

June 05, 2018

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 for Investor Presentation

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

Refer to the captioned subject we, Zota Health Care Limited (the "Company") are hereby submitting Investor Presentation June 2018.

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 HEALTH CARE LIMITED

FY18 RESULT PRESENTATION

JUNE 2018

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

7

Davaindia

11

Business Outlook & Strategy

16

Financial Summary

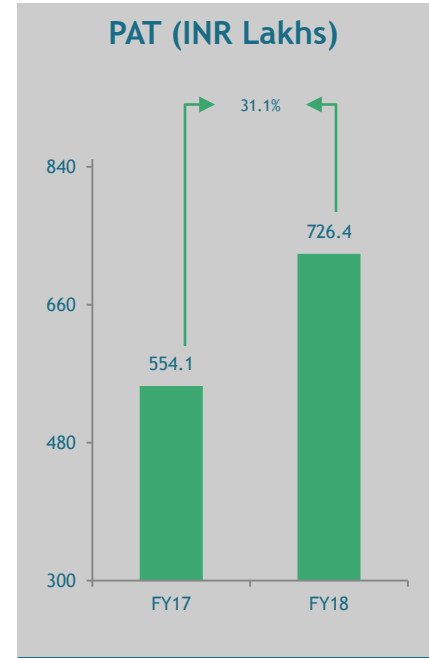
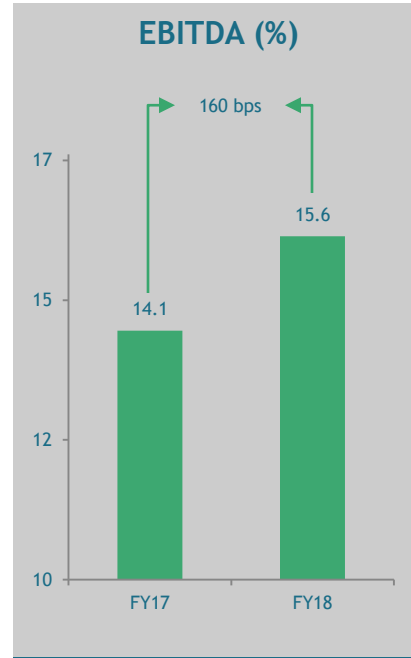
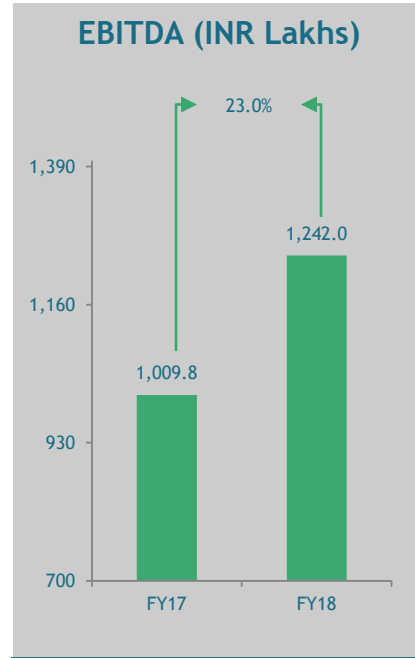
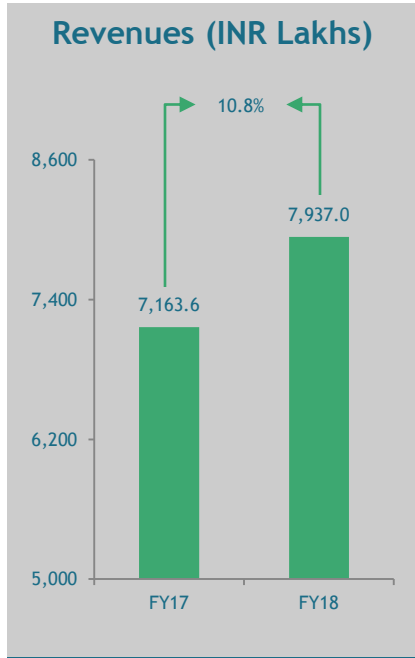
18

Annexure

21

Result highlights

Yearly financial highlights (FY18 vs. FY17)

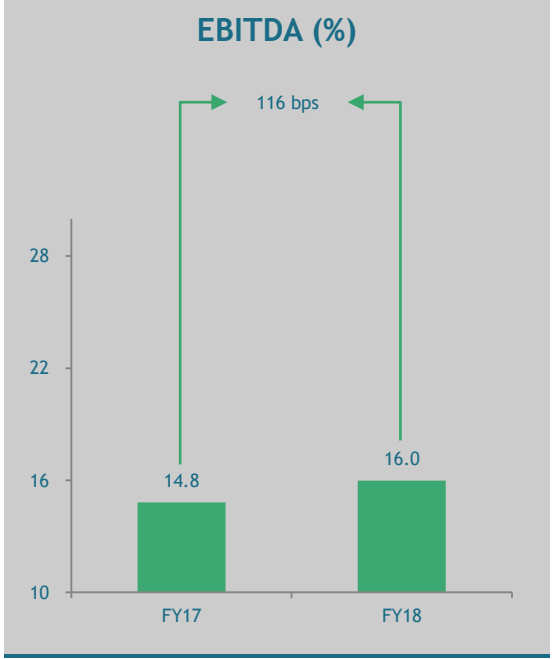
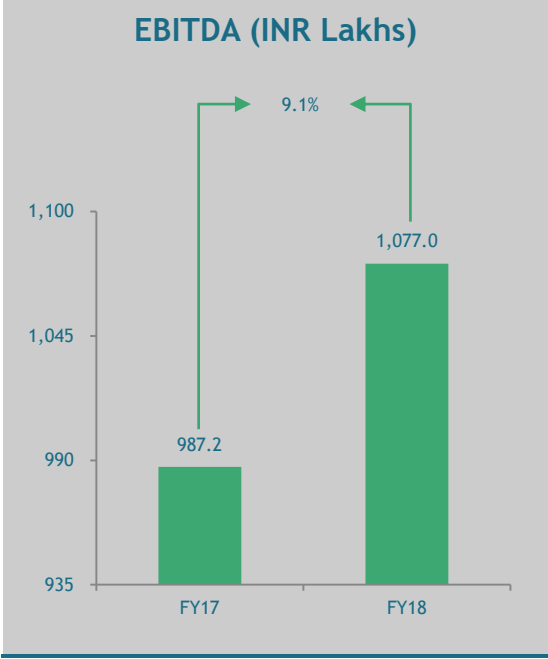
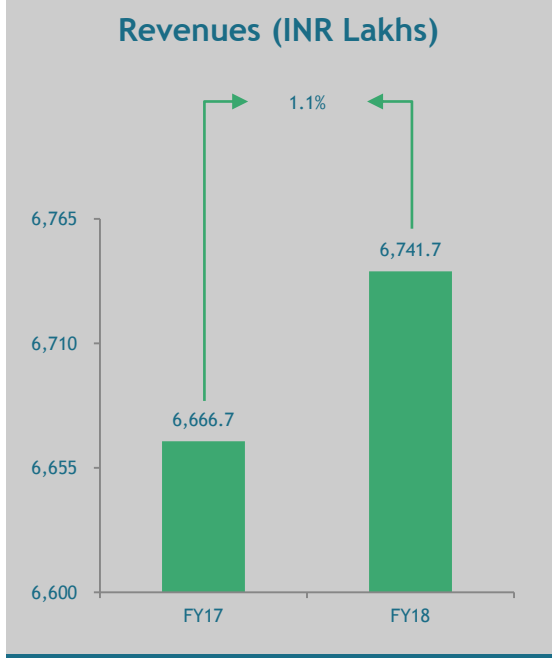


Management commentary

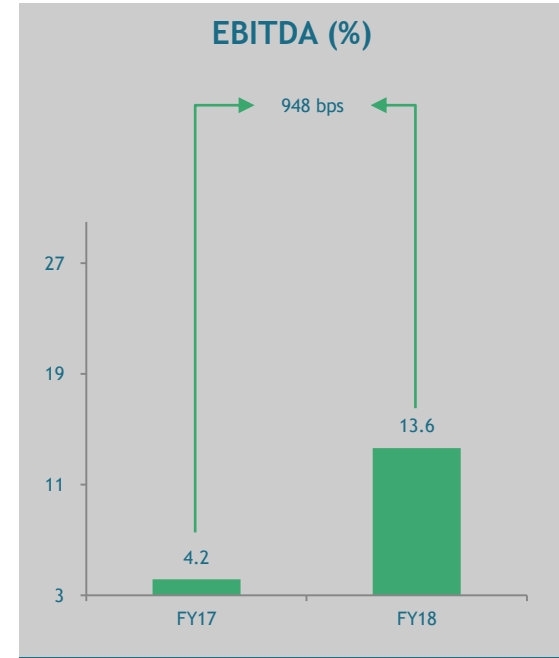
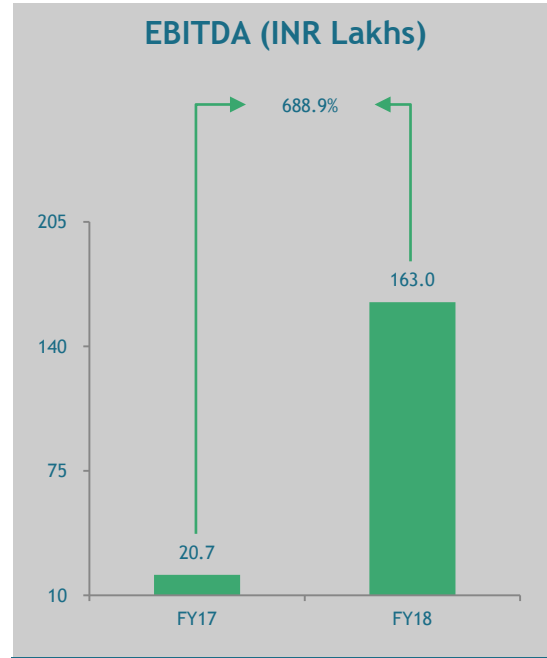
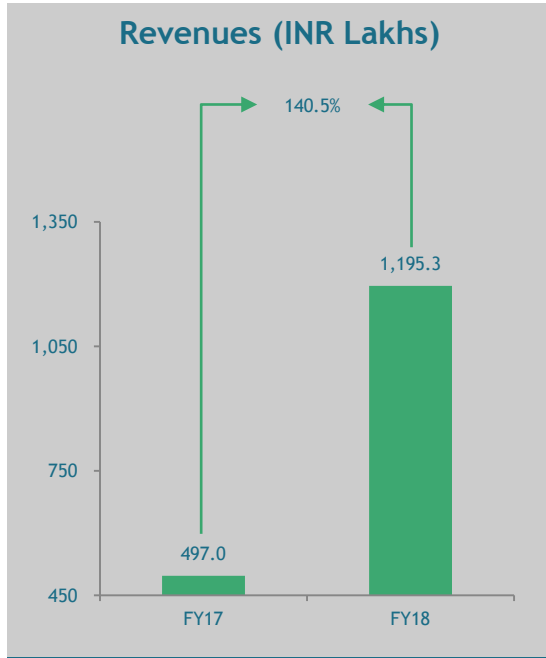
- Revenues for the FY18 was higher by 10.8% YoY to Rs 7,937.0 lakhs, backed by strong growth in export business
- EBITDA rose 23% YoY to Rs 1,242.0 lakhs aided by lower other expenses
- PAT grew 31.5% YoY to Rs 726.8 Lakhs backed by lower interest costs and higher other income
- In coming year apart from trading and manufacturing of pharmaceutical products Company's prime focus shall be on DAVAINDIA "the Retail Generic Pharmacy Chain".
- In DAVAINDIA the Company has launched product range covering pharmaceutical as well as OTC, Nutraceutical, GYM and Cosmetics products.

Operational Metrics

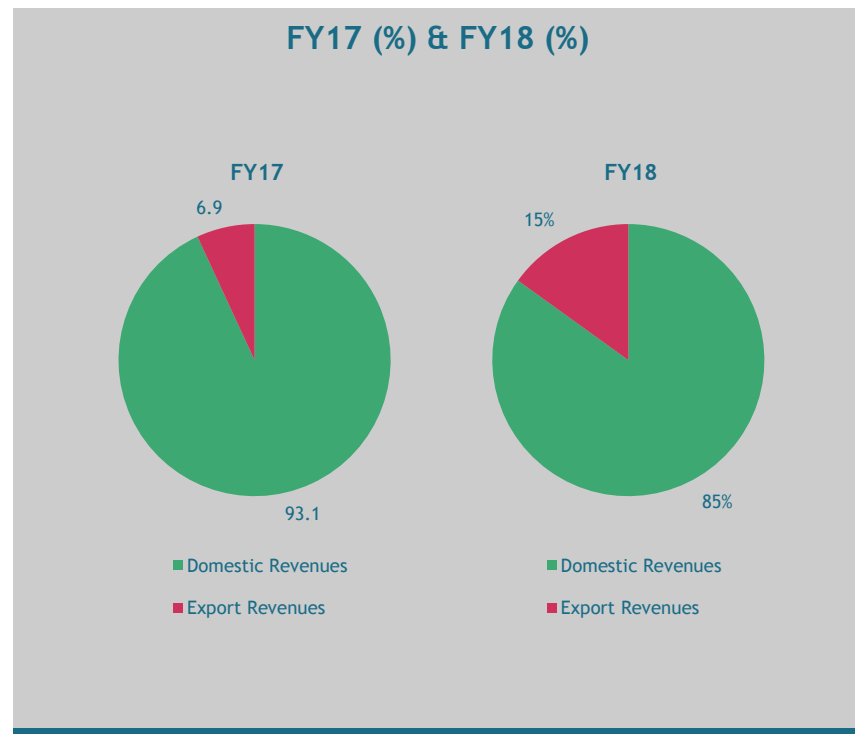
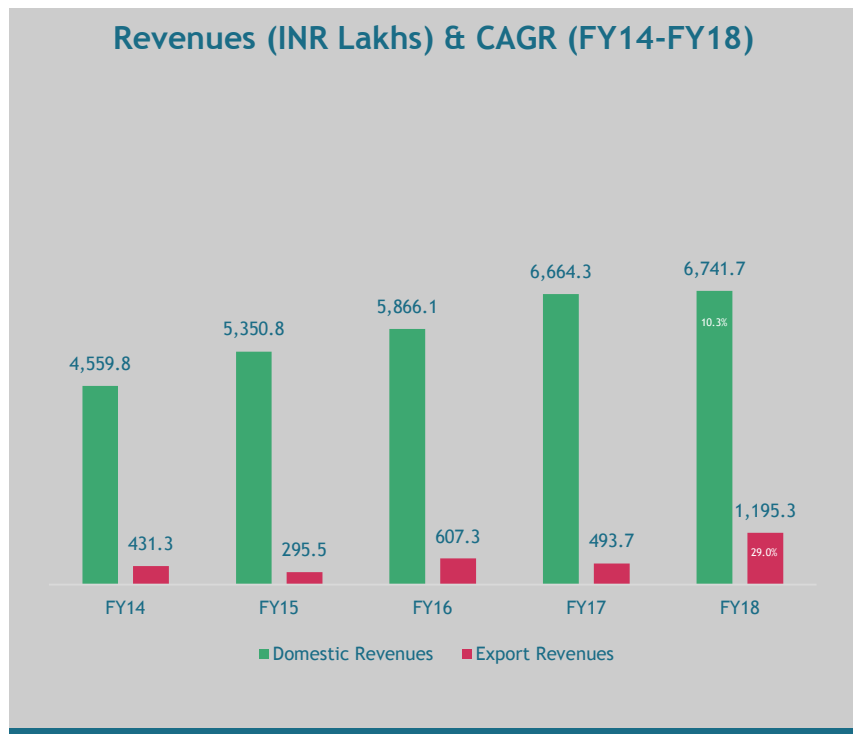
Operational Metrics - Domestic



Operational Metrics - Exports



Operational Metrics - Annual Revenue Mix



Davaindia



dava vahi, daam sahi



Davaindia

- Commenced operations in October,2017. Retail pharmacy chain selling generic medicines at a reasonable price
- Focused on chronic ailments - Cardiac, Diabetic, Thyroid and Neuropsychiatric
- 74,600 customers serviced in 2HFY18. Average wallet spends per client risen from Rs.58 to Rs.149 during 2HFY18
- Company has entered into an agreement with Franchisee India Partners Private Limited for roll out 3000 DAVAINDIA Generic Pharmacy outlets by May, 2020
- DAVAINDIA is India's only retail generic pharmacy in which 90% products are private label products (i.e. DAVAINDIA's own brand)

DavaIndia footprint across cities

DavaIndia Locations

Ahmedabad

Maninagar, Vastrapur, Memnagan, Akhbar nagar, Isanpur, Vejalpur, Stadium circle, Odhav, new Vasna, Nikol, Chankyapupi, Bopal, Chandlodia

Surat

Adajan, Bhagal, Bhatar, CityLight, Nanpura, Pal Road, Parvat Patia, Yogi Chowk

Navsari

Station road, Charpul

Other cities

Bardoli, GandhiNagar, Vijapur, Visnagar, Bilimora, Mahesana, Himmatnagar, Idar, Nadiad, Patan, Badoli, Kudasana, Jabalpur

Davaindia - Rollout in collaboration with franchisee India Pvt Ltd



FY19E: (1000 OUTLETS)

TERM	New Stores addition
Quarter 1 & 2: (June + July to September)	225
Quarter 3: (October to December)	375
Quarter 4: (January to March)	400

FY20E: (1500 OUTLETS)

TERM	New Stores addition
Quarter 1: (April to June)	250
Quarter 2: (July to September)	350
Quarter 3: (October to December)	400
Quarter 4: (January to March)	500

FY21E: (500 OUTLETS)

TERM	New Stores addition
Quarter 1: (April to May)	500

Total 3000 DAVAINDIA outlets by May, 2020



Business Outlook & Strategy

Business performance and outlook

- Domestic business is expected to continue to grow at steady rate of 10%-15% in FY19E
- Export revenues are expected to grow at a faster rate of 50%-60% in FY19E
- Confident of adding 800 to 1,000 DAVA India stores across Gujarat, Maharashtra, Madhya Pradesh (MP), Rajasthan and Pan India basis.

Financial Summary

Profit & Loss Statement - Annually

Particulars (INR Lakhs)	FY14	FY15	FY16	FY17	FY18
Income from Operations	5,011.2	5,646.3	6,473.3	7,158.0	7,785.2
Other Income	10.2	1.4	7.7	5.6	151.9
Total Income	5,021.4	5,647.8	6,481.0	7,163.6	7,937.0
Operating Expenses	4,362.0	4,796.5	5,516.8	6,153.8	6,695.0
EBITDA	659.4	851.3	964.2	1,009.8	1,242.0
Margin %	13.2	15.1	14.9	14.1	16.0
Depreciation	120.7	150.6	123.5	105.4	93.7
EBIT	538.7	700.7	840.8	904.4	1,148.3
Margin %	10.7	12.4	13.0	12.6	14.8
Financial Charges	71.4	66.5	68.3	68.2	12.1
PBT	467.3	634.2	772.4	836.2	1,136.2
Margin %	9.3	11.2	11.9	11.7	14.6
Tax	156.0	207.6	261.5	282.1	407.4
PAT	311.3	426.7	510.9	554.1	726.8
Margin %	6.2	7.6	7.9	7.7	9.3
EPS	2.6	3.0	3.6	3.9	4.1

Balance Sheet & Key Ratios

Particulars (INR Lakhs)	FY14	FY15	FY16	FY17	FY18
Share capital	1,196.9	1,436.3	1,436.3	1,436.3	1,754.3
Reserves and Surplus	384.2	395.7	707.8	1,262.0	5,223.4
Non-current liabilities	482.3	524.6	256.4	455.0	49.2
Current liabilities	1,420.7	1,681.7	2,004.6	2,227.2	2,152.5
Total Equity and Liabilities	3,484.1	4,038.4	4,405.2	5,380.5	9,179.4
Non-current assets	926.3	842.4	855.6	932.5	3,605.4
Current assets	2,557.8	3,196.0	3,549.5	4,447.9	5,574.1
Total Assets	3,484.1	4,038.4	4,405.2	5,380.5	9,179.4

Key Ratios	FY14	FY15	FY16	FY17	FY18
RoCE (%)	19.7	23.3	23.8	20.5	10.4
RoE (%)	17.4	20.0	23.5	19.3	10.5
Net debt to equity (x)	0.3	0.3	0.1	0.1	0.0
Interest coverage (x)	7.5	10.5	12.3	13.3	94.8
Inventory days	91.2	113.9	92.1	121.9	113.8
Receivables days	77.8	75.6	89.0	87.1	107.5
Payable days	395.8	383.0	409.1	408.9	377.7

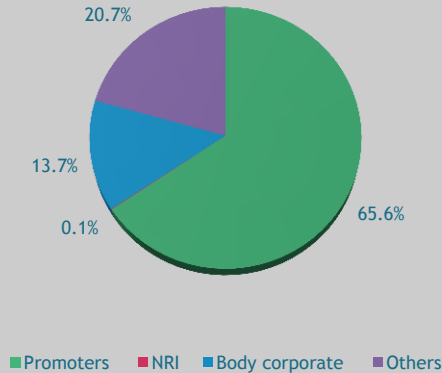
Annexure

Stock information

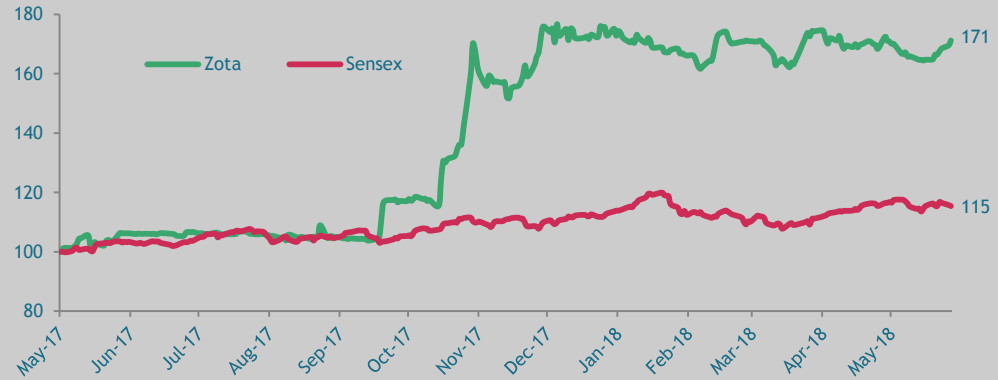
Stock codes

- Market cap (INR) - INR 37,718.2 Lakhs (As on 5th June 18)
- Shares outstanding - 175.4 Lakhs (As on 31st March 2018)
- Exchange code: ZOTA (NSE)
- Bloomberg code: ZOTA:IN

Shareholding Pattern as on 31st March 2018



Relative stock price vs BSE Sensex (As on 5th June 2018)



Contact us

Media contact

Name : Ashvin Variya

Email id : cszota@zotahealthcare.com

Admin Office address

"ZOTA HOUSE", 2/896, Hira Modi
Street, Sagrampura,
Surat-395002(Gujarat)

