%	3,083.2	11.6%
Share of Minority Interest & P/L of Associate	(11.1)	-0.2%	(6.6)	-0.1%	68.2%	(54.1)	-0.2%
PAT After Minority Interest & Associate	396.0	8.2%	392.6	6.1%	0.9%	3,029.1	11.4%
Cash Profit (PAT + Dep. & Amortization)	1,143.9	23.8%	1,229.3	19.0%	-6.9%	6,392.4	24.1%
EPS - Rs.	0.88		0.86			6.67	
Cash EPS- Rs.	2.54		2.71			14.08	

Thank you

