



August 16, 2024

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: Press Release on Unaudited Financial Results for the quarter ended June 30, 2024**

With reference to the captioned subject; we, Zota Health Care Limited are forwarding herewith enclosed a copy of press release on Unaudited Financial Results for the quarter ended June 30, 2024.

This is for your information and record.

Thanking you,

Yours faithfully,

For **Zota Health Care Limited**

**Ashvin Variya**  
**(Company Secretary & Compliance Officer)**  
**Place: Surat**

Encl: Press Release

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CIN: L24231GJ2000PLC038352

**Davaindia Continues Rapid Expansion: Bolsters reach with 1,032 Stores nationwide.**

*Q1FY25 Consolidated Revenues grew to ₹56.3 Crores: 46% YoY growth;*

*Consolidated Gross profit stood at ₹29.9 Crores; 100% YoY growth.*

*Q1FY25 Davaindia-GMV stood at Rs. 4,658 Lakhs*

**Surat, 16 August 2024:** Zota Health Care Limited, one of the leading pharmaceutical companies with an aim is to provide affordable, high-quality, generic medicines predominantly for chronic conditions, in addition to proprietary medicinal, OTC, ayurvedic, cosmetic, and nutraceutical products, announced financial results for the first quarter of the financial year 2025 period ended 30<sup>th</sup> June 2024.

**Q1FY25 Business Highlights:**

Particulars	Q1FY25			Q1FY24		
	COCO	FOFO	Total	COCO	FOFO	Total
Total No. of Davaindia stores*	387	645	1,032	114	534	648
Quarterly Footfall (lakhs)	8.6	8.9	17.6	3.7	6.5	10.2
GMV (₹ lakhs)	2,050	2,608	4,658	903	1,905	2,808
Average wallets spend (₹)	238	290	-	245	275	-

(\*As on 30<sup>th</sup> June 2024)

**Key Highlights for Q1FY25:**

- Added 152 stores in Q1FY25, Total no. of stores reaches 1,032
- In Q1FY25, Davaindia GMV stood at ₹4,658 lakhs as compared to ₹2,808 lakhs in Q1FY24
- Consolidated Total Revenue was ₹5,630 lakhs for Q1FY25 compared to ₹3,865 lakhs in Q1FY24, an increase of 46%.
- Consolidated Gross Profit stood at ₹2,996 lakhs compared to ₹1,496 lakhs during Q1FY24, a significant increase of 100%.

**Commenting on the Q1FY25 performance, Mr. Ketankumar Zota, Chairman, Zota Health Care Limited said,**

*“We are pleased to report a remarkable quarter for Zota Healthcare Limited as we continue to advance our mission of expanding the Davaindia network and democratizing access to essential healthcare resources. In Q1 FY25, our material subsidiary, M/s Davaindia Health Mart Limited, achieved a significant milestone by opening 134 new Company Owned Company Operated (COCO) stores, increasing our total COCO store count from 114 in Q1 FY24 to 387. This strategic expansion, combined with the opening of 18 new Franchisee Owned Franchisee Operated (FOFO) stores, bringing the total count to 645, has strengthened our presence across more than 25 states in India. Our focus on growing the COCO segment is yielding tangible results in our performance metrics.*

*The quarterly results reflect this positive trajectory, with footfalls increasing from 10.2 lakhs to 17.6 lakhs and Gross Merchandise Value (GMV) rising to ₹4,658 lakhs, up from ₹2,808 lakhs in Q1FY24. Additionally, the average wallet spend has climbed to ₹238 signaling a robust demand for our products. Since its inception, Davaindia has grown from a small network of four stores in 2017 to become a leading private-sector generic pharmacy chain, now boasting 1,032 active stores as of June 30, 2024. Our innovative asset-light model, which includes both COCO and FOFO formats, underscores our commitment to delivering high-quality, affordable medications and healthcare solutions. As we move forward, we remain dedicated to meeting the diverse healthcare needs of India's population and reinforcing our position at the forefront of the generic retail pharmacy sector.”*

**About Zota Health Care Limited:**

Zota Health Care Ltd. (Zota), listed on the NSE, has been a key player in the Indian healthcare industry since 2000. Headquartered in Surat, Zota's team of over 400 professionals drives its growth and strong market presence. The company specialises in the development, manufacturing, and marketing of high-quality pharmaceutical, ayurvedic, nutraceutical, and over-the-counter products.

Zota operates through three main divisions: marketing, export, and the retail pharmacy chain. In 2017, Zota launched Davaindia, a generic pharmacy chain offering over 2,000 SKUs of quality medicines. Davaindia's strategic business model ensures efficient management of the entire product life cycle through backward and forward integration.

Zota is renowned for its innovative Research and Development team, consistently investing in pioneering healthcare solutions, reinforcing its reputation in the industry. For more information, visit: [www.zotahealthcare.com](http://www.zotahealthcare.com)

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***Disclaimer:** Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political, or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. Zota Health Care Ltd. will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*