

November 06, 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: Investor Presentation

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

With reference to the captioned subject we, Zota Health Care Limited are submitting herewith enclosed the Investor Presentation under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

The above information will also be available on the website of the Company at www.zotahealthcare.com.

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: a/a

Registered Office:

Zota House, 2/896, Hira Modi Street,
Sagrampura, Surat-395002 Ph: +91 261 2331601
Email: info@zotahealthcare.com
Web: www.zotahealthcare.com

CIN: L24231GJ2000PLC038352



Investor Presentation

Zota Health Care Limited

Safe Harbour



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 to 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 advised to compare the data provided in the presentation with the full financial results available on the website of the Company as well as on the website of the NSE.

This presentation contains “forward-looking statements”, including “future oriented financial information” and “financial outlook”. These forward-looking statements are based on management’s current expectations and beliefs and are subject to uncertainty. Actual results may vary from the information contained in this presentation due to changes in government policies, regulations, economics reforms, natural calamities, competition, technology, etc. The company is not under any obligation to provide any update or alter forward looking statements, whether as a result of any new information or future events.

Company Overview



Zota Health Care Limited At a Glance



Zota Health Care Limited a publicly listed company on NSE, has established a significant footprint in the Indian healthcare sector since its inception in 2000.



Headquartered in Surat, Gujarat.



Davaindia, launched in October 2017, is a retail generic pharmacy chain that provides quality generic medicines consisting of 2,000+ SKUs.

Business Verticals

Davaindia	→	2,000+	SKUs in Davaindia portfolio	2,055+	Operational Davaindia Stores*	<div> 1,207 COCO Stores* </div> <div> 848 FOFO Stores* </div>
Domestic Marketing Business	→	4,000+	Products covering major therapeutic segments	1,050+	Distributors currently, present across India	WHO-GMP Recognized manufacturing partners
Exports	→	30+	Exports markets served	250+	Formulations manufactured for exports	325 Product approvals received out of 586 dossiers applications
Everyday Herbal Group	→	65.98% stake in Everyday Herbal Beauty Care Private Limited and 56% stake in Everyday Herbal Beauty and Wellness Care Private Limited strengthens Zota Health Care Limited's supply chain and product development capabilities			Expands the product portfolio in over-the-counter (OTC) category	

Financial Highlights

(FY25 - Consolidated)

Total Revenue

₹ 29,297.28 lakhs

Gross Merchandise Value

₹ 24,562 lakhs

*As of September 30, 2025

Our Journey



Foundational Steps In Domestic Marketing

2000

Zota Health Care - Incorporated

2004

Acquired all brand names of Sayona Medicare via an MOU

2007

Acquired Mexon Health Care Limited's trademark and brand, including Health Park Laboratories and Aaron Biotech divisions

2010

Zota Pharmaceuticals and Atoz Pharmaceuticals merged with Zota Health Care



Setting Up Formulations Export Business

2010

Inaugurated an export-oriented formulations manufacturing unit in Sachin, SEZ

2011

Commenced exports, expanding business to African countries

2012

Secured WHO-GMP approval for the manufacturing unit at SEZ

2013

Acquired trademark and brand names of Redix Lifecare

2014

Obtained regulatory approvals from Kenya (PPB) and Sri Lanka (CDDA) for the Sachin SEZ plant

2017

Received regulatory approval for SEZ plant from Tanzania (TFDA)

Listed on NSE - SME



Strengthening Core And Pioneering Davaindia

2017

Introduced Davaindia, a private sector generic pharmacy

2018

Achieved ₹10+ Cr in Export Sales; & 75+ Davaindia stores

2020

With over 250 outlets, Davaindia became the largest and fastest growing private sector generic pharmacy chain

2022

Davaindia secured its position as India's largest private sector generic pharmacy with over 500 locations nationwide

2021

Inception of COCO stores

2024

Everyday Herbal Group – 56% stake acquired, licensed by Khadi and Village Industrial Commission, Government of India.

2023

Total Davaindia stores reaching 600

2025*

Davaindia Expanded to 2055 no. of active stores with COCO 1207 & FOFO 848

Management Profile



Ketankumar Chandulal Zota
Chairman and Non-Executive Director



Moxesh Ketanbhai Zota
Managing Director



Dr. Sujit Paul
Group Chief Executive Officer



Himanshu Muktilal Zota
Whole-time Director

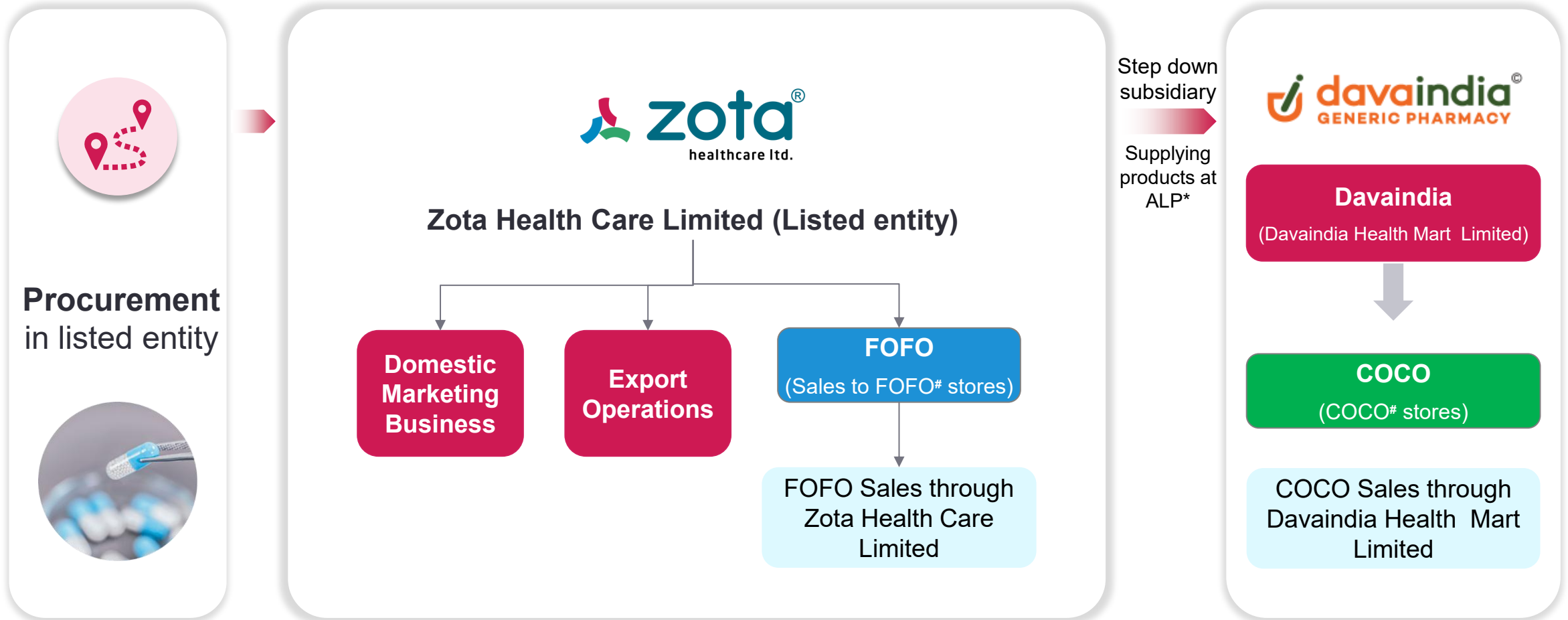


Kamlesh Rajanikant Zota
Whole-time Director



Viren Manukant Zota
Whole-time Director

Company's Business Structure

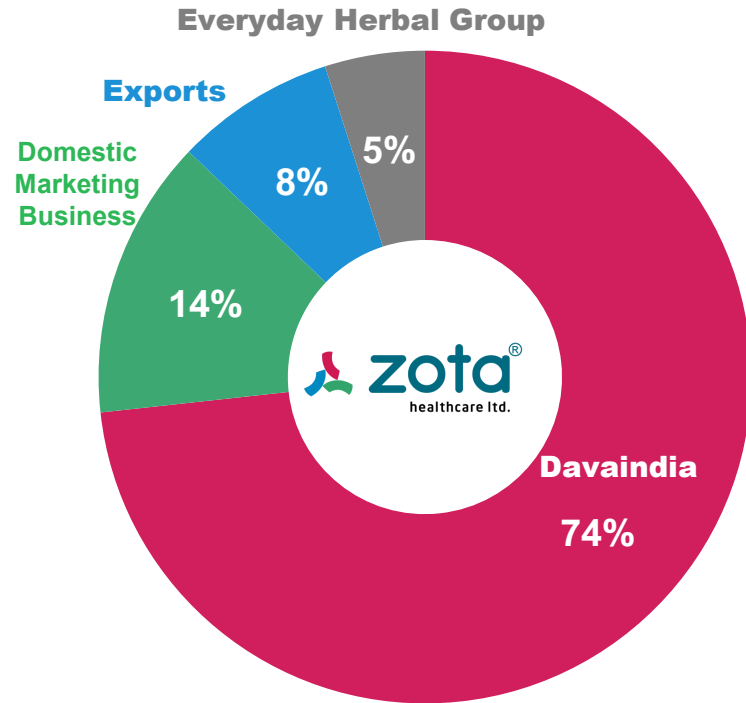


Business Overview & Industry Dynamics



Business Verticals

Revenue contribution (H1FY26)



Zota Health Care Limited is majorly driven by its retail generic pharmacy chain Davaindia

DAVAINDIA

- A Retail generic pharmacy chain providing quality generic medicines.
- Focuses only on private-label products in: Nutraceutical Formulations
- Medicinal | OTC | Ayurvedic | Cosmetic and Nutraceutical Formulations
- Key emphasis is on chronic therapies and ailments.
- COCO Stores are large format stores operated through our wholly-owned subsidiary, Davaindia Health Mart Limited.
- FOFO Stores are operated on an asset-light franchise operated model.

02 Store variants

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

30% – 90%

Savings on medicines as compared to equivalent branded generics

Large Store Network*

1,207 COCO stores
848 FOFO stores

100%

private labelled products

DOMESTIC MARKETING BUSINESS

- Procures finished dosage forms from domestic formulations manufactures and market them under own portfolio of brands
- Markets the products across the country through the distributors, who in turn, cater to retail pharmacies in their respective districts

1,050+

Distributors currently present across India

4,000+

Products covering major therapeutic segments

WHO-GMP

Partners with **WHO-GMP** recognized manufacturers

EXPORT Operations

- Commenced manufacturing operations in 2010 at Sachin (SEZ) unit
- The unit facilitates production of about 250 diverse formulations

325

Product approvals out of 586 dossiers applications

30+

Countries

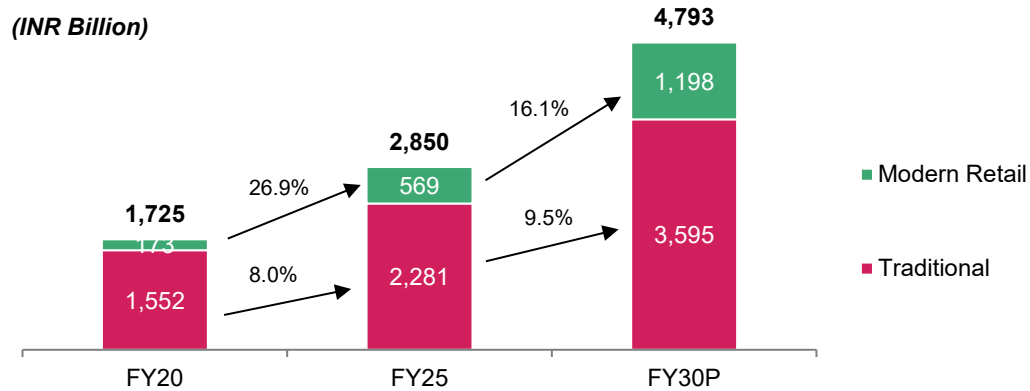
EVERYDAY HERBAL GROUP

Zota Health Care Limited's 65.98% stake in the Everyday Herbal Beauty Care Private Limited & 56% in Everyday Herbal Beauty and Wellness Care Private Limited demonstrates a strategic move toward backward integration. This integration strengthens the product portfolio, particularly in the over-the-counter (OTC) segment, a key contributor to revenue

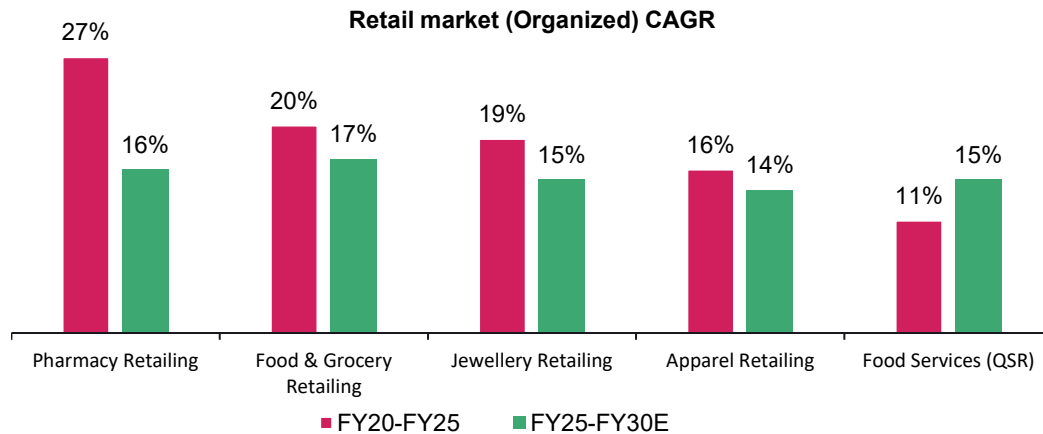
*As of September 30, 2025

Pharmacy Retail is a High Growth Opportunity within the Indian Retail Market

Indian Pharmacy Retail constitutes a large and expanding market opportunity



Pharmacy Retail Outpaces Broader Retail Growth in India



Operational Efficiency and Better Unit Economics drive Organized Pharmacy retail ahead of its Peers

Retail Segment	Pharmacy	Food & Grocery	Jewellery	Apparel	Food Services (QSR)
Average Revenue per sq.ft. per year (INR)	30,000-50,000	~24,000	~1,40,000	~20,000	~26,000
Inventory costs (INR lakhs)	10-20	28-30	3,000-4,000	~70	10-15
Inventory turnover	9-15x	12-15x	2x	3-4x	24x
Promotional expense ⁽¹⁾	~1%	1-2%	1-3%	5-7%	4-5%
Employee Costs ⁽¹⁾	3-5%	5-8%	1-2%	8-10%	9-12%
Capex (INR lakhs)	4-8	32-35	300-400	30-35	150-250
Store Level Payback Period	~3 yrs	~3 yrs	~3-4 yrs	~2-4 yrs	~3-4 yrs
Steady State Store-Level ROCE	45-50%	30-35%	20-25%	25-40%	25-35%
Penetration of Organized Retail ⁽²⁾	20%	9.5%	40%	45%	50%
Omni-channel readiness	High	High	Low	Medium	Medium
Share of Private Labels	5-10%	15-20%	100%	Varies	100%

Source: The Knowledge Company Research

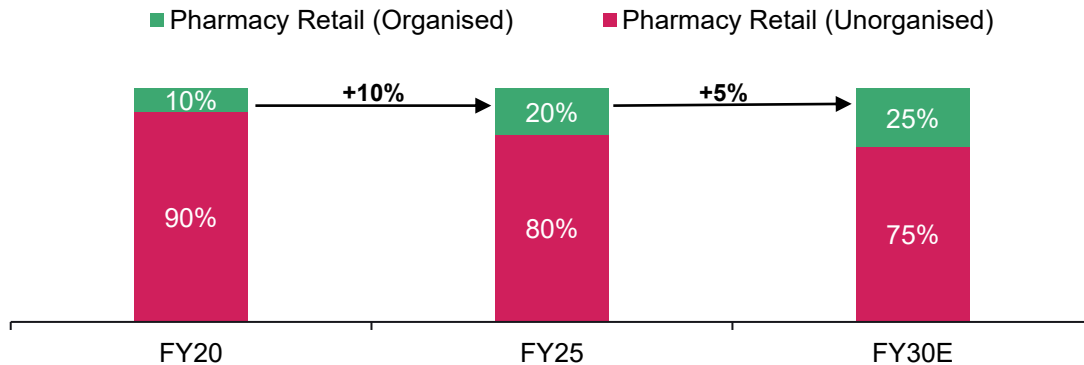
Notes: FY refers to financial year

(1) % of store revenue

(2) As of FY25

Zota Health Care Limited is strategically positioned to capitalize on the growth opportunities in Organized Pharmacy Retail

Organized Pharmacy Retail (by value) continues to Gain Momentum

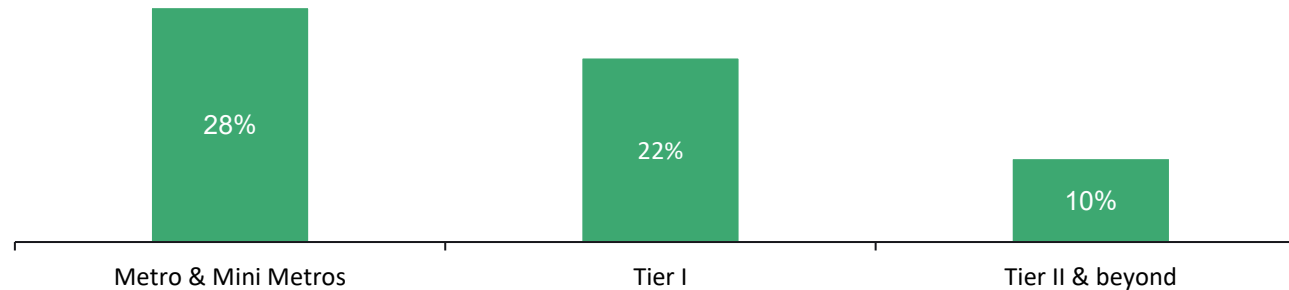


Growth Drivers for Organized Pharmacy Retail

- 1 Rising Urbanization
- 2 Increasing health awareness
- 3 Improved digital infrastructure
- 4 Convenience offered by omni-channel services
- 5 Consumers' preference for an enhanced retail experience
- 6 Wider product assortment
- 7 Assurance of authentic drugs
- 8 Transparent discounting

Zota Health Care Limited (Davaindia) is positioned to take advantage of very low organized penetration across segments

Pharmacy Retail (Organized) penetration for FY25



44.68% Growth in **Revenue**⁽¹⁾

63.20% Growth in **Stores**⁽²⁾

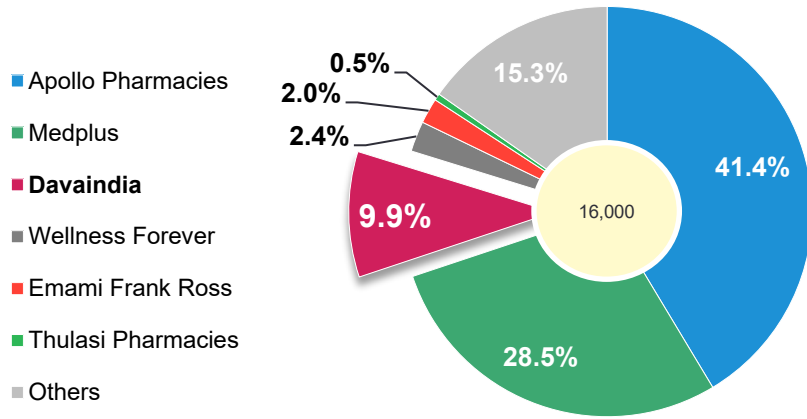
Source: The Knowledge Company Research

Notes: FY refers to financial year

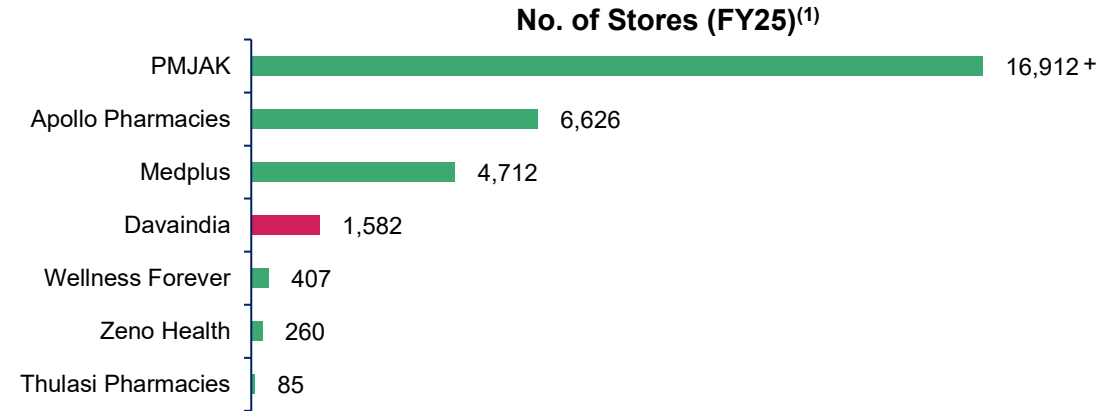
(1) Growth of revenue from operations of Zota Health Care Limited (Davaindia) for FY23-FY25 (2) Growth in stores of Davaindia from FY23-FY25

Zota Health Care Limited | One of the Leading players in Pharmacy Retail Market in India

Share of Key Players in Modern B&M Pharmacy Outlets (FY25)



Zota Health Care Limited is the third largest Private Pharmacy Retailer in India (by number of stores) as of FY25



Geographical Presence (States/UTs)	25/5	21/3	9/2	4/0	28/8	NA	2/0	3/0
No. of Cities (FY25)	300+	1,200+	700+	50	~800 ⁽²⁾	NA ⁽¹⁾	11	34
FY 25 ⁽³⁾								
Revenue - FY25 (Mn) ⁽³⁾	2,929.75	1,15,444.00	61,360.53	14,943.17	9,365.78	3,146.60	1,936.13	1,882.39
Gross Margin (%) ⁽³⁾	53.13%	20.37%	24.37%	28.03%	25.95%	16.61%	24.55%	16.27%
EBITDA Margin (%) ⁽³⁾	-1.96%	1.45%	7.94%	5.28%	16.93%	-22.03%	1.41%	1.93%
Working Capital Turnover Ratio ⁽³⁾	4.82	-8.34	5.32	14.73	1.81	2.01	-6.81	33.75
Inventory Turnover Ratio ⁽³⁾	1.72	7.82	3.46	4.59	2.22	6.08	7.31	6.50

Source: The Knowledge Company Research

Notes: FY refers to financial year. (1) TrueMeds has been left out as it is purely an e-commerce-based player. (2) Refers to number of districts. (3) FY24 data is provided for Wellness Forever, Pradhan Mantri Jan Aushadhi Kendra, TrueMeds, Zeno Health and Thulasi Pharmacies. Numbers of Apollo Pharmacy, TrueMeds, Thulasi, Zeno Health, Pradhan Mantri Jan Aushadhi Kendra are based on their FS (Standalone).

Zota Health Care Limited | Key Strengths

Strengths

- ▶ Exclusive focus on private label products in Davaindia
- ▶ Wide product range with manufacturing tie-up
- ▶ Pan-India customer reach and global presence
- ▶ Efficient supply chain management
- ▶ Focused marketing activities to help achieve faster store maturity
- ▶ Emphasis on COCO Model, which has helped growth
- ▶ Focus on chronic therapies which promote high repeat business
- ▶ Experienced Promoters and management team

DAVAINDIA



DavaIndia - Retail Pharmacy Chain data

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

2000+



SKUs

2,055*



Total no.
of stores

1,207*



COCO stores

848*



FOFO Stores

- Launched in October 2017, DavaIndia has rapidly grown into India's **leading private-sector generic pharmacy chain** expanded to **2,055 active stores as of September 30, 2025**
- Fundamentally driven by **providing quality generic medicines at substantial discounts** - remarkably 30% to 90% lower than their equivalent branded generics.
- Focuses exclusively on private-label products in **medicinal, OTC, ayurvedic, cosmetic and nutraceuticals categories**, with a significant emphasis on **chronic therapies and ailments**



2 store Variants

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

25*
States

5*
Union Territories



DavaIndia - Operating Model

Offers a cluster-based store model, optimizing accessibility and convenience for customers across diverse regions

2,000+ SKUs with 70% medicinal products and 30% OTC products, with a special emphasis on chronic ailments such as cardiac, diabetic and thyroid.

Cloud-based software and AI-based tools for real-time supply chain and operations management

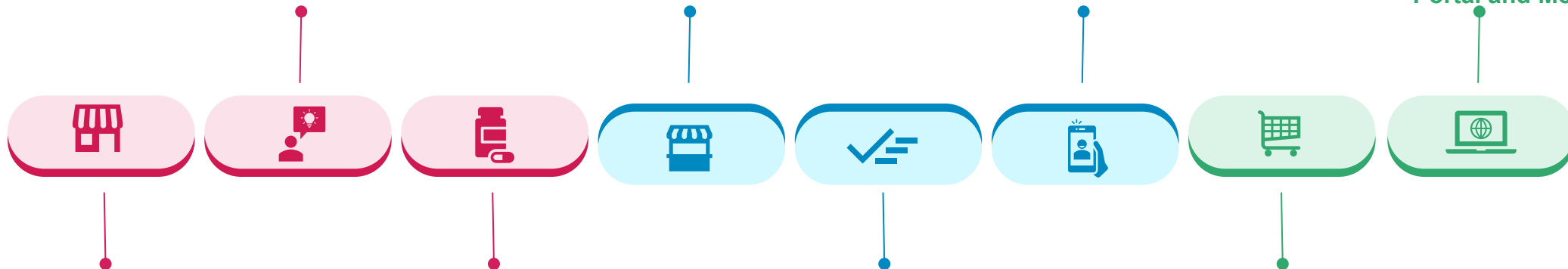
DavaIndia Health Mart Limited has implemented a hyperlocal e-commerce model for on-demand medicine delivery, leveraging its company-operated (COCO) retail outlets as fulfilment centres to ensure fast and efficient order processing and doorstep delivery.

CLUSTER BASED APPROACH

COMPREHENSIVE PORTFOLIO

TECHNOLOGY-BASED MODEL

HYPERLOCAL MODEL - DavaIndia B2C Online Portal and Mobile App



COCO MODEL (NEW FORMAT STORES)

Large-format, walk-in, Company-Owned Company-Operated stores in key metropolitans & cities across the country

EXCLUSIVE SALE

100% of our product portfolio comprises exclusive sales of private-label generic medicines, OTC, and ayurvedic products

BRAND BUILDING

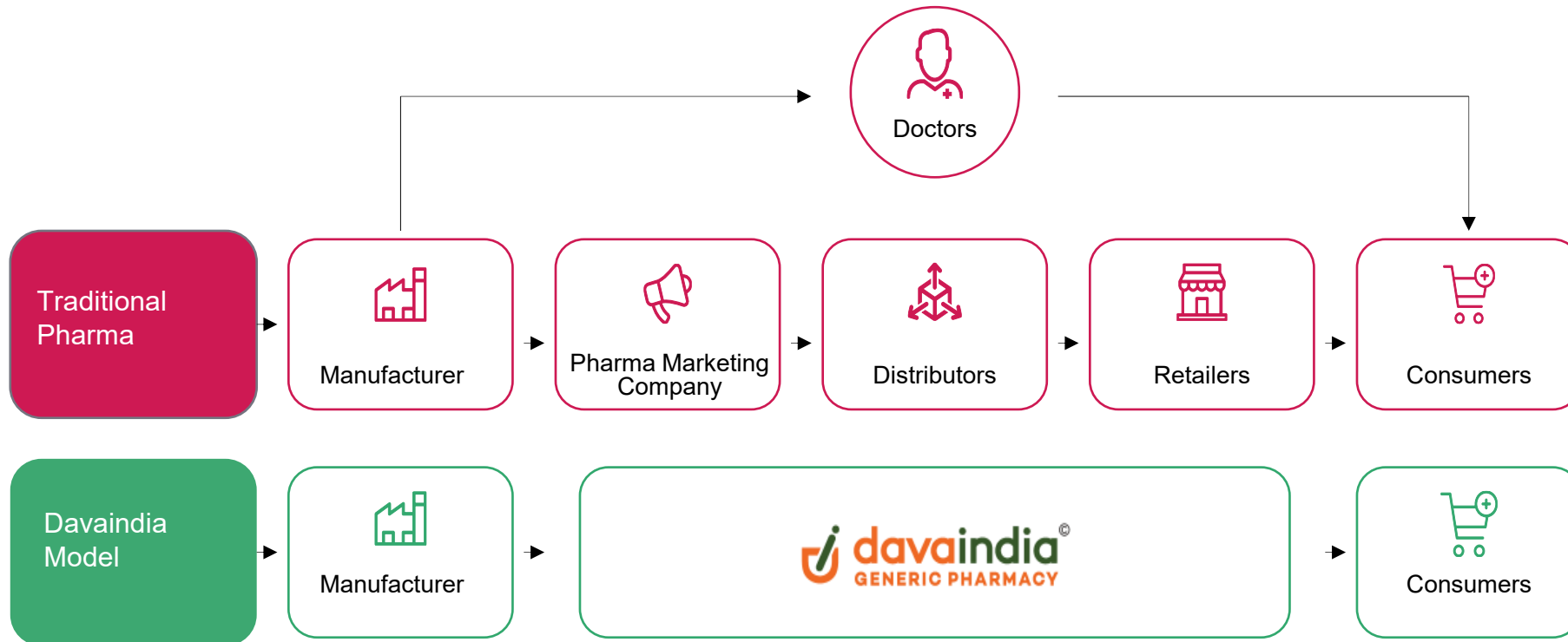
Brand building and consumer-facing advertisement and promotional campaigns

FOFO (Franchise) MODEL

Franchisee-Owned Franchisee Operated stores adhere to an asset-light franchise operated model, contributing to scalability and accessibility

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



Cost benefit to End Consumers

~30-90% savings

on Davaindia medicines as compared to equivalent branded generics on expenses related to retailers, distributors and marketing.

Case Study – Savings on Davaindia’s margins

Company marketed by	Indian MNC 1	Indian MNC 2	Davaindia
Tablet	Rosuvastatin 10 mg	Rosubest 10	Rosuvastatin 10
Molecule	Rosuvastatin 10mg		
Generic Type	Branded Generic	Trade Generic	Generic (Private Label)
MRP (INR)	345.5	119	23

Tablet	Telmisartan 40 mg & Hydrochlorothiazide 12.5 mg			
Manufacturer	Same Manufacturer			
Marketed By	Foreign MNC	Indian MNC	Indian MNC	Indian MNC
MRP (INR)	193.7	437.8	208.6	148
	23	76.5	32.5	32.5

DavaIndia – What are COCO Stores

COCO stores are modern walk-in stores providing a distinct contrast to traditional counter-based pharmacies enhancing customer satisfaction and loyalty.

Expansion & growth

Number of COCO stores has grown from 101 stores in FY23 to 1,207 stores in H1FY26 (till September 30, 2025)

Efficient Inventory Management

With a working capital cycle of 30-40 days, COCO stores can maintain optimal inventory levels, thus reducing storage costs and potential wastage.

**Company-Owned Company-Operated
(COCO)**

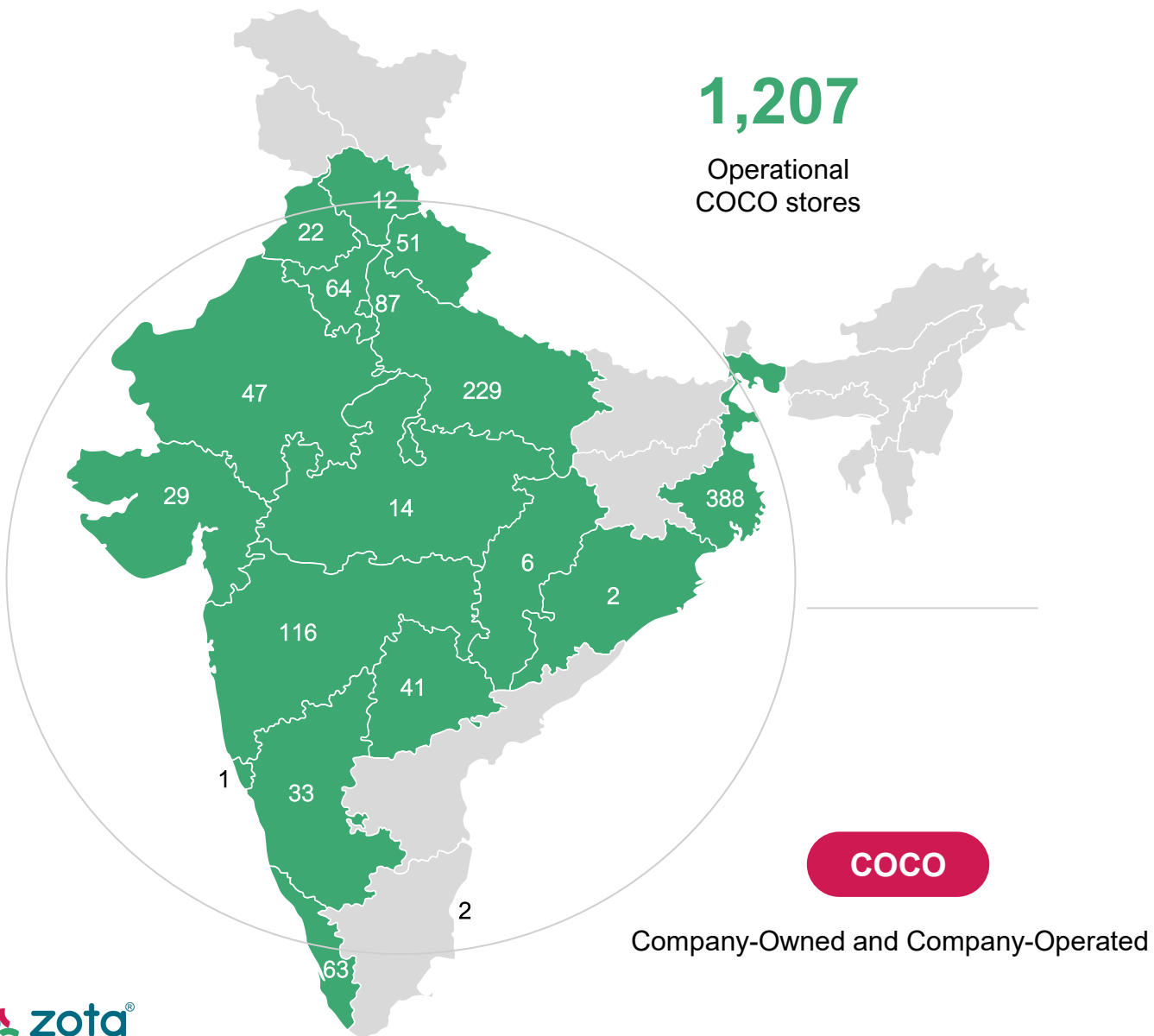


AI-generated content

DavaIndia – COCO Stores



DavaIndia - COCO Stores

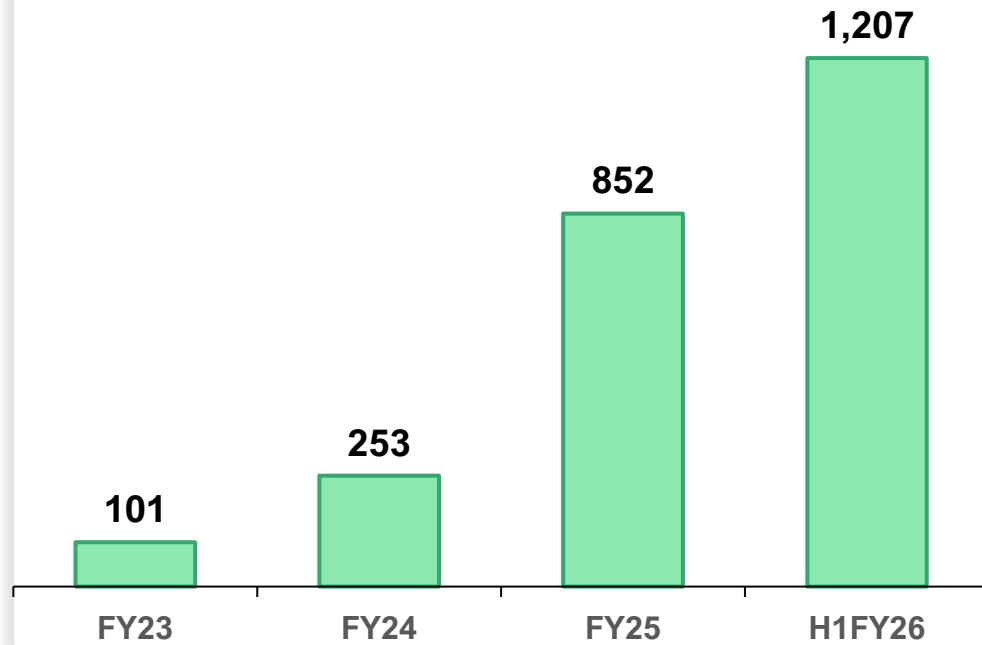


States	No. of Stores
West Bengal	388
Uttar Pradesh	229
Maharashtra	116
Delhi	87
Haryana	64
Kerala	63
Uttarakhand	51
Rajasthan	47
Telangana	41
Karnataka	33
Gujarat	29
Punjab	22
Madhya Pradesh	14
Himachal Pradesh	12
Chhattisgarh	6
Pondicherry	2
Odisha	2
Goa	1
Total	1,207

*As of September 30, 2025

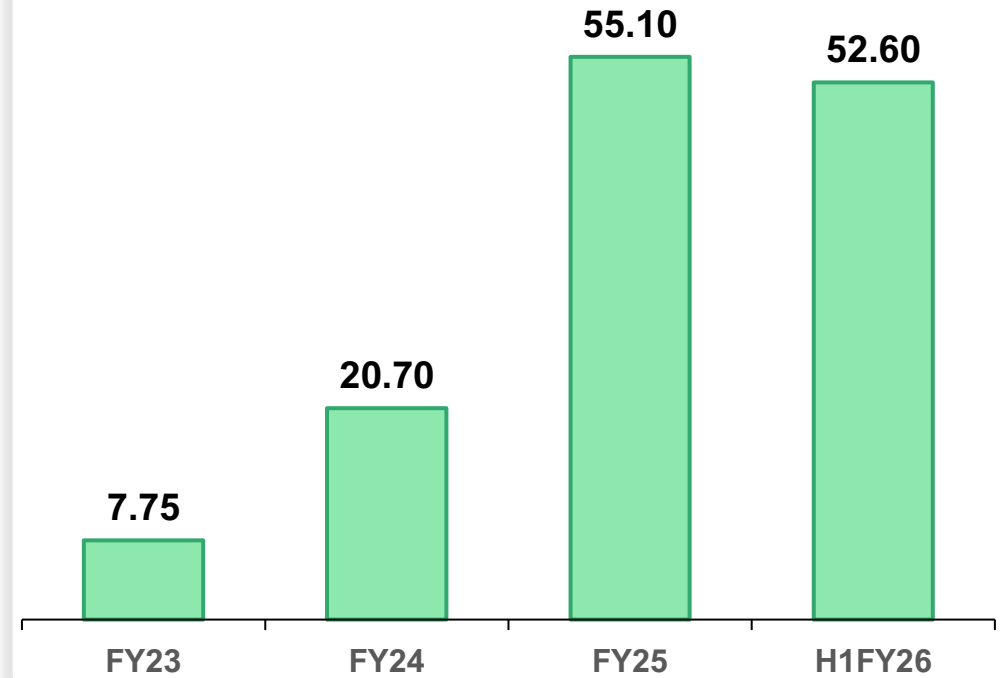
DavaIndia COCO - KPIs (1/2)

No. of Stores



Footfall

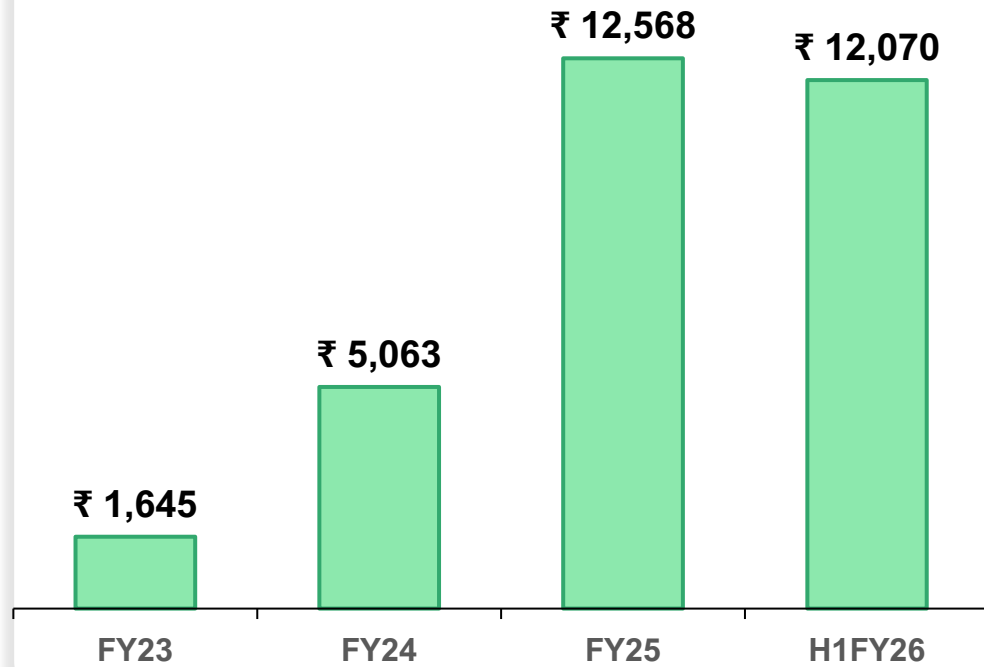
₹ in lakhs



DavaIndia COCO - KPIs (2/2)

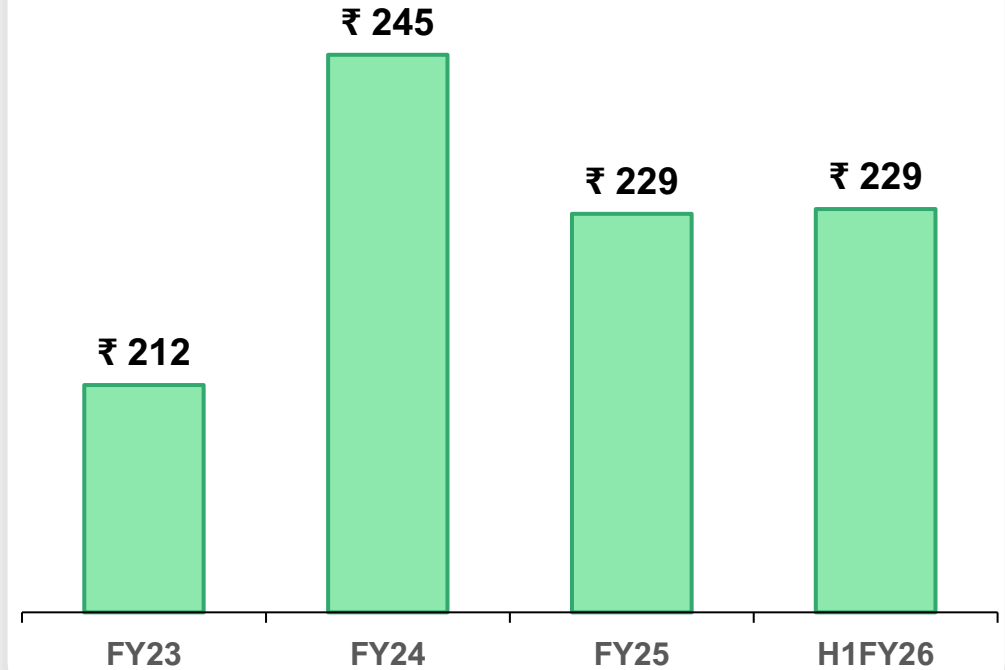
GMV

₹ in lakhs



Average Wallet Spend

₹ in Lakhs



DavaIndia – What are FOFO Stores

Asset-light franchise model



FOFO stores employ an asset-light franchise operated model.

Smaller Store size

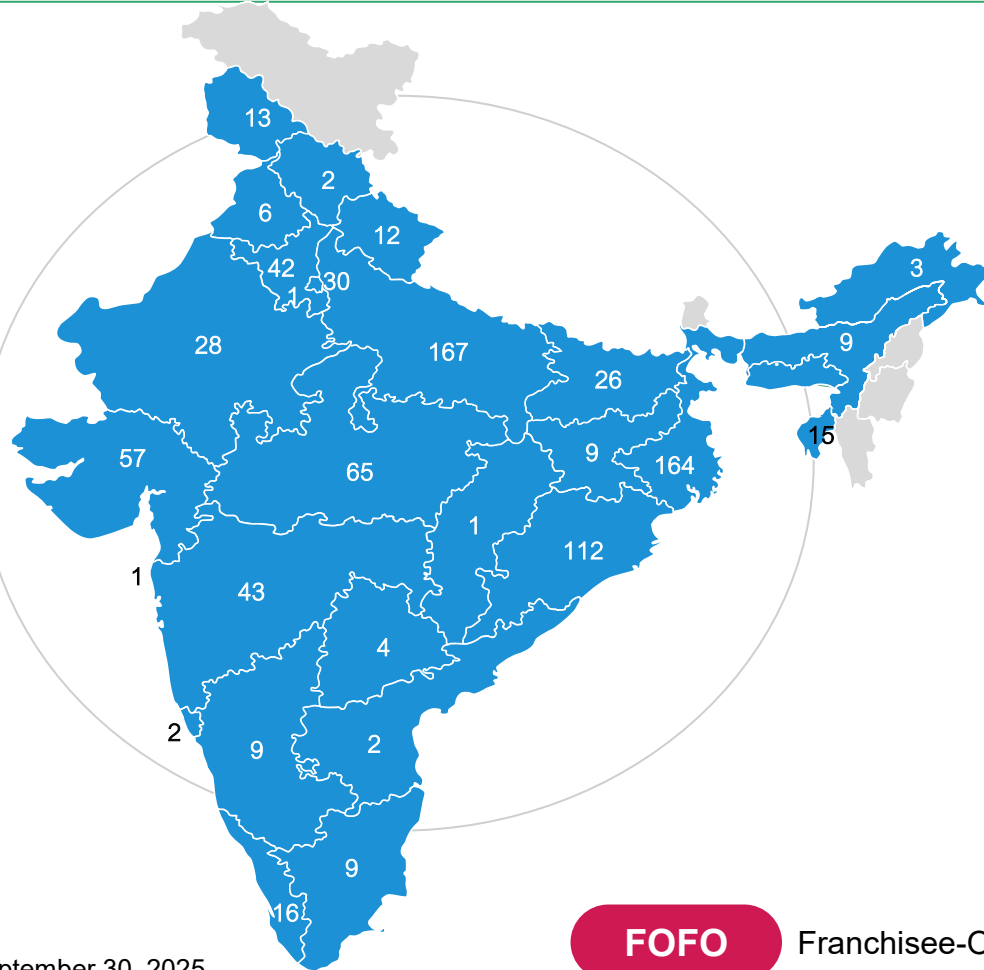


FOFO stores are compact and over-the-counter format stores, typically having an average size of about 200-300 sq.ft.

Franchisee-Owned Franchisee-Operated (FOFO)



DavaIndia - FOFO Stores



848
Operational FOFO stores

As of September 30, 2025

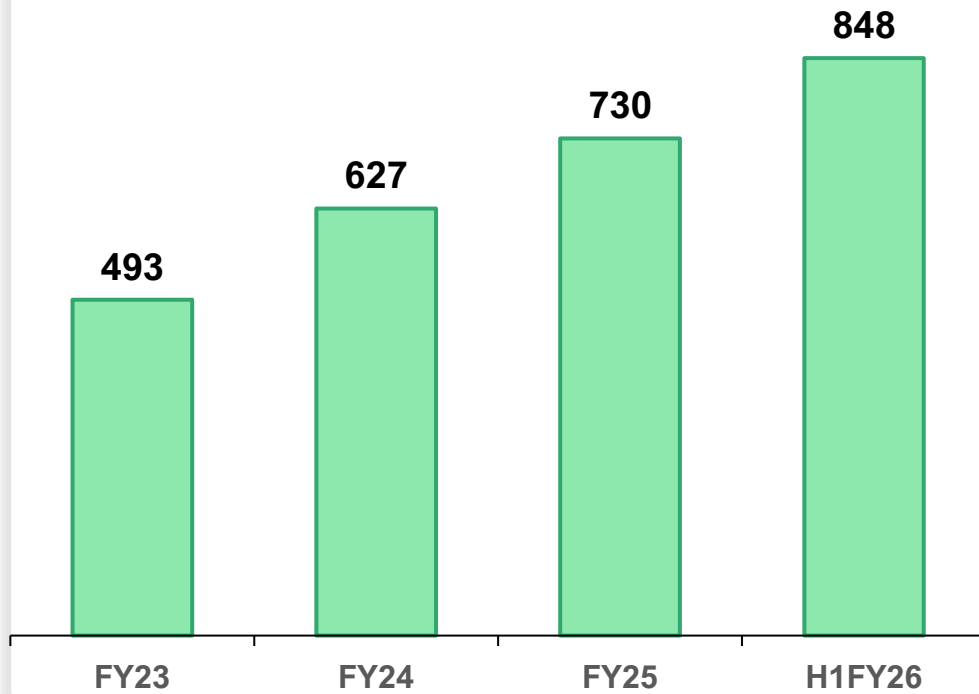
FOFO

Franchisee-Owned and Franchisee-Operated

States	No. of Stores
Uttar Pradesh	167
West Bengal	164
Odisha	112
Madhya Pradesh	65
Gujarat	57
Maharashtra	43
Haryana	42
Delhi	30
Rajasthan	28
Bihar	26
Kerala	16
Tripura	15
Jammu & Kashmir	13
Uttarakhand	12
Karnataka	9
Tamil Nadu	9
Assam	9
Jharkhand	9
Punjab	6
Telangana	4
Arunachal Pradesh	3
Himachal Pradesh	2
Goa	2
Andhra Pradesh	2
Chhattisgarh	1
Chandigarh	1
Daman & Diu	1
Total	848

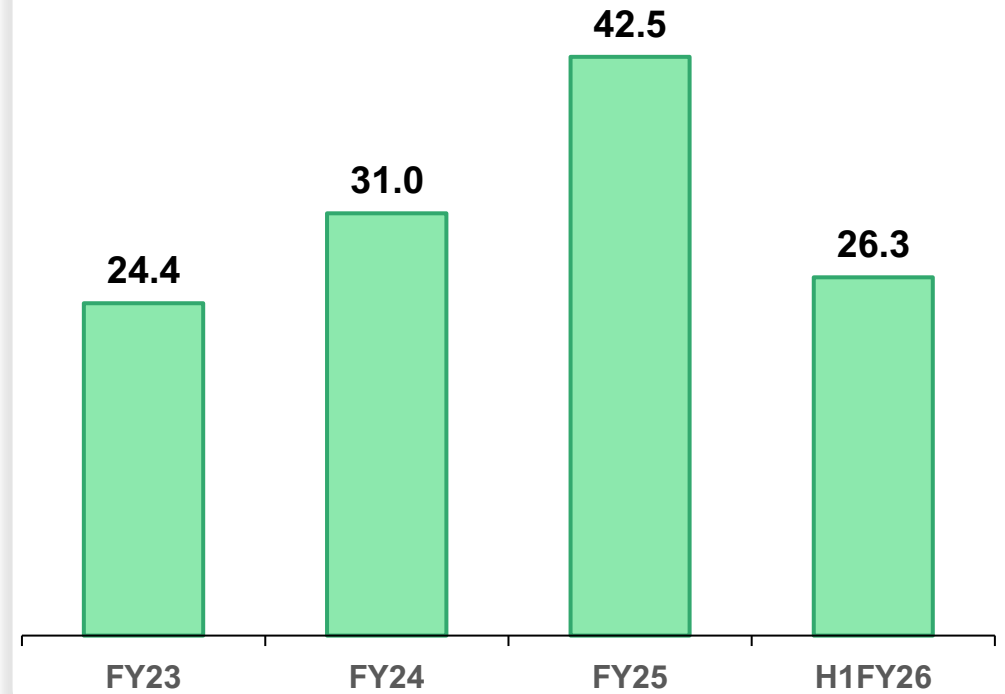
DavaIndia FOFO - KPIs (1/2)

No. of Stores



Footfall

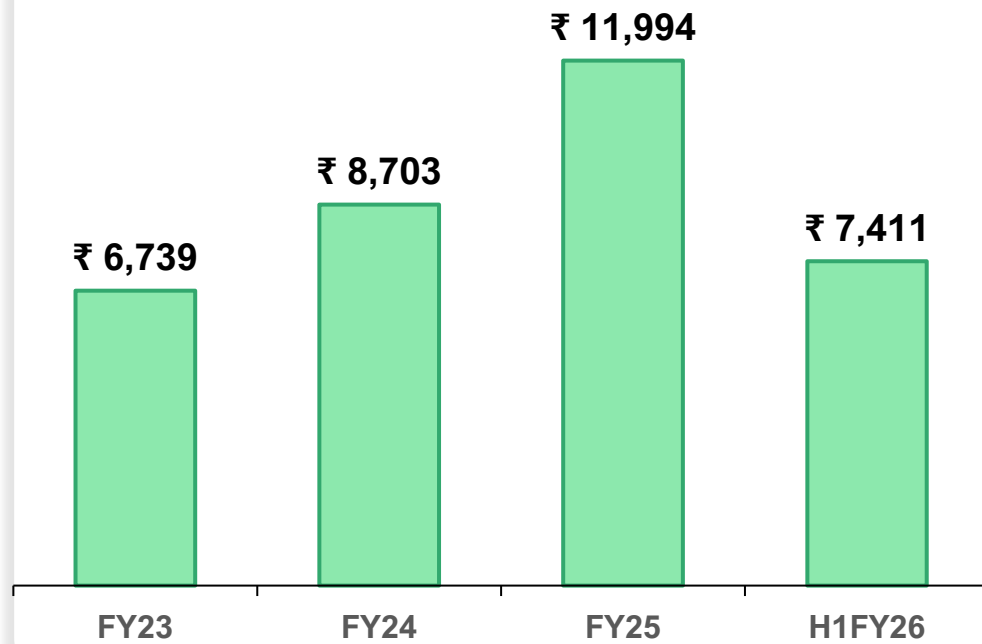
₹ in lakhs



DavaIndia FOFO - KPIs (2/2)

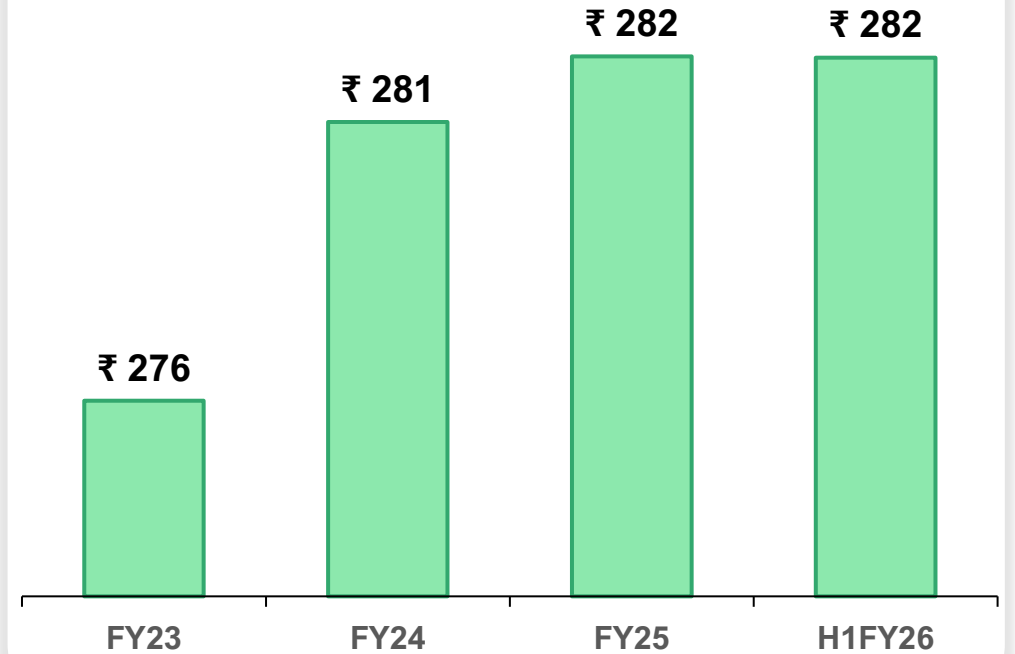
GMV

₹ in lakhs



Average Wallet Spend

₹ in lakhs



OTC (Over-the-counter) products

Strategic Acquisition as a move towards backward integration

Acquired 65.98% stake in the Everyday Herbal Beauty Care Private Limited & 56% in Everyday Herbal Beauty and Wellness Care Private Limited, licensed by the Khadi and Village Industrial Commission, a strategic move towards backward integration.

~30% SKUs

OTC products make up ~30% of the stock keeping units (SKUs) offered by our company making it an important part of the business

Khadi

MOU with Everyday Herbal Group leverages the Rural Employment Guarantee Programme license granted by the Government of India, giving additional credibility and leveraging the well-known 'Khadi' mark.

27% H1FY26 OTC Revenue contribution



*Everyday Herbal Beauty Care Private Limited and Everyday Herbal Beauty and Wellness Care Private Limited

OTC – Products



DavaIndia – Making Quality Healthcare, Affordable and More Accessible Across India



₹19,481 lakhs

Gross Merchandise Value (GMV) in H1FY26
COCO GMV – ₹12,070 lakhs
FOFO GMV - ₹7,411 lakhs



~60 %

Gross Margin in COCO format



2,055

Fast growing FOFO & COCO store network*



30-90 %

Savings to consumers on Generic medicines

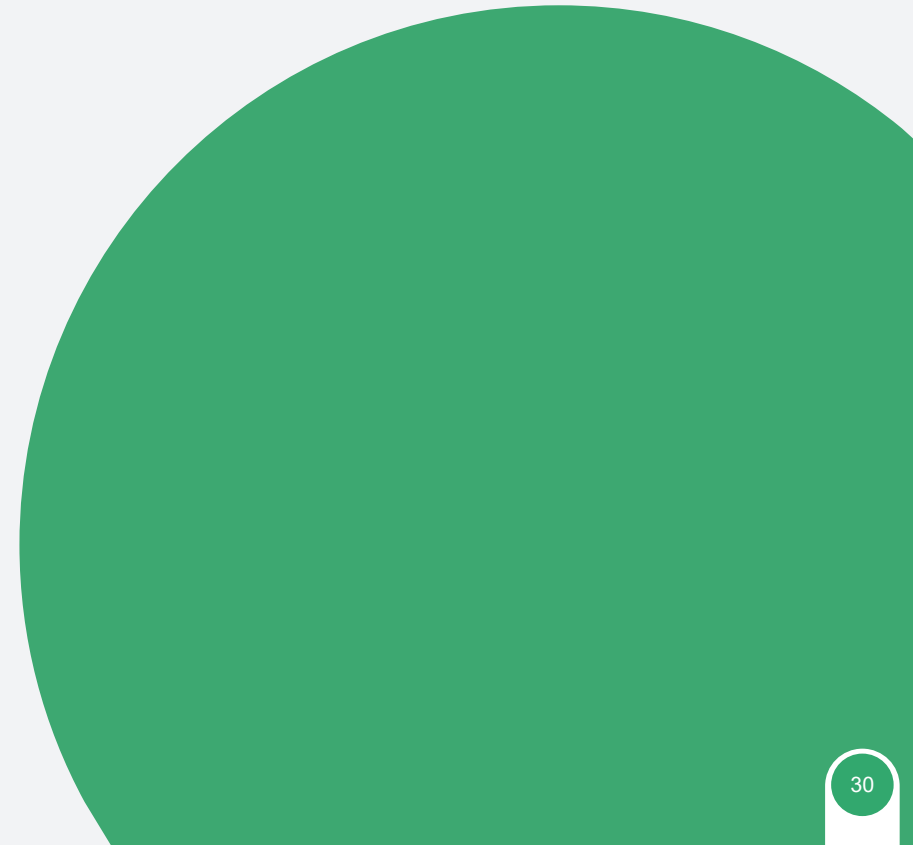
*As on September 30, 2025



25-30 %

Mature COCO Stores EBITDA#

Calculated prior to IND AS 116



State-Wise Presence of DavaIndia Across India (COCO & FOFO Models)

States	COCO	FOFO	Total
West Bengal	388	164	552
Uttar Pradesh	229	167	396
Maharashtra	116	43	159
Delhi	87	30	117
Odisha	2	112	114
Haryana	64	42	106
Gujarat	29	57	86
Madhya Pradesh	14	65	79
Kerala	63	16	79
Rajasthan	47	28	75
Uttarakhand	51	12	63
Telangana	41	4	45
Karnataka	33	9	42
Punjab	22	6	28
Bihar	0	26	26
Tripura	0	15	15
Himachal Pradesh	12	2	14
Jammu & Kashmir	0	13	13
Tamil Nadu	0	9	9
Assam	0	9	9
Jharkhand	0	9	9
Chhattisgarh	6	1	7
Arunachal Pradesh	0	3	3
Goa	1	2	3
Andhra Pradesh	0	2	2
Pondicherry	2	0	2
Chandigarh	0	1	1
Daman & Diu	0	1	1
Total	1,207	848	2,055

* As on September 30, 2025

DavaIndia's Competitive Edge

The Main Focus of Davaindia: Affordable, Trustworthy, and Innovative Pharmacy Solutions

BENEFITS TO THE CUSTOMERS

Medicines priced at **low MRP** thereby ensuring affordability for the masses



Private labels offered, helps in building customer trust by ensuring consistency



Continuously adding to its **product range** thereby offering variety



Products procured from **WHO & GMP** approved plants and quality attested



BENEFITS TO THE PARTNERS

Store operations and the supply chain efficiently managed by cloud-based software & AI



Widespread marketing activities help in promoting the brand and improving sales



Elimination of distributors ensures timely supply of stock

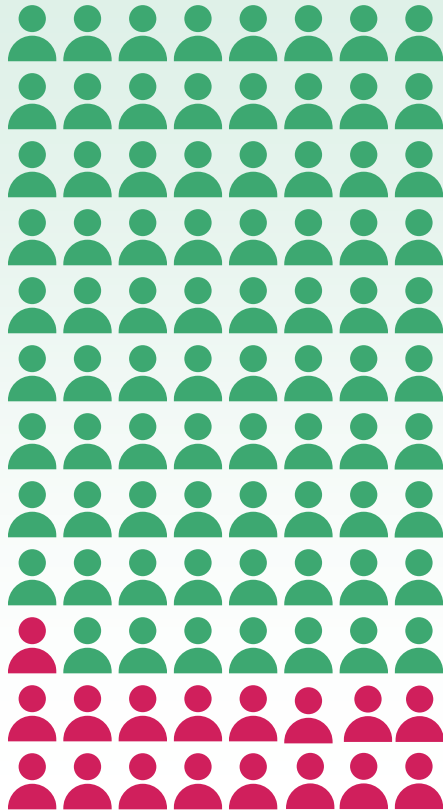


Healthy Repeats

Total Average (in %)

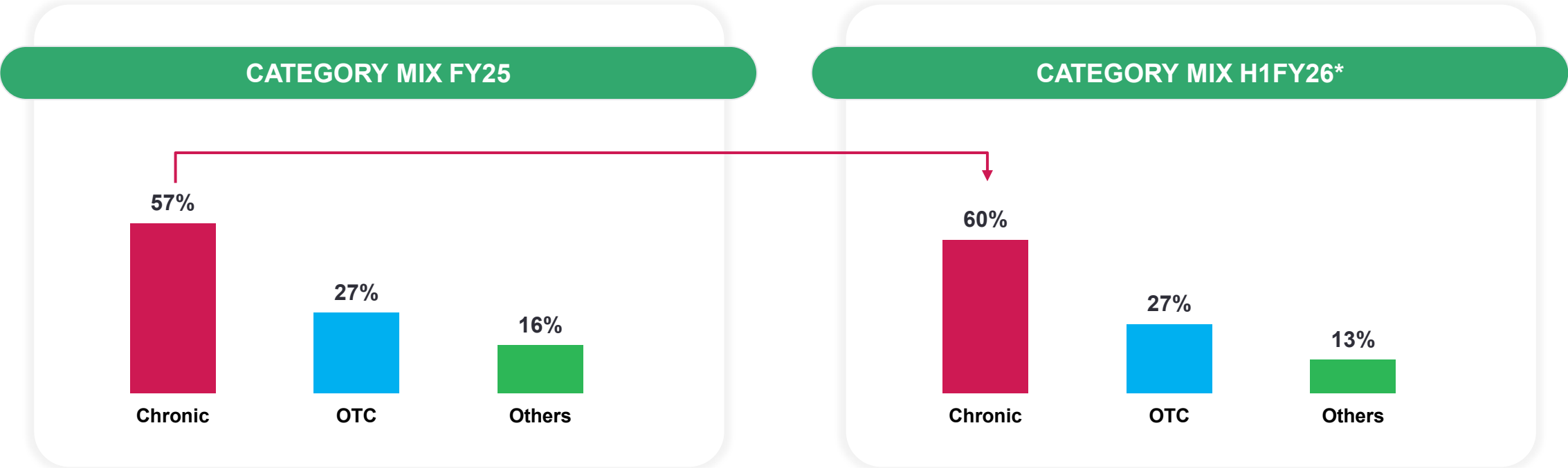
82%

Repeat Customers



With a strong base of **82%** repeat customers, Davaindia demonstrates a high level of customer satisfaction and loyalty.

Higher Chronic category share



Higher chronic share: More than 50% of our revenue comes from chronic disease category, signalling high realization and retention rates, reflecting our crucial role in sustaining long-term patient care.

A strong emphasis is placed on chronic therapies and ailments such as cardiac, diabetic, thyroid, and neuropsychiatric, resonating with the core healthcare needs of our customers.

* As on September 30, 2025

Supply Chain Management

- The Company has outsourced supply chain management to a third-party warehousing & logistics partner.
- A state-of-art central warehousing & processing center has been built in Surat.



Domestic Marketing Business



Domestic Marketing Business



Marketing Value Chain:



Finished Dosage Form Manufacturers

WHO-GMP certified manufacturing partners



Distribution

Direct distribution to 1,050+ distributors spread across the country



Retail Pharmacies

Ethical marketing, sales distribution and promotional activities undertaken by distributors

This business vertical distributes generic drugs, OTC products, and other pharmaceutical products through the Company's distribution network spread across India.

1,050+
Distributors spread
across India

4,000+
Products in the
portfolio



Export Operations



Export Operations



Dossiers Registered In Global Markets

- | | |
|------------------|------------------|
| 1. Benin | 15. Sri Lanka |
| 2. Bolivia | 16. Swaziland |
| 3. Cambodia | 17. Tanzania |
| 4. Cameroon | 18. Turkmenistan |
| 5. Costa Rica | 19. Uganda |
| 6. Ethiopia | 20. Ukraine |
| 7. Georgia | 21. Uzbekistan |
| 8. Ivory coast | 22. Vietnam |
| 9. Kenya | 23. Zambia |
| 10. Mali | 24. Kyrgyzstan |
| 11. Myanmar | 25. Libya |
| 12. Nepal | 26. Yemen |
| 13. Nigeria | |
| 14. South Africa | |

Our Exports business vertical, which started in 2011, serves clients in over 30 countries, mainly in the CIS, Latin America, Africa, and Asia. At its plant in Sachin, SEZ, the Company manufactures generic formulations for the dossiers it has registered in overseas markets.

At present, the Company has registered over 325 dossiers, while another 261 dossiers have been filed and are awaiting approval from the relevant regulatory agencies.

250+*
Products
manufactured

325*
Dossiers
registered

261*
Dossiers pending
approval



* As on September 30, 2025

Zota Health Care Limited | Key Strategies

Strategies

Expansion of Davaindia footprint with a focus on COCO model

- Continued expansion using a cluster-based saturation strategy
- Increase presence in highly dense residential areas in larger cities

Continue marketing and brand building activities

- Undertake multiple marketing and brand building activities
- Store neighbourhood area focused marketing activities and door-to-door promotions

Increase supply chain localization and hyper local model pan-India with fast delivery

- Expand warehouse capabilities to lower logistics costs and improve supply logistics
- Invest in improving operational efficiency throughout the organization
- Hyper local supply chain will be implemented through mobile application and website

Expansion of product portfolio with a focus on OTC products

- Grow our portfolio of products across therapeutic areas, focusing on chronic therapies
- Increase focus on OTC products

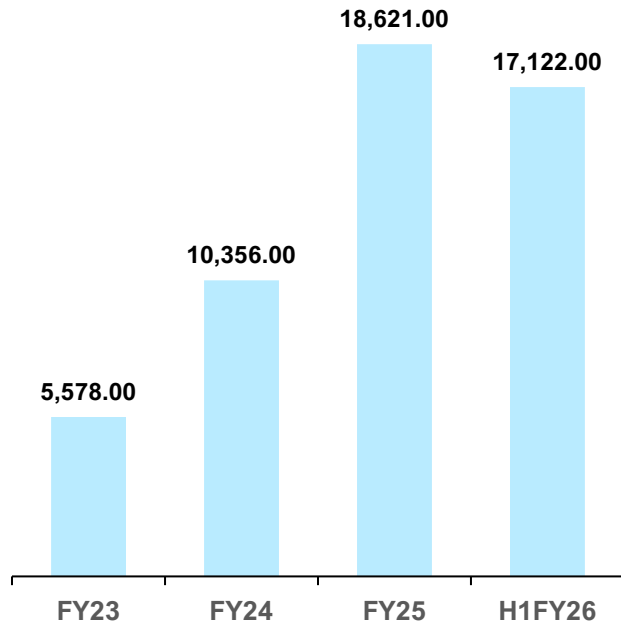
Financial Overview



Annually Financial Snapshot

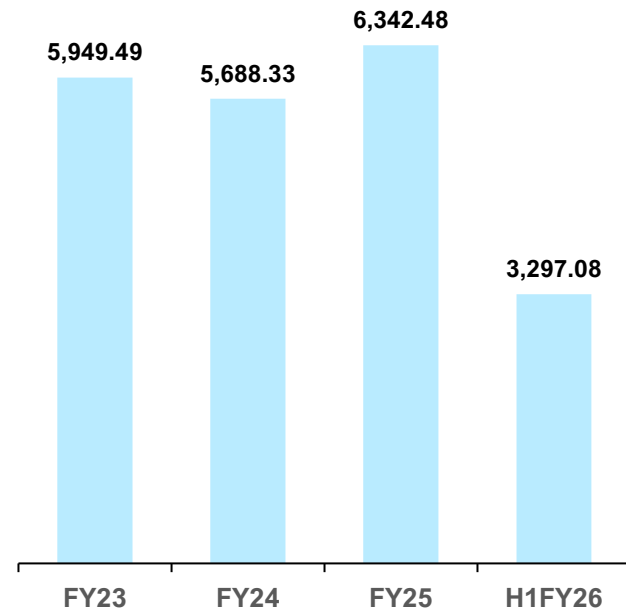
Davaindia

₹ lakhs



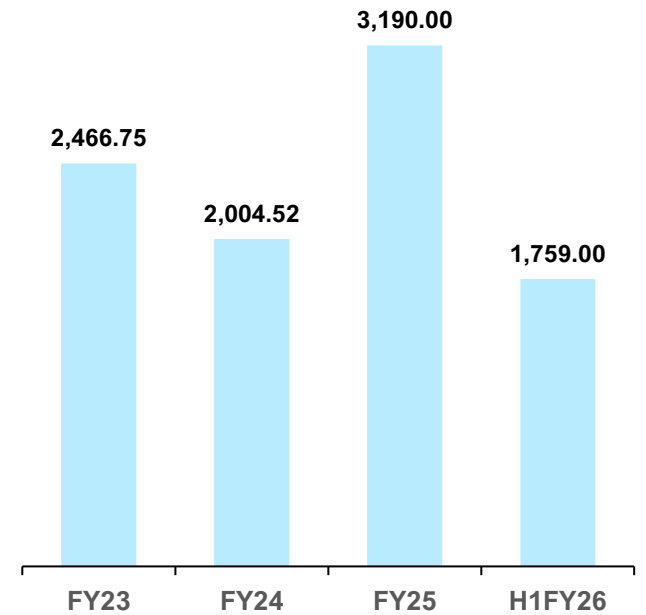
Domestic Marketing Business

₹ lakhs



Export Operations

₹ lakhs



Davaindia has driven revenue growth, recording an impressive increase of ~ 82.71% CAGR since FY23 to FY25

Profit & Loss Statement (Consolidated)

₹ in lakhs

(Consolidated)

Particulars	H1FY26	FY25
Export Operations	1,759.06	3,190.34
Davaindia Sales	17,121.49	18,621.40
Domestic Marketing Business	3,297.37	6,341.50
Everyday Herbal Group	1,075.16	1,144.22
Revenues from Operations	23,253.08	29,297.46
Cost of Goods Sold	9,757.83	13,730.33
Gross Profit	13,495.25	15,567.13
<i>% Margin</i>	<i>58.0%</i>	<i>53.1%</i>
Employee cost	7,137.03	8,606.62
Other expenses	5,330.50	7,533.82
Operational Exp	12,467.53	16,140.44
Operating Profit	1,027.72	-573.31
<i>% Margin</i>	<i>4.4%</i>	<i>-1.96%</i>
Other Income	251.26	206.80
EBITDA	1,278.98	-366.51
<i>% Margin</i>	<i>5.5%</i>	<i>-1.3%</i>
Depreciation	3,318.63	4,319.61
EBIT	-2,039.65	-4,686.12
Interest Cost	706.72	1,078.34
EBT	-2,746.37	-5,764.46
Taxes	250.77	-90.55
Profit After Taxes	-2,997.17	-5,673.89

Balance Sheet Statement (Consolidated)

₹ in lakhs

(Consolidated)

Assets	As at 30 th September 2025	As at 31st March 2025	Equity and Liabilities	As at 30 th September 2025	As at 31st March 2025
Non-Current Assets			(i) Equity Share capital	3,064.38	2,863.50
Property, plant and equipment	7,593.49	5,598.94	(ii) Other Equity	28,510.11	19,504.98
Right-of-use assets	16,211.75	12,538.11	Non-Controlling Interest	311.51	347.00
Intangible Assets	417.84	401.37	Total Equity	31,886.00	22,715.48
Capital Work in Progress	651.48	557.58	Liabilities		
Intangible Assest Under Development	858.02	90.25	Non-Current Liabilities		
Financial Assets			Financial Liabilities		
(i) Investments	9,228.37	5,435.30	(i) Borrowings	503.92	499.48
(ii) Loans	11.02	11.02	(ii) Lease liabilities	13,187.45	10,255.49
Deffered tax assets (Net)	1,176.50	865.22	Provisions	602.53	382.21
Other Non Current Assets	-	-	Total Non Current Liabilities	14,293.90	11,137.18
Total Non Current Assets	36,148.47	25,497.79	Current liabilities		
Current Assets			(i) Borrowings	163.91	60.95
Inventories	11,783.36	10,568.38	(ii) Lease liabilities	4,287.88	3,144.45
Trade Receivables	5,814.18	4,050.15	(ii) Trade payables Total outstanding dues of micro and small enterprises	1,715.46	1,248.17
Cash and Cash Equivalents	417.26	213.21	(ii) Trade payables Total outstanding dues of Creditors other than micro and small enterprises	4,533.80	2,991.91
Bank Balance and other than Cash and Cash Equivalent	214.51	148.70	Other Current liabilities	806.17	1,008.34
Loans	4,060.50	1,699.06	Provisions	2,903.68	1,607.55
Other Current Assets	2,152.52	1,736.76	Total Current Liabilities	14,410.90	10,061.37
Total Current Assets	24,442.33	18,416.26	Total Liabilities	28,704.80	21,198.55
Total Assets	60,590.79	43,914.05	Total Equity and Liabilities	60,590.79	43,914.05

Thank You



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