

November 19, 2018

To,
The Manager
Listing Department,
The National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400051

Dear Sir/Madam,

Trading Symbol: ZOTA

Sub: Intimation for Investor Communiqué

Ref: Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015

Refer to the captioned subject we, Zota Health Care Limited (the "Company") are hereby submitting Investor Communiqué for the month of November, 2018.

Kindly take the same on your record.

Thanking you,

Yours faithfully,

For Zota Health Care Limited



Ashvin Variya
Company Secretary & Compliance Officer
Place: Surat



Encl: a/a

Registered Office :

Zota House, 2/896, Hira Modi Street,
Sagrampura, Surat - 395 002 | Ph: +91 261 2331601
Email: info@zotahealthcare.com
Web : www.zotahealthcare.com

Plant :

Plot no. 169, Surat Special Economic Zone,
Nr. Sachin Railway Station, Sachin,
Surat - 394 230 (Guj.) India
Ph: +91 261 2397122



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Zota Health Care: Overview

Zota Health Care is a, 18 year old, Gujarat-based pharmaceutical company engaged in the business of manufacturing, marketing and retailing prescription drugs, OTC products and generic drugs under its own brand names

Zota Health Care: Overview

Marketing

ZHCL procures finished dosage formulations (FDFs), and then distributes them through its own distribution network of 1050+ direct distributors on pan-India basis.

Exports

ZHCL manufactures and exports about 250 finished dosage formulations (FDFs) based out of its factory in Surat SEZ, to more than 22 countries in Asian, African and CIS geographies.

Retail Pharmacy Chain

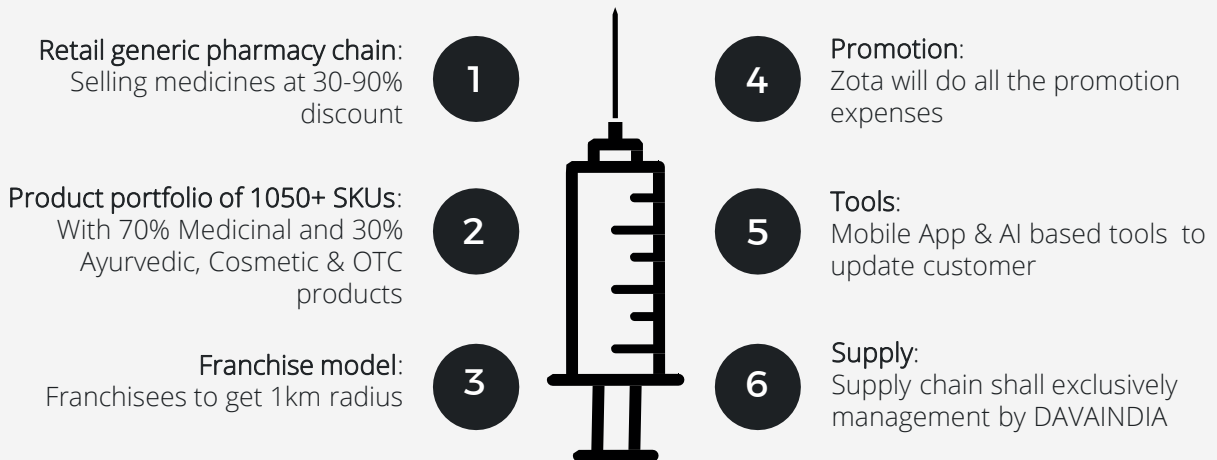
DAVAINDAIA "A Retail Pharmacy Chain" Franchisee based model, running 63+ stores and having 1050+ SKU

Recent Developments: Exports

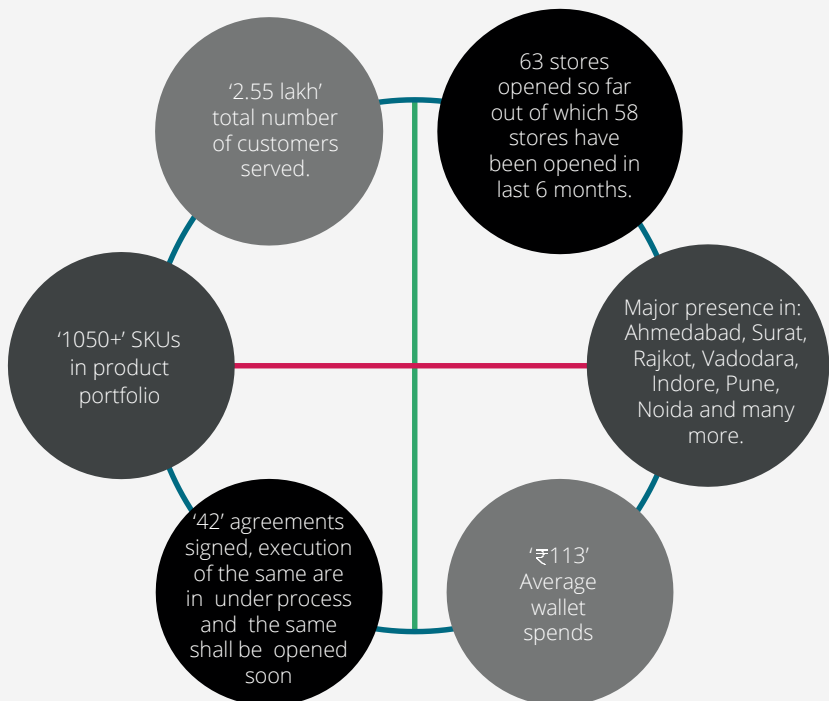
- 71 product registrations applied in last 6 months, in Asian, African and CIS geographies. Total 291 registrations applied out of which 174 have already been received by the company.
- To boost export business company has incorporated wholly owned subsidiary in Sri Lanka.

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Davaindia: Operating Model



Current Scale Of Operations: Davaindia



1. Dava India is India's only retail generic pharmacy in which almost 100% products are private label products (i.e. Dava India's own brand)
2. Dedicated software for the retailers (POS)
3. Focused on chronic ailments – Cardiac, Diabetic, Thyroid and Neuropsychiatric

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SUMMARY OF BALANCE SHEET

Particulars (Lakhs)	FY14	FY15	FY16	FY17	FY18	H1-FY18	H1-FY19
Share Capital	1196.9	1436.3	1436.3	1436.3	1754.3	1754.33	1754.33
Reserve and Surplus	384.2	395.7	707.8	1262.0	5223.4	4897.02	5002.42
Non- Current Liabilities	482.3	524.6	256.4	455.0	49.2	8.81	82.07
Current Liabilities	1420.7	1681.7	2004.6	2227.2	2152.5	1832.52	2561.68
Non- Current Assets	926.3	926.3	855.6	932.5	3605.4	3106.23	3605.36

SUMMARY OF PROFIT & LOSS

Particulars (Lakhs)	FY14	FY15	FY16	FY17	FY18	H1-FY18	H1-FY19
Income from Operations	5011.2	5646.3	6473.3	7158.0	7785.2	3913.7	4326.6
Other Income	10.2	1.4	7.7	5.6	151.9	60.5	100.3
Total Income	5021.4	5647.8	6481.0	7163.6	7937.0	3974.1	4426.8
Operating Expense	4362.0	4796.5	5516.8	6153.8	6695.0	3311.8	3742.2
EBITDA	659.4	851.3	964.2	1009.8	1242.0	662.4	684.6
EBITDA%	13.2	15.1	14.9	14.1	16.0	16.7	15.5
Depreciation	120.7	150.6	123.5	105.4	93.7	46.3	75.9
EBIT	538.7	700.7	840.8	904.4	1148.3	616.1	608.6
EBIT%	10.7	12.4	13.0	12.6	14.8	15.5	13.07
Financial Charges	71.4	66.5	68.3	68.2	12.1	9.2	0.7
PBT	467.3	634.2	772.4	836.2	1136.2	606.9	607.9
PAT	311.3	426.7	510.9	554.1	726.8	402.4	412.4
PAT%	6.2	7.6	7.9	7.7	9.3	10.1	9.3
EPS	2.6	3.0	3.6	3.9	4.1	2.3	2.4

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Contact Details

Himanshu Zota

Whole Time Director

hzota@zotahealthcare.com

Ashvin Variya

Company Secretary & Compliance Officer

cszota@zotahealthcare.com

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