

February 06, 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 January, 2019

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 January, 2019.

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

Monthly Business Update

January 2019

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.

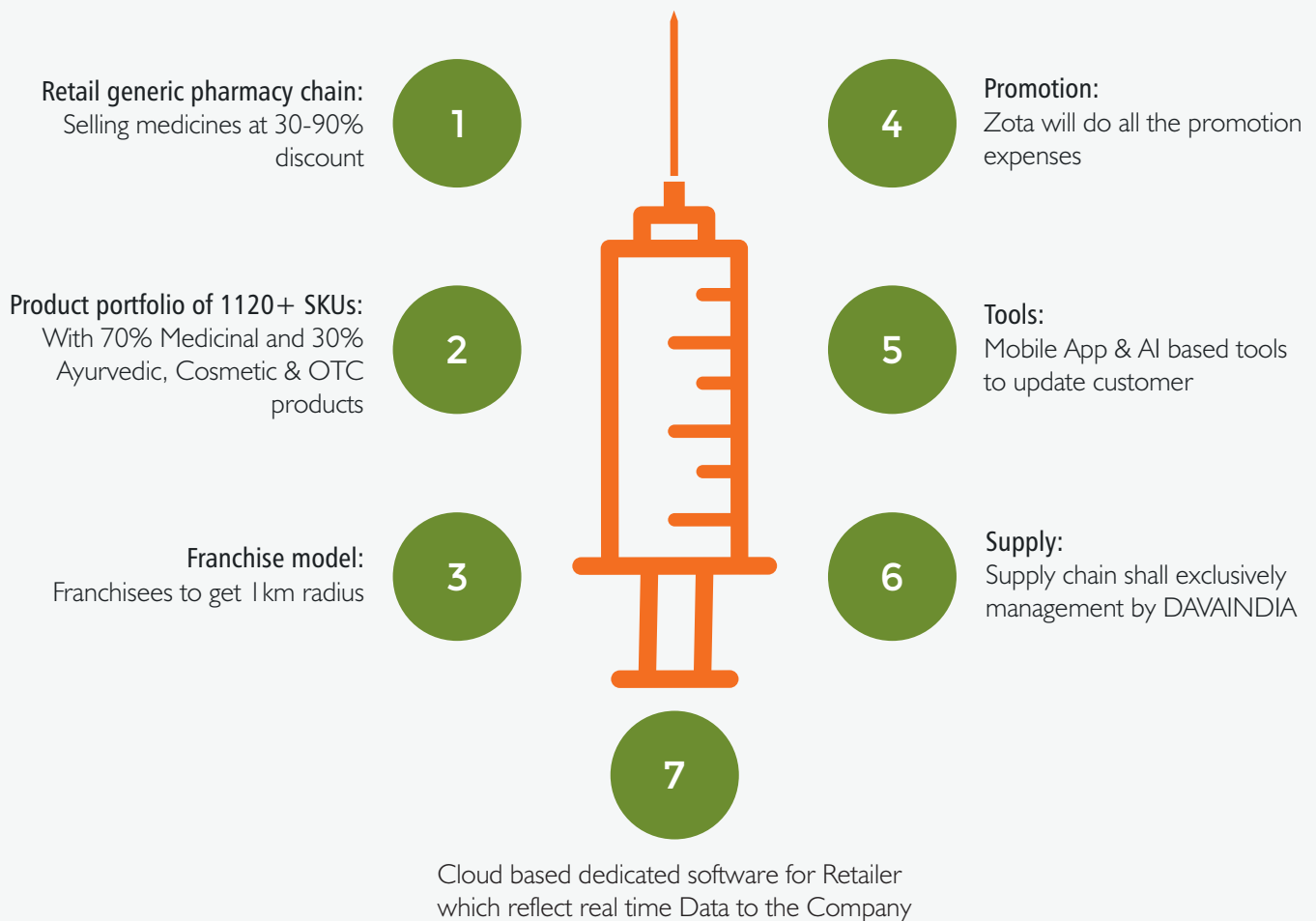
Export: The company manufactures around 250 finished dosage formulations (fdf) based out of the factory in Surat (SEZ). Under the rules pertaining to SEZ the company can only export the fdf's manufactured in this plant. In FY18 this segment contributed around 15% to the topline. The company has product 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 106 stores.

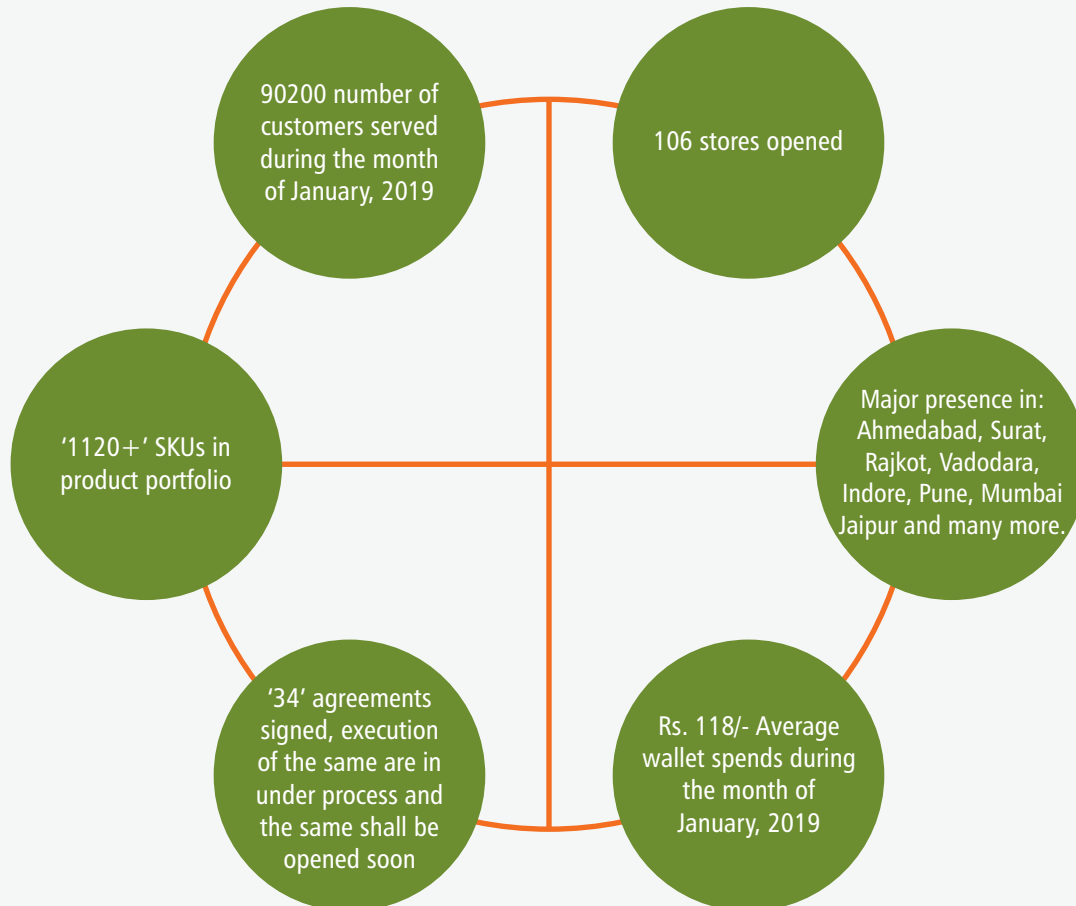
DAVAINDIA: Operating Model



Management Commentary.

- During the month of January, 2019 Company has established a new record by opening 26 DAVAINDIA stores in a single day on the occasion of Republic Day on 26th January, 2019.
- DAVAINDIA has set a milestone by setting up 100+ stores. DAVAINDIA is India's only private generic retail pharmacy chain which is having 100+ generic pharmacy stores and has 100% private label products.

Current Scale Of Operations: DAVAINDIA



Marketing Initiatives

क्या दवाईयाँ आप के लिये लाखों का सवाल बन गयी हैं ?
अब दवाईयों के खर्च में लाखों की बचत संभव है.


दवाइयों की अवधारणा जेनेरिक दवाइयों से है 90%, एक की बजाय - दोने सालों में लाखों की बचाव.

- पुराने बीमारियों में औषधन साधारण रूप ₹ 50,000/-
- जेनेरिक दवाइयों का खर्च के अंदर में 25 सालों का अनुभव
- दवाइयों से औषधन साधारण रूप 70% ₹ 35,000/-
- सभी बीमारियाँ FDA द्वारा प्रमाणित
- 30 सालों में बुरा बचाव ₹ 3,50,000/-
- उच्च गुणवत्ता की दवाइयों

दवाइयों - डेनमार्क डॉक्टर - ओपेरीसी - कॉमर्सेटिका

भारत की सब से तेजी से विकसित हो रही जेनेरिक फार्मसी की शृंखला

For franchise enquiry call: + 91 9081377277 9081677277 9081326462 WhatsApp: 9904709557



davaindia[®]
GENERIC PHARMACY



MISSION ACCOMPLISHED



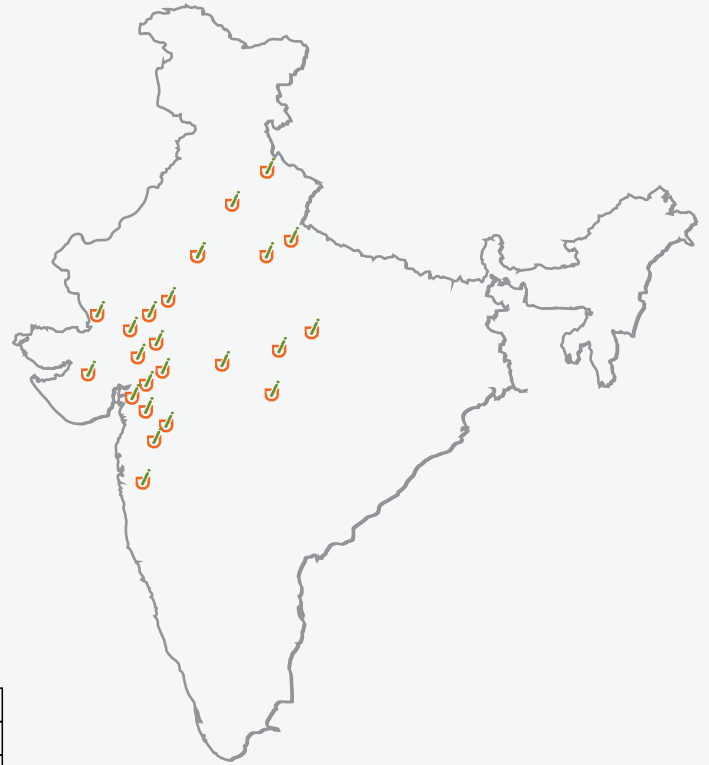
davaindia[®]
SUCCESSFULLY LAUNCHED
26 STORES ON A
SINGLE DAY ACROSS INDIA

MAKING MEDICINES AFFORDABLE
FOR CITIZENS ACROSS INDIA

DAVA VAHI, DAAM SAHI

Our Presence: DAVAINDIA

City	Opened Stores
Surat	15
Navsari	03
Kheda	02
Vadodra	02
Rajkot	10
Ahmedabad	11
Gandhi Nagar	04
Mehsana	04
Sabarkantha	03
Banaskantha	01
Indore	13
Jabalpur	03
Nagpur	05
Pune	13
Hariyana	02
Firozabad	01
Jaipur	01
MP- Sagar	01
Vapi	03
Bharuch	01
Chikli	01
Bilimora	01
Ghaziabad	01
Dehradun	02
Mumbai	01
Bhopal	01
Mp- Guna	01
TOTAL	106



Statewise

Gujarat	61
M.P.	19
M.S.	19
Hariyana	2
Rajasthan	1
Uttarakhand	2
U.P.	2

Contact Details

Mr. Himanshu Zota
Whole Time Director
hzota@zotahealthcare.com

Mr. Ashvin Variya
CS and Compliance Officer
cszota@zotahealthcare.com

Disclamier

- 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