

November 16, 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: Investor Presentation

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

Refer to the captioned subject we, Zota Health Care Limited (the "Company") are hereby submitting Presentation on Unaudited Financial Results for the half year ended on September 30, 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



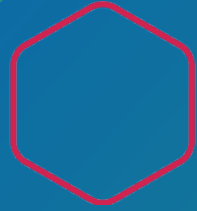
Encl: a/a

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



ZOTA HEALTHCARE LIMITED

H1FY19 RESULT PRESENTATION

NOVEMBER 2018

Disclaimer

This presentation has been prepared by the Zota Health Care Limited (the “Company”) only for information purpose to the stakeholders and does not contain any offer or invitation to subscribe the securities of the Company. No offering of securities shall be made except by means of offer documents.

This presentation has been prepared on the basis of information and data available with the Company consider reliable. This presentation may not contain all the information that you may consider material. Any liability in respect of the content of or any omission from this presentation is expressly excluded.

Stakeholders are advice to compare the data provided in the presentation with the full financial results available on the website of the Company as well as on website of NSE Emerge.

This presentation contains “forward looking statement”, including “future oriented financial information” and “financial outlook”. This forward looking statement is based on management’s current expectations and belief, and subject to uncertainty. Actual result may be vary from the material facts contained in this presentation due to changes in government policies, regulations, economics reforms, natural calamities, competition, technology, etc. Company is not under obligation to inform any update or alter in forward looking statement, whether as a result of any new information or future events

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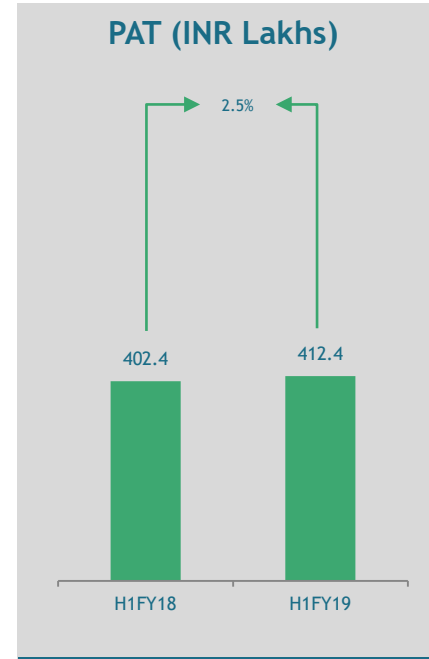
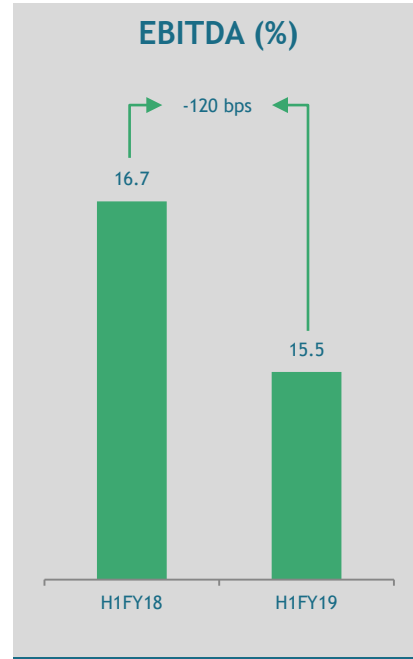
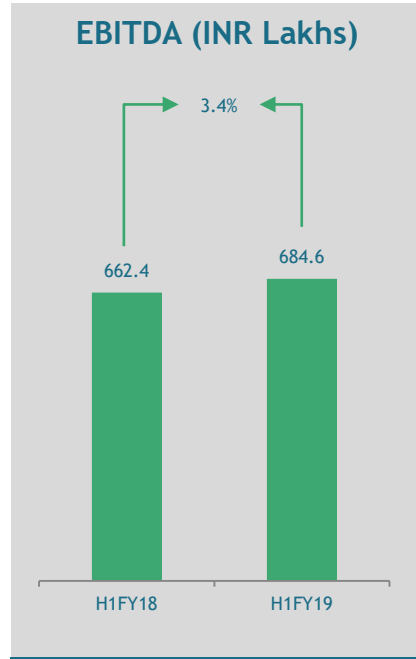
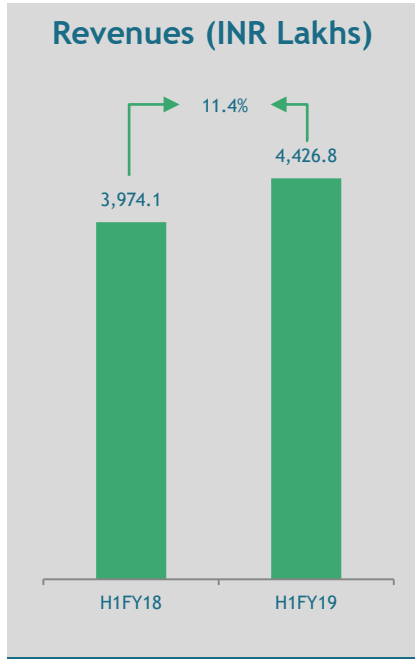
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Annexure

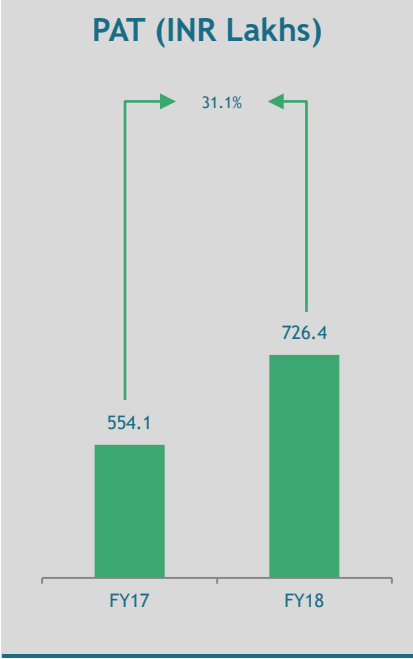
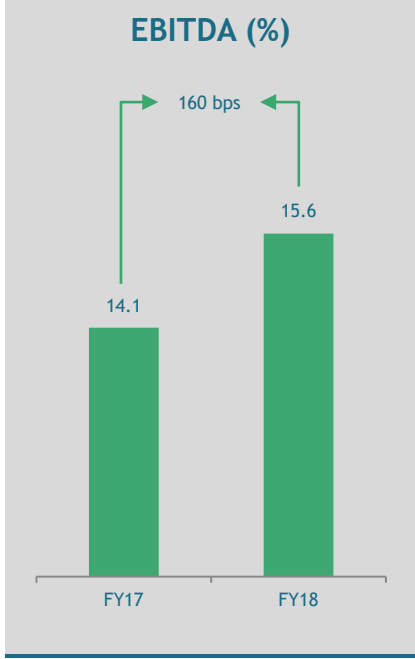
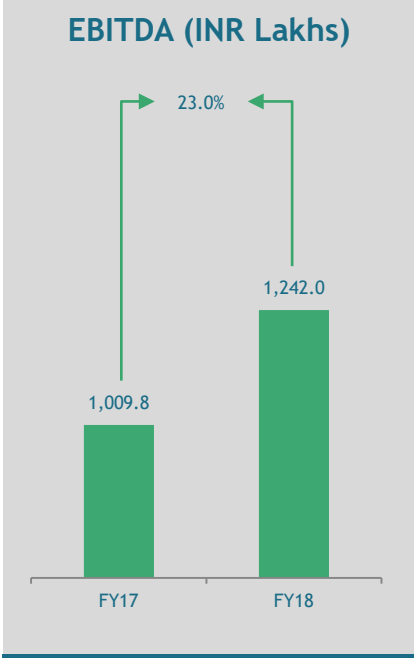
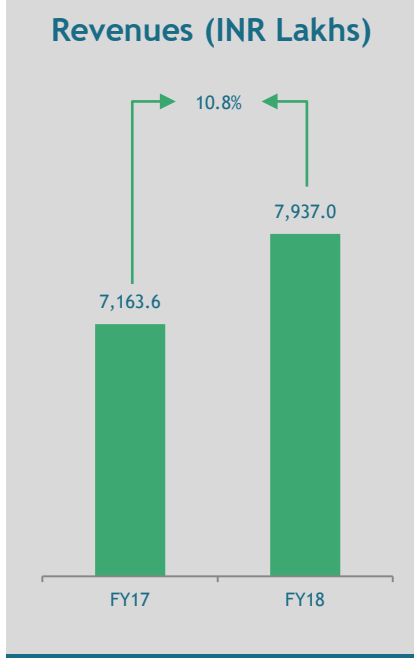
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Result Highlights

Half Yearly Financial Highlights



Yearly Financial Highlights

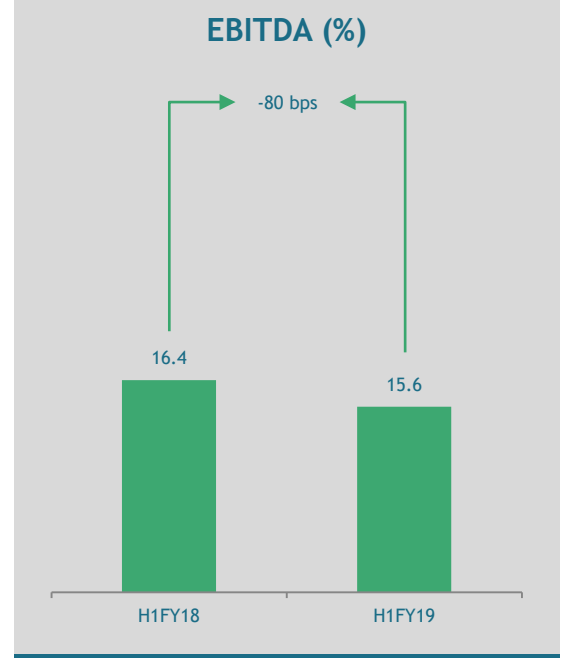
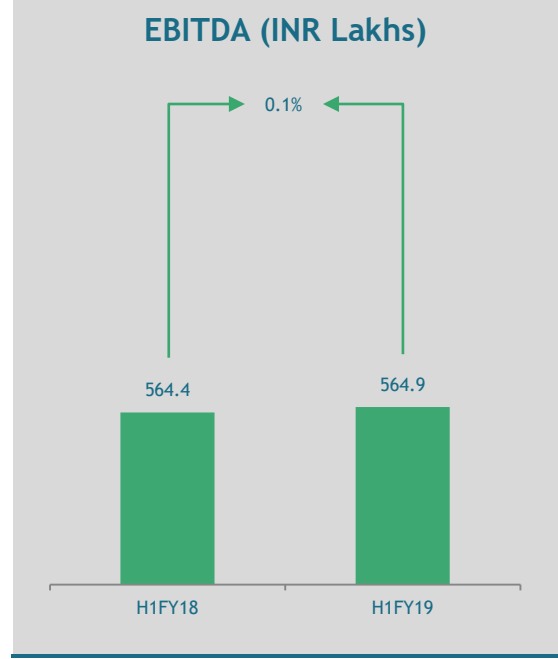
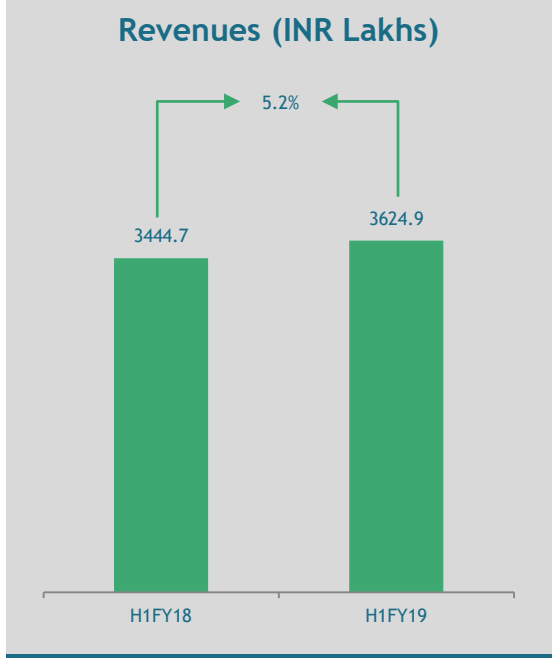


Management Commentary

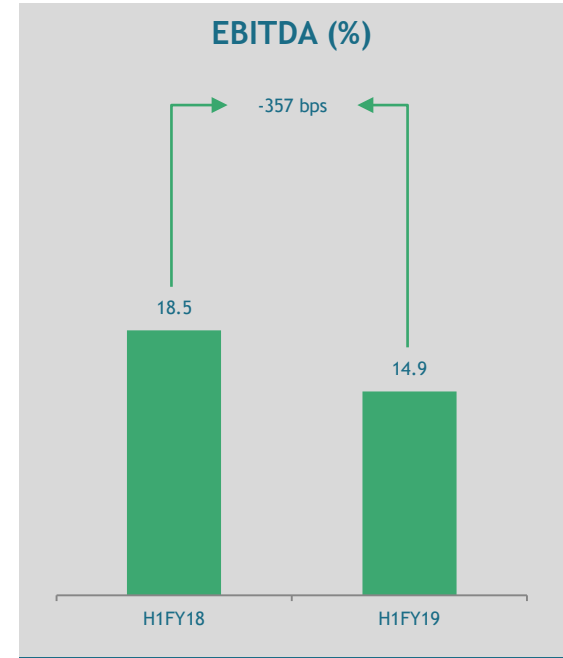
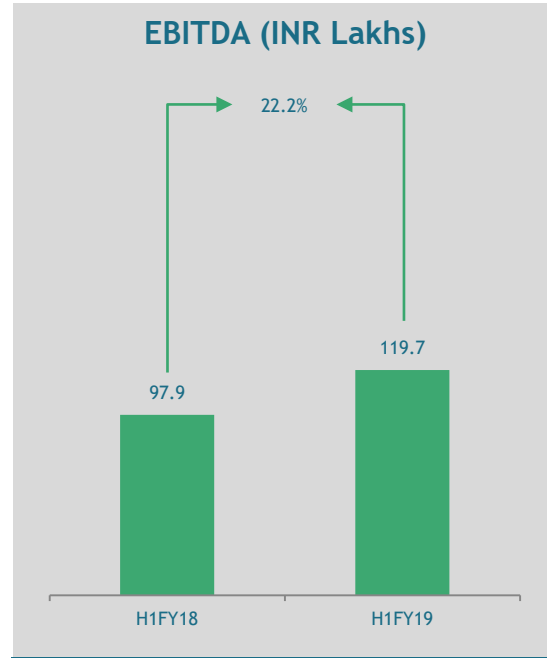
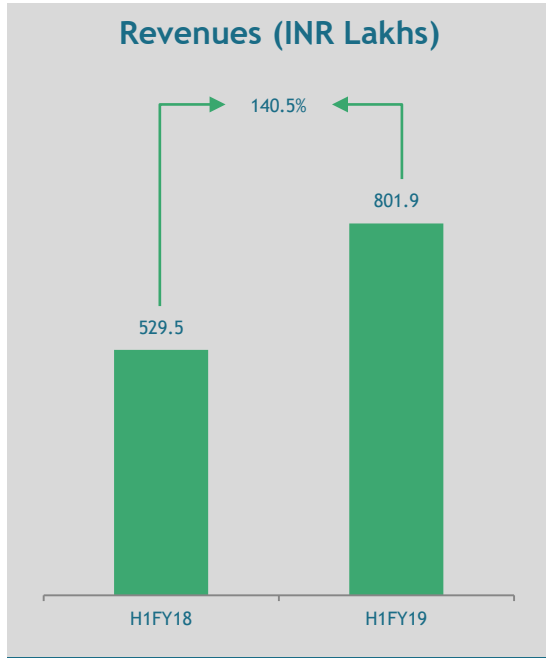
- Revenues for the H1FY19 was higher by 11.4% YoY to Rs 4426.8 lakhs, backed by strong growth in export business.
- During the H1FY19 export turnover rose by 51% YoY
- EBITDA rose 3.4% YoY to Rs 684.6 lakhs aided by modest volumes
- PAT grew 2.5% YoY to Rs 412.4 Lakhs backed by lower interest costs and lower taxes

Operational Metrics

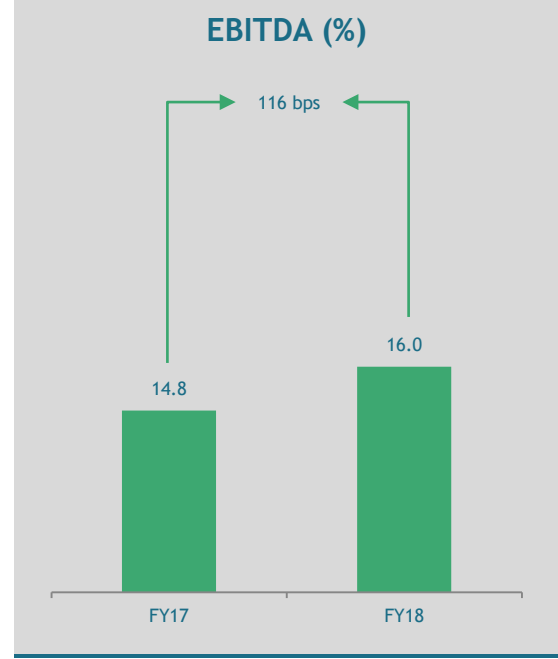
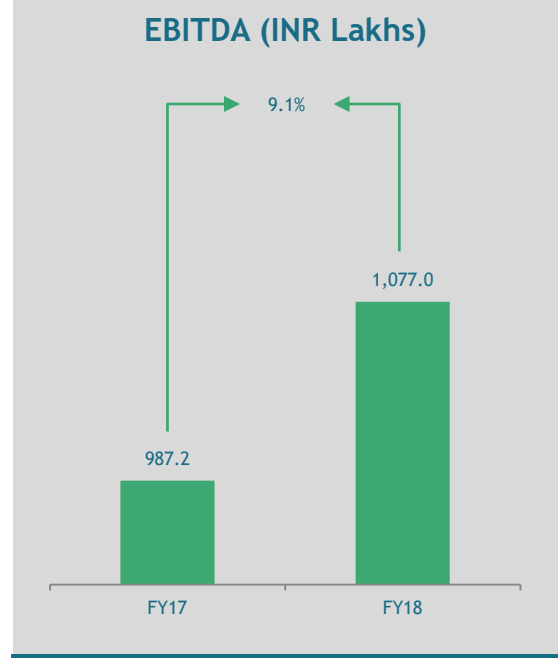
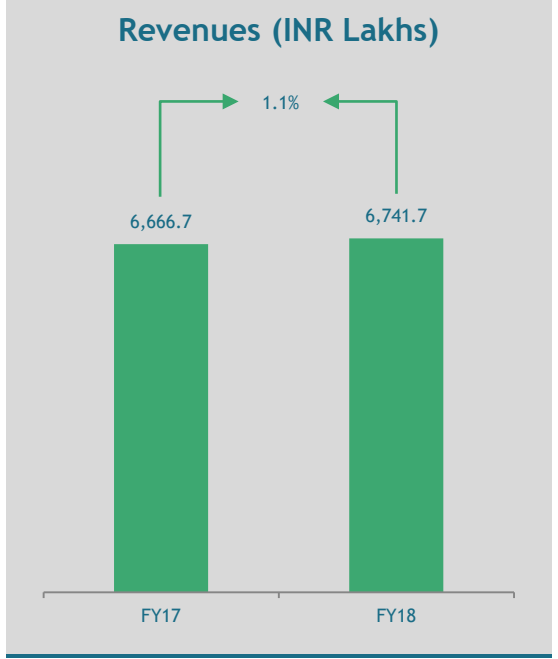
Operational Metrics - Domestic



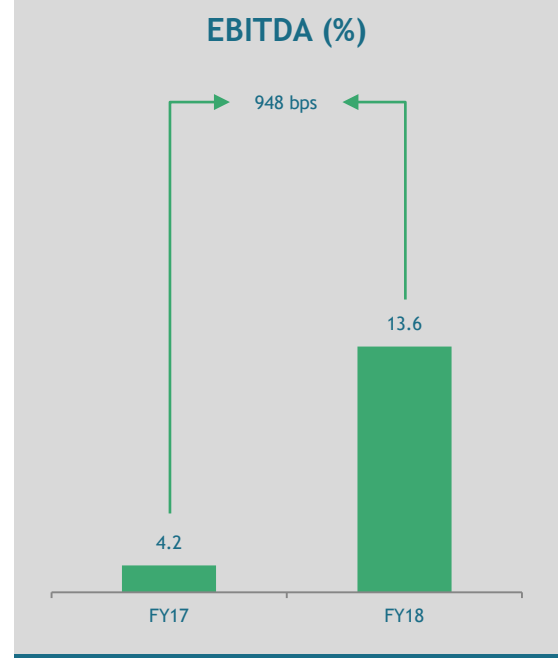
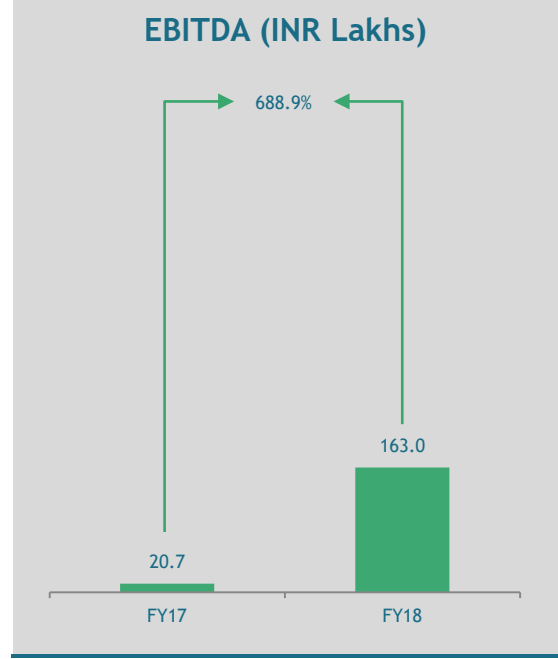
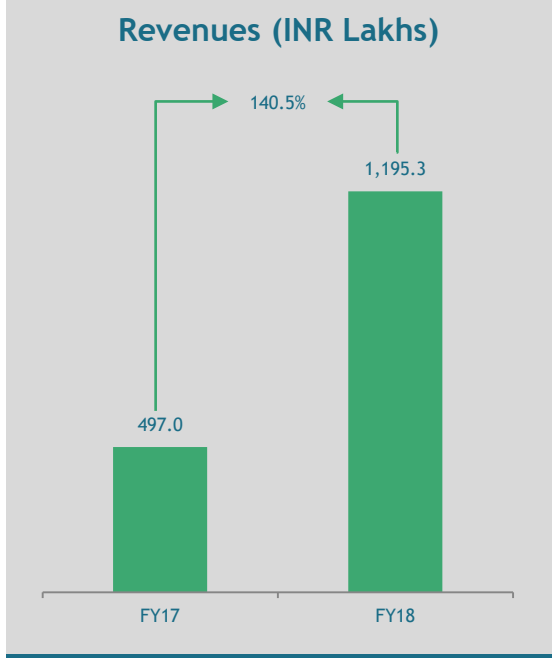
Operational Metrics - Exports



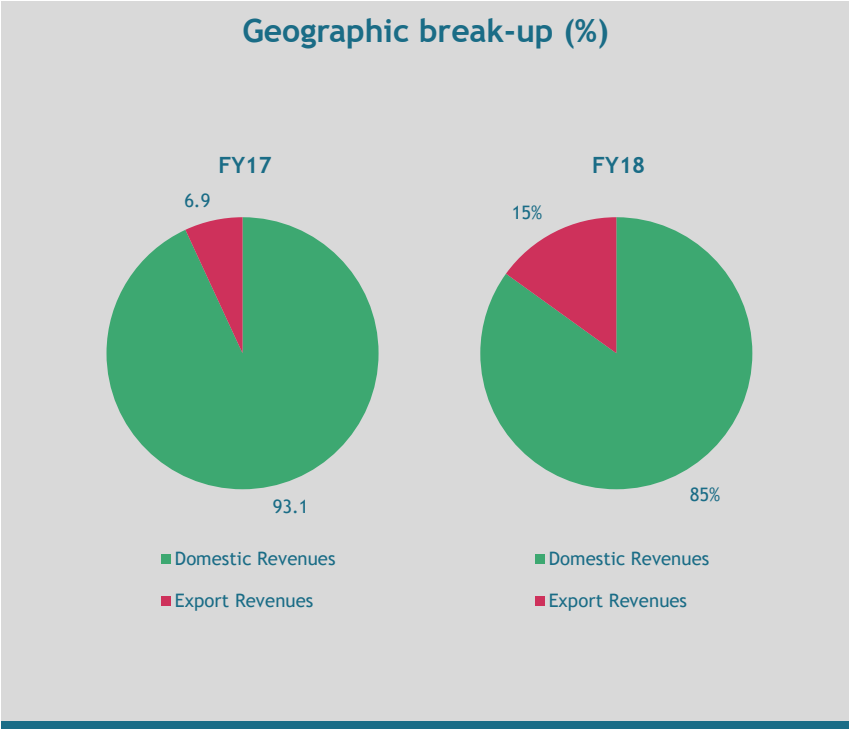
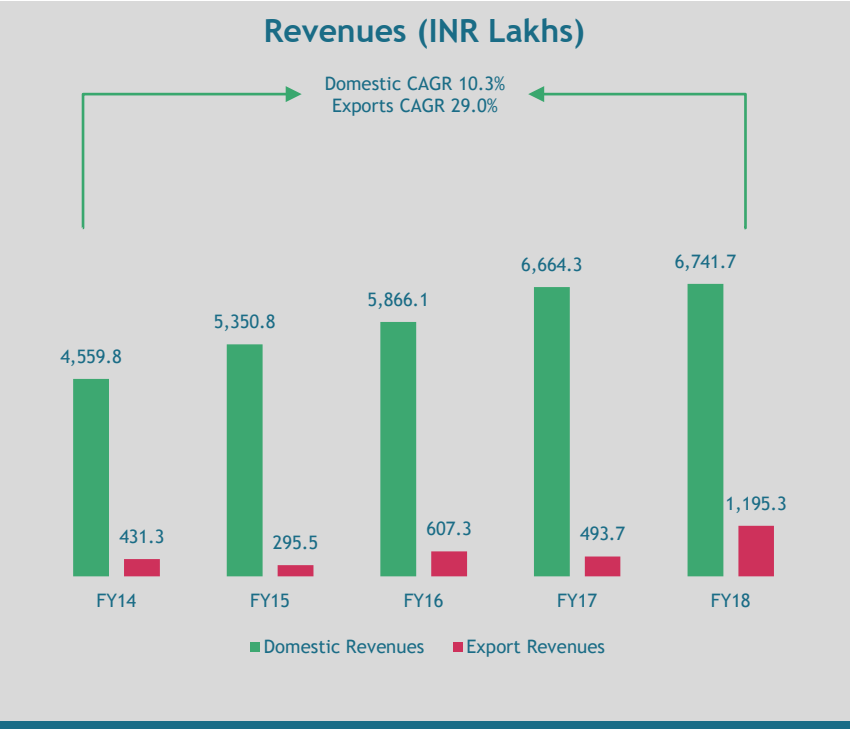
Operational Metrics - Domestic



Operational Metrics - Exports



Operational Metrics - Annual Revenue Mix



Dava India Update



dava vahi, daam sahi



Dava India

- Commenced operations in October, 2017. Retail pharmacy chain selling generic medicines at a 30-90% discounted prices
- Focused on chronic ailments - Cardiac, Diabetic, Thyroid and Neuropsychiatric
- As on date Dava India has 63 stores operational and agreements for 42 stores have been signed
- Presence in major cities viz. Surat, Ahmadabad, Rajkot, Vadodara, Indore, Jabalpur, Sagar, Nagpur, Pune, Yamunanagar (Haryana), Noida, Firozabad
- Total number of customer served during H1FY19 was 2.55 lakhs and average wallet spent for the same period was Rs. 113/-
- Dava India is India's only retail generic pharmacy in which 90% products are private label products (i.e. Dava India's own brand)



Business Outlook & Strategy

Business Performance And Outlook

- Domestic business is expected to continue to grow at steady rate of 10%-15% in FY19E
- Export revenues are expected to grow at a faster rate of 40%-50% in FY19E
- After successfully launching Dava India ‘A Retail pharmacy chain’ across Gujarat, Maharashtra, Madhya Pradesh and Uttar Pradesh, we are now focusing to launch Dava India chain on a PAN India basis.

Financial Summary

Profit & Loss Statement

Particulars (INR Lakhs)	FY14	FY15	FY16	FY17	FY18	H1FY18	H1FY19
Income from Operations	5,011.2	5,646.3	6,473.3	7,158.0	7,785.2	3,913.7	4,326.6
Other Income	10.2	1.4	7.7	5.6	151.9	60.5	100.3
Total Income	5,021.4	5,647.8	6,481.0	7,163.6	7,937.0	3,974.1	4,426.8
Operating Expenses	4,362.0	4,796.5	5,516.8	6,153.8	6,695.0	3,311.8	3,742.2
EBITDA	659.4	851.3	964.2	1,009.8	1,242.0	662.4	684.6
Margin %	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	1,148.3	616.1	608.6
Margin %	10.7	12.4	13.0	12.6	14.8	15.5	13.7
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	1,136.2	606.9	607.9
Margin %	9.3	11.2	11.9	11.7	14.6	15.3	13.7
Tax	156.0	207.6	261.5	282.1	407.4	204.6	195.5
PAT	311.3	426.7	510.9	554.1	726.8	402.4	412.4
Margin %	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

Balance Sheet & Key Ratios

Particulars (INR Lakhs)	FY14	FY15	FY16	FY17	FY18
Share capital	1,196.9	1,436.3	1,436.3	1,436.3	1,754.3
Reserves and Surplus	384.2	395.7	707.8	1,262.0	5,223.4
Non-current liabilities	482.3	524.6	256.4	455.0	49.2
Current liabilities	1,420.7	1,681.7	2,004.6	2,227.2	2,152.5
Total Equity and Liabilities	3,484.1	4,038.4	4,405.2	5,380.5	9,179.4
Non-current assets	926.3	842.4	855.6	932.5	3,605.4
Current assets	2,557.8	3,196.0	3,549.5	4,447.9	5,574.1
Total Assets	3,484.1	4,038.4	4,405.2	5,380.5	9,179.4

Key Ratios	FY14	FY15	FY16	FY17	FY18
RoCE (%)	19.7	23.3	23.8	20.5	10.4
RoE (%)	17.4	20.0	23.5	19.3	10.5
Net debt to equity (x)	0.3	0.3	0.1	0.1	0.0
Interest coverage (x)	7.5	10.5	12.3	13.3	94.8
Inventory days	91.2	113.9	92.1	121.9	113.8
Receivables days	77.8	75.6	89.0	87.1	107.5
Payable days	395.8	383.0	409.1	408.9	377.7

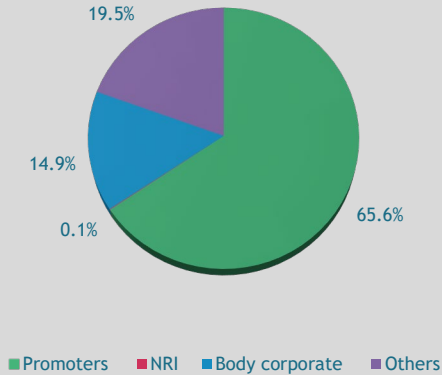


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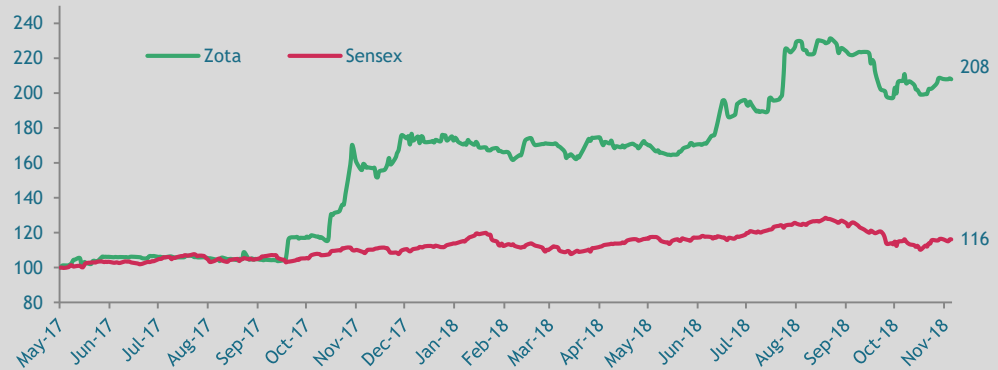
Stock Information

- Market cap (INR) - INR 45,805.7 Lakhs (as on 14th Nov 18)
- Shares outstanding - 175.4 Lakhs (as on 30th September 2018)
- Exchange code: ZOTA (NSE)
- Bloomberg code: ZOTA:IN

Shareholding Pattern as on 30th September 2018



Relative stock price vs BSE Sensex



(as on 14th November 2018)

Contact Us

Investor / Media contact

Name : Ashvin Variya

Email id : cszota@zotahealthcare.com

Admin Office address

"ZOTA HOUSE", 2/896, Hira Modi
Street, Sagrampura,
Surat - 395002(Gujarat)

