

April 09, 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 March, 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 March, 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

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# Monthly Business Update

March 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.

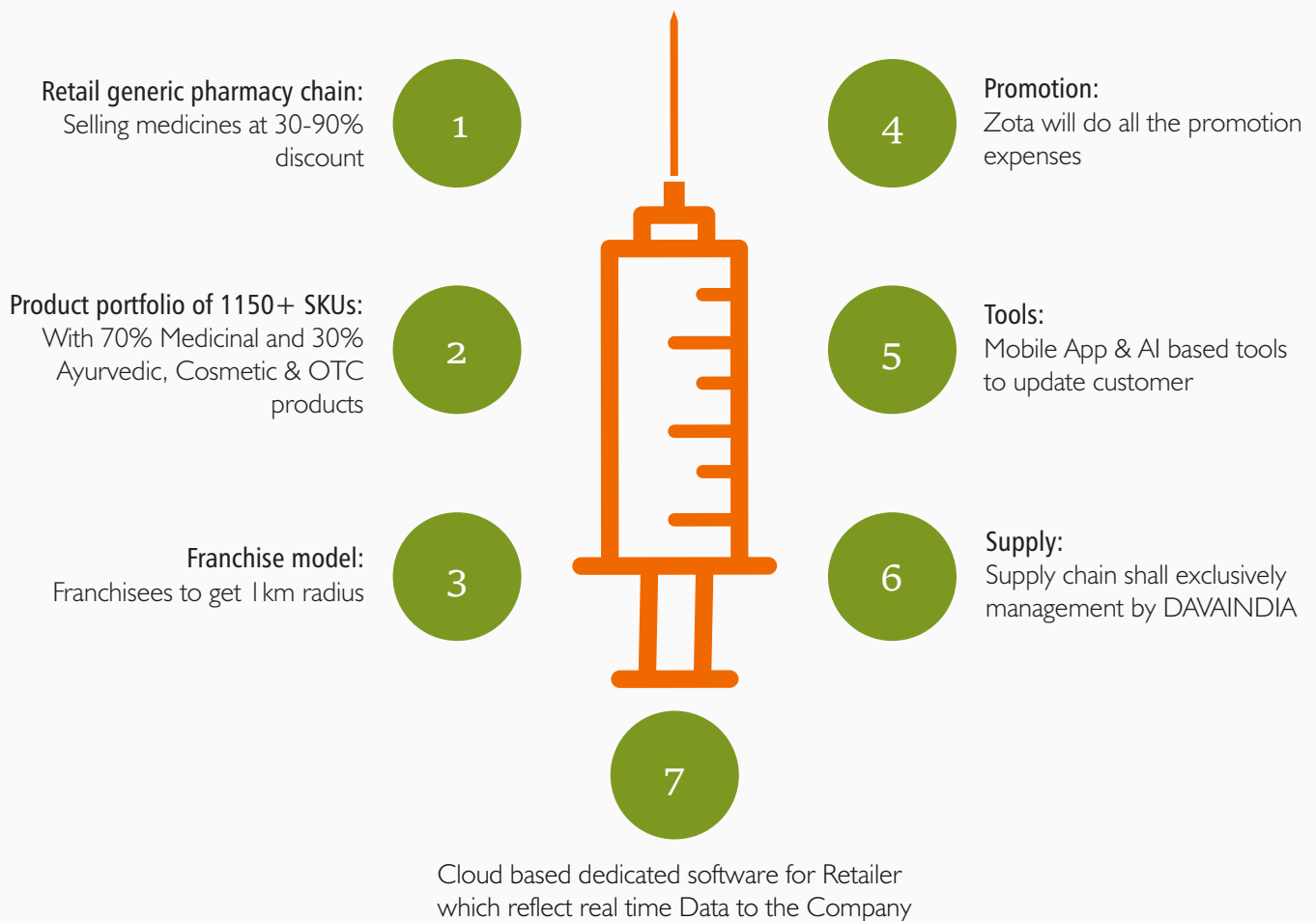
**Export:** The company manufactures around 250 finished dosage formulations (fdf) based out of the factory in Surat (SEZ). Under the rules pertaining to SEZ the company can only export the fdf's manufactured in this plant. In FY18 this segment contributed around 15% to the topline. The company has product 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 109 stores.

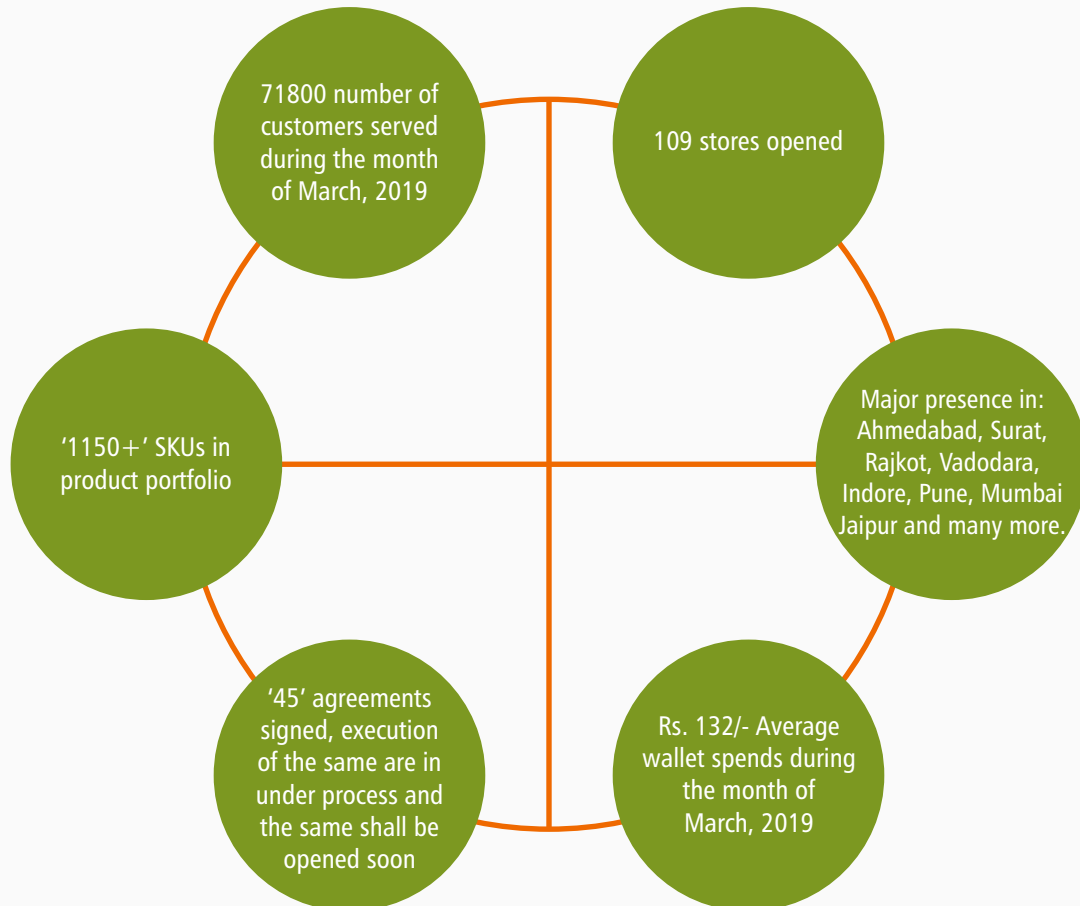
## DAVAINDIA: Operating Model



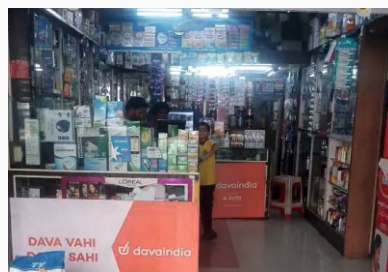
## Management Commentary.

- During the month of March 2019, company has received product registration license for 9 products from Turkmenistan. Company will start exporting these products to Turkmenistan very soon.

## Current Scale Of Operations: DAVAINDIA

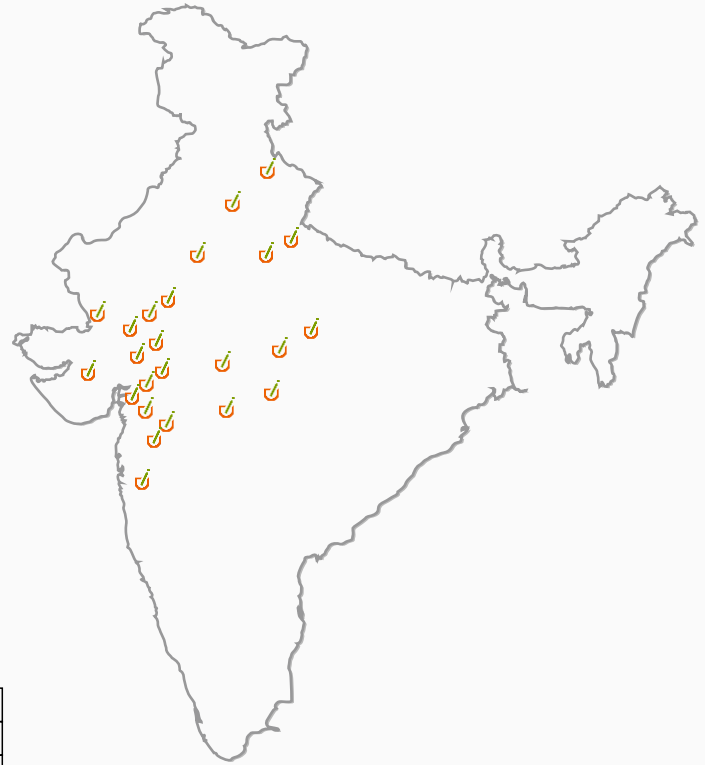


## Marketing Initiatives



## Our Presence: DAVAINDIA

City	Opened Stores
Surat	16
Navsari	03
Kheda	02
Vadodra	02
Rajkot	12
Ahmedabad	12
Gandhi Nagar	04
Mehsana	04
Sabarkantha	03
Banaskantha	01
Indore	13
Jabalpur	03
Nagpur	04
Pune	12
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
Lucknow	01
<b>TOTAL</b>	<b>109</b>



### Statewise

Gujarat	65
M.P.	19
M.S.	17
Hariyana	2
Rajasthan	1
Uttarakhand	2
U.P.	3

## Contact Details

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