



February 13, 2025

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 December 31, 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 December 31, 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 Strengthens National Presence with 1,413 Operational Stores; Expands COCO Stores to 707 Locations.

Q3FY25 Consol Revenues grew to ₹ 7,212 lakhs: 54% YoY growth; Gross profit stood at ₹4,029 lakhs; 87% YoY growth.

Q3FY25 Davaindia-GMV stood at ₹ 6,668 Lakhs

Surat, 13 February 2025:

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 Third quarter & Nine Months period ended 31st December 2024.

Q3 FY25 Business Highlights:

Particulars	Q3FY25			Q3FY24		
	COCO	FOFO	Total	COCO	FOFO	Total
Total No. of Davaindia stores*	707	706	1,413	154	607	761
Quarterly Footfall (lakhs)	15.67	11.32	26.99	5.4	8.1	13.5
GMV (₹ lakhs)	₹ 3,507	₹ 3,161	₹ 6,668	₹ 1,346	₹ 2,328	₹ 3,674
Average wallets spend (₹)	₹ 224	₹ 279	₹ 247	₹ 249	₹ 271	₹ 272

(*As on 28th January 2025)

9M FY25 Business Highlights:

Particulars	9MFY25			9MFY24		
	COCO	FOFO	Total	COCO	FOFO	Total
Total No. of Davaindia stores*	707	706	1,413	154	607	761
Nine Months Footfall (lakhs)	42.16	30.68	72.84	13.8	22.7	36.5
GMV (₹ lakhs)	₹ 8,271	₹ 8,609	₹ 16,880	₹ 3,403	₹ 6,233	₹ 9,636
Average wallets spend (₹)	₹ 196	₹ 281	₹ 232	₹ 247	₹ 269	₹ 264

(*As on 28th January 2025)

Key Highlights for Q3FY25:

- Added 164 COCO & 31 FOFO stores in Q3FY25.
- In Q3FY25, GMV stood at ₹ 6,668 lakhs as compared to ₹ 3,674 lakhs in Q3FY24.
- Revenue from operation was ₹ 7,212 lakhs for Q3FY25 compared to ₹ 4,693 lakhs in Q3FY24, an increase of 54%.
- Gross Profit stood at ₹ 4,029 lakhs compared to ₹ 2,156 lakhs during Q3FY24, a significant increase of 87%.

Commenting on the Q3FY25 performance, Mr. Ketan Kumar Zota, Chairman, Zota Health Care Limited said, “We are delighted to report another strong quarter for Zota Healthcare, as we continue to drive affordable healthcare access through our rapidly growing Davaindia stores. Indian pharmaceutical market is witnessing a significant shift toward generic medicines, driven by their cost-effectiveness, favourable government initiatives, and the increasing prevalence of chronic diseases. This shift aligns perfectly with our vision, and we are well-positioned to lead this transformation.

During the quarter, we added **195** new stores, which includes **164** COCO stores & **31** FOFO stores. To drive sustainable growth, we're focusing on self-operated COCO stores, with a goal of adding **1,000** more by **FY26**. On the financial front, we've delivered a strong performance: Davaindia GMV rose to **₹6,668 lakhs**, footfalls increased to **26.99 lakhs**, and Total Consol revenue grew by **54% YoY to ₹7,212 lakhs**. Gross profit also saw robust growth of **87% YoY**, reaching **₹4,029 lakhs**, a testament to our operational strength and customer loyalty.

As we move forward, our focus remains on reaching more communities, expanding our network, and staying true to our vision of making quality healthcare affordable and accessible for all”

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 470 professionals drives its growth and strong market presence. The company specializes 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

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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.*