

June 14, 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: 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 Audited Financial Results for the half year and year ended on March 31, 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



ZOTA HEALTHCARE LIMITED

H2 & FY19 RESULT PRESENTATION

June 2019

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.

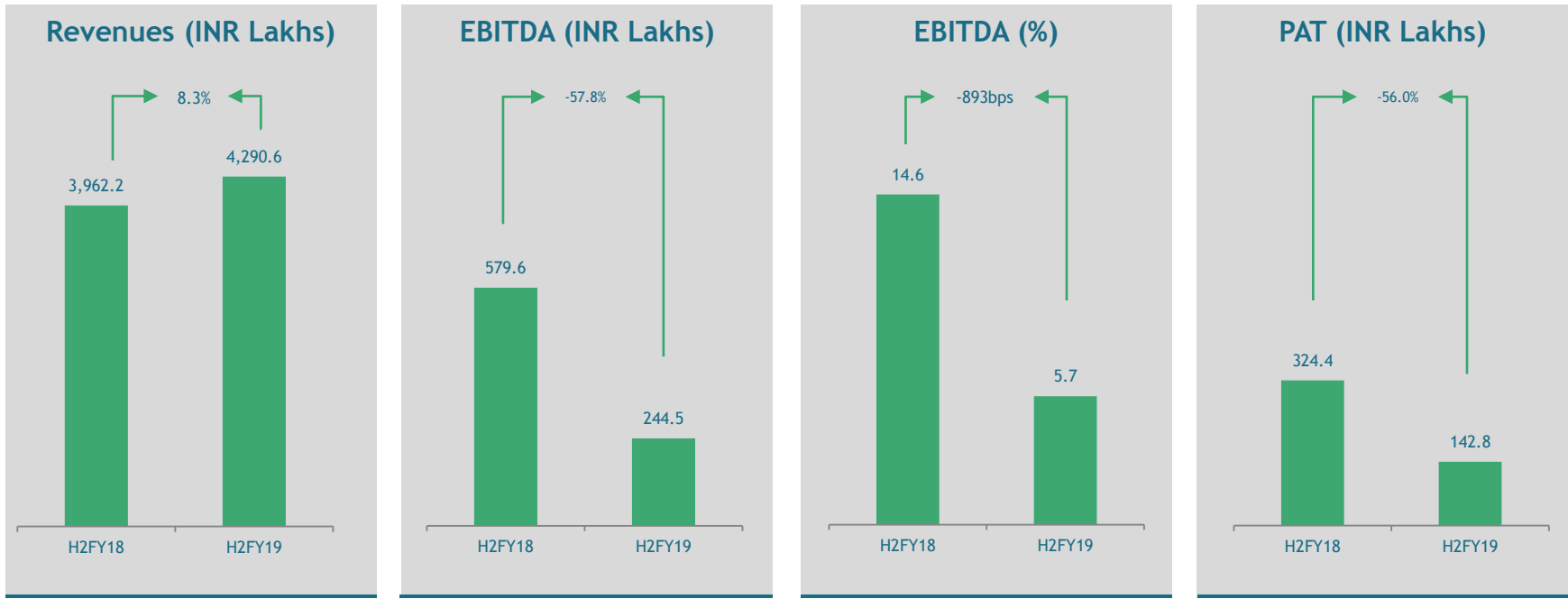
This presentation contains “forward looking statement”, including “future oriented financial information” and “financial outlook”. This forward looking statement is based on management’s current expectations and belief, and subject to uncertainty. Actual result may be vary from the material facts contained 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

Index

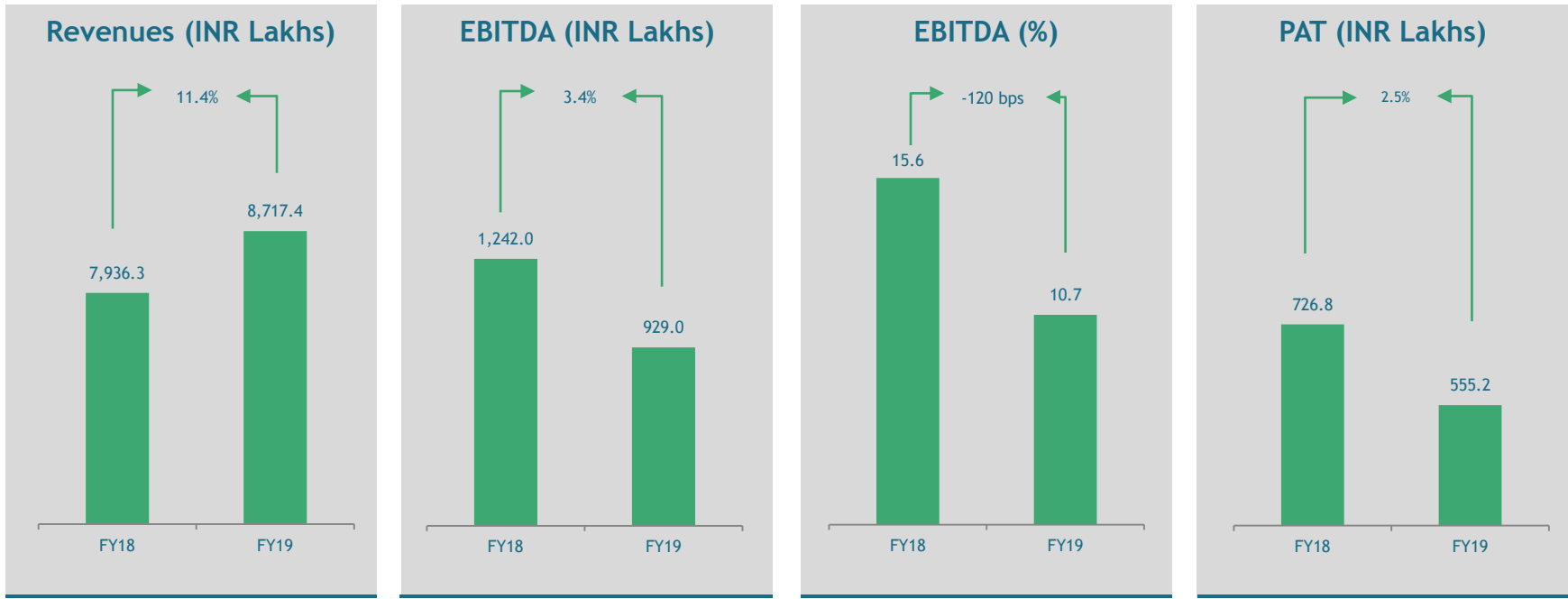
Result Highlights	4
Operational Metrics	8
Davaindia	14
Business Outlook & Strategy	17
Financial Summary	19
Annexure	22

Result Highlights

Half Yearly Financial Highlights



Yearly Financial Highlights

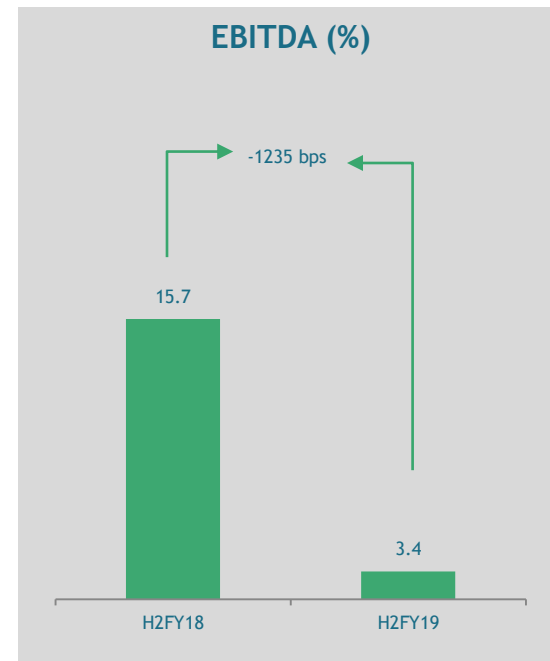
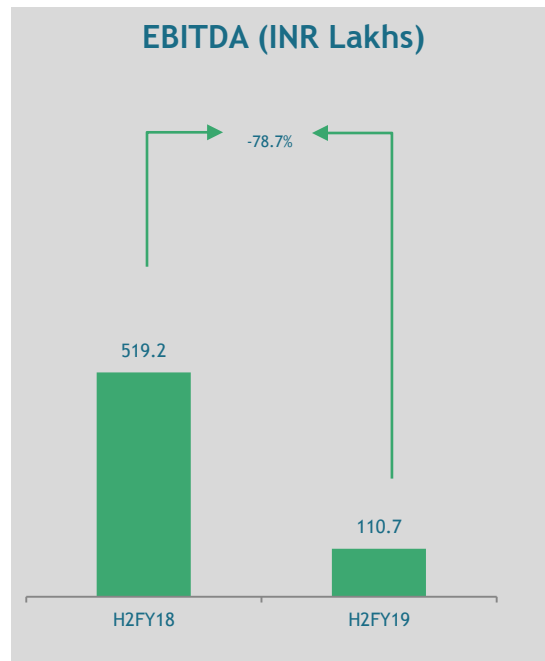
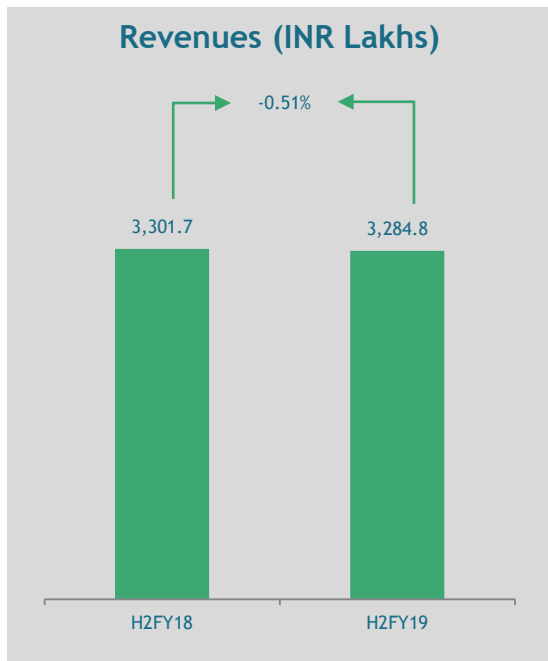


Management Commentary

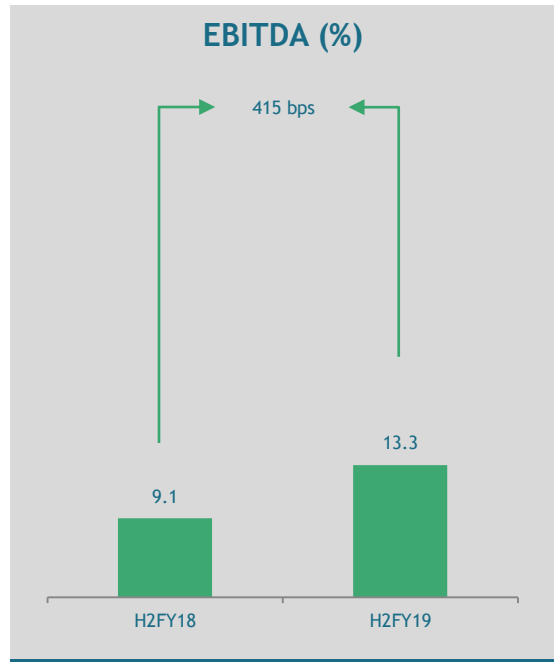
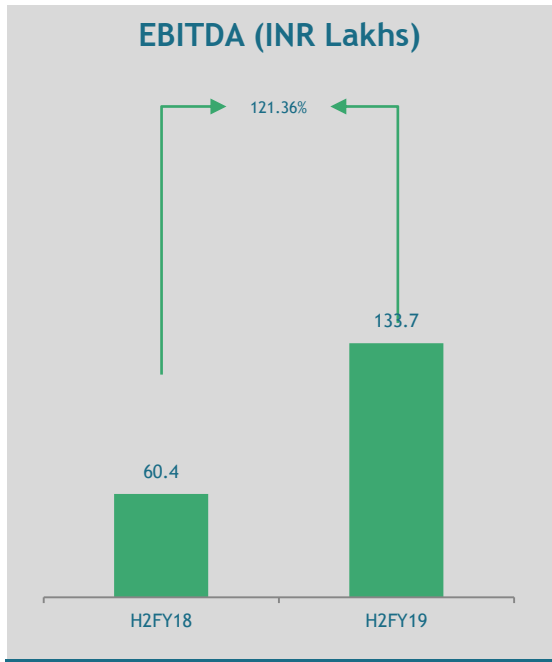
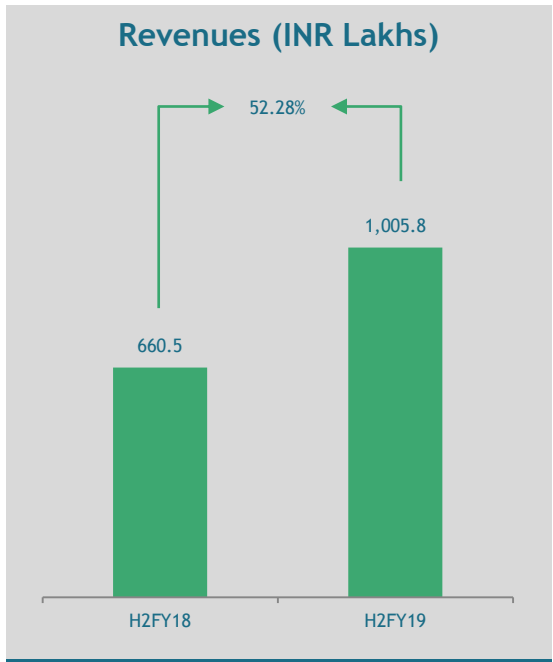
- Revenues for the FY19 was higher by 10.8% YoY to Rs 8,717.4 lakhs, backed by strong growth in export business.
- PAT for FY19 was lower by 31.15% YoY to Rs 555.2 Lakhs with higher pre-operative expenses towards Davaindia which has impacted the Profit after taxes (PAT)
- Management is confident that the decline in PAT is a mere aberration and with Davaindia initiative picking up it expects stronger sales volume tapering the effect of the expenses

Operational Metrics

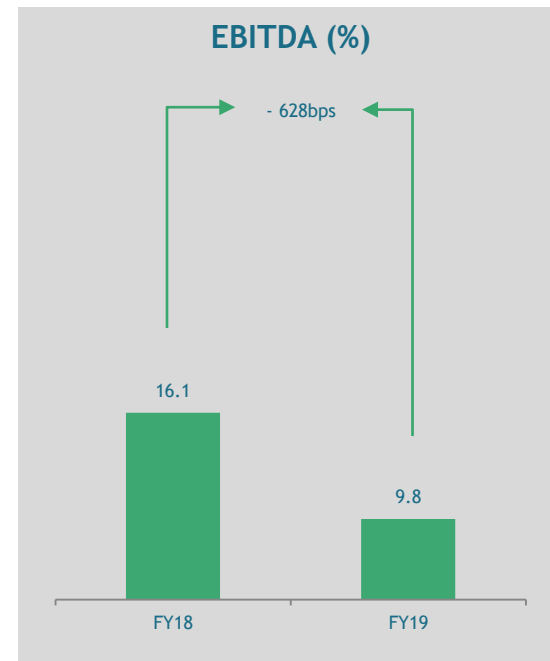
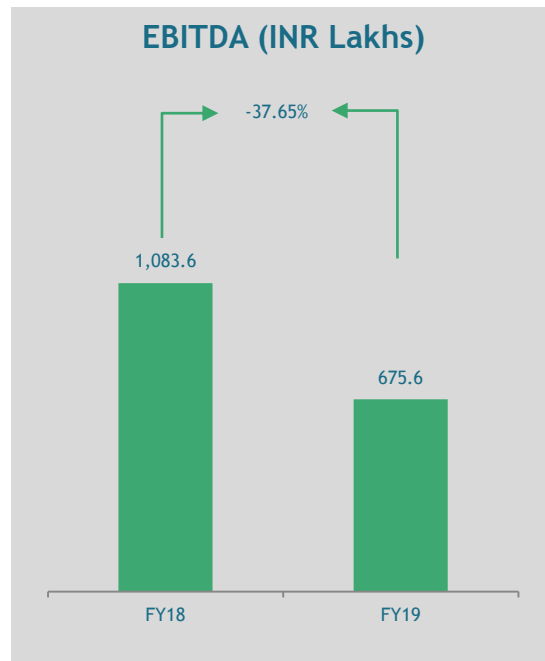
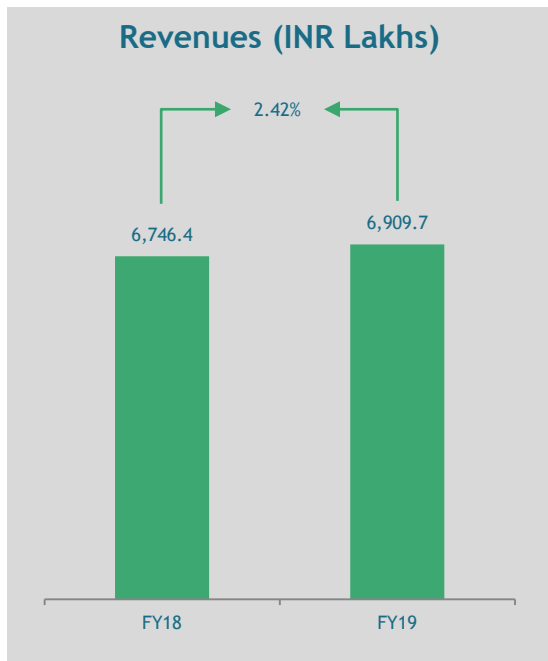
Operational Metrics - Domestic



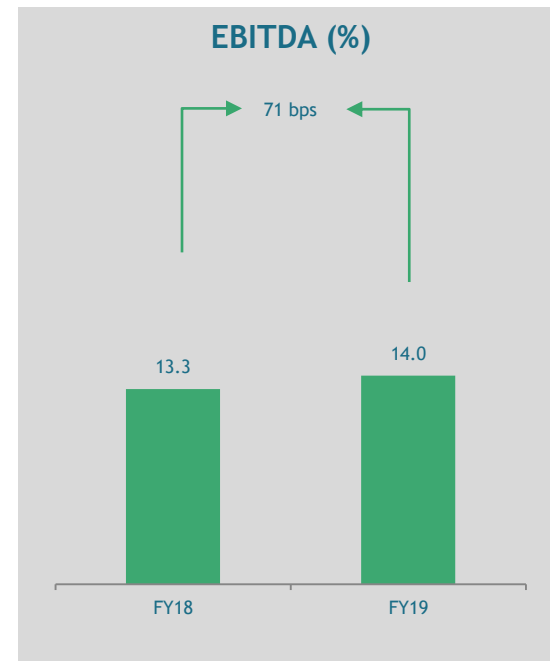
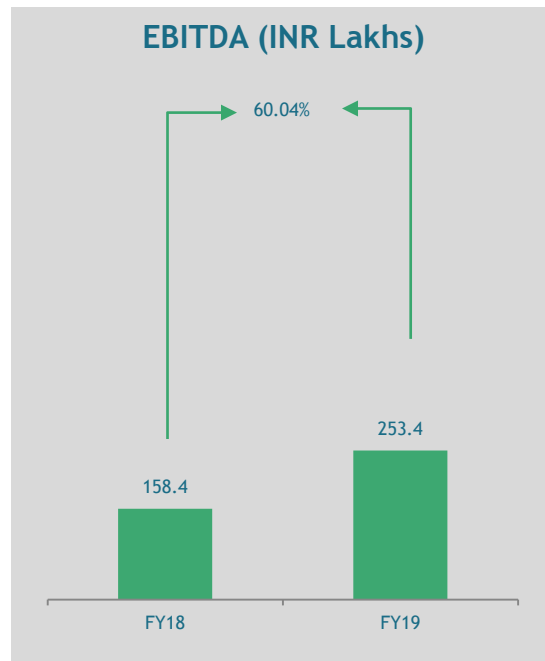
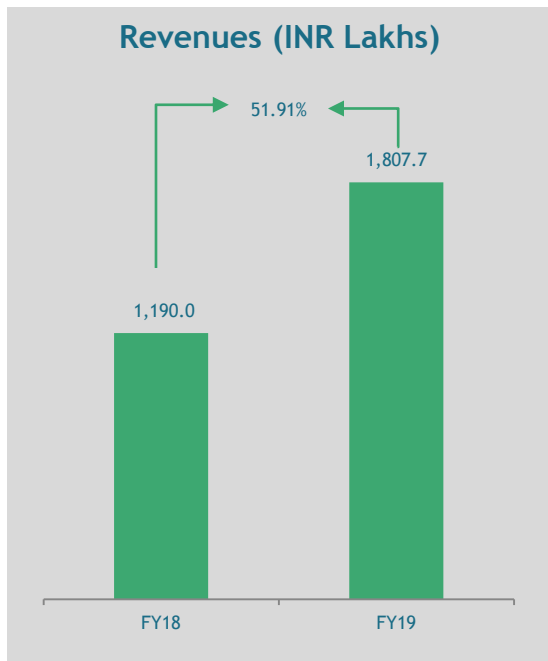
Operational Metrics - Exports



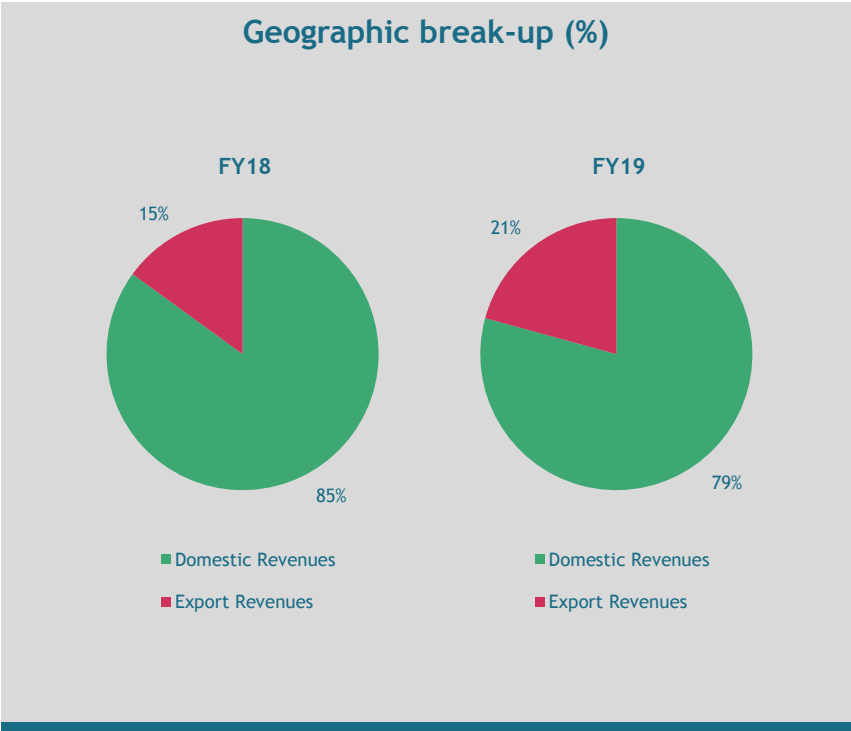
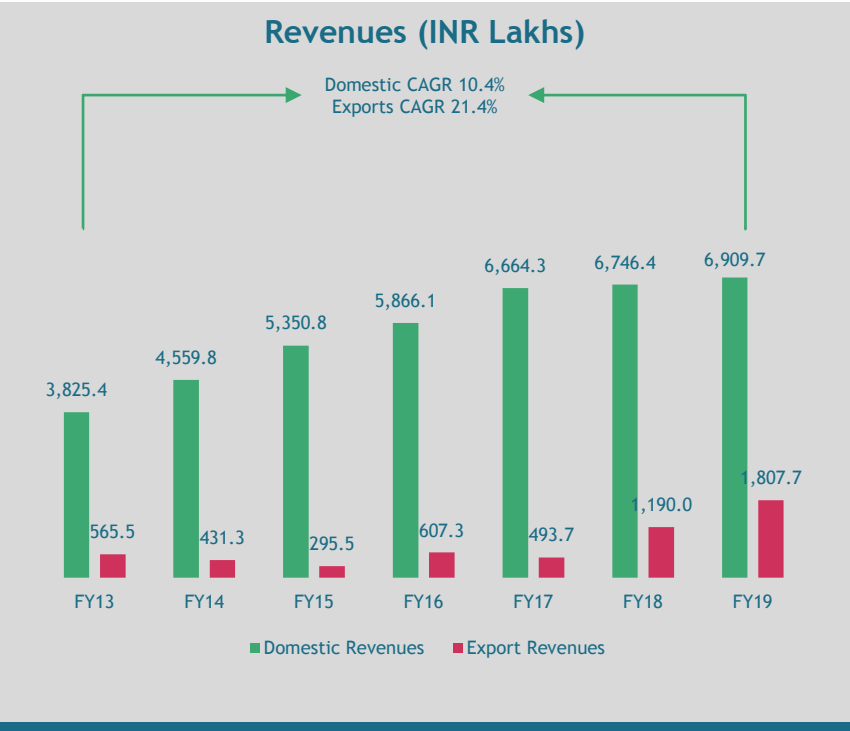
Operational Metrics - Domestic



Operational Metrics - Exports



Operational Metrics - Annual Revenue Mix



Davaindia Update



 **davaindia™**
GENERIC PHARMACY

dava vahi, daam sahi



Davaindia - Keeping customers at the Helm

- The retail pharmacy stores continues its stellar performance in terms of its expansion and total customers serviced, as awareness towards generic drugs usage keeping gaining traction
- Being asset light in nature the store continues to remain focused on chronic ailments - Cardiac, Diabetic, Thyroid and Neuropsychiatric ailments as repeat business from customer guides for store revenue visibility
- Davaindia store expansion have doubled at 127 stores as on date with higher number of stock keeping units per store
- Higher number of SKU's stood at 1,215 resulting in servicing more number of customers at the store point. As on date, Davaindia reached a remarkable feat of catering to 5.67 lacs customers in a short span of time, reflecting fruition of the management vision and efforts
- Davaindia is India's only retail generic pharmacy in which 90% products are private label products (i.e. Davaindia's own brand).It has 38 store openings signed up thus underlying its expansion strategy

Business Outlook & Strategy

Business Performance And Outlook

- Domestic business is expected to continue to grow at steady rate of 8-10% in FY20E
- Export revenues are expected to grow at a faster rate of 50%-60% in FY20E
- Successful added Davaindia stores in western India across Gujarat, Maharashtra, Madhya Pradesh.
- In the near term ZHL intends to focus and make in-roads in states like Rajasthan, Bihar, Uttar Pradesh, Delhi NCR. Thus helping the company scale up and diversifying operations across various states in India

Financial Summary

Profit & Loss Statement

Particulars (INR Lakhs)	FY14	FY15	FY16	FY17	FY18	H1FY18	H1FY19	H2FY18	H2FY19	FY19
Income from Operations	5,011.2	5,646.3	6,473.3	7,158.0	7,785.2	3,913.7	4,326.6	3,870.8	4,236.4	8,562.9
Other Income	10.2	1.4	7.7	5.6	151.9	60.5	100.3	91.4	54.2	154.5
Total Income	5,021.4	5,647.8	6,481.0	7,163.6	7,937.0	3,974.1	4,426.8	3,962.2	4,290.6	8,717.4
Operating Expenses	4,362.0	4,796.5	5,516.8	6,153.8	6,695.0	3,311.8	3,742.2	3,382.6	4,046.1	7,788.4
EBITDA	659.4	851.3	964.2	1,009.8	1,242.0	662.4	684.6	579.6	244.5	929.0
Margin %	13.2	15.1	14.9	14.1	16.0	16.7	15.5	15.0	5.8	10.8
Depreciation	120.7	150.6	123.5	105.4	93.7	46.3	75.9	47.4	63.5	139.4
EBIT	538.7	700.7	840.8	904.4	1,148.3	616.1	608.6	532.2	181.0	789.6
Margin %	10.7	12.4	13.0	12.6	14.8	15.5	13.7	13.7	4.3	9.2
Financial Charges	71.4	66.5	68.3	68.2	12.1	9.2	0.7	3.0	3.0	3.7
PBT	467.3	634.2	772.4	836.2	1,136.2	606.9	607.9	529.3	178.0	785.9
Margin %	9.3	11.2	11.9	11.7	14.6	15.3	13.7	13.7	4.2	9.2
Tax	156.0	207.6	261.5	282.1	407.4	204.6	195.5	202.9	35.3	230.7
PAT	311.3	426.7	510.9	554.1	726.8	402.4	412.4	326.4	142.8	555.2
Margin %	6.2	7.6	7.9	7.7	9.3	10.1	9.3	8.4	3.4	6.5
EPS	2.6	3.0	3.6	3.9	4.2	2.3	2.4	1.8	0.8	3.2

Balance Sheet & Key Ratios

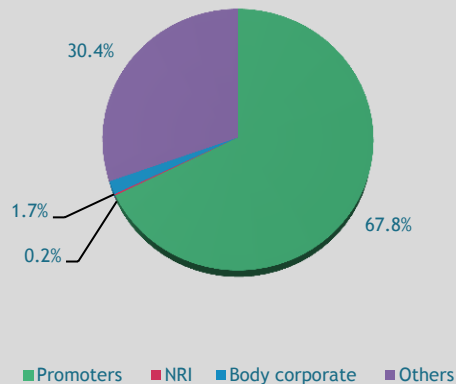
Particulars (INR Lakhs)	FY14	FY15	FY16	FY17	FY18	FY19
Share capital	1,196.9	1,436.3	1,436.3	1,436.3	1,754.3	1,754.3
Reserves and Surplus	384.2	395.7	707.8	1,262.0	5,223.4	5,138.5
Non-current liabilities	521.3	548.7	272.7	466.8	64.7	87.1
Current liabilities	1,381.7	1,657.6	1,988.3	2,215.4	2,137.0	1,981.6
Total Equity and Liabilities	3,484.1	4,038.4	4,405.2	5,380.5	9,179.4	8,961.5
Non-current assets	926.3	842.4	855.6	932.5	3,605.4	2,724.1
Current assets	2,557.8	3,196.0	3,549.5	4,447.9	5,574.1	6,237.4
Total Assets	3,484.1	4,038.4	4,405.2	5,380.5	9,179.4	8,961.5
Key Ratios	FY14	FY15	FY16	FY17	FY18	FY19
RoCE (%)	17.4	20.0	23.5	19.3	10.5	8.1
RoE (%)	19.7	23.3	23.8	20.5	10.4	8.1
Net debt to equity (x)	0.3	0.3	0.1	0.1	0.0	0.0
Interest coverage (x)	7.5	10.5	12.3	13.3	94.8	214.5
Inventory days	91.2	113.9	92.1	121.9	113.8	138.6
Receivables days	77.8	75.6	89.0	87.1	107.5	94.2
Payable days	109.0	116.2	126.5	148.4	117.8	103.5

Annexure

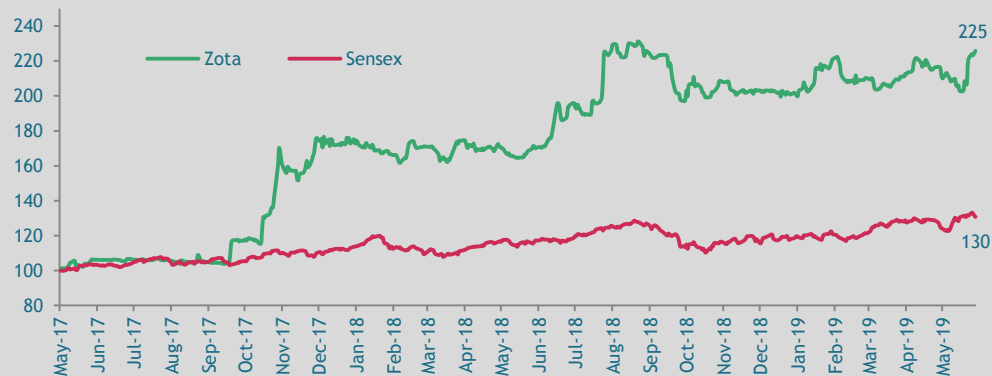
Stock Information

- **Market cap (INR) - INR 50,004.6 Lakhs** (as on 7th June 19)
- **Shares outstanding - 175.4 Lakhs** (as on 31st March 2019)
- **Exchange code: ZOTA (NSE)**
- **Bloomberg code: ZOTA:IN**

Shareholding Pattern as on 31st March 2019



Relative stock price vs BSE Sensex



(as on 7th June 2019)

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)

