



November 15, 2024

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 and half year ended September 30, 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 and half year ended September 30, 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 1,165 Stores; Expands COCO Stores to 501 Locations.

Q2FY25 Revenues grew to ₹6,728 Crores: 48.6% YoY growth; Gross profit stood at ₹3,602 Crores; 76.4% YoY growth.

Q2FY25 DavaIndia-GMV stood at Rs. 5,554 Lakhs

Surat, 15 November 2024:

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 Second quarter & Half Year period ended 30th Sept 2024.

Q2 FY25 Business Highlights:

Particulars	Q2FY25			Q2FY24		
	COCO	FOFO	Total	COCO	FOFO	Total
Total No. of DavaIndia stores*	501	664	1,165	125	577	702
Quarterly Footfall (lakhs)	11.84	10.39	22.23	4.67	7.55	12.22
GMV (₹ lakhs)	2,714	2,840	5,554	1,154	2,005	3,159
Average wallets spend (₹)	229	274	-	247	269	-

(*As on 04th Oct 2024)

H1 FY25 Business Highlights:

Particulars	H1FY25			H1FY24		
	COCO	FOFO	Total	COCO	FOFO	Total
Total No. of DavaIndia stores*	501	664	1,165	125	577	702
Half Yearly Footfall (lakhs)	20.47	19.37	39.84	8.36	14.07	22.43
GMV (₹ lakhs)	4,764	5,448	10,212	2,057	3,910	5,967
Average wallets spend (₹)	233	282	-	247	281	-

(*As on 04th Oct 2024)

Key Highlights for Q2FY25:

- Added 133 stores in Q2FY25, Total no. of stores reaches 1,165.
- In Q2FY25, GMV stood at ₹5,554 lakhs as compared to ₹3,159 lakhs in Q2FY24.
- Total Revenue was ₹6,728 lakhs for Q2FY25 compared to ₹4,527 lakhs in Q2FY24, an increase of 48.62%.
- Gross Profit stood at ₹3,602 lakhs compared to ₹2,042 lakhs during Q2FY24, a significant increase of 76.40%.

Commenting on the Q2FY25 performance, Mr. Ketankumar Zota, Chairman, Zota Health Care Limited said,

"We are pleased to announce a robust performance this quarter, marked by 49% revenue growth driven by rising demand for our products. As a part of our expansion strategy, we launched 133 new DavaIndia stores in Q2FY25, including 114 COCO stores to build a strong, self-operated network, along with 19 FOFO stores. This expansion brings our total store count to 1,165, reinforcing our nationwide presence and commitment to accessible healthcare.

Our expanding reach is attracting increasing foot traffic, with footfalls rising from ₹12.22 lakh in Q2FY24 to ₹22.23 lakh in Q2 FY25, underscoring the rising demand for affordable pharmaceuticals in India. Gross Merchandise Value (GMV) also surged from ₹3,159 lakhs in Q2 FY24 to ₹5,554 lakhs this quarter. Our efforts to enhance the consumer

experience are reflected in an increased average wallet spend per visit, now at ₹233 and ₹282 in COCO and FOFO in H1FY25 respectively.

As we move forward, we remain dedicated to meeting the diverse healthcare needs of India's population and reinforcing our position at the forefront of the generic retail pharmacy sector.”

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 specialises 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.*