

April 07, 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: Intimation of Schedule of Analyst/ Institutional Investor Meeting and Presentation thereto

Ref.: Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

With reference to the captioned subject and pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; we, Zota Health Care Limited (the “Company”) would like to inform you that officials of the Company shall be attending the following conference of Analysts / Institutional investors:

Date	Conference	Venue	Mode of Meeting	Type of Meeting
Friday, April 11, 2025	Singularity Summit 2025 organized by Singularity AMC	Mumbai	In person	One-on-One and/ or Group

The Presentation which shall be presented during the aforementioned conference is enclosed herewith.

Thanking you,

Yours faithfully,

For **Zota Health Care Limited**

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

Encl: a/a

Registered Office:

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Sagrampura, Surat-395002 Ph: +91 261 2331601
Email: info@zotahealthcare.com
Web: www.zotahealthcare.com
CIN: L24231GJ2000PLC038352

Zota Health Care Limited

April 2025



Zota Healthcare At a Glance



DavaIndia

A Fast-Growing Chain:
Rapidly expanding in the
retail generic pharmacy
space with 100% Private
Label Products



Affordable Medicines

Offers generics at 30% to
90% lower prices than
branded drugs



Seasoned Promoters

Led by founders with 35+
years of pharma industry
expertise



Strong Leadership

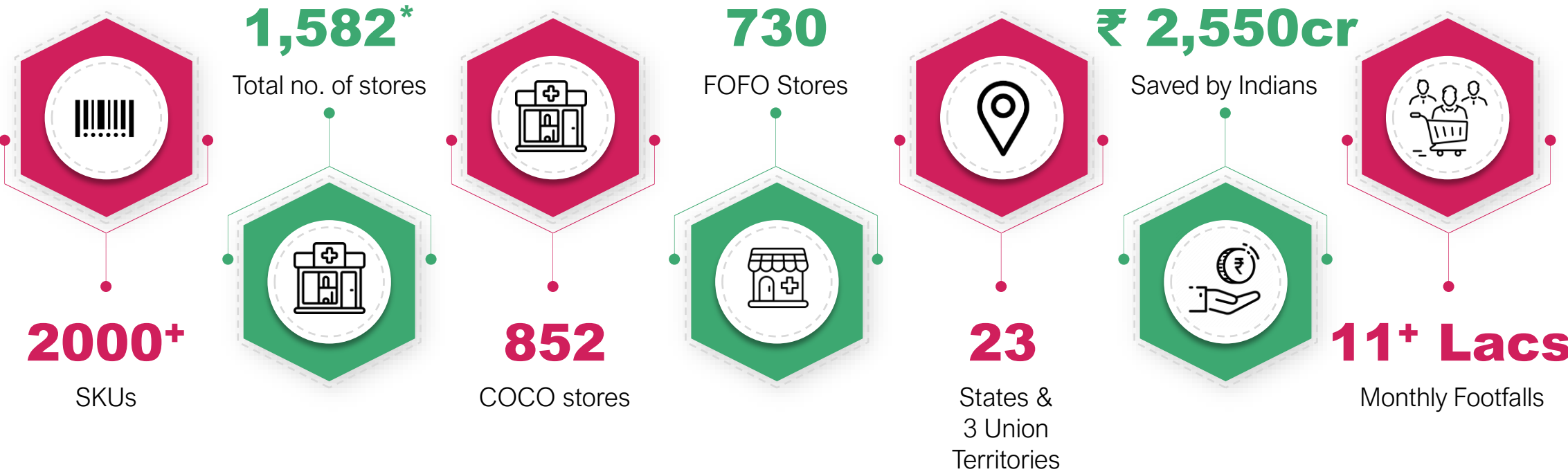
Professionally driven by a
CEO with vast pharma retail
knowledge

Davaindia - Retail Pharmacy Chain



Revolutionizing the generic pharmacy industry with affordable, accessible, quality healthcare solutions through retail pharmacies' chain.

*As of 31st March 2025



Davaindia Presence

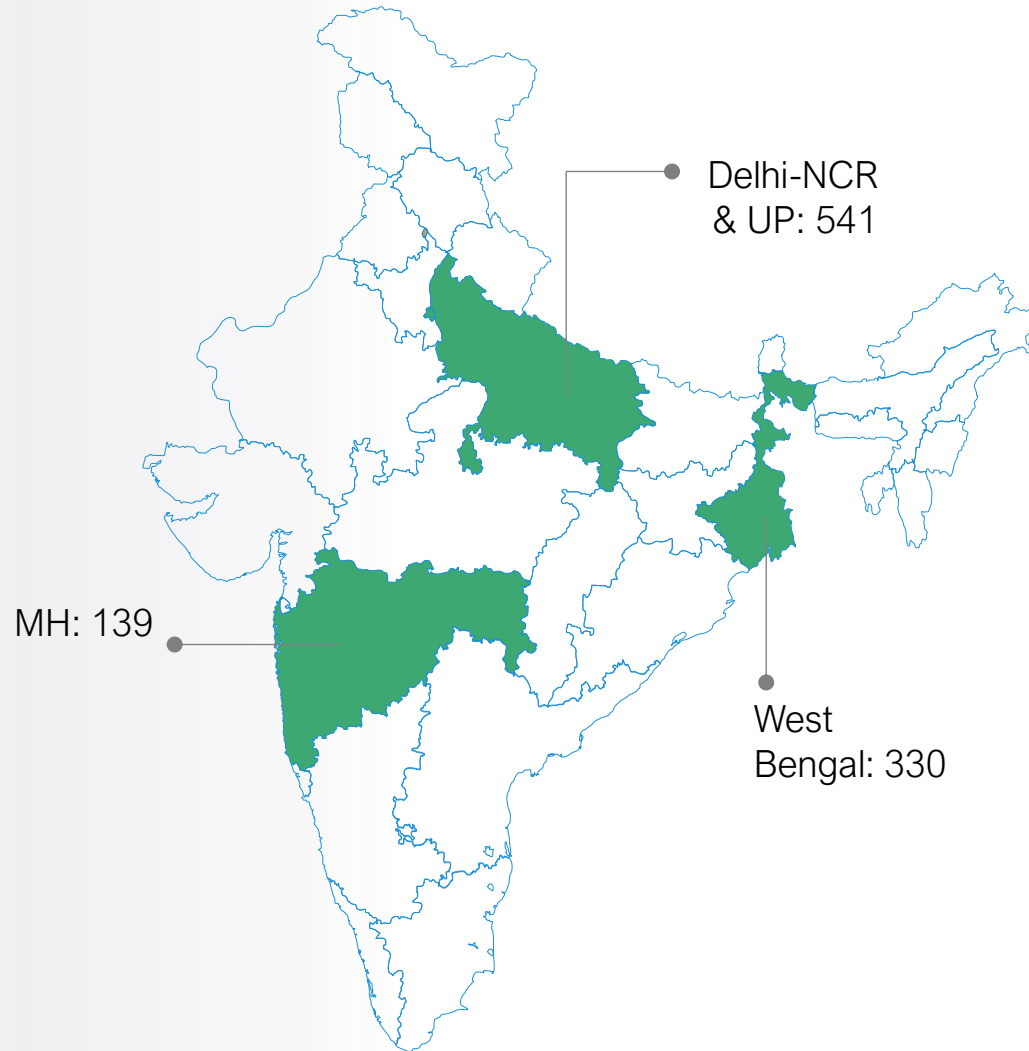
States	COCO	FOFO	Total
West Bengal	218	112	330
Uttar Pradesh	172	154	326
Maharashtra	100	39	139
Delhi	82	32	114
Haryana	55	46	101
Odisha	2	99	101
Gujarat	22	46	68
Madhya Pradesh	10	53	63
Kerala	50	8	58
Rajasthan	31	27	58
Telangana	33	4	37
Uttarakhand	29	7	36
Karnataka	23	8	31
Punjab	22	6	28
Bihar	0	26	26
Tripura	0	15	15
Jammu & Kashmir	0	11	11
Assam	0	9	9
Jharkhand	0	9	9
Tamil Nadu	0	8	8
Himachal Pradesh	1	3	4
Arunachal Pradesh	0	3	3
Andhra Pradesh	0	2	2
Goa	0	2	2
Pondicherry	2	0	2
Daman & Diu	0	1	1
Total	852	730	1,582



2 store Variants

- Company-Owned Company-Operated (COCO)
- Franchisee-Owned Franchisee-Operated (FOFO)

Davaindia – Cluster based approach



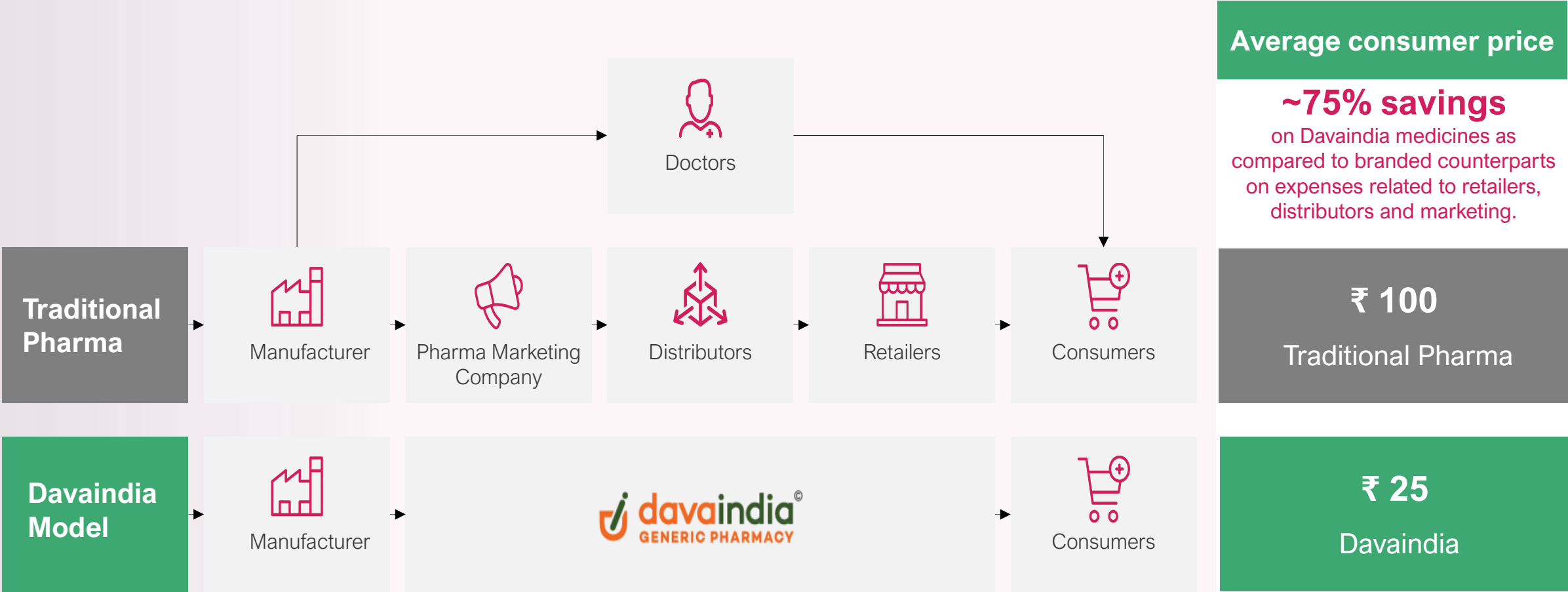
Davaindia

- Adopted cluster based approach
- Having strong presence in Uttar Pradesh, West Bengal, Maharashtra and Delhi

Davaindia - Eliminating traditional supply chain



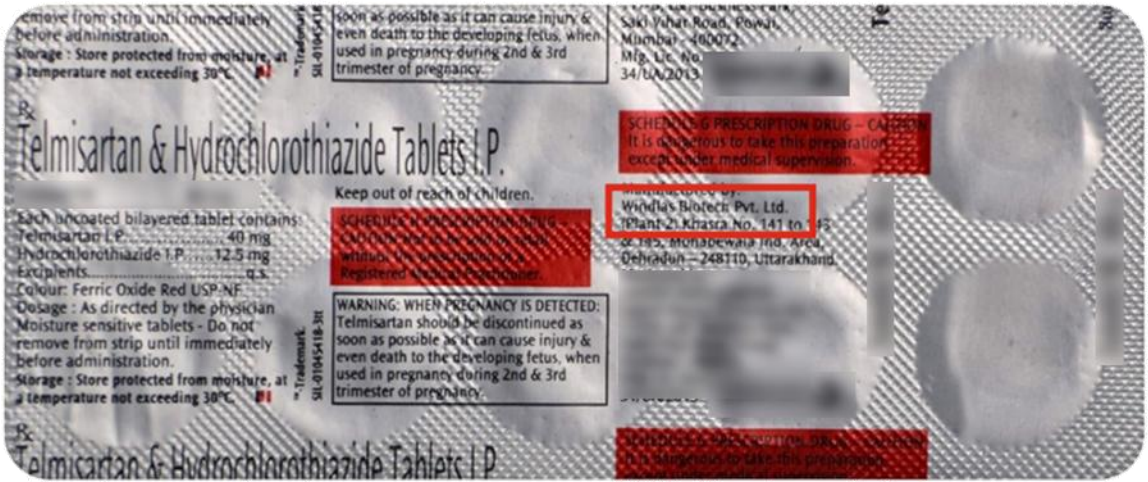
By sourcing directly from manufacturers and selling straight to consumers, traditional pharma supply chain is eliminated & the cost benefits are transferred to the consumer



Davaindia – sourcing from India’s top most WHO & GMP certified CMDO players



Tablet	Telmisartan 40 mg & Hydrochlorothiazide 12.5 mg	
Manufacturer	Same Manufacturer	
Marketed By	Foreign Pharma MNC	Davaindia
MRP	₹ 187.9	₹ 25.0



Manufactured by:
Windlas Biotech Limited

Marketed By:
Foreign Pharma MNC

MRP: 187.9 /- Per Strip



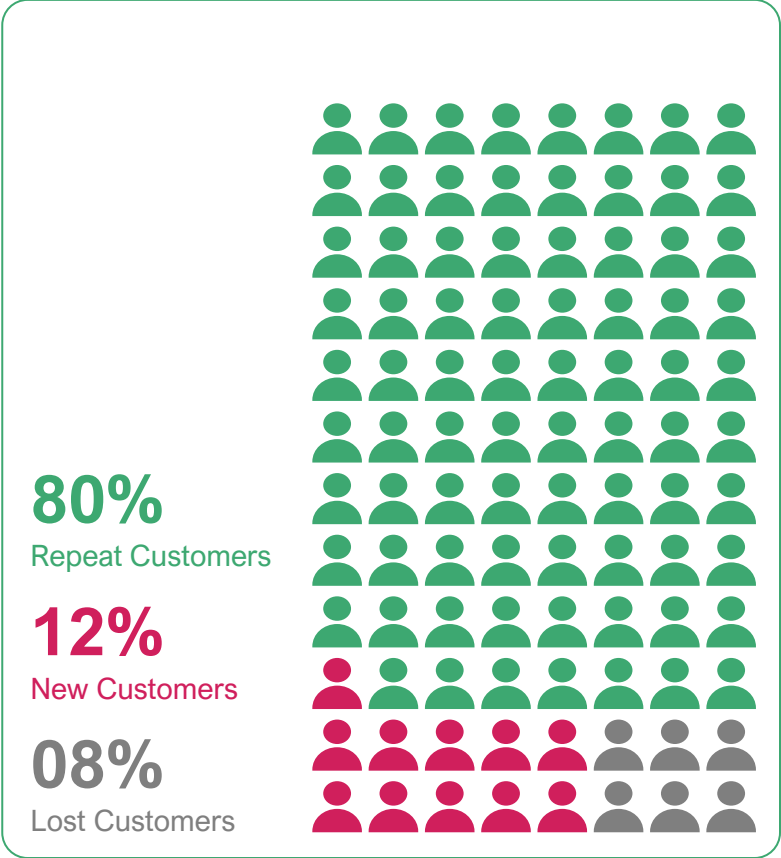
Manufactured by:
Windlas Biotech Limited

Marketed By:
Davaindia

MRP: 25 /- Per Strip

Healthy Repeats

Total Average
(in %)

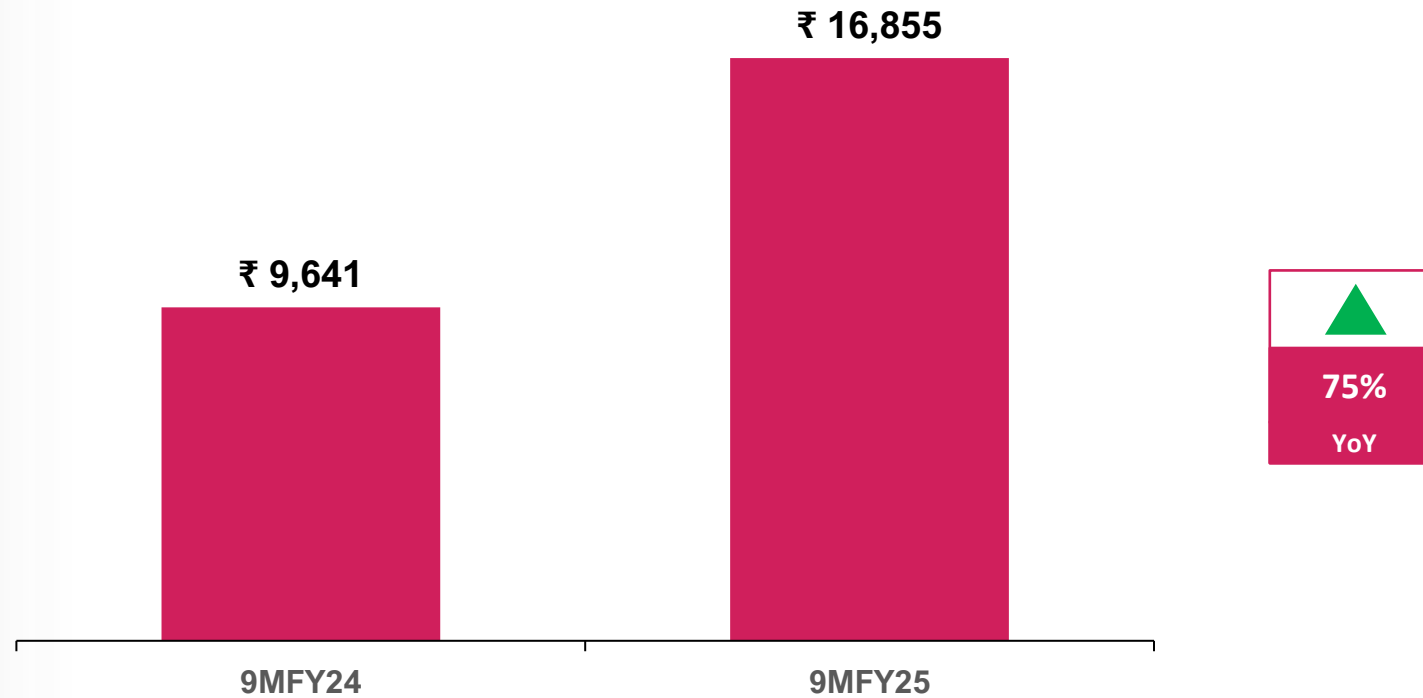


With a strong base of 80% repeat customers, Davaindia demonstrates a high level of customer satisfaction and loyalty.

Financial Snapshot

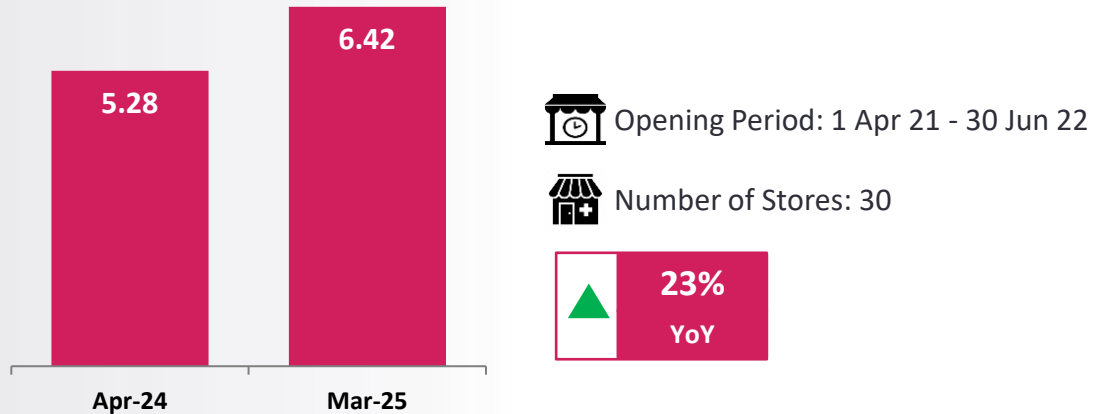
Davaindia GMV

₹ lakhs

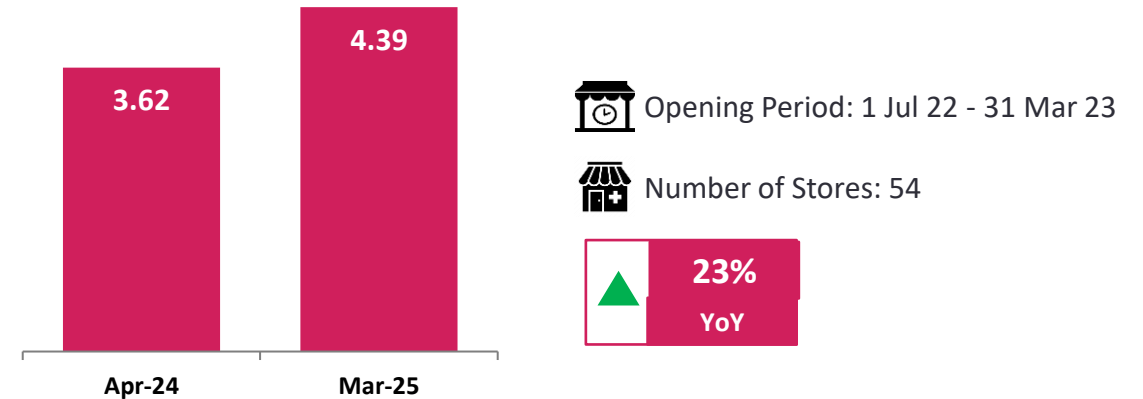


Same Store Growth: Period-wise Analysis

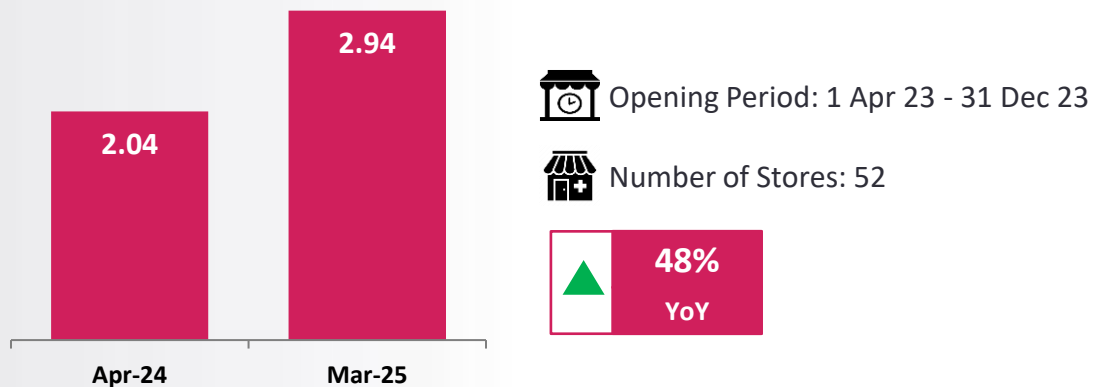
(36+ Months)



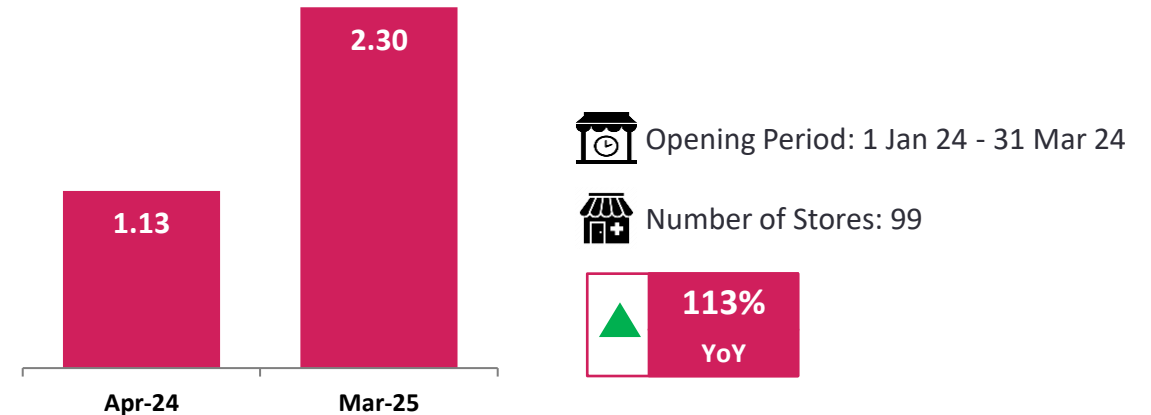
(24+ Months)



(15+ Months)



(12+ Months)



- Same-store growth reflects strong performance across all periods, with mature stores ensuring stability and newer stores showing rapid growth momentum

Typical Matured Store Monthly Analysis



Gross GMV

₹ 6.40 Lakhs



GROSS PROFIT

₹ 3.36 Lakhs



TOTAL EXPENSES

₹ 1.50 Lakhs



EBITDA PER STORE

₹ 1.86 Lakhs

Particulars (₹ lakhs)

Gross GMV ₹ 6.40 lakhs

Net GMV (Net of GST) ₹ 5.60 lakhs

Gross Profit ₹ 3.36 lakhs

Gross Margin 60%

Expenses

Rent ₹ 0.50 lakhs

Salary ₹ 0.80 lakhs

Other Expenses ₹ 0.20 lakhs

Total Expenses ₹ 1.50 lakhs

Store Level EBITDA ₹ 1.86 lakhs

EBITDA Margin 33%

Nationwide Reach

Serving 1,759 PIN codes across 100+ cities via COCO stores.



Swift Delivery

Hyperlocal deliveries in under 60 minutes



Digital Growth

19.3K app installs in Beta version.



Our vision is to mark our presence in the healthcare sector by serving each and every individual, and becoming a global leader in the pharmaceutical, nutraceutical, and ayurvedic industry by ensuring high-quality standards and cost-effective products

Thank You

Safe Harbour

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