zota healthcare ltd.

August 13, 2026

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, M/s Zota Health Care Limited, are submitting herewith enclosed the Investor Presentation.

This is for your information and record.

Thanking you,

Yours faithfully,

For **Zota Health Care Limited**

Ashvin Bhagavanbhai Variya

Digitally signed by Ashvin Bhagavanbhai Variya
Date: 2026.08.13 19:31:25 +05'30'

Ashvin Variya
(Group Company Secretary & Compliance Officer)

Place: Surat
Encl.: a/a

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CIN: L24231GJ2000PLC038352

Zota Health Care Limited

INVESTOR PRESENTATION

Q1FY27

zota® healthcare ltd.

davaindia© GENERIC PHARMACY

Safe Harbour

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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.

AGENDA

- Company Overview
- Business Overview
- Davaindia
- Domestic Operations
- Export Operations
- Financial Overview

Company Overview

Zota Healthcare At a Glance

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

Headquartered in Surat and employing dedicated professionals, Zota Health Care Ltd. has grown notably, cementing its place in the Indian healthcare market.

davaindia GENERIC PHARMACY

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

The strategic business model allows Davaindia to be both **backward and forward integrated**, ensuring control of the entire product life cycle.

Business Verticals

Davaindia	**2,000+**	*SKU's in Davaindia portfolio*	**2,825**	*Operational Davaindia Stores**	**1,855** *COCO Stores** / **970** *FOFO Stores**
Domestic	**4,000+**	*Products covering major therapeutic segments*	**1,050+**	*Distributors currently, present across India*	**WHO** *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	*87.78% stake in Everyday Herbal Group strengthens Zota Health Care's supply chain and product development capabilities*			*Expands the product portfolio in the high-revenue over-the-counter (OTC) category*	

*As of 30th June 2026

Financial Highlights

(FY26 - Consolidated)

Revenue from Operations

₹ 53,865.75 lakhs

Gross Profit

₹ 32,468.90 lakhs

EBITDA

₹ 2,597.73 lakhs

Gross Merchandise Value Davaindia

₹ 45,706 lakhs

Our Journey

zota healthcare ltd.

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

zota healthcare ltd.

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

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Strengthening Core And Pioneering Davaindia

2017

Introduced Davaindia, a private sector generic pharmacy, via three pilot outlets

2018

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

2019

Opened ~150 Davaindia outlets

Migrated to the Main Board of NSE

2020

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

2021

Inception of COCO stores

2022

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

2023

Total Davaindia stores reaching 600

2024

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

2025

- Further acquired 9.98% equity stake in EHBCPL (Total stake stands at 65.98%.
- Incorporation of a wholly owned subsidiary, KMHP Ventures Limited, for marketing and trading.

2026

- QIP ₹350 Cr successfully completed.
- Davaindia Expanded to 2,825 active stores with COCO 1,855 & FOFO 970
- Acquired 100% stake in Curexis.
- Further acquired 21.80% stake in EHBC (Shareholding is 87.78%).
- Launch of "All day store" through EHBC.
- Brand Ambassador appointments- **Suniel Shetty, M.S Dhoni.**

*As of 30th June 2026

Management Profile

Ketankumar Zota
Chairman And
Non-executive Director

Total Experience: 38^{+}
- Holds a D-Pharmacy degree
- Won ‘Lifetime Achievement Award’ from DCGI & the title of ‘Pharma Ratna Asia’.

Moxesh Zota
Managing Director

Total Experience: 10^{+}
- Holds a Bachelor’s degree in pharmacy & Master’s degree in international marketing & business management, BPP University in UK
- Under his guidance, company has established a global presence in 30+ countries

Sujit Paul
Group Chief Executive
Officer

Total Experience: 23^{+}
- Featured on Times Now and Brand Vision
- Honored among Asia One's Top 100 Global leaders
- Last stint was with Reliance Retail as Vice President and also worked with Apollo Pharmacy, StayHappi, Columbia Asia Hospitals, etc.

Himanshu Zota
Whole Time Director

Total Experience: 30^{+}
- Holds a Diploma in Pharmacy degree and a Diploma in Computer Application
- Playing a vital role in the planning & implementation of Davaindia project.

Kamlesh Zota
Whole Time Director

Total Experience: 27^{+}
- Holds a bachelor’s degree in pharmacy
- Earlier worked with Torrent Pharma, Unique Pharmaceuticals Laboratories.

Viren Zota
Whole Time Director

Total Experience: 15^{+}
- Holds a bachelor’s degree in Business Administration, B.R.C.M. College
- Earlier worked in Franchisee Marketing, where he gained hands-on experience across various regions of India.

Company Structure

Procurement in listed entity

zota healthcare ltd.

Zota Health Care Limited (Listed entity)

- **Domestic**
- **Export**
- **FOFO** (Sales to FOFO# stores)
  - FOFO Sales through Zota Health Care Limited

Step down subsidiary

Supplying products at ALP*

davaindia GENERIC PHARMACY

Davaindia (Davaindia Health Mart Limited)

COCO (COCO# stores)

COCO Sales through Davaindia Health Mart Limited

COCO – Company-Owned Company-Operated

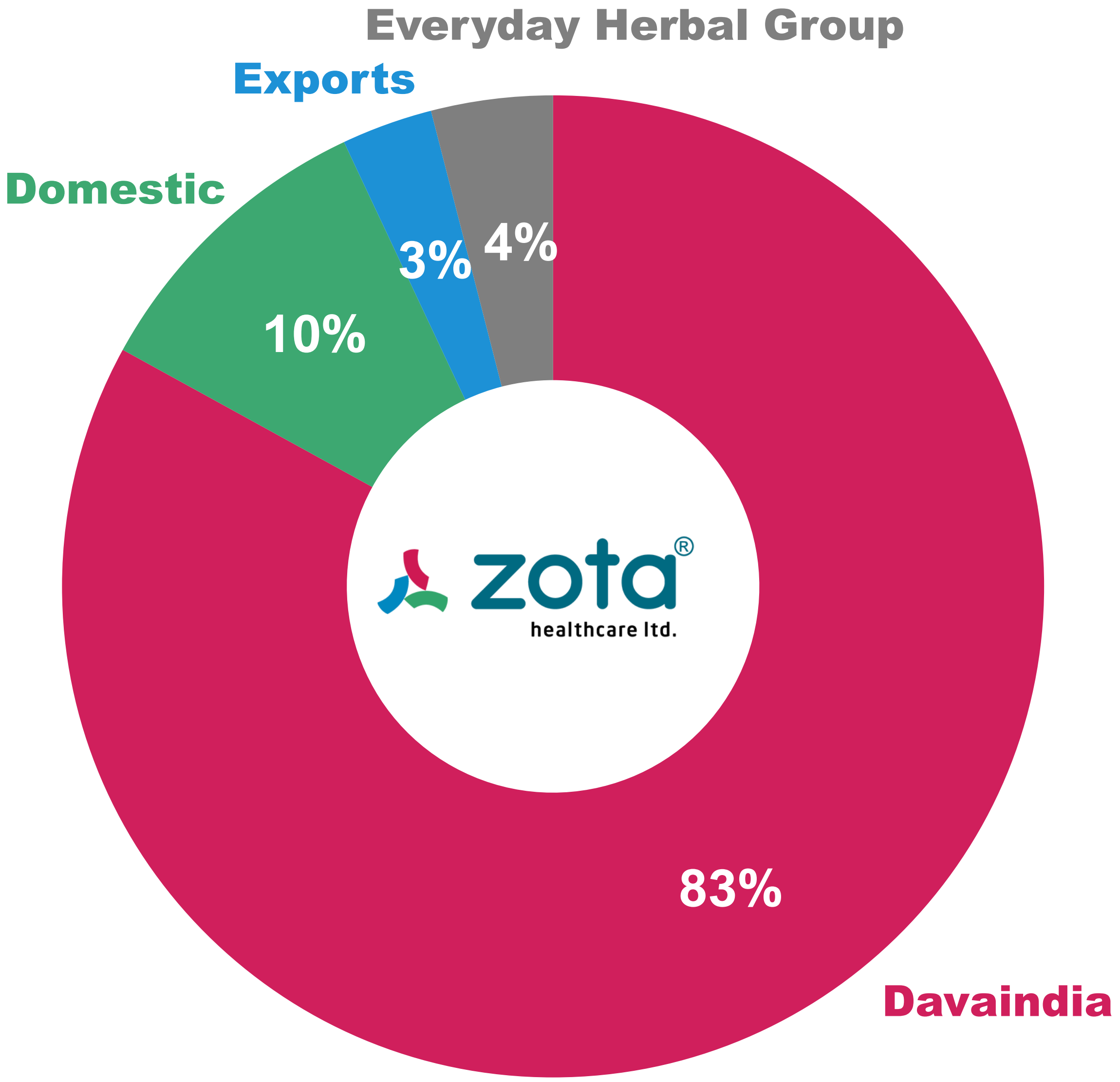
FOFO – Franchisee-Owned Franchisee-Operated

*ALP – Arm's length price

Business Overview

Business Verticals

Revenue contribution (Q1FY27)



Davaindia - the retail generic pharmacy chain, has a rising prominence in the overall business and is one of the fastest growing retail generic pharmacy chains in India.

DAVAINDIA

- A Retail generic pharmacy chain providing quality generic medicines.
- Focuses only on private-label products in:
- Medicinal | OTC | Ayurvedic | Cosmetic and Nutraceutical
- Key emphasis is on chronic therapies and ailments
- One-of-its-kind concept started with 3 pilot stores in 2017
- COCO Stores are large format stores operated through our wholly-owned subsidiary
- FOFO Stores are operated on an asset-light franchisee model

*As of 30th June 2026

02 Store variants
Company Owned Company Operated (COCO) and Franchisee Owned Franchisee Operated (FOFO)

30% – 90%
Savings on medicines as compared to branded counterparts

Large Store Network*
1,855 COCO stores
970 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 to the distributors, which, 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	**Partners** with **WHO** recognized manufacturers

EXPORTS

- Commenced manufacturing operations in 2010 at Sachin (SEZ) unit
- The unit facilitates production of about 250 diverse formulations
- Focus on prioritizing product registrations across all countries, with the company retaining ownership of Marketing Authorizations (MAs) and registrations in these regions.

325	Product approvals out of 586 dossiers applications
30+	Countries' approval mainly in the semi regulated and regulated markets
	Growth led by exclusive foreign distribution network and exclusive MA holding

EVERYDAY HERBAL GROUP

Zota Health Care's 87.78% stake in Everyday Herbal Group 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

Case Study – Savings on Davaindia margins

Company marketed by >	Indian Pharma MNC 1	Indian Pharma MNC 2	Davaindia
Molecule	**Rosuvastatin 10mg**	**Rosuvastatin 10mg**	**Rosuvastatin 10mg**
Generic Type	Branded Generic	Trade Generic	Generic
Margins			
Trade Margins %	30%	70%	25-30%
Big Pharma / Promotions %	60%	20%	0
Consumer Price for 10 Tablets	**₹ 250**	**₹ 119**	**₹ 23**

Same Tablet with same molecule

Multiple brands selling **same medicine** consisting of **same molecule** manufactured by **same manufacturers** with different brand names

Significant savings in margins

High intermediary margins for other companies leading to much higher consumer price vs Davaindia

Tablet	Telmisartan 40 mg & Hydrochlorothiazide 12.5 mg		Levocarnitine 500 mg		Rabeprazole 40 mg		Calcium & Vitamin D3 Tablets	
Manufacturer	Same Manufacturer							
Marketed By	Foreign Pharma MNC	davaindia GENERIC PHARMACY	Pharma MNC	davaindia GENERIC PHARMACY	Foreign Pharma MNC	davaindia GENERIC PHARMACY	Pharma MNC	davaindia GENERIC PHARMACY
MRP	₹ 193.7	₹ 25.0	₹ 481.0	₹ 77.0	₹ 202.5	₹ 35.0	₹ 107.9	₹ 16.5

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davaindia©
GENERIC PHARMACY

Davaindia - Retail Pharmacy Chain data

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

2000+	2,825*	1,855	970
SKUs	Total no. of stores	COCO stores	FOFO Stores

*As of 30th June 2026

- Launched in 2017, Davaindia has rapidly grown into India's **leading private-sector generic pharmacy chain** expanded to **2,825 active stores as of June 2026**
- Fundamentally driven by **providing quality generic medicines at substantial discounts** - remarkably 30% to 90% lower than their branded counterparts
- Focuses exclusively on private-label products in **medicinal, OTC, and ayurvedic categories**, with a significant emphasis on **chronic therapies** and **ailments**

davaindia GENERIC PHARMACY
INDIA'S LARGEST PRIVATE GENERIC PHARMACY RETAIL CHAIN

2 store Variants

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

23 States

5 Union Territories

Davaindia - Operating Model

COCO MODEL (NEW FORMAT STORES)

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

CLUSTER BASED APPROACH

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

EXCLUSIVE SALE

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

COMPREHENSIVE PORTFOLIO

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

BRAND BUILDING

Brand building and consumer-facing advertisement and promotional campaigns with Mr. Mahendra Singh Dhoni & Mr. Suniel Shetty as the brand ambassador undertaken by Davaindia

TECHNOLOGY-BASED MODEL

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

FOFO (Franchisee) MODEL

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

HYPERLOCAL MODEL - Davaindia B2C Online Portal and Mobile App

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.

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

Doctors

Traditional Pharma → Manufacturer → Pharma Marketing Company → Distributors → Retailers → Consumers

Davaindia Model → Manufacturer → davaindia GENERIC PHARMACY → Consumers

Average consumer price

~75% savings

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

₹ 100

Traditional Pharma

₹ 25

Davaindia

Strengthening the Visibility

Mr. Mahendra Singh Dhoni & **Mr. Suniel Shetty** as Brand Ambassador of **Davaindia**

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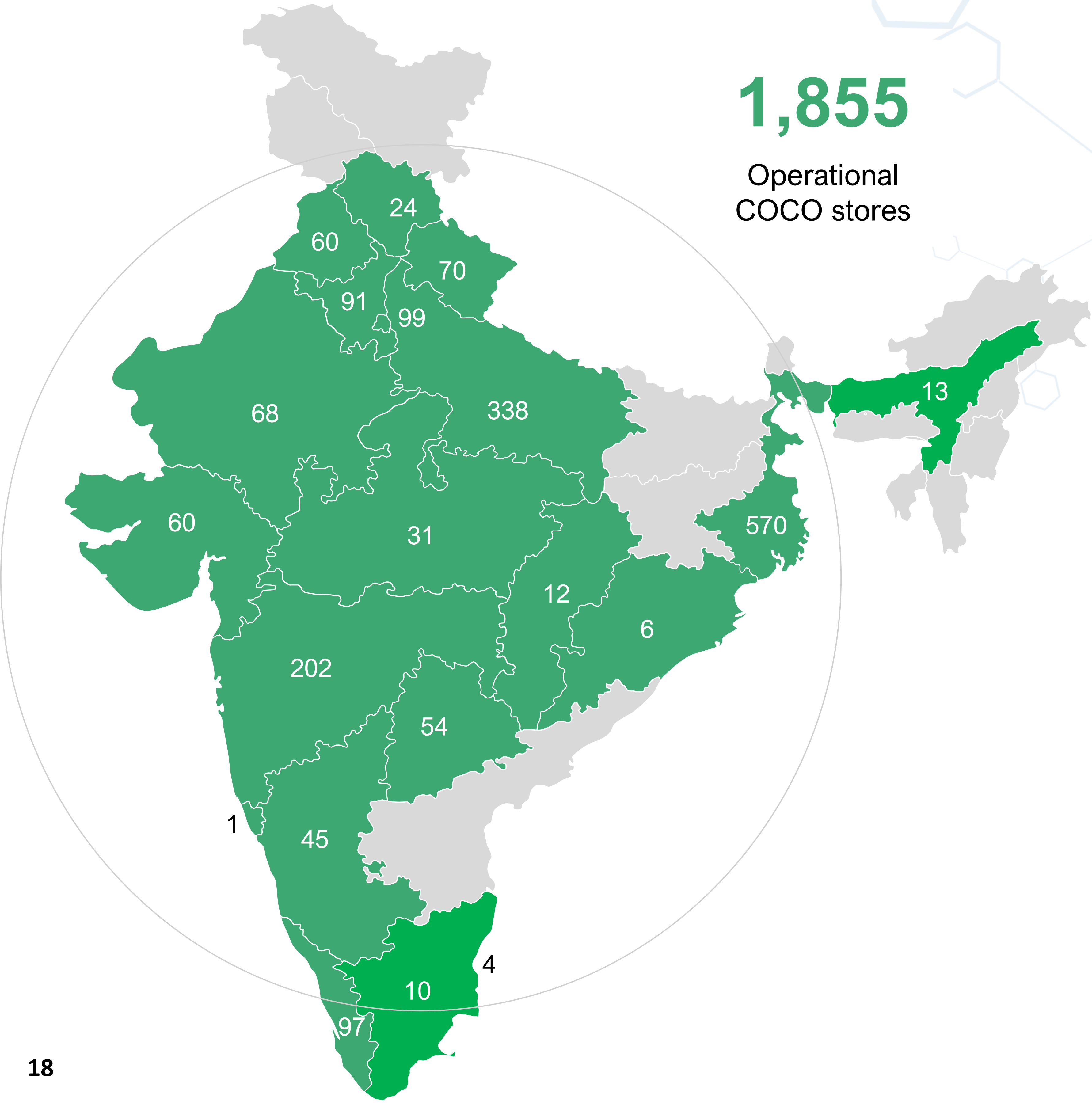
Davaindia – What are COCO Stores

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

Company-Owned Company-Operated (COCO)

Rapid Expansion & growth	The timeline for launching a new COCO store has been significantly shortened, enabling faster rollout and supporting accelerated business expansion. Further improvements are underway to streamline the process even more
Profitable	COCO stores have not only been well-received by consumers but have also proven to be more profitable
Store Size	Average size of a COCO store is 350-500 sq. feet, which is leading to lower rental and maintenance costs while still offering wide range of products to meet varied customer needs.
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.

Davaindia - COCO Stores



1,855

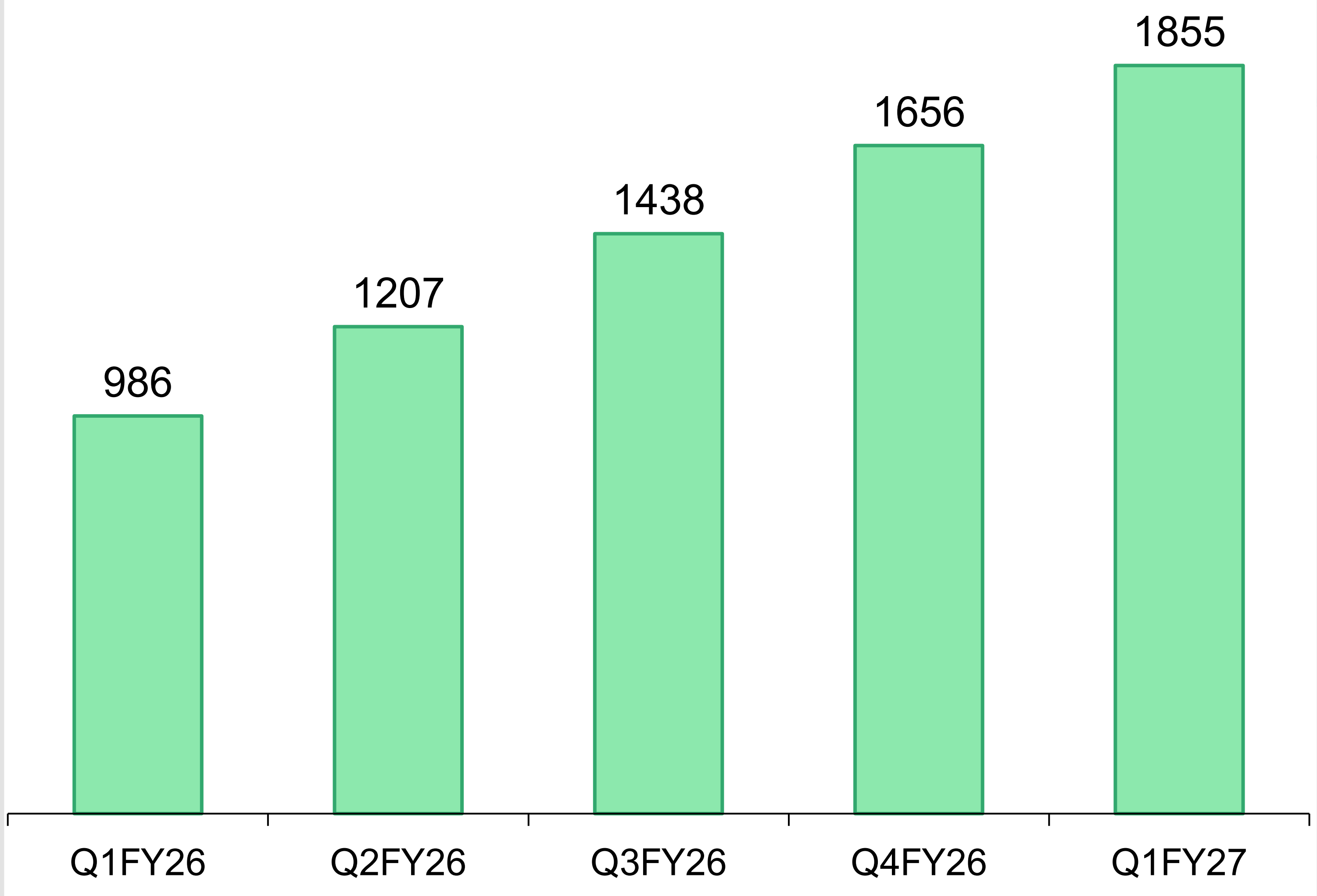
Operational COCO stores

States	No. of Stores
West Bengal	570
Uttar Pradesh	338
Maharashtra	202
Delhi	99
Kerala	97
Haryana	91
Uttarakhand	70
Rajasthan	68
Gujarat	60
Punjab	60
Telangana	54
Karnataka	45
Madhya Pradesh	31
Himachal Pradesh	24
Assam	13
Chhattisgarh	12
Tamil Nadu	10
Odisha	6
Pondicherry	4
Goa	1
Total	**1,855**

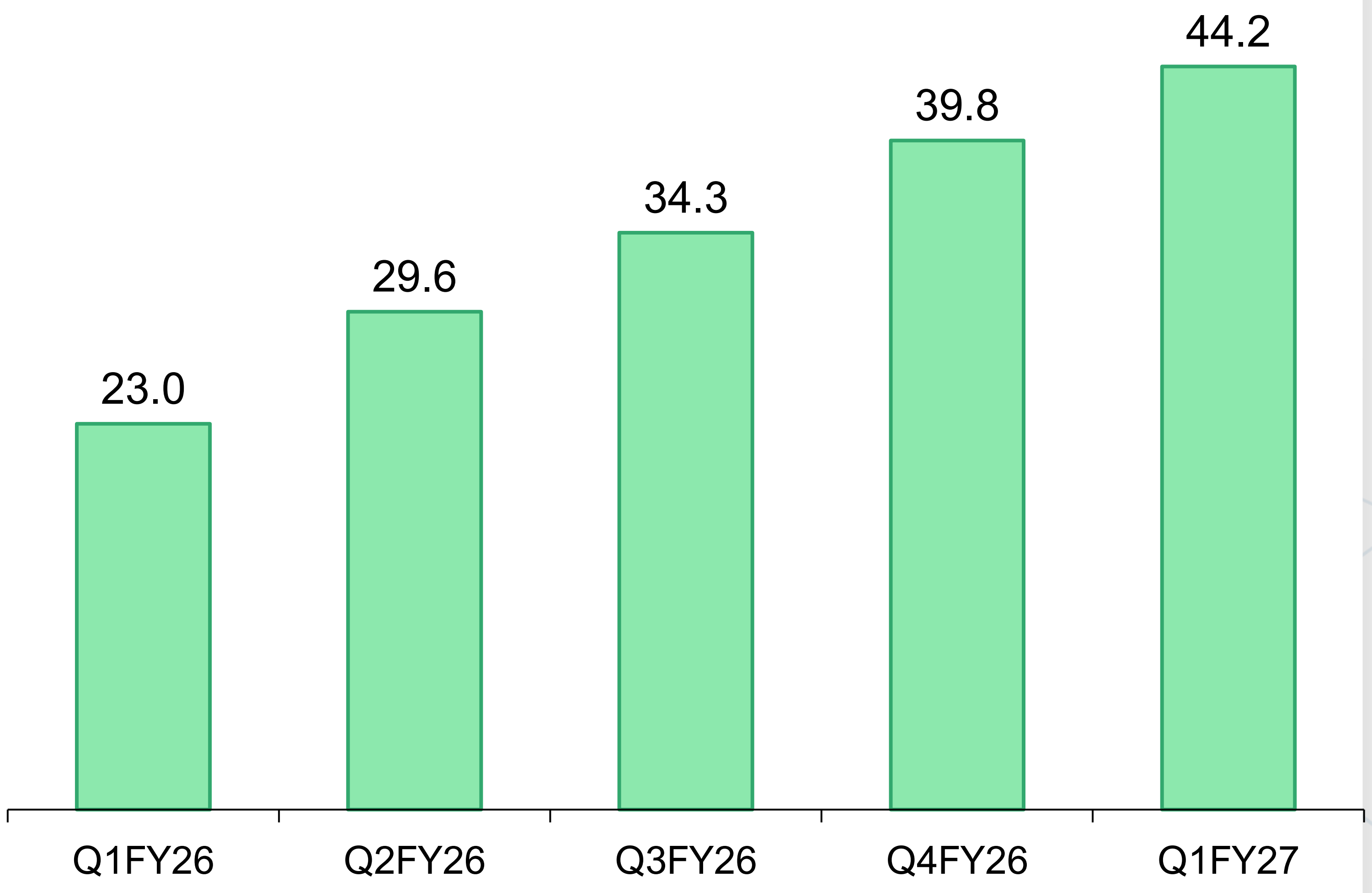
*As of 30th June 2026

Davaindia COCO - KPI's (1/2)

No. of Stores*



Quarterly Footfall in lakhs

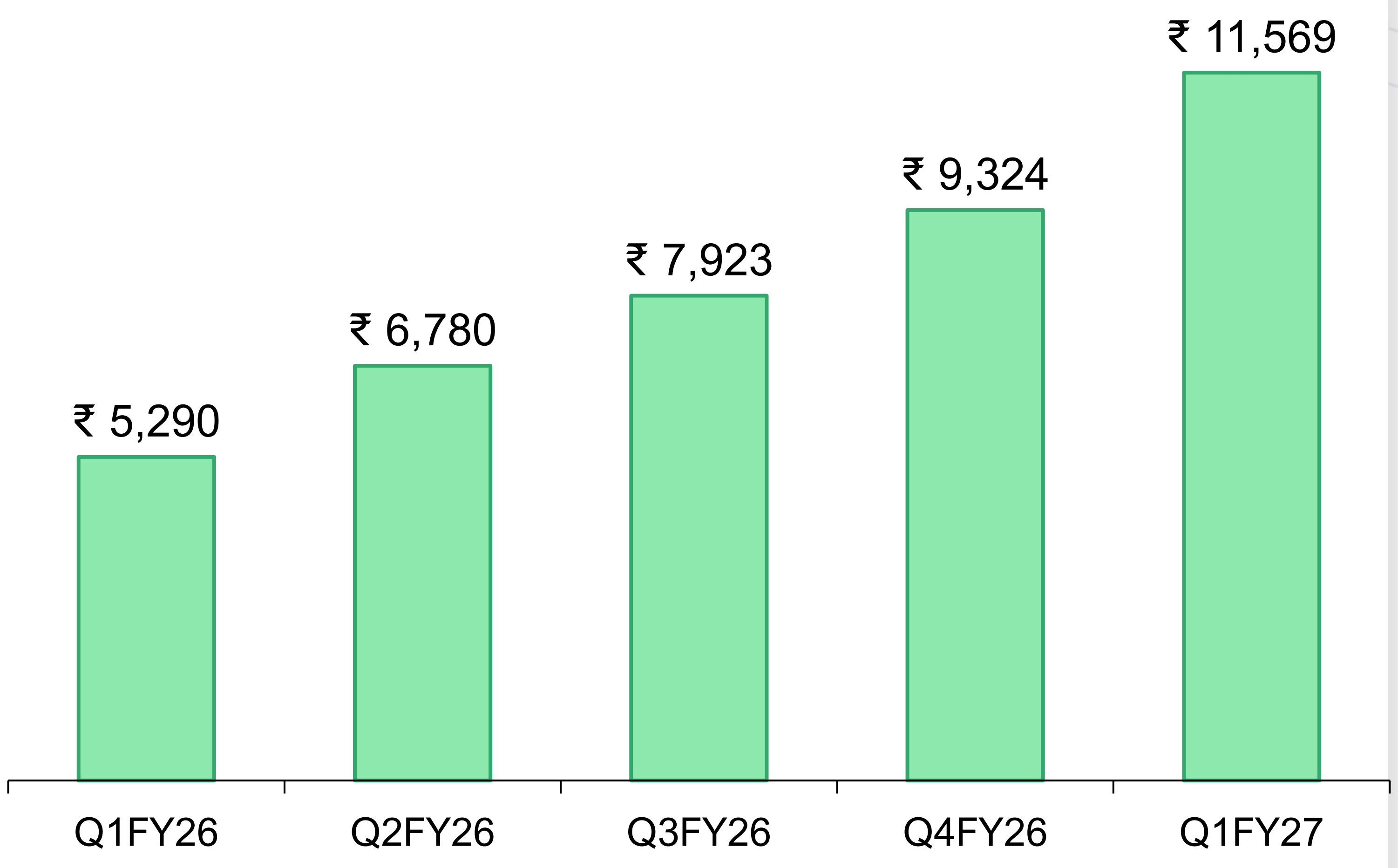


*As of 30th June 2026

Davaindia COCO - KPI's (2/2)

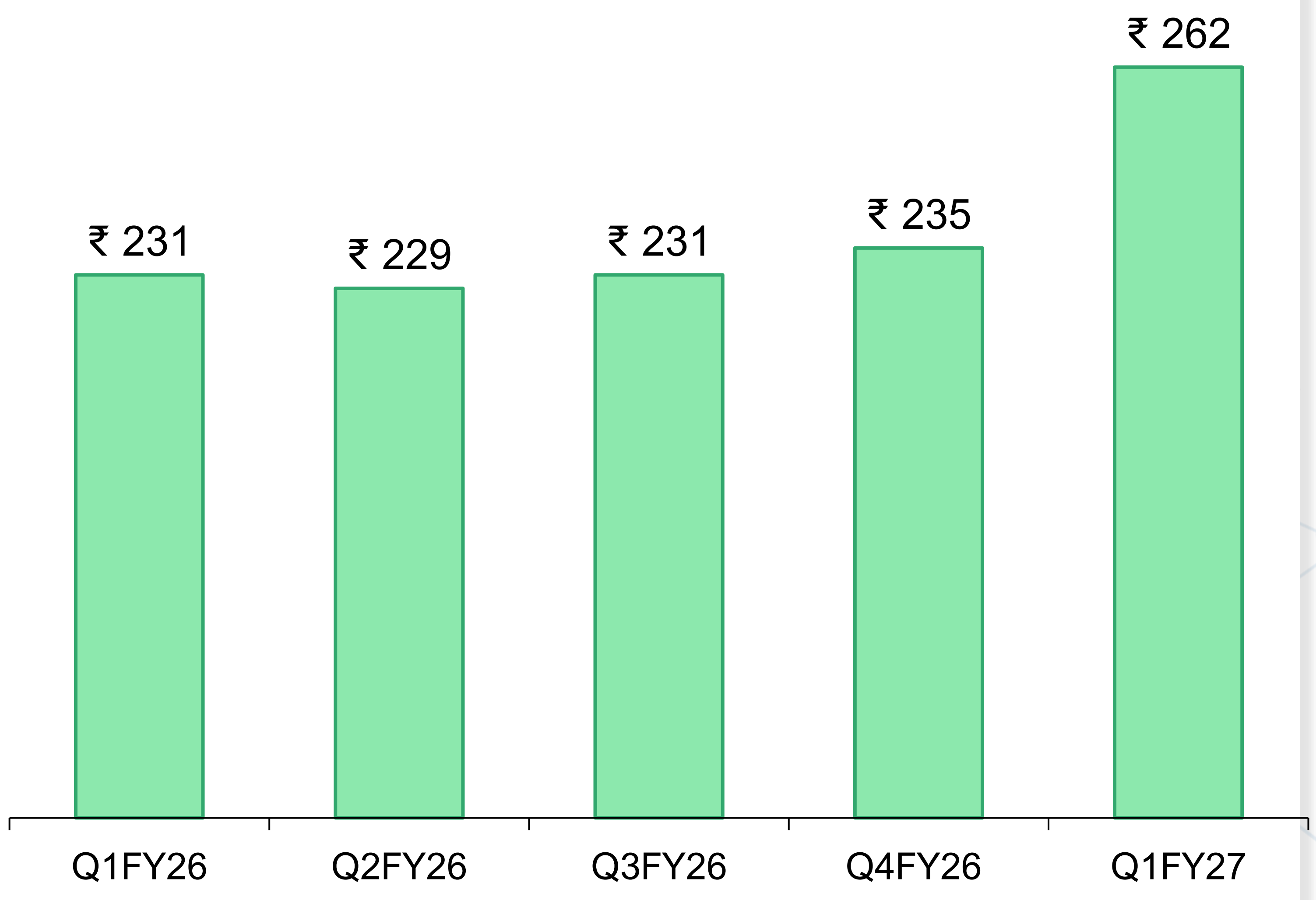
Quarterly GMV

₹ lakhs



Avg. Wallet Spend

₹

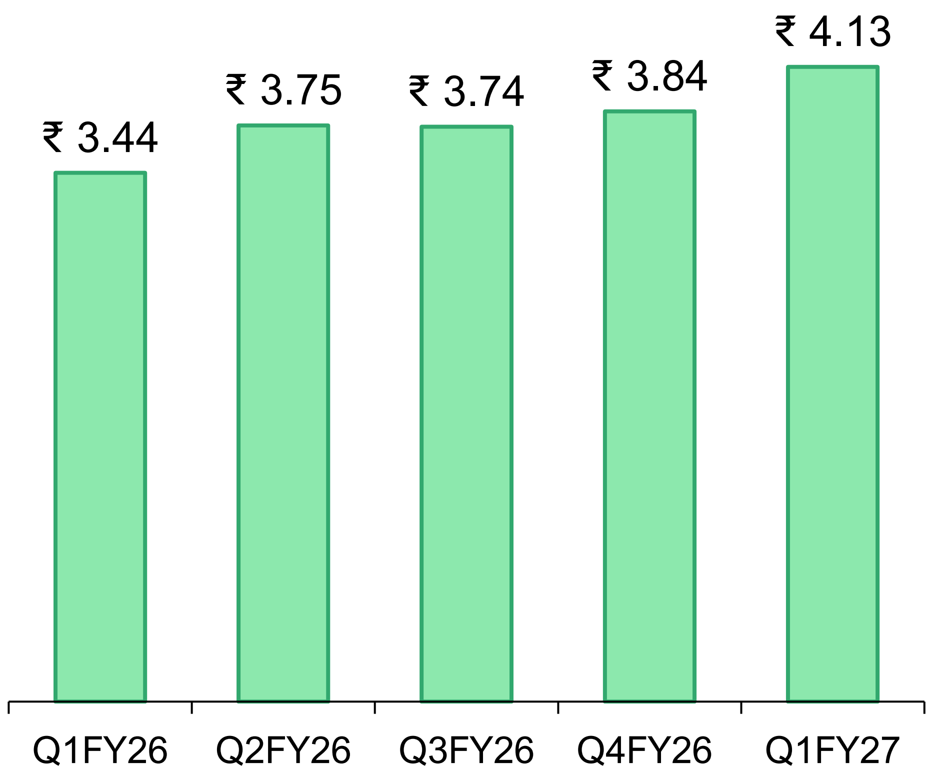


Store Vintage-Wise SSG Trend

Opening Period: (FY2021- FY2024)

No. of Stores: 234

₹ In lakhs

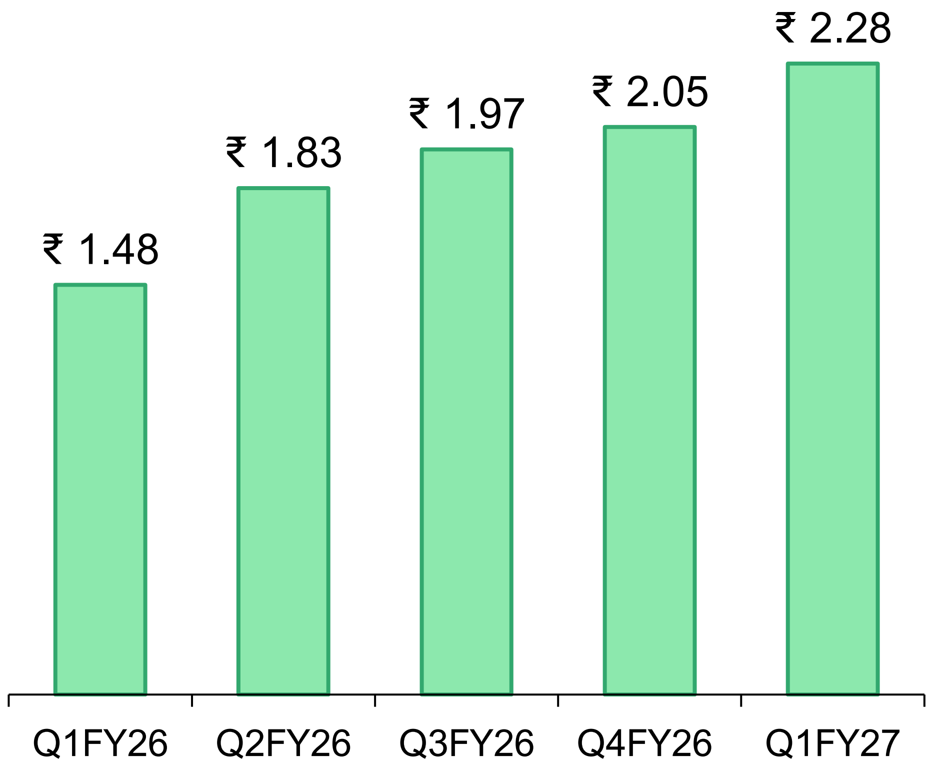


Average GMV Per Month Per Store

Opening Period: (FY2024 - 2025)

No. of Stores: 617

₹ In lakhs

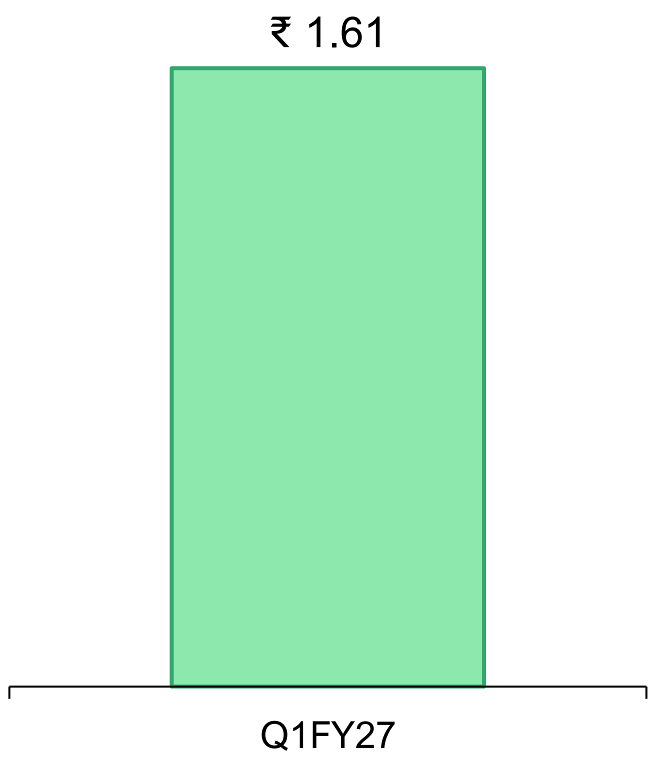


Average GMV Per Month Per Store

Opening Period: (FY2025 - 2026)

No. of Stores: 803

₹ In lakhs



Average GMV Per Month Per Store

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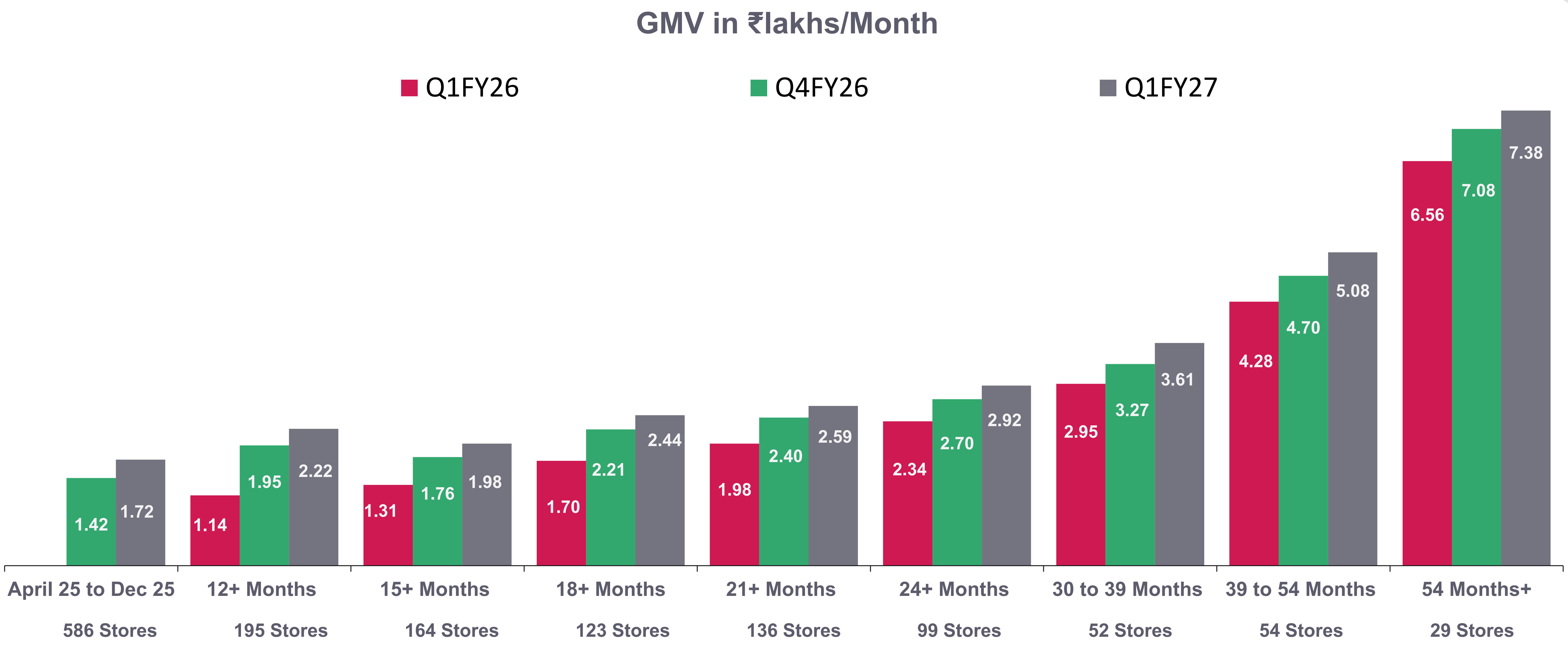
SSG Performance: Period Wise Analysis



Note: 1. The Revenue is calculated on average GMV per month per store
2. Net Revenue can be arrived at by deducting GST from the GMV.

Davaindia – What are FOFO Stores

Franchisee-Owned Franchisee-Operated (FOFO)

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Asset-light franchise model

FOFO stores employ an asset-light franchise model, contributing to the scalability and accessibility of our product offerings.

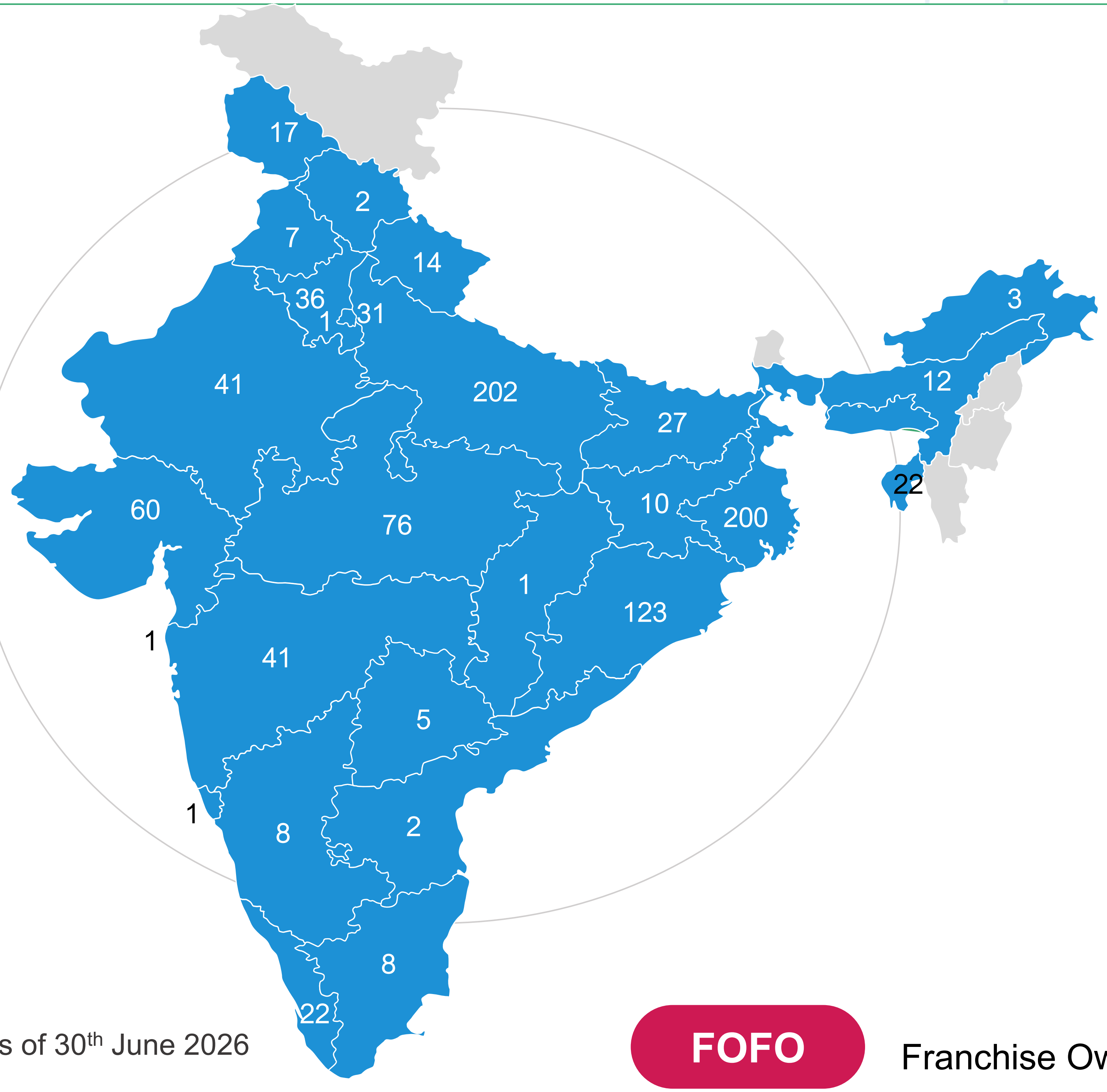
Smaller Store size

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

Enhancing Customer Experience: Walk-In FOFO Stores since Q4FY23

Starting Q4FY23, all newly added Franchisee-Owned Franchisee-Operated (FOFO) stores will be made walk-in, aimed at enhancing the shopping experience by allowing customers to interact and familiarize with the products.

Davaindia - FOFO Stores



*As of 30th June 2026

970

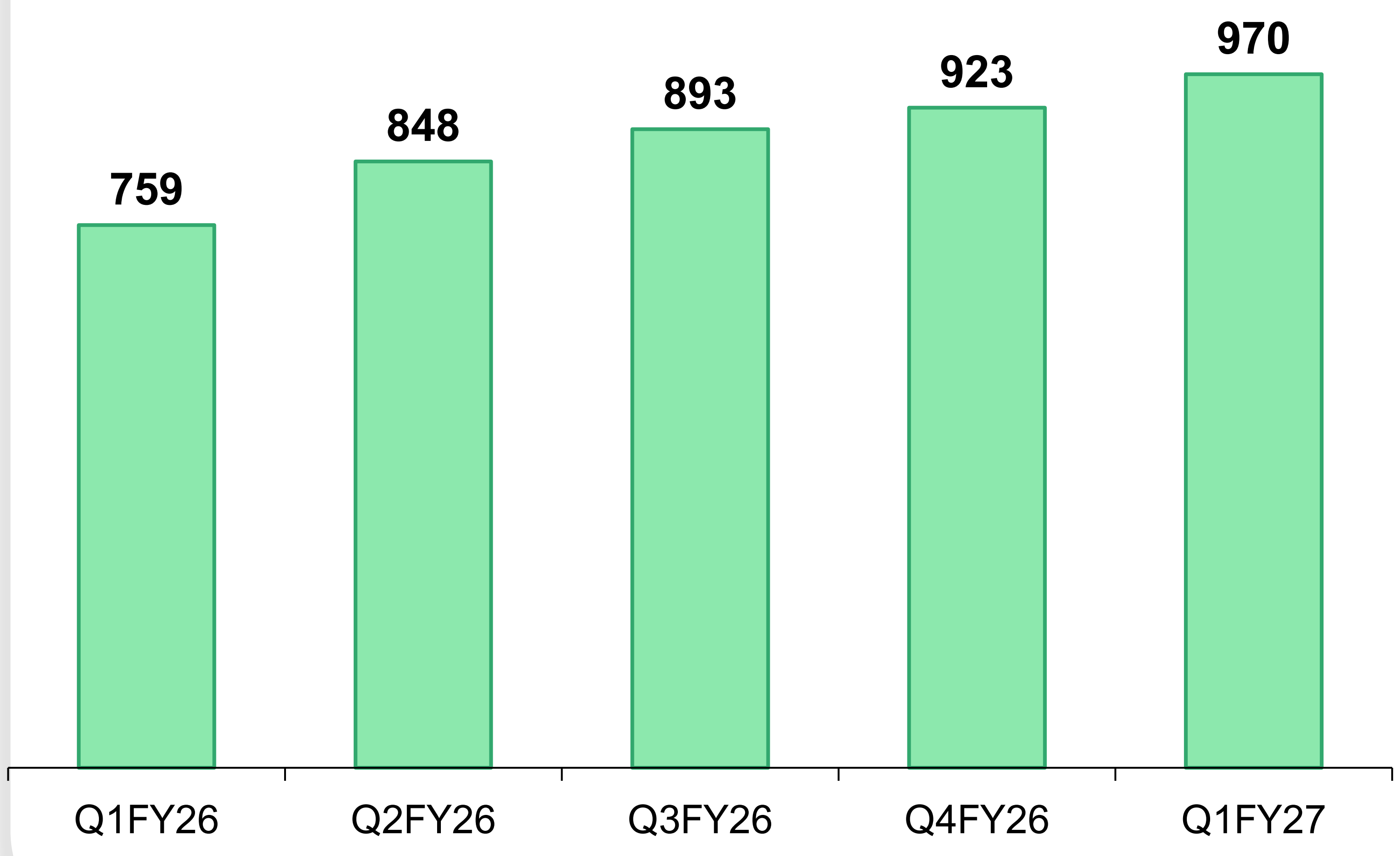
Operational FOFO stores

FOFO Franchise Owned Franchise Operated

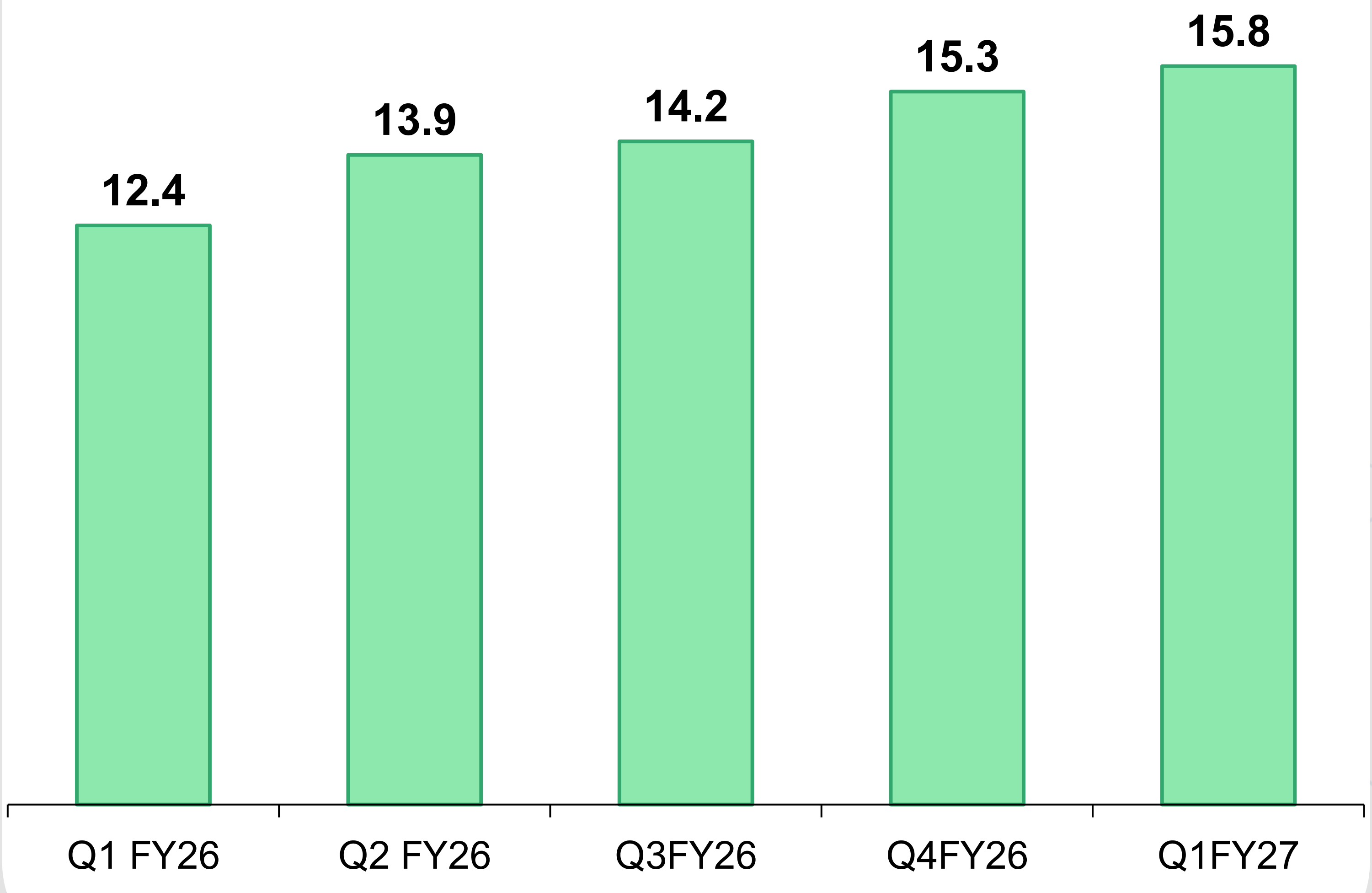
States	No. of Stores
Uttar Pradesh	202
West Bengal	200
Odisha	123
Madhya Pradesh	76
Gujarat	60
Maharashtra	41
Rajasthan	41
Haryana	36
Delhi	31
Bihar	27
Kerala	22
Tripura	22
Jammu & Kashmir	17
Uttarakhand	14
Assam	12
Jharkhand	10
Tamil Nadu	8
Punjab	7
Karnataka	6
Telangana	5
Arunachal Pradesh	3
Himachal Pradesh	2
Andhra Pradesh	2
Goa	1
Chandigarh	1
Daman & Diu	1
Total	**970**

Davaindia FOFO - KPI's (1/2)

No. of Stores

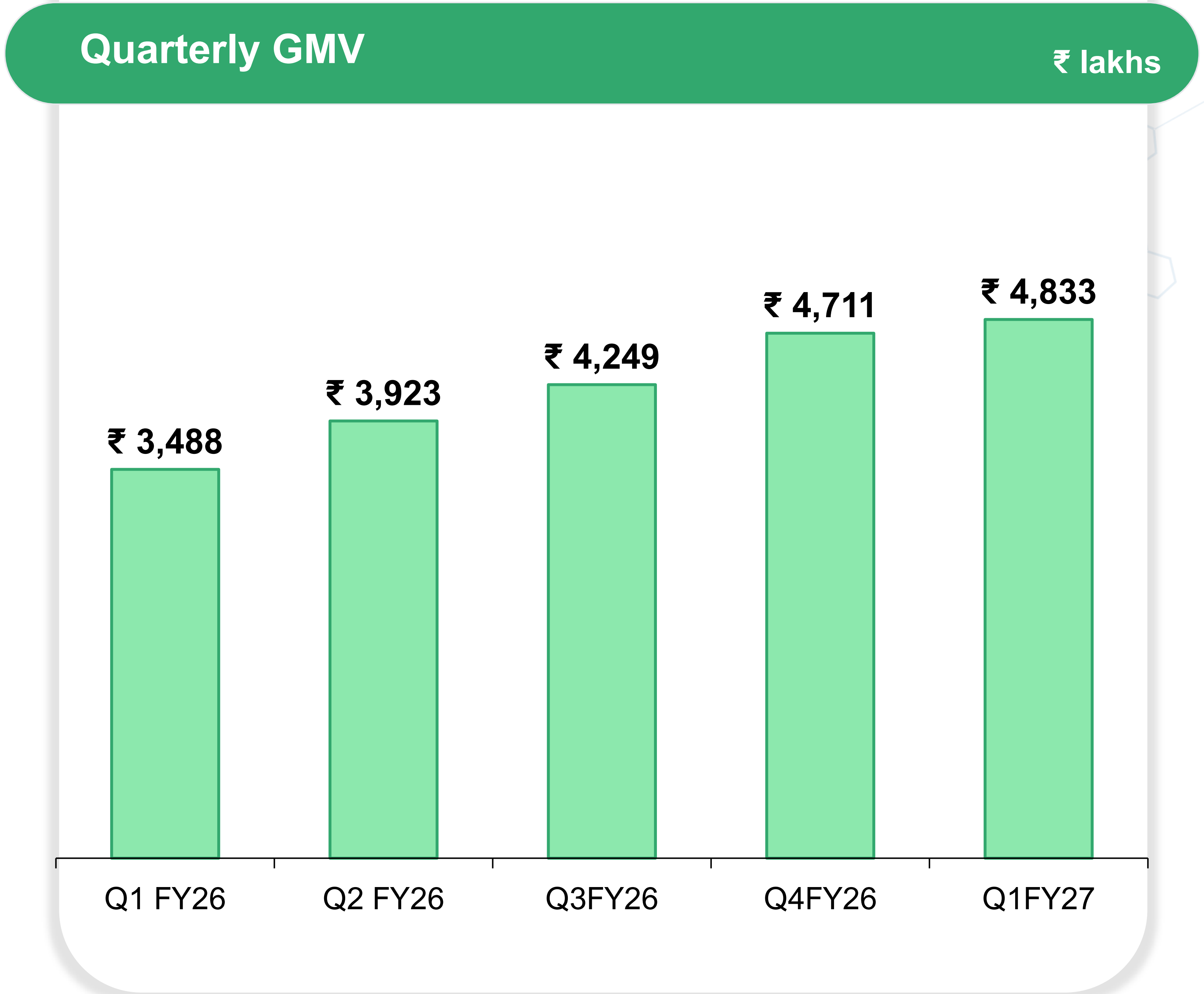


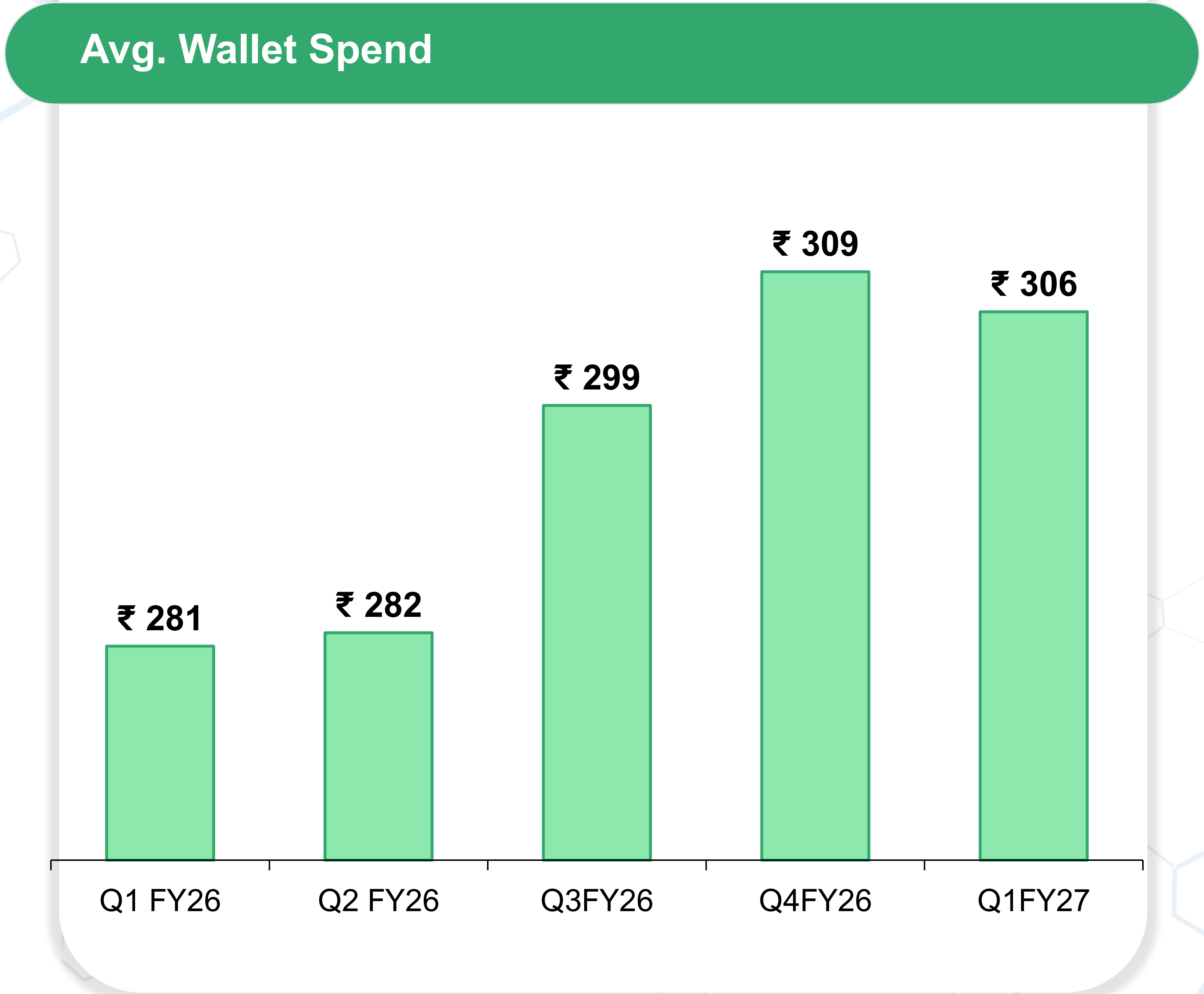
Quarterly Footfall



*As of 30th June 2026

Davaindia FOFO - KPI's (1/2)





*As of 30th June 2026

OTC (Over-the-counter) products

Strategic Acquisition as a move towards backward integration

Acquired 87.78% stake in the Everyday Herbal Group*, 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 REGP license granted by the Government of India, giving additional credibility and leveraging the well-known 'Khadi' mark.

27% FY26 OTC Revenue contribution

*Everyday Herbal Beauty Care Limited & Everyday Herbal Beauty And Wellness Care Private Limited

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27

OTC (Over-the-counter) products

Davaindia is Revolutionizing the Indian Healthcare Scenario

₹45,706 lacs
Gross Merchandise Value Davaindia in FY26

~60 %
Gross Margin in COCO format

2,825
Fast growing FOFO & COCO store network*

30-90 %
Savings to consumers on Generic medicines

*As of 30th June 2026

25-30 %
Mature COCO Stores EBITDA#

Calculated prior to IND AS 116

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

States	FOFO	COCO	Total
West Bengal	200	570	770
Uttar Pradesh	202	338	540
Maharashtra	41	202	243
Delhi	31	99	130
Odisha	123	6	129
Haryana	36	91	127
Gujarat	60	60	120
Kerala	22	97	119
Rajasthan	41	68	109
Madhya Pradesh	76	31	107
Uttarakhand	14	70	84
Punjab	7	60	67
Telangana	5	54	59
Karnataka	6	45	51
Bihar	27	0	27
Himachal Pradesh	2	24	26
Assam	12	13	25
Tripura	22	0	22
Tamil Nadu	8	10	18
Jammu & Kashmir	17	0	17
Chhattisgarh		12	12
Jharkhand	10	0	10
Pondicherry		4	4
Arunachal Pradesh	3	0	3
Goa	1	1	2
Andhra Pradesh	2	0	2
Chandigarh	1	0	1
Daman & Diu	1	0	1
Total	**970**	**1855**	**2825**

*As of 30th June 2026

Davaindia Competitive Edge

The USP 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

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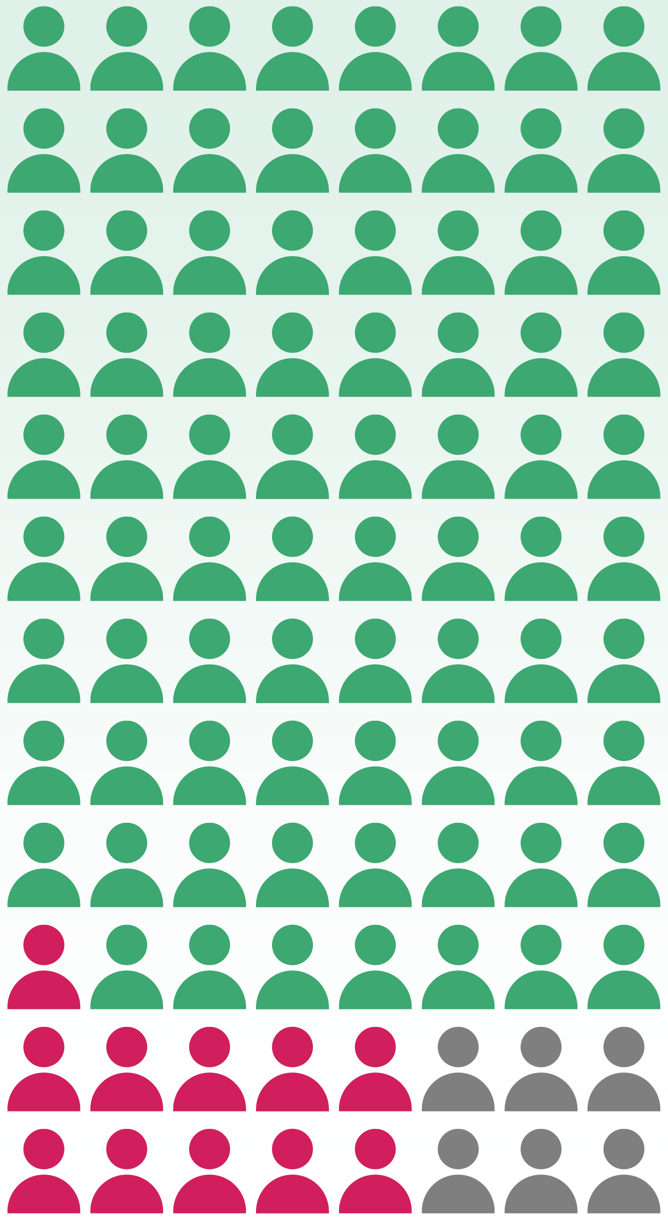
BENEFITS TO THE FRANCHISEES

- **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 %)



80%
Repeat Customers

12%
New Customers

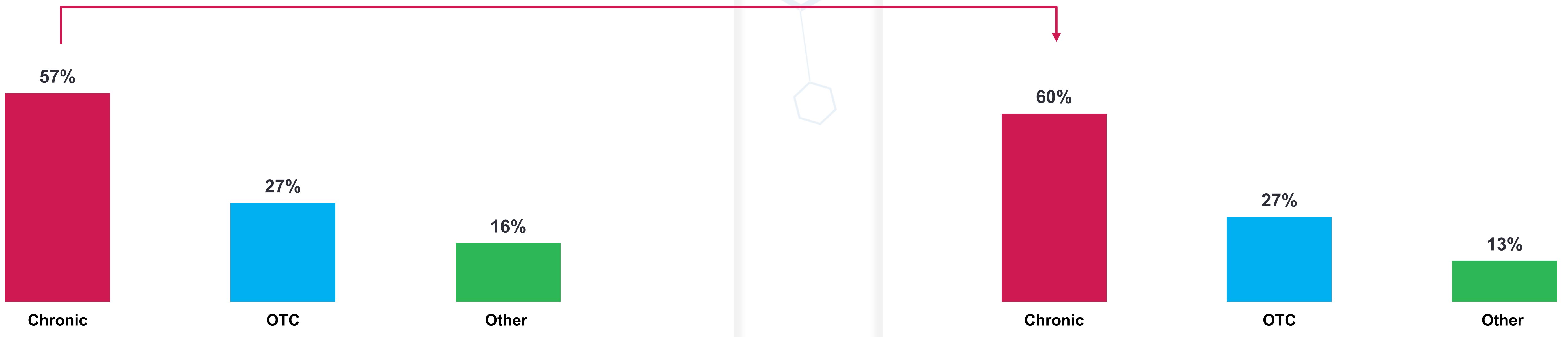
08%
Lost Customers

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

Higher Chronic category share

CATEGORY MIX FY25

CATEGORY MIX FY26

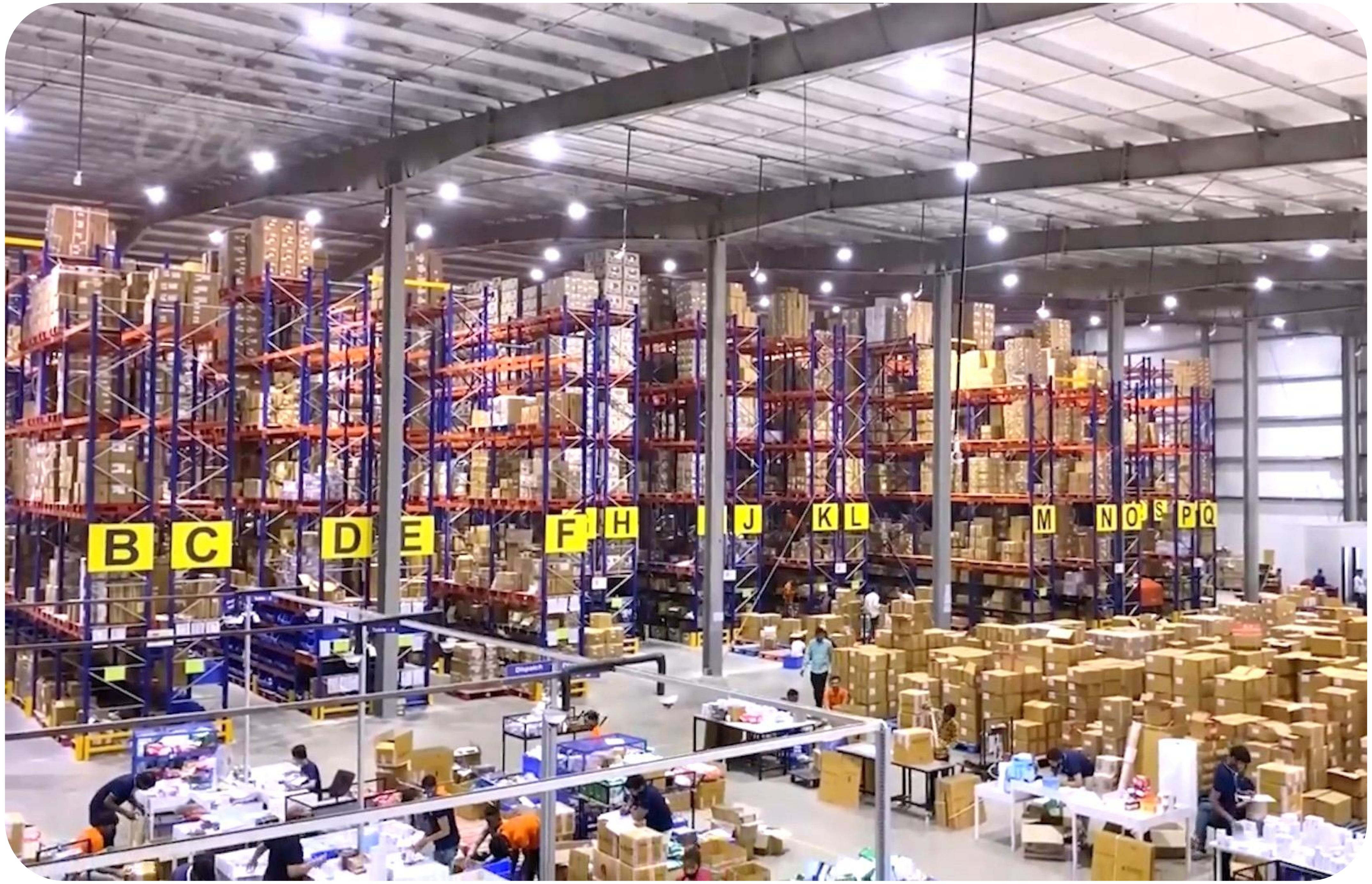


Higher chronic share: A significant 60% of our revenue comes from chronic disease category, signalling high realization and retention rates, reflecting our crucial role in sustaining long-term patient care.

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

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, in Phase 1.
- Eventually the Company will replicate such infrastructure across different zones in the country.



Domestic Operations

Domestic Operations

Marketing Value Chain:

FDF Manufacturers
WHO-GMP certified manufacturing partners

Branding
Quality check, packaging and branding under the umbrella of Zota brands

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

Retail Pharmacies
Ethical marketing, sales distribution and promotional activities undertaken by distributors

Domestic marketing has been the oldest business vertical for the Company and has remained its mainstay in the past. Until 2017, this vertical contributed most of the Company's revenues. 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
2. Bolivia
3. Cambodia
4. Cameroon
5. Costa Rica
6. Ethiopia
7. Georgia
8. Ivory coast
9. Kenya
10. Mali
11. Myanmar
12. Nepal
13. Nigeria
14. South Africa
15. Sri Lanka
16. Swaziland
17. Tanzania
18. Turkmenistan
19. Uganda
20. Ukraine
21. Uzbekistan
22. Vietnam
23. Zambia
24. Kyrgyzstan
25. Libya
26. Yemen

Our Exports business vertical, which started in 2010, 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+	325	261
Products manufactured	**Dossiers registered**	**Dossiers pending approval**

Financial Overview

Management Commentary

"We are pleased to begin FY27 on a strong note, building on the strong execution delivered during FY26. During the previous year, we successfully achieved the key milestones we had guided for, including robust revenue growth, expansion of the Davaindia network, improved profitability, and strengthening of our healthcare ecosystem. The momentum continued into Q1FY27, with the Davaindia network expanding to 2,825 stores as of June 30, 2026, supported by the addition of 264 stores during the quarter, further strengthening our nationwide presence and reinforcing the growing acceptance of our affordable healthcare model.

Alongside network expansion, we continued to take strategic steps to deepen our presence across the healthcare and consumer wellness value chain. During the quarter, the Company strengthened its investment in Davaindia Health Mart Limited and continued to support growth platforms such as UGO Generic and SKIA through investments in KMHP Ventures Limited and Curexis Ventures Private Limited. Further, our enhanced stake in Everyday Herbal Beauty Care Limited supports our backward integration strategy. The association with Mr. Akshay Kumar as Brand Ambassador for Zota Health Care and UGO Generic also marks an important step towards enhancing brand visibility and consumer engagement at a national level.

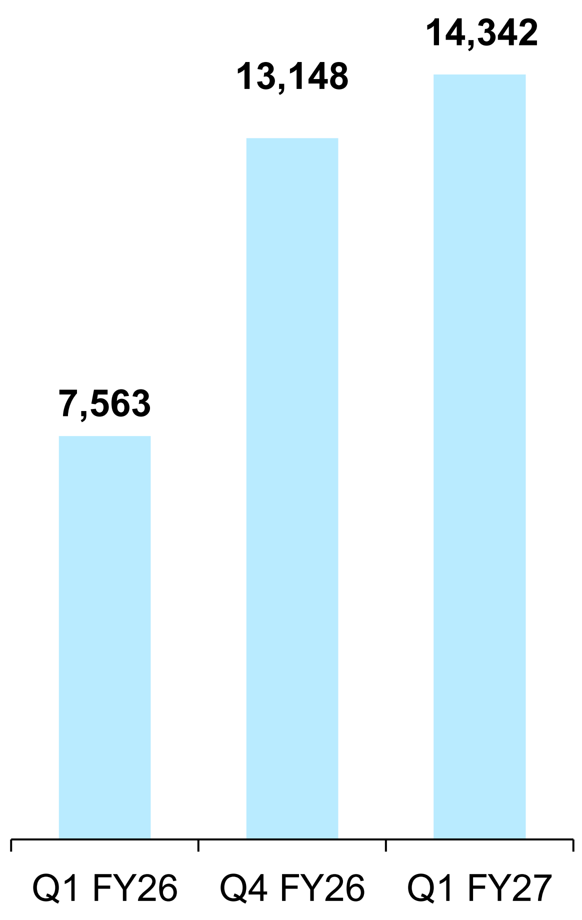
As we move ahead, our focus remains on sustainable and disciplined growth. While the long-term opportunity in affordable generic medicines continues to remain significant, we intend to moderate the pace of expansion during Q2FY27 and closely observe operating trends across newly added stores. This will allow us to assess store-level performance, improve productivity, and strengthen execution before the next phase of expansion. With a strong foundation, expanding retail network, improving brand recall, and a clear roadmap for growth, we remain confident of building on the achievements of FY26 and continuing our growth journey in FY27."

Mr. Ketankumar Zota
Chairman

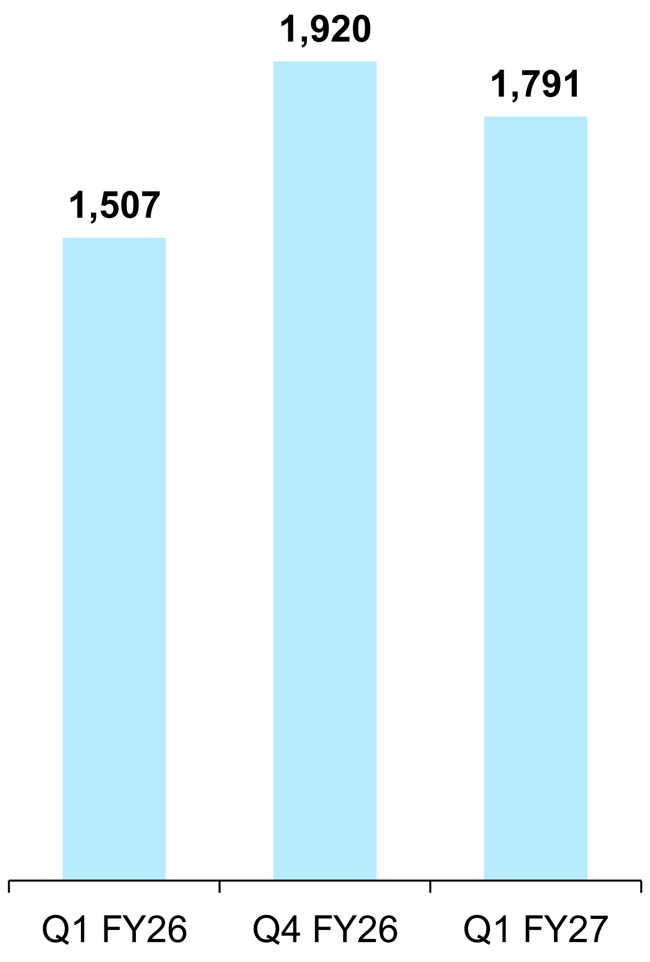
Quarterly Revenue Segmentation

Business Verticals – Consolidated Revenue bifurcation

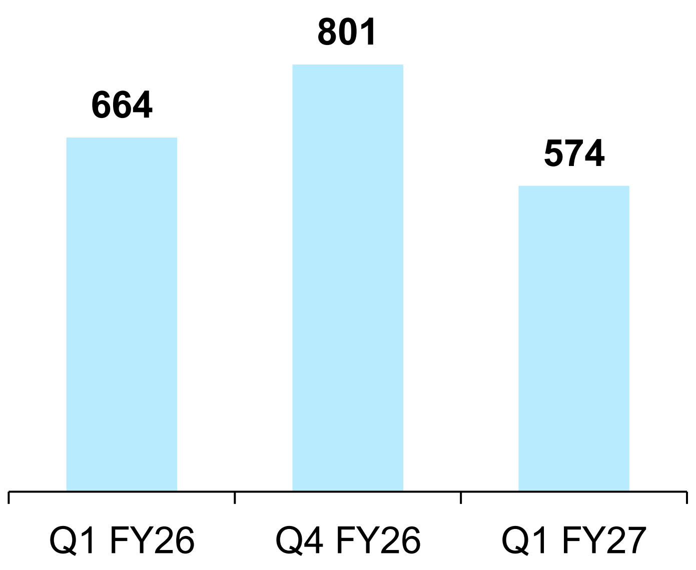
Davaindia ₹ lakhs



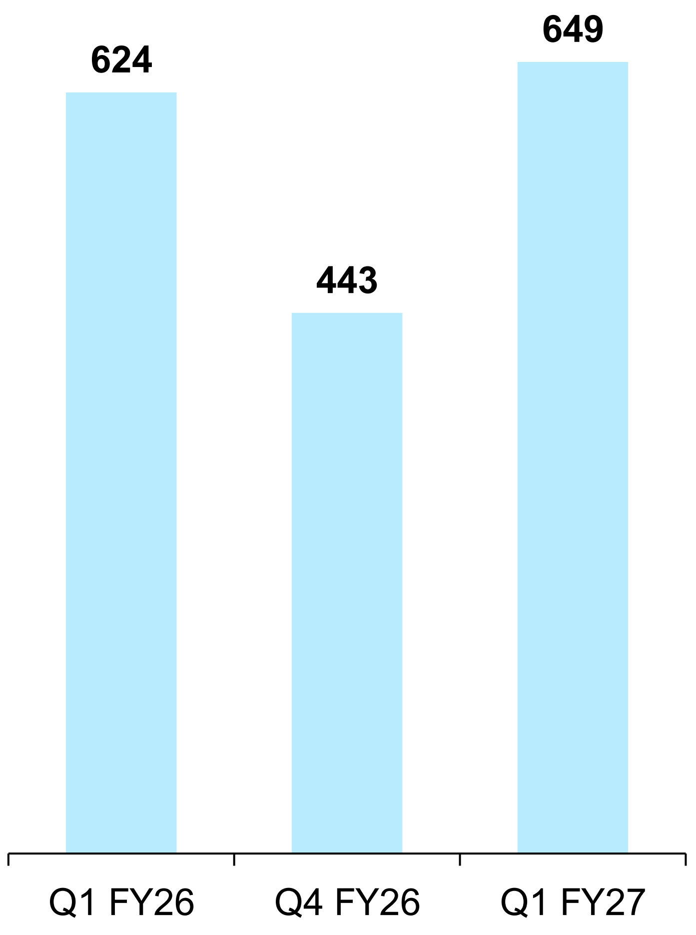
Domestic Operations ₹ lakhs



Export Operations ₹ lakhs

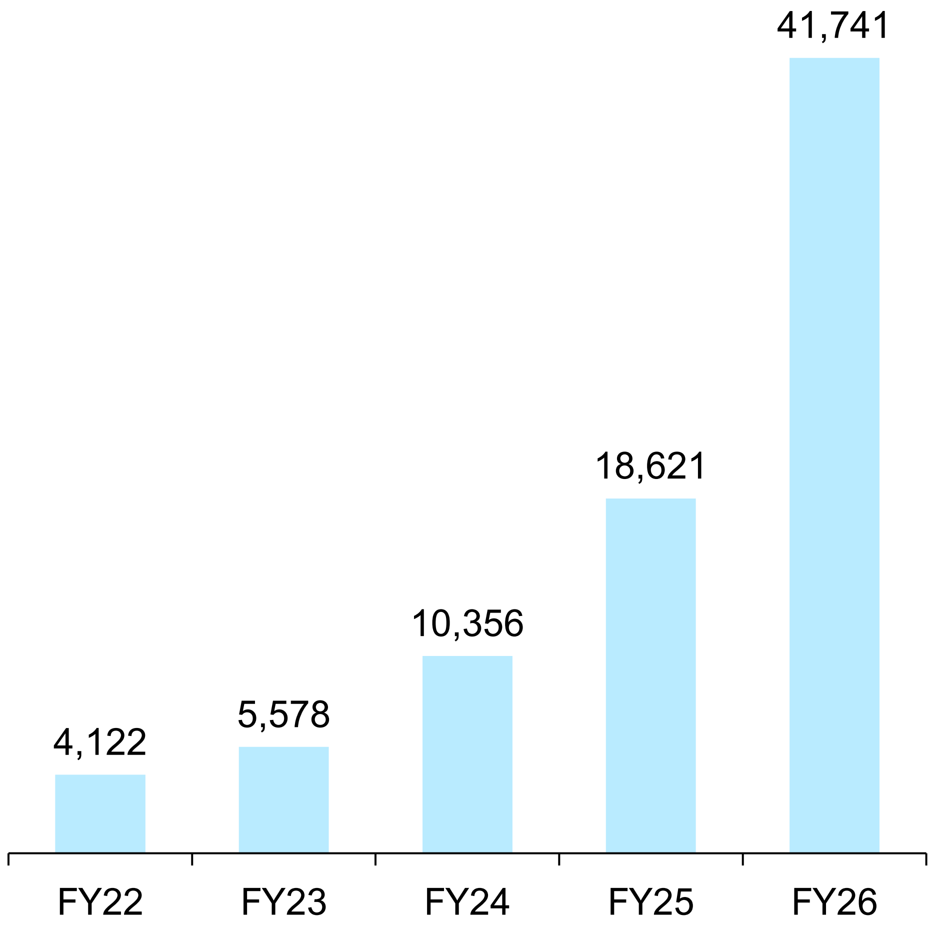


Everyday Herbal ₹ lakhs

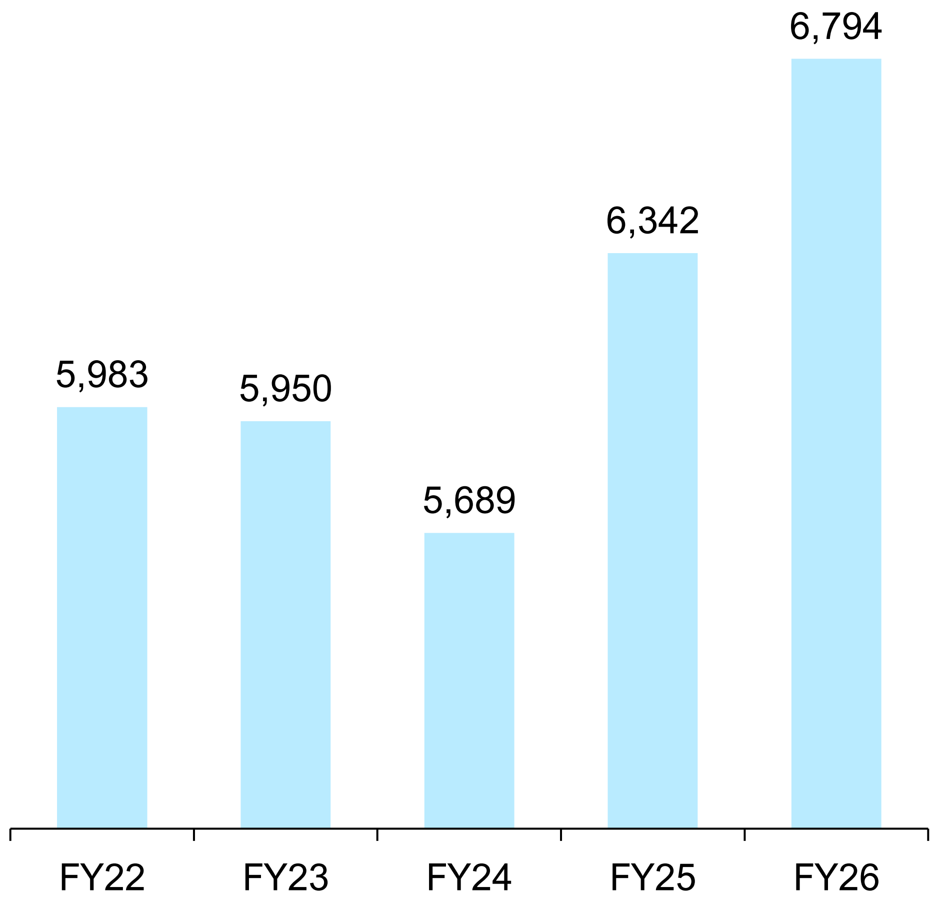


Annually Financial Snapshot

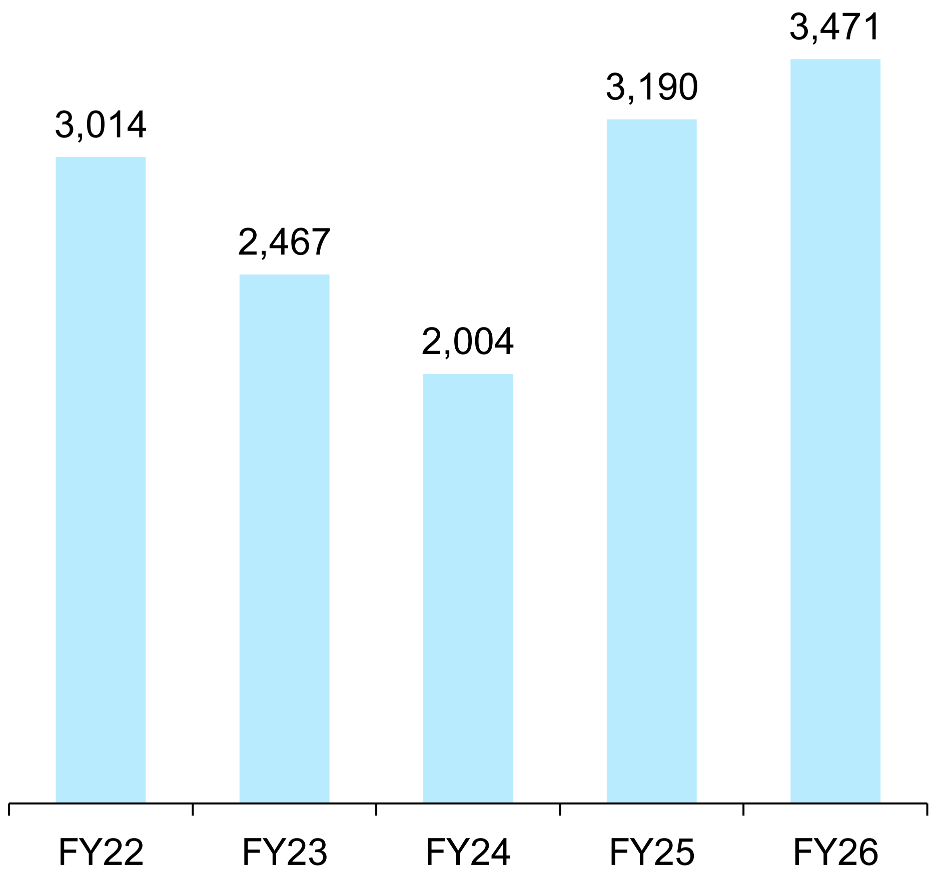
Davaindia ₹ lakhs



Domestic Operations ₹ lakhs



Export Operations ₹ lakhs



Davaindia has driven revenue growth, recording an impressive increase of ~ 58% CAGR since FY22 to FY26.

Business Vertical Performance (Consolidated)

₹ in lakhs (Consolidated)

Particulars	Q1 FY27 Business Vertical					Consolidated
	Davaindia	Domestic	Exports	Everyday	Others	
Revenue from Operation	**14,342.33**	**1,790.67**	**573.51**	**649.42**	**4.30**	**17,360.23**
Cost of Goods Sold	4,676.09	1,225.08	203.47	497.52	2.07	6,604.23
Gross Profit	**9,666.24**	**565.59**	**370.04**	**151.90**	**2.23**	**10,756.00**
% Margin	67.40%	31.59%	64.52%	23.39%	51.86%	61.96%
Employee cost	5,582.68	163.24	137.48	205.34	23.76	6,112.50
Other expenses	6,892.21	391.58	192.24	177.06	37.60	7,690.69
Operational Expenses	12,474.89	554.82	329.72	382.40	61.36	13,741.83
Operating Profit (Pre IND AS)	**-2,808.65**	**10.77**	**40.32**	**-230.50**	**-59.13**	**-2985.83**
% Margin	-19.58%	0.60%	7.03%	-35.49%	-1375.12%	-17%
Other Income	163.09	34.12	4.95	2.07	0.11	204.34
EBITDA (Pre IND AS)	**-2,808.65**	**44.89**	**45.27**	**-228.43**	**-59.02**	**-2781.49**
% Margin	-19.58%	2.51%	7.89%	-35.17%	-1372.56%	-16.02%

zota® healthcare ltd. | davaindia© GENERIC PHARMACY

Profit & Loss Statement (Consolidated)

Particulars	Q1FY27	Q4FY26	Q1FY26	FY26	FY25
Export Sales (SEZ)	573.51	801.15	664.16	3,471.09	3,190.34
Davaindia Sales	14,342.33	13,147.71	7,562.90	41,741.47	18,621.42
Domestic Sales	1,790.67	1,919.70	1,506.87	6,794.29	6,341.50
Everyday Herbal Group	649.42	443.41	624.41	1,846.33	1,144.22
Others	4.30	5.56	-	12.57	-
Revenues from Operations	**17360.23**	**16317.53**	**10,358.34**	**53,865.75**	**29,297.48**
Cost of Goods Sold	6,604.23	5,961.71	4,513.27	21,396.85	13,730.33
Gross Profit	10,756.00	**10,355.82**	**5,845.07**	**32,468.90**	**15,567.15**
% Margin	61.96%	63.46%	56.43%	*60.28%*	53.13%
Employee cost	6,112.50	5,443.49	3317.31	17,832.98	8,606.62
Other expenses	5,803.24	4,041.96	2132.02	12,781.94	7,533.82
Operational Exp	11,915.74	**9,485.45**	**5,449.33**	**30,614.92**	**16,140.44**
Operating Profit	**-1,159.74**	**870.37**	**395.74**	**1,853.98**	**-573.29**
% Margin	-6.68%	5.33%	3.82%	*3.44%*	-1.96%
Other Income	204.34	320.80	87.6	743.75	206.80
EBITDA	**-955.40**	**1,191.17**	**483.35**	**2,597.73**	**-366.49**
% Margin	-5.50%	7.30%	4.67%	*4.82%*	-1.25%
Depreciation	2774.84	2701.13	1,467.84	8,245.31	4,319.61
EBIT	**-3,730.24**	**-1,509.96**	**-984.49**	**-5,647.58**	**-4,686.10**
Interest Cost	635.24	532.25	323.90	1,736.11	1,078.34
Exceptional Items	-	599.98	-	599.98	-
EBT	-4,365.48	**-2,642.19**	**-1,308.39**	**-7,983.67**	**-5,764.44**
Taxes	-28.99	1,195.99	69.40	575.93	-90.55
Profit After Taxes	**-4,394.47**	**-1,446.20**	**-1,377.79**	**-7,407.74**	**-5,673.89**

Health for all

THANK YOU

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