

January 07, 2019

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: Monthly Business Update for the month of December, 2018

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 Monthly Business Update for the month of December, 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

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Monthly Business Update

December 2018

From the Chairman's Desk

Dear shareholders and members of the investor community,

We are delighted to introduce Zota Health Care Limited's Investors Newsletter. The newsletter will provide you with an update on company's strategy, information about the progress and some recent developments. We intend to make it a regular publication for better communication with our shareholders. This document will also provide you regular updates of our retail pharmacy operations

Business Overview :

Zota Health Care is a Gujarat based pharmaceutical company primarily engaged in the business of marketing and manufacturing generic drugs, OTC products and prescription drugs. The product portfolio consists of 3000+ products including antibiotics, anti-malarials, analgesic, cardiovascular products, skin care products, nutraceutical products and ayurvedic products.

While marketing and manufacturing constitutes most of the business, the most recent project of low -cost generic pharmacy store under the brand name of DAVAINDIA, is the first step towards diversifying further.

The business can now be classified into 3 parts.

- 1) Marketing
- 2) Export
- 3) Retail Pharmacy Chain

Marketing: Since its inception the company has been involved in marketing of drugs and OTC products under its brand name. This segment has always driven the company revenues single handedly and contributed around 85% to the top-line in 2018 as well. Almost all the sales in this segment are domestic. The process involves procuring finished dosages from formulation manufacturers and then marketing them under our brand names. We have 1000+ distributors spread across the country.

What will drive the performance?

The performance of the segment will depend on our ability to create ZHCL into a superior brand by undertaking various measures towards brand building. This will help us in adding more distributors and have higher penetration in existing markets.

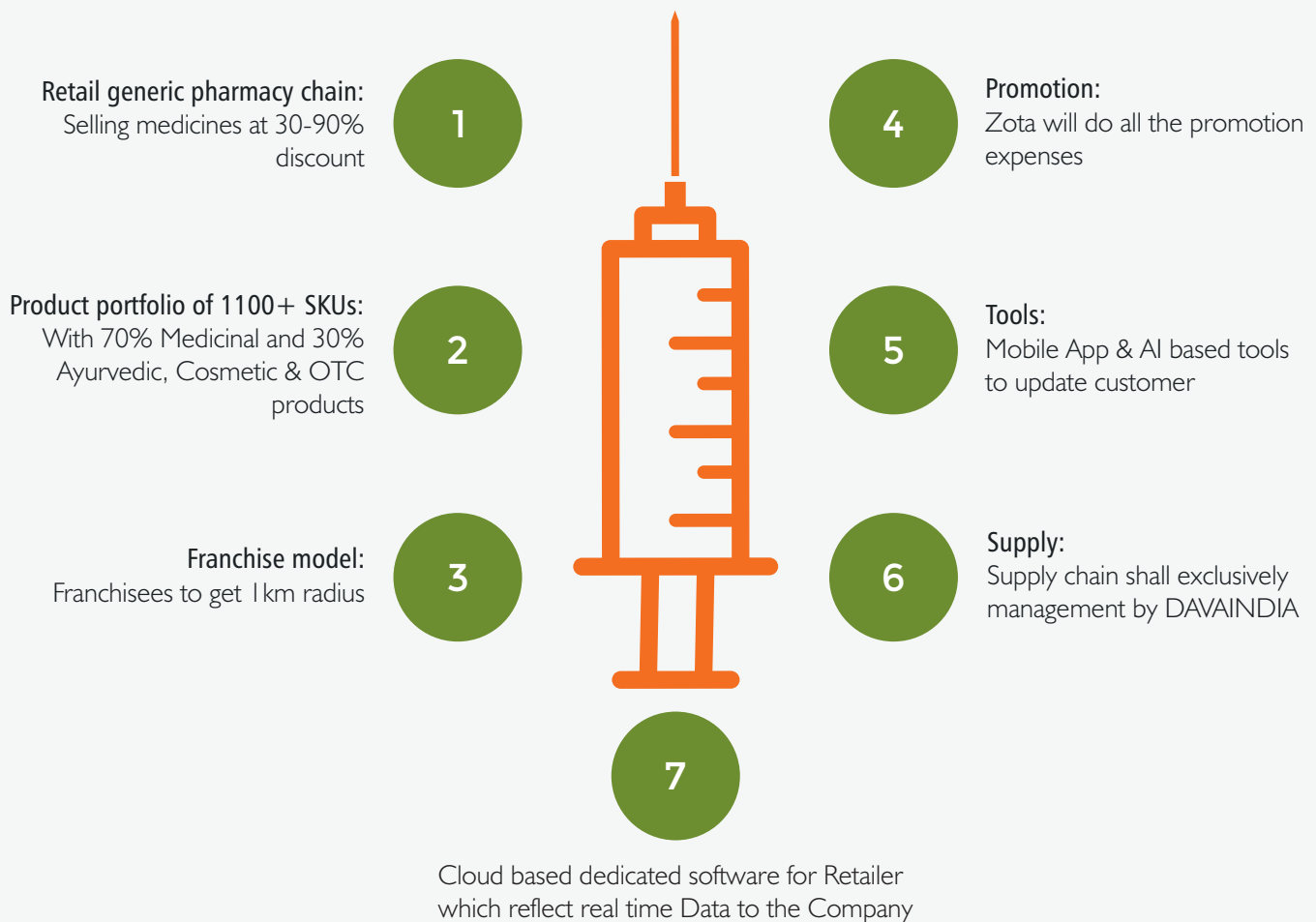
Export: The company manufactures around 250 finished dosage formulations (fdf) based out of the factory in Surat (SEZ). Under the rules pertaining to SEZ the company can only export the fdf's manufactured in this plant. In FY18 this segment contributed around 15% to the topline. The company has product approvals for exports in more than 22 countries with major exposure to African, Asian and CIS markets

What will drive the performance ?

The company is focusing on getting more product approvals in the already existing geographies and also trying to enter into new markets. With the manufacturing unit still operating at 25-30% capacity utilisation, there is a huge opportunity to grow without any capex requirement.

Retail Pharmacy Chain: Davaindia is the most recent and aggressive project undertaken by ZHCL. Davaindia is a retail pharmacy chain selling generic medicines at a substantial markdown to other branded medicines. The company commenced the first store in October 2017 and since then it has rolled out 80 stores.

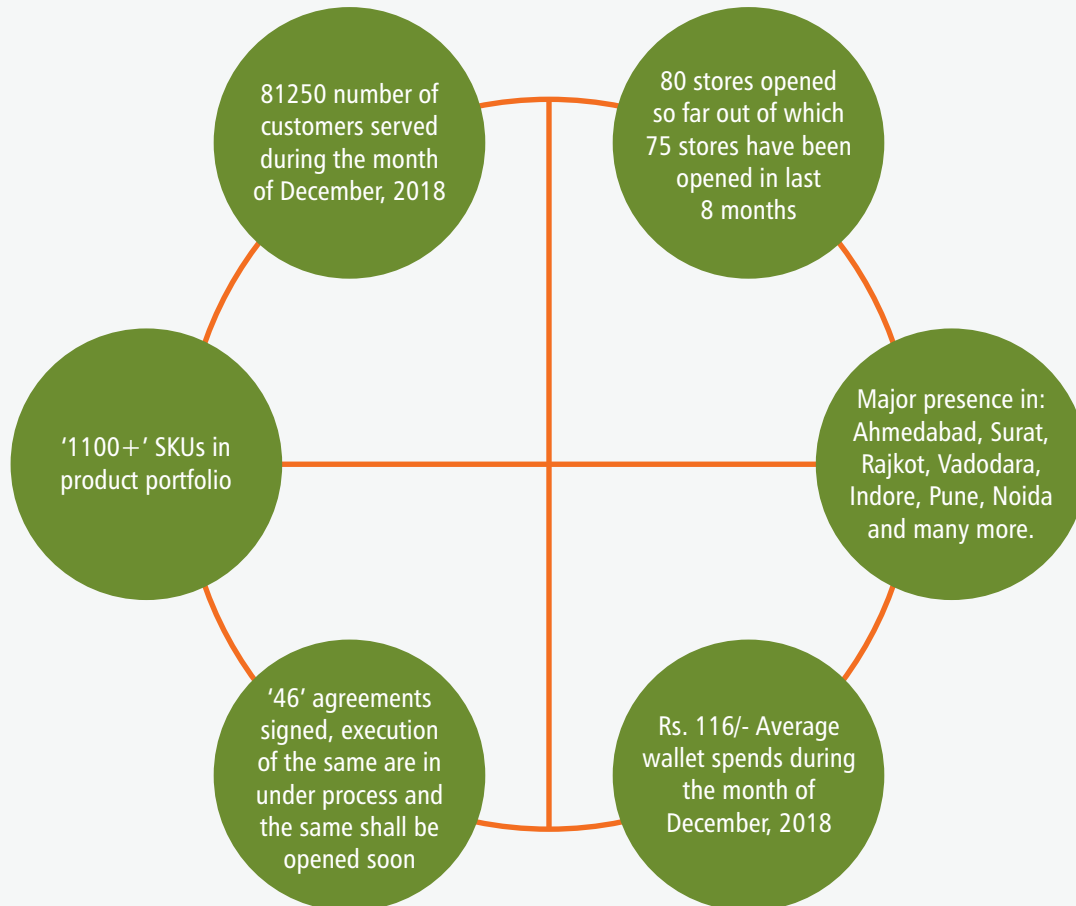
DAVAINDIA: Operating Model



Management Commentary.

- After successfully launching of DAVAINDIA stores in 6 states, in coming quarter our prime focus would be to cover entire Gujarat.
- During the month of December Company has received product registration license for 14 products from the Ministry of Health, Cambodia.
- We shall start exporting our products in Cambodia very soon and this will boost our export business.

Current Scale Of Operations: DAVAINDIA

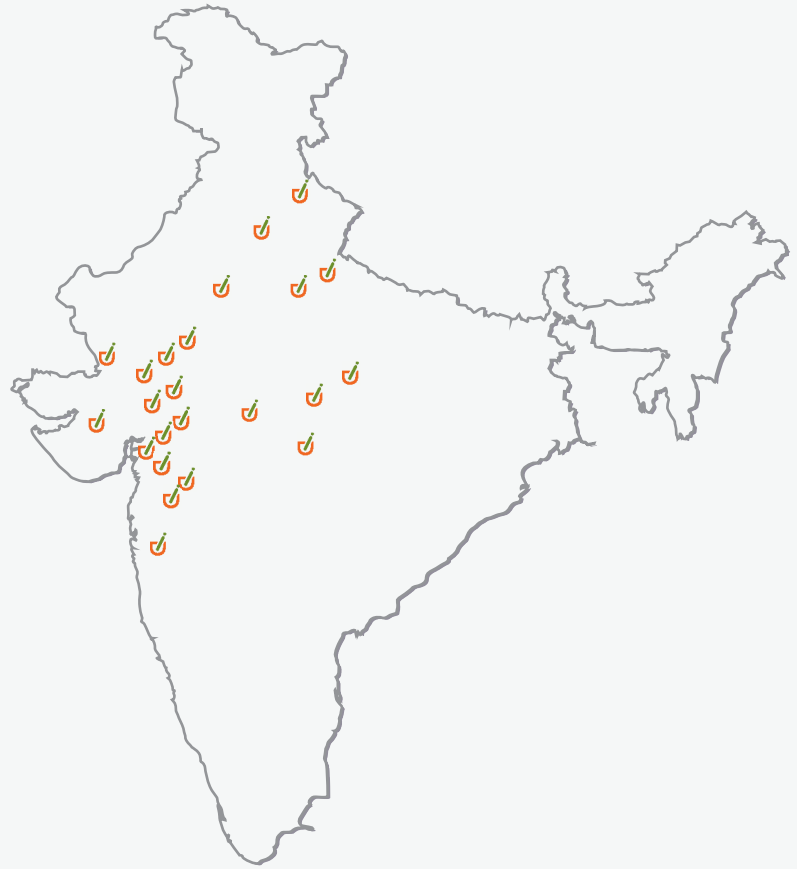


Marketing Initiatives



Our Presence: DAVAINDIA

City	No. of Stores
Surat	13
Navsari	02
Kheda	02
Vadodra	01
Rajkot	08
Ahmedabad	11
Gandhi Nagar	04
Mehsana	04
Sabarkantha	03
Banaskantha	01
Indore	09
Jabalpur	03
Nagpur	01
Pune	05
Hariyana	02
Firozabad	01
Jaipur	01
MP- Sagar	01
Vapi	03
Bharuch	01
Chikli	01
Bilimora	01
Ghaziabad	01
Dehradun	01
TOTAL	80



Contact Details

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Disclaimer

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