

October 28, 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
ai Variya

Digitally signed by
Ashvin Bhagavanbhai
Variya
Date: 2026.10.28
18:13:19 +05'30'

Ashvin Variya
(Group 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

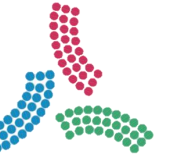
Zota Health Care Limited

INVESTOR PRESENTATION

Q2FY27



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 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 website of 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.



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, 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	2,840	Operational Davaindia Stores*	1,859 COCO Stores* 981 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	

Financial Highlights (H1FY26 - Consolidated)

Revenue from Operations

₹ 37,293.37 lakhs

Davaindia Sales

₹ 31,189.14 lakhs

Gross Profit

₹ 22,750.04 lakhs

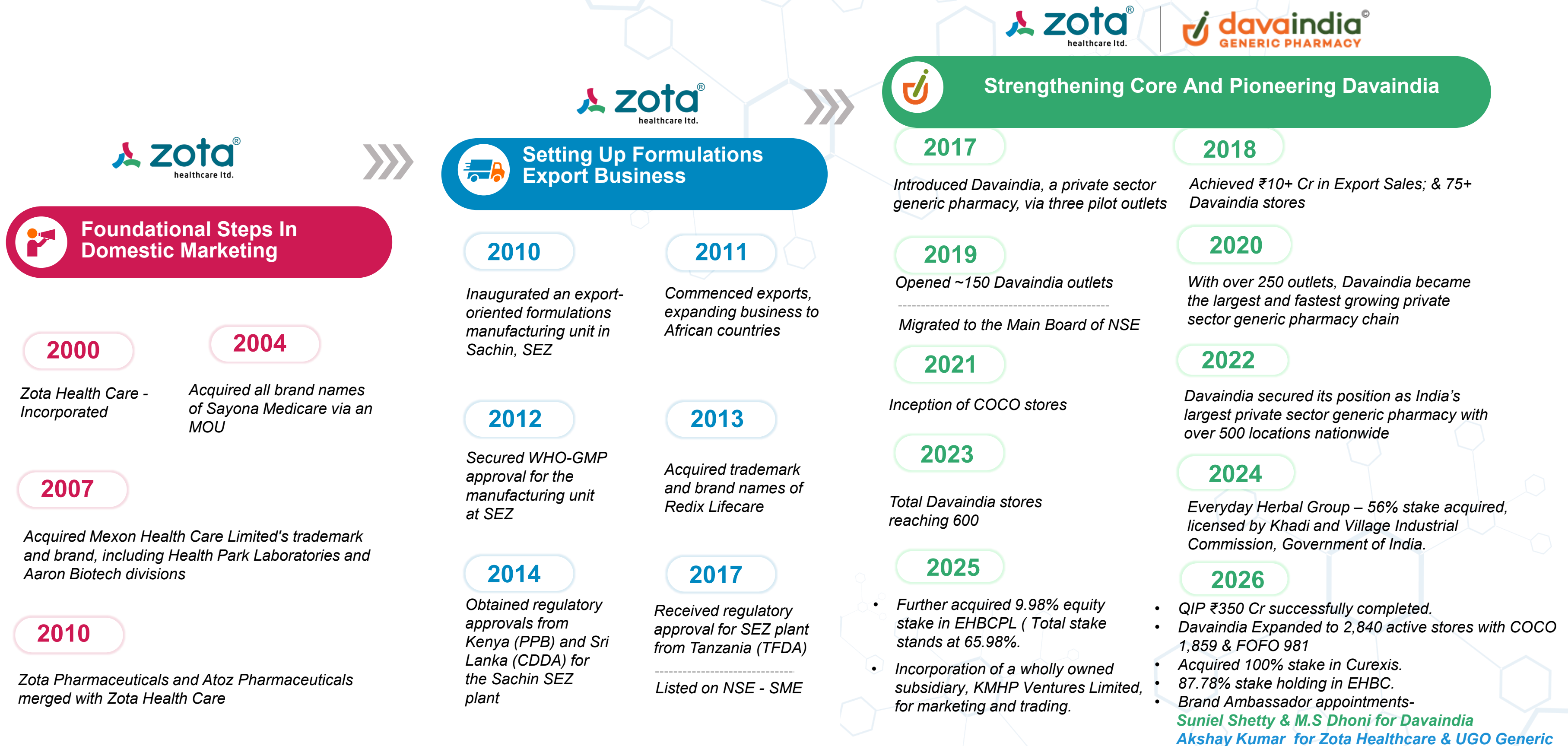
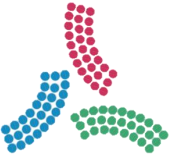
Gross Merchandise Value Davaindia

₹ 35,193 lakhs

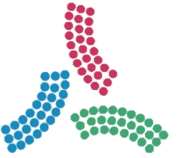
*As of 30th September 2026



Our Journey



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, StayHappy, 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.



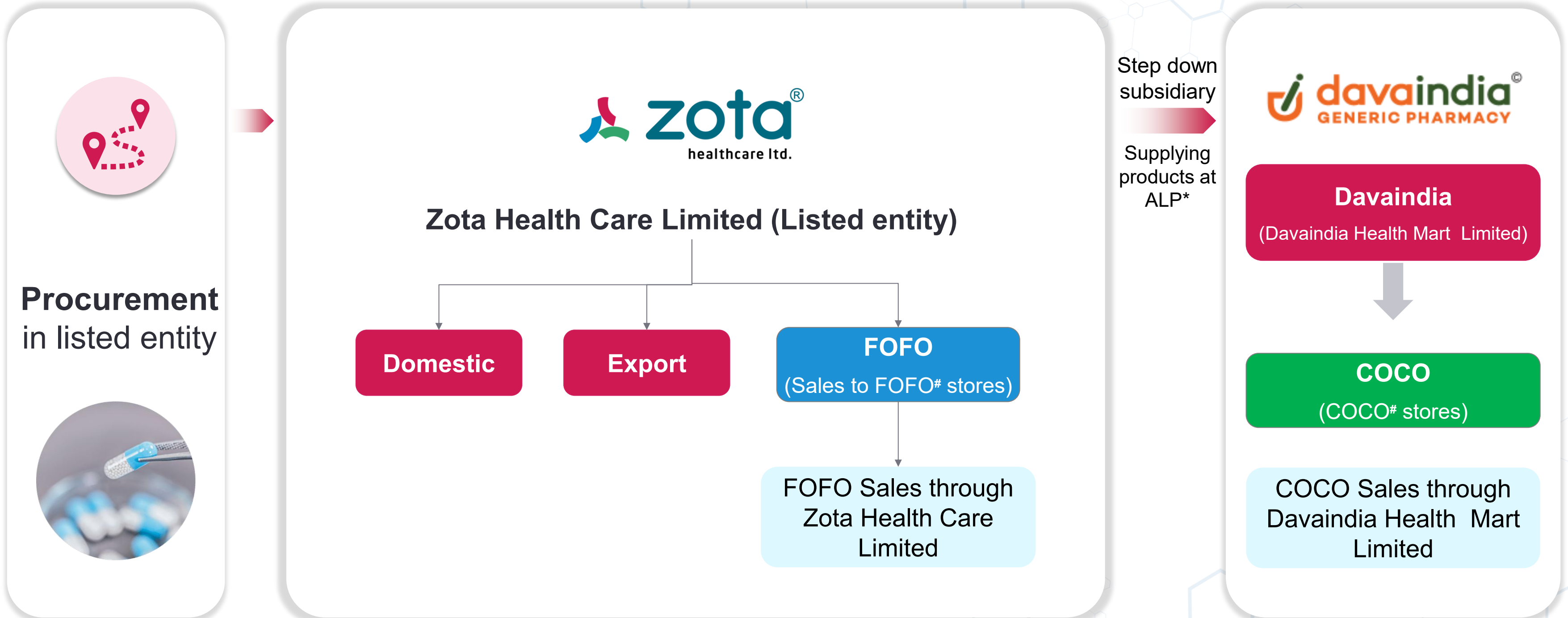
Viren Zota

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



COCO – Company-Owned Company-Operated
FOFO – Franchisee-Owned Franchisee-Operated

Business Overview



Business Verticals

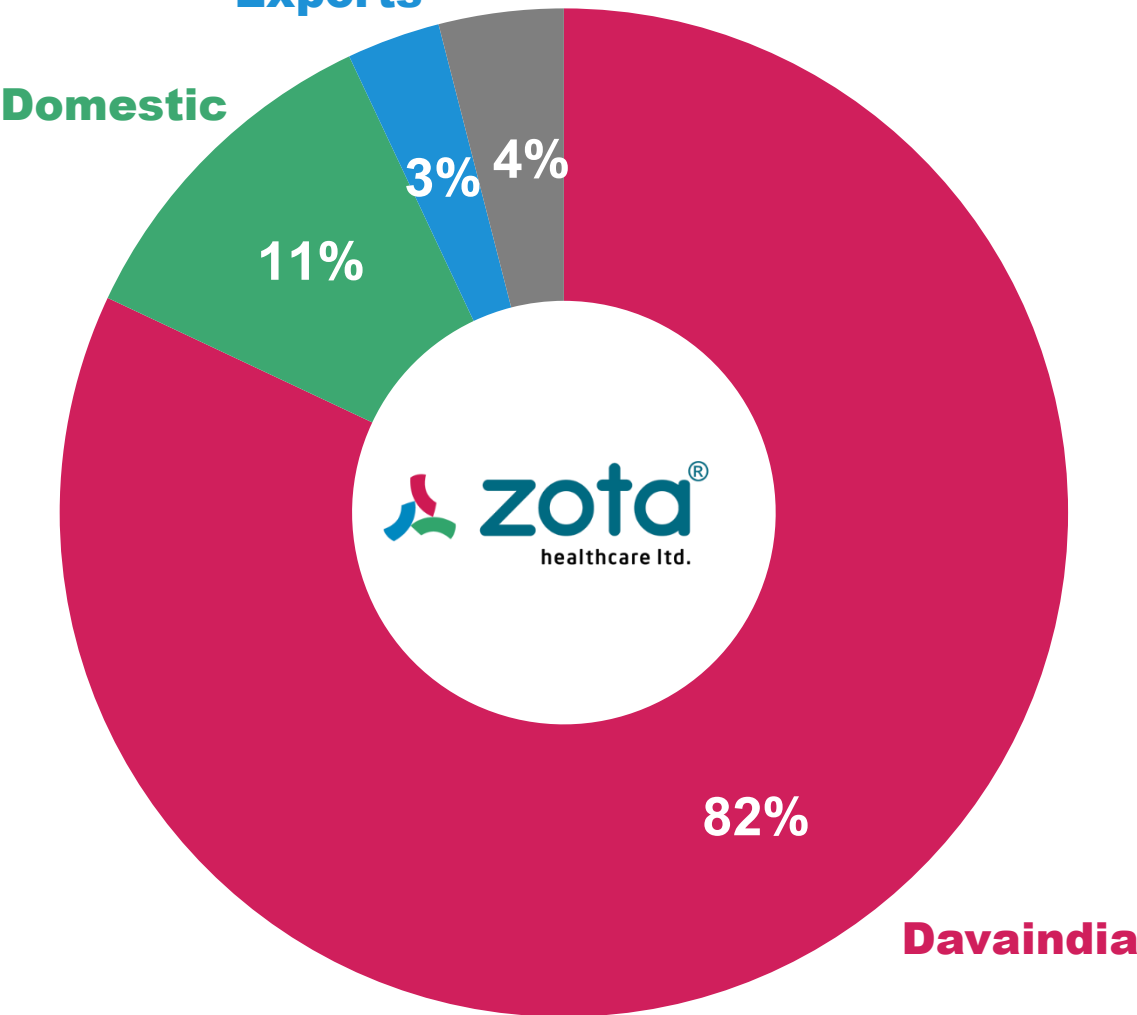


Revenue contribution (H1FY27)

Everyday Herbal Group

Exports

Domestic



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 Sept 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*

1,859 COCO stores
981 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

Significant savings
in margins

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

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

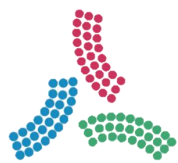
Tablet	Telmisartan 40 mg & Hydrochlorothiazide 12.5 mg	Levocarnitine 500 mg	Rabeprazole 40 mg	Calcium & Vitamin D3 Tablets
Manufacturer	Same Manufacturer			
Marketed By	Foreign Pharma MNC 	Pharma MNC 	Foreign Pharma MNC 	Pharma MNC 
MRP	₹ 193.7 ₹ 25.0	₹ 481.0 ₹ 77.0	₹ 202.5 ₹ 35.0	₹ 107.9 ₹ 16.5



davaindia[®]
GENERIC PHARMACY



Davaindia - Retail Pharmacy Chain data



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



*As of 30th September 2026

- Launched in 2017, Davaindia has rapidly grown into India's **leading private-sector generic pharmacy chain** expanded to **2,840 active stores as of September 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**



2 store Variants

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

24 States

4 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

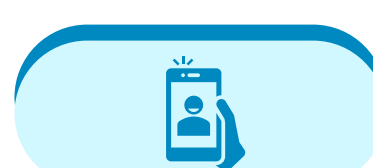
Davaindia Health Mart Limited has implemented a hyperlocal e-commerce model for on-demand medicine delivery, leveraging its company-operated (COCO) retail outlets as fulfilment centres to ensure fast and efficient order processing and doorstep delivery.

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

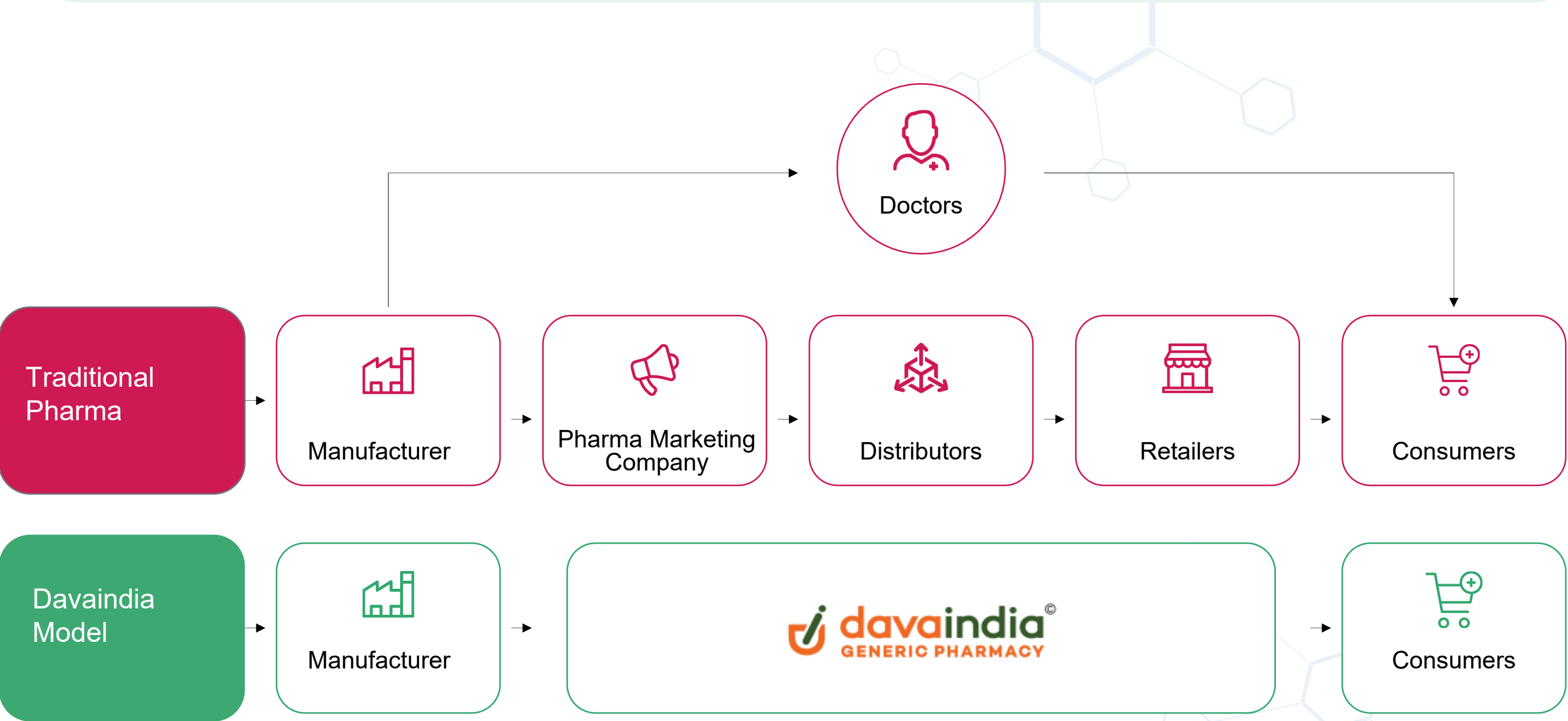
Brand building and consumer-facing advertisement and promotional campaigns with Mr. Mahendra Singh Dhoni & Mr. Suniel Shetty as the brand ambassador undertaken by Davaindia

FOFO (Franchisee) MODEL

Franchisee-Owned Franchisee-Operated stores adhere to an asset-light 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



Average consumer price

~75% savings

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

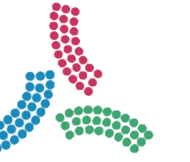
₹ 100

Traditional Pharma

₹ 25

Davaindia

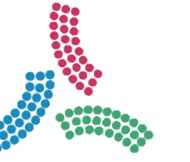
Strengthening the Visibility



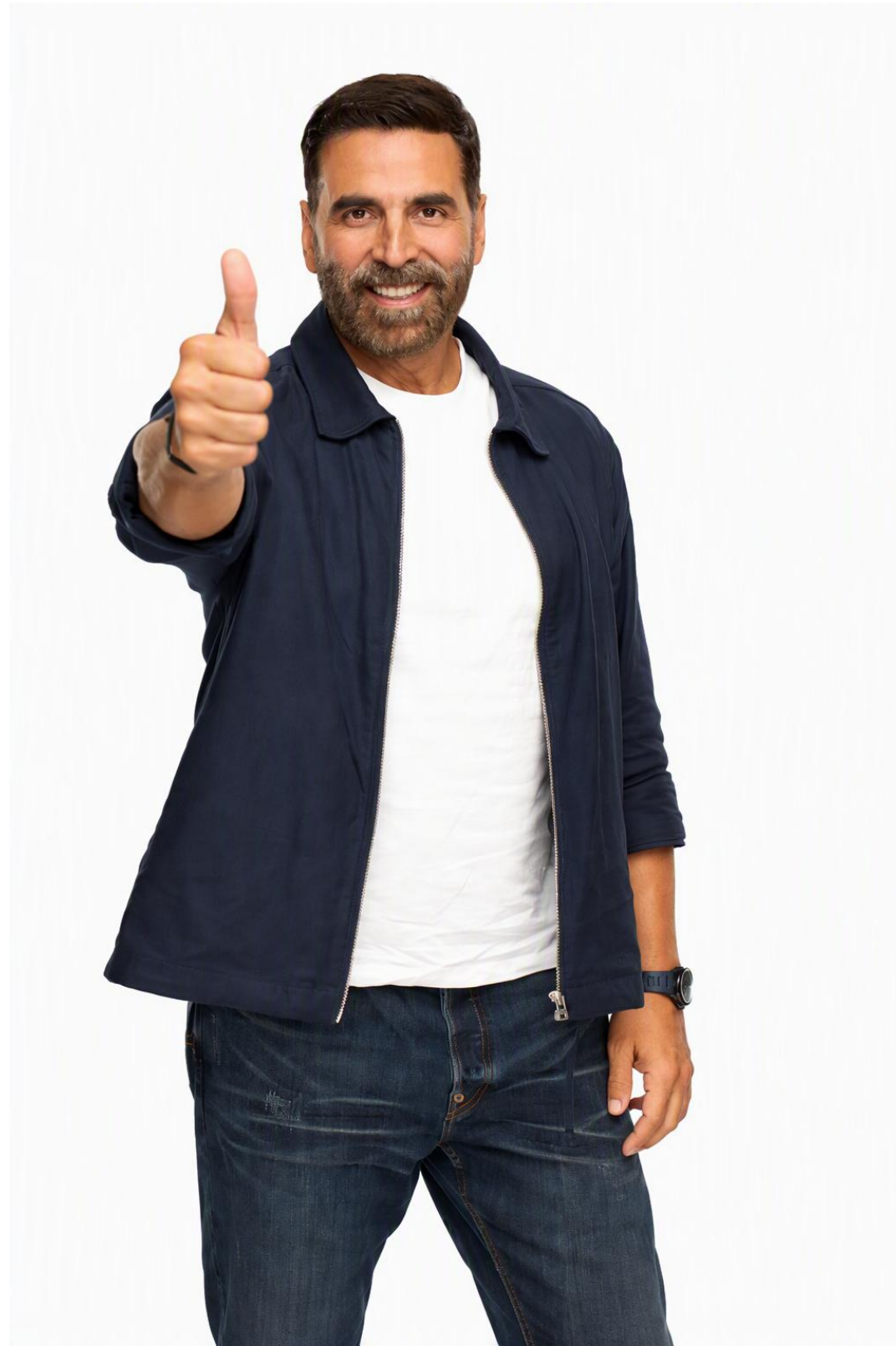
Mr. Mahendra Singh Dhoni & Mr. Suniel Shetty as Brand Ambassador of **DavaIndia**



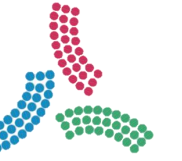
Strengthening the Visibility



Mr. Akshay Kumar as Brand Ambassador of **Zota Health Care & UGO Generics**



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

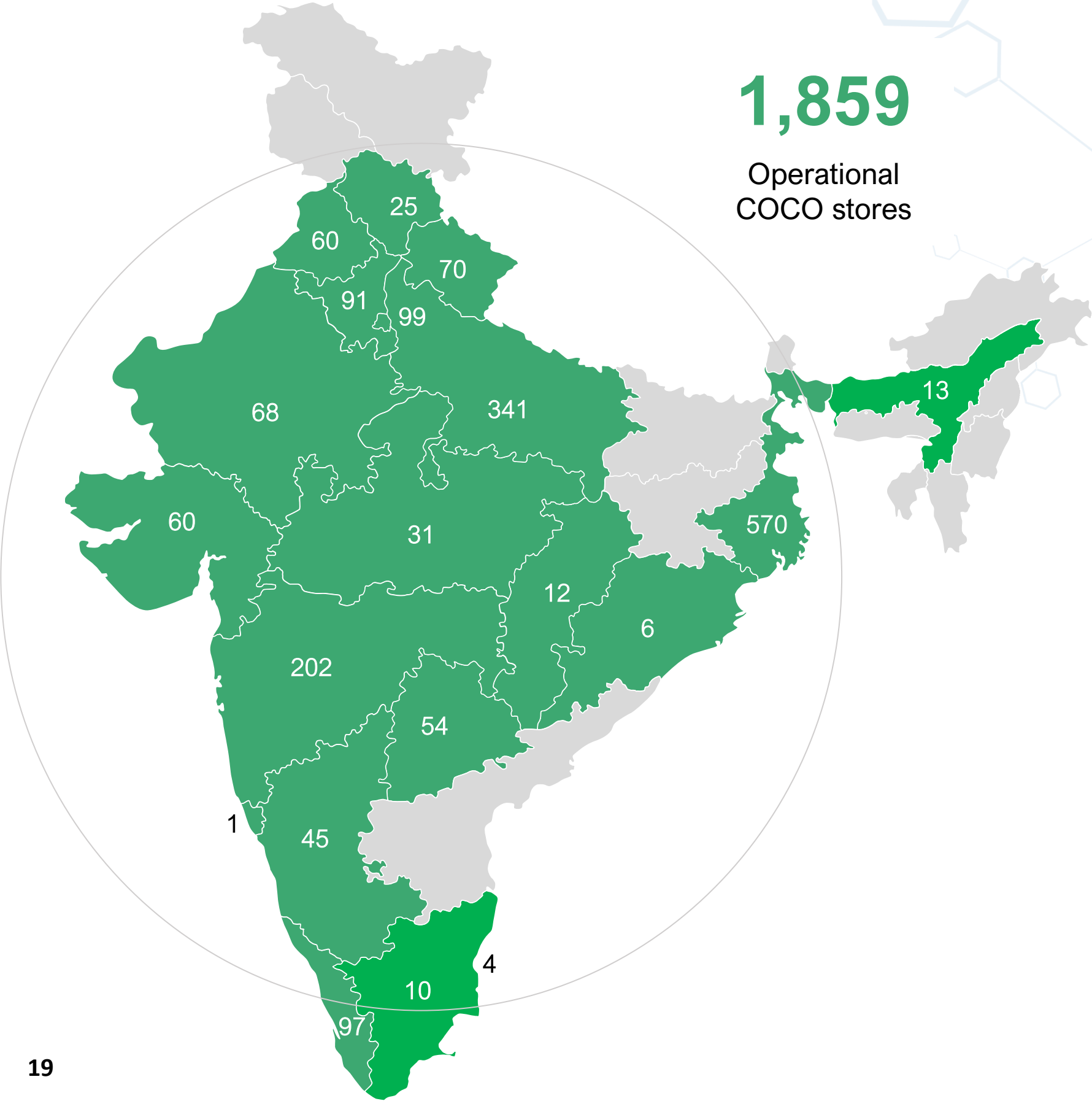
Store Size

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.

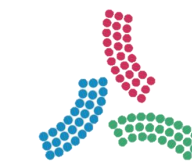
Davaindia - COCO Stores



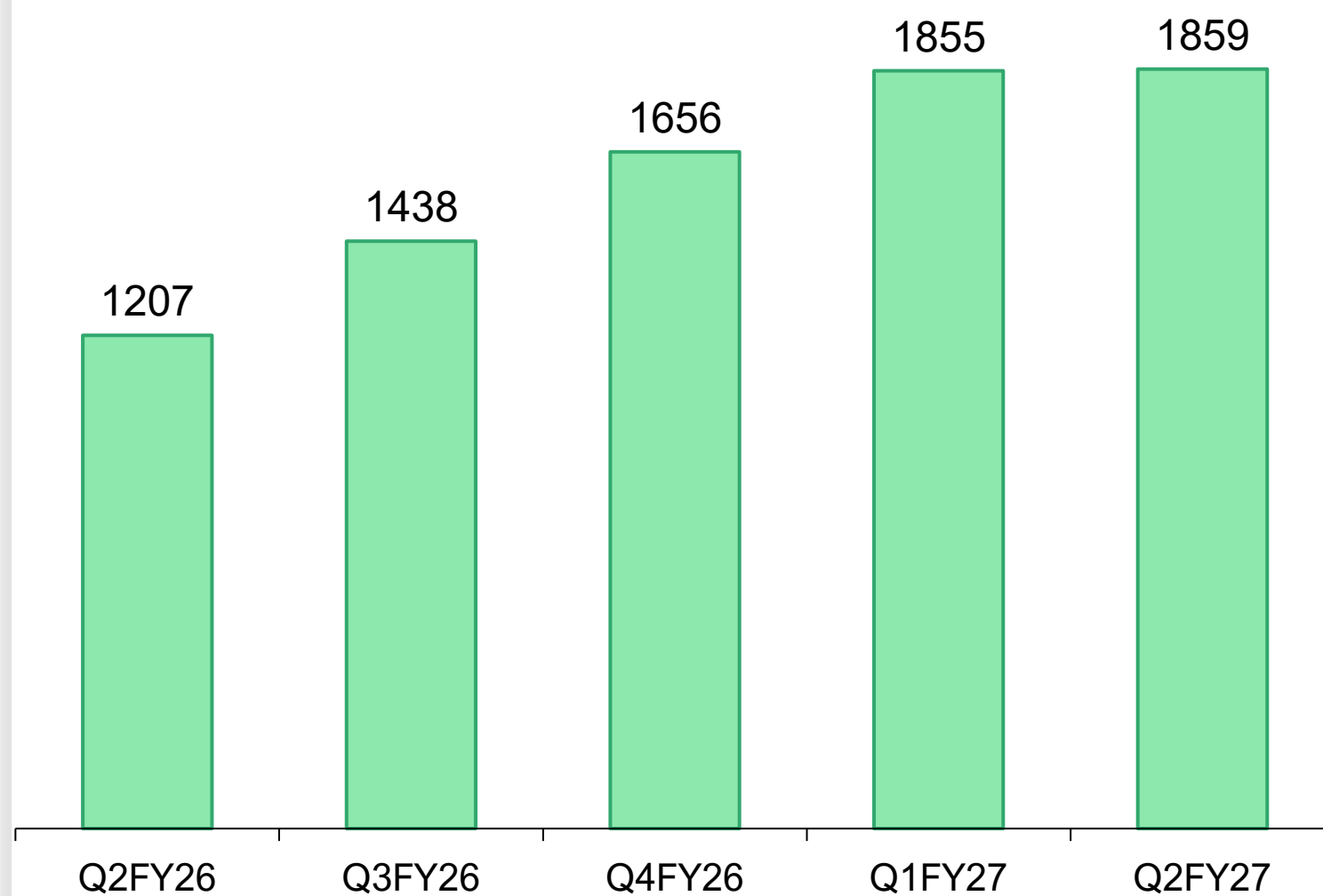
States	No. of Stores
West Bengal	570
Uttar Pradesh	341
Maharashtra	202
Delhi	99
Kerala	97
Haryana	91
Uttarakhand	70
Rajasthan	68
Gujarat	60
Punjab	60
Telangana	54
Karnataka	45
Madhya Pradesh	31
Himachal Pradesh	25
Assam	13
Chhattisgarh	12
Tamil Nadu	10
Odisha	6
Pondicherry	4
Goa	1
Total	1,859

*As of 30th September 2026

Davaindia COCO - KPI's (1/2)

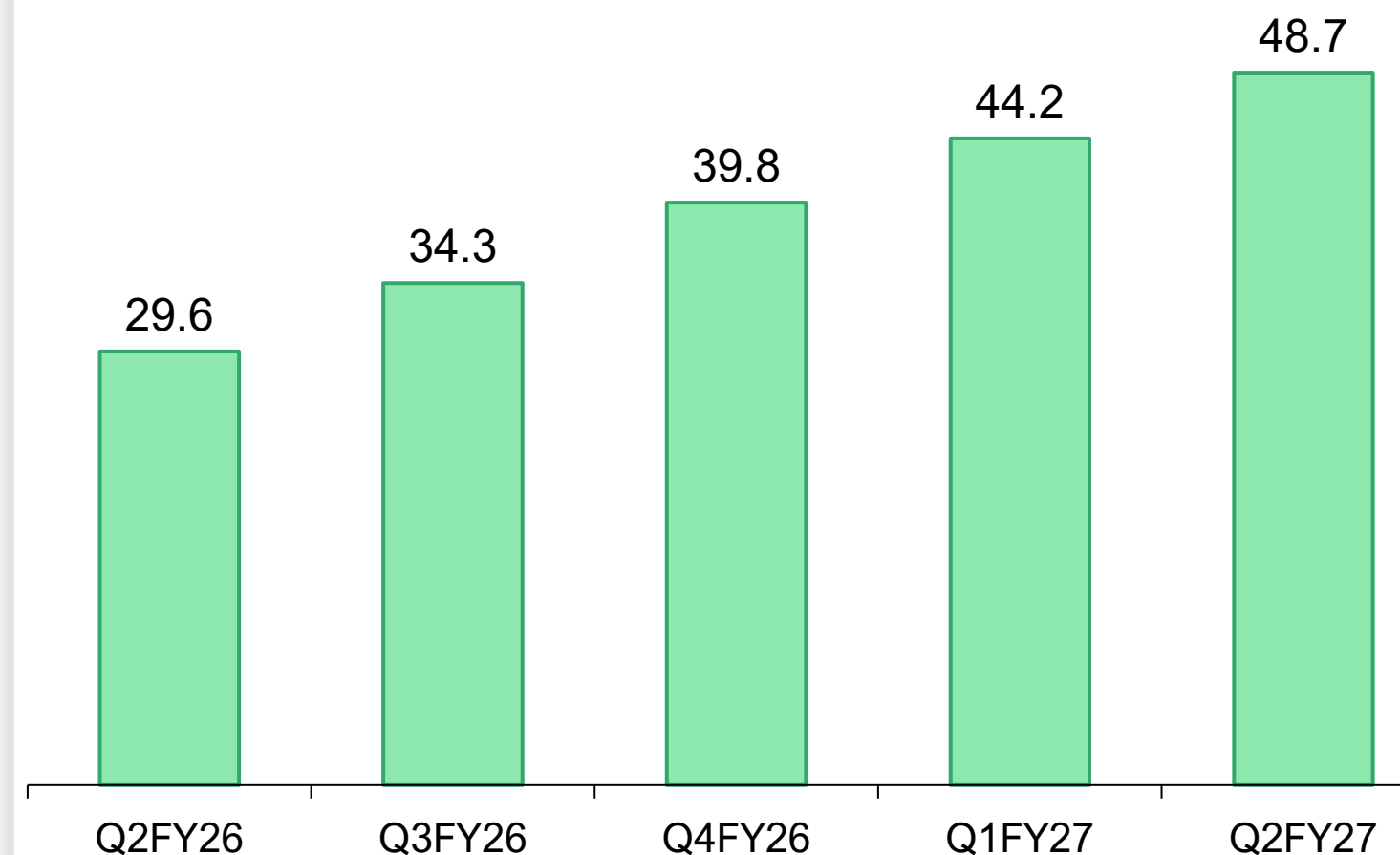


No. of Stores*



Quarterly Footfall

in lakhs



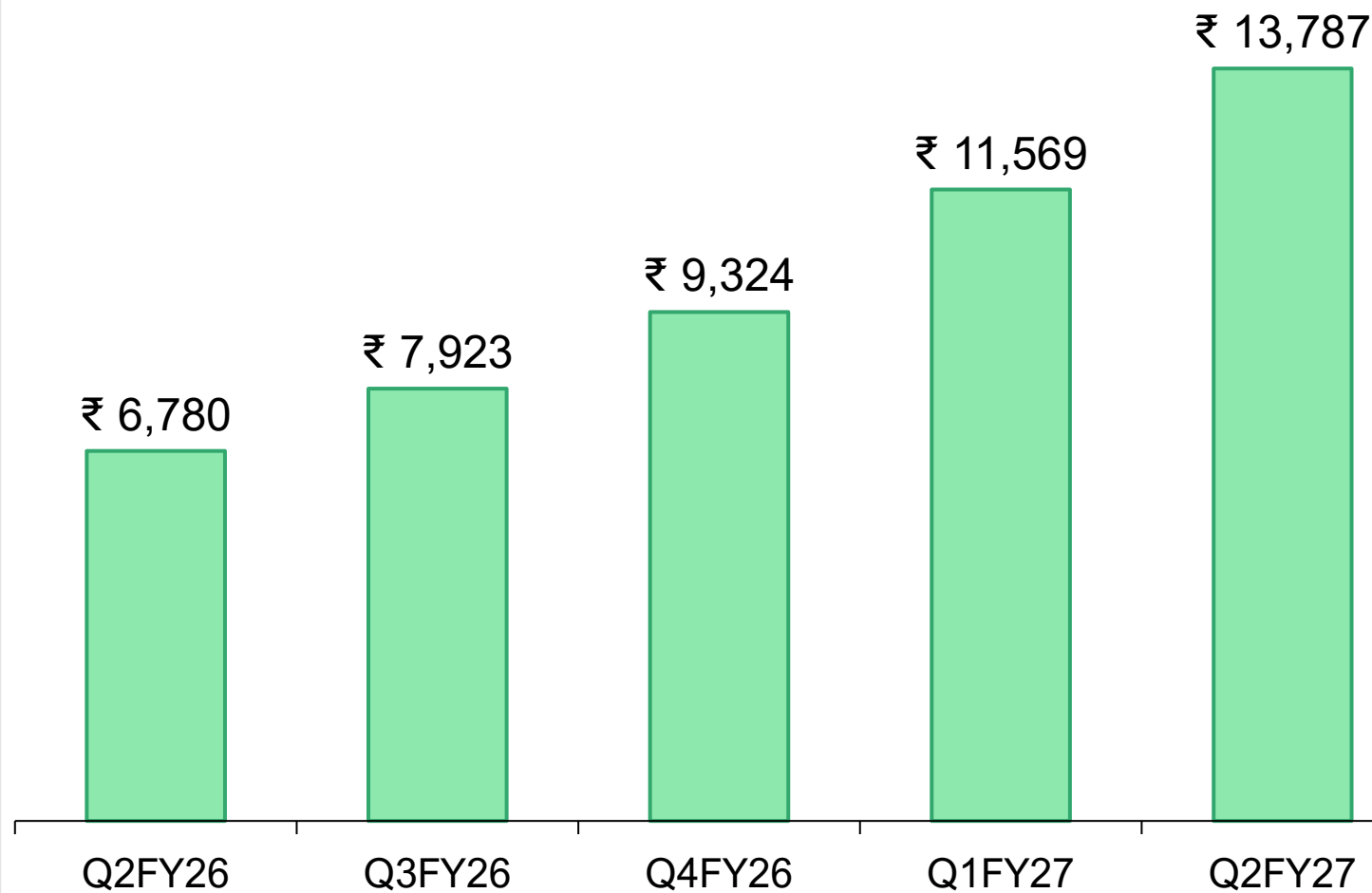
*As of 30th September 2026

Davaindia COCO - KPI's (2/2)



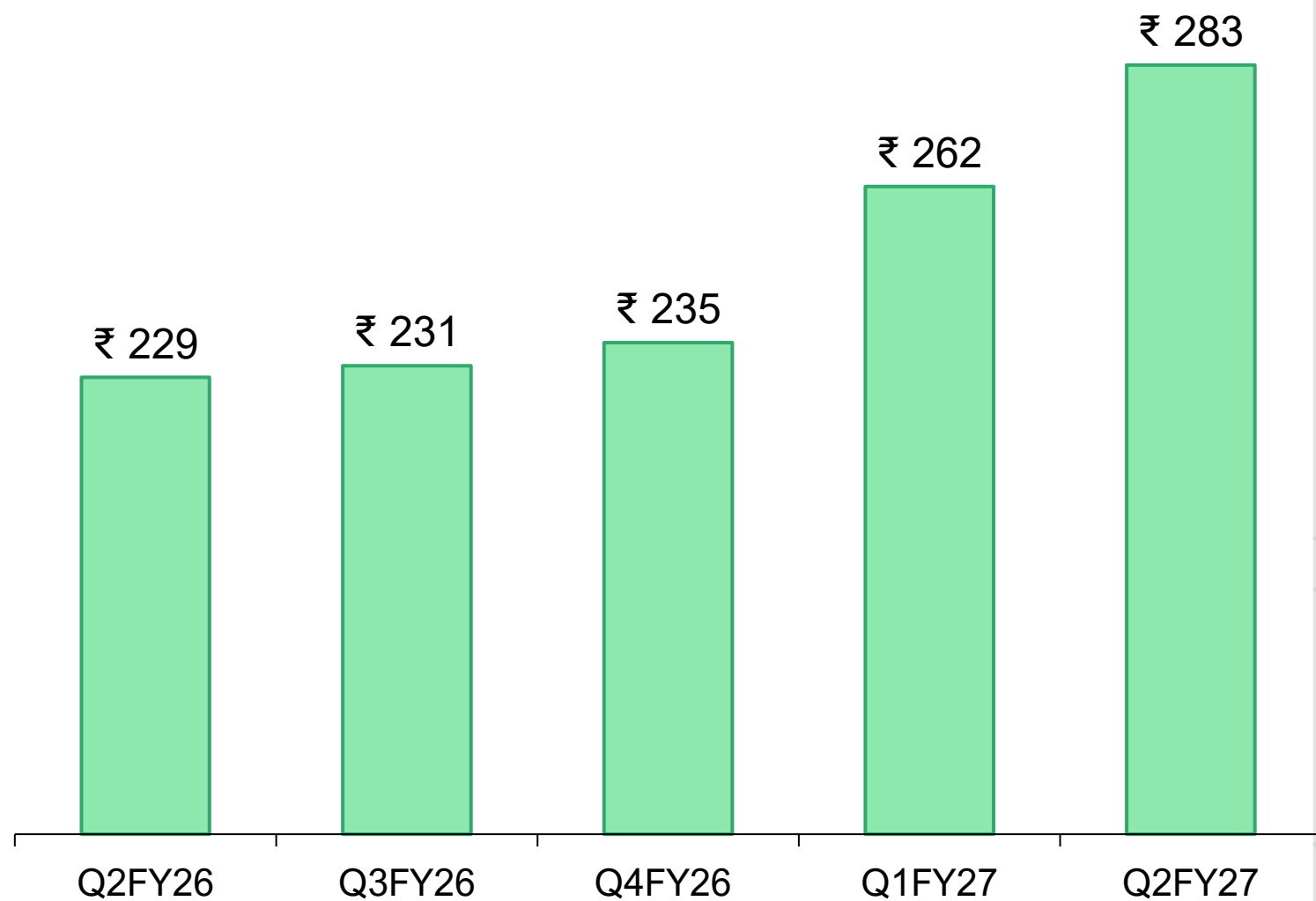
Quarterly GMV

₹ lakhs



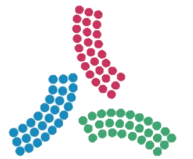
Avg. Wallet Spend

₹



*As of 30th September 2026

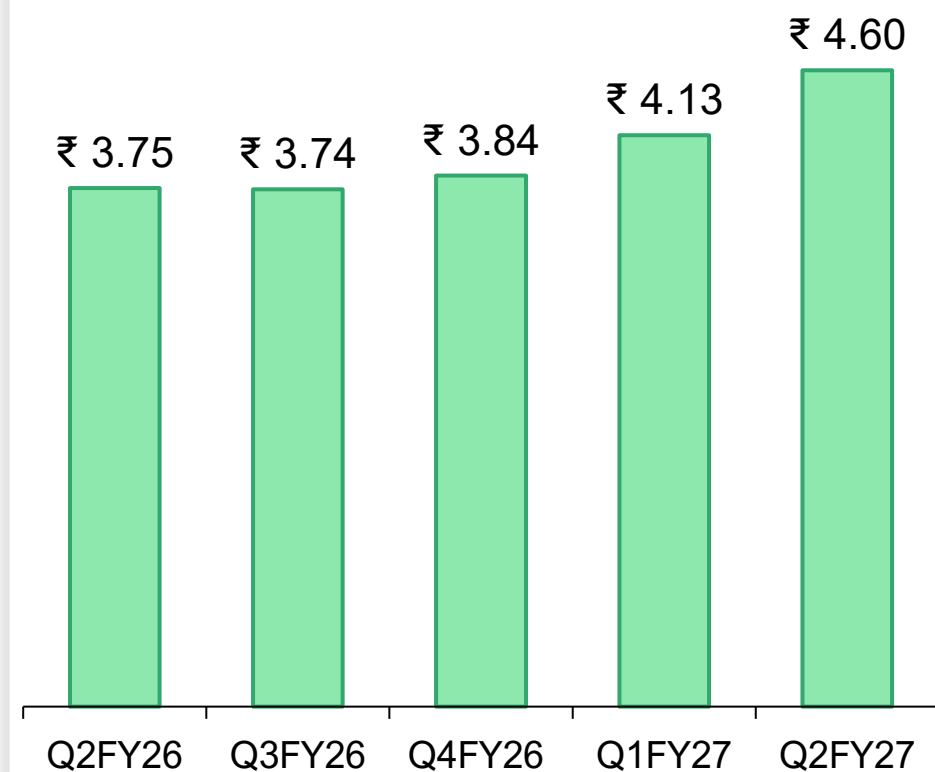
Store Vintage-Wise SSG Trend



Opening Period: (FY2021- FY2024)

No. of Stores: 234

₹ In lakhs

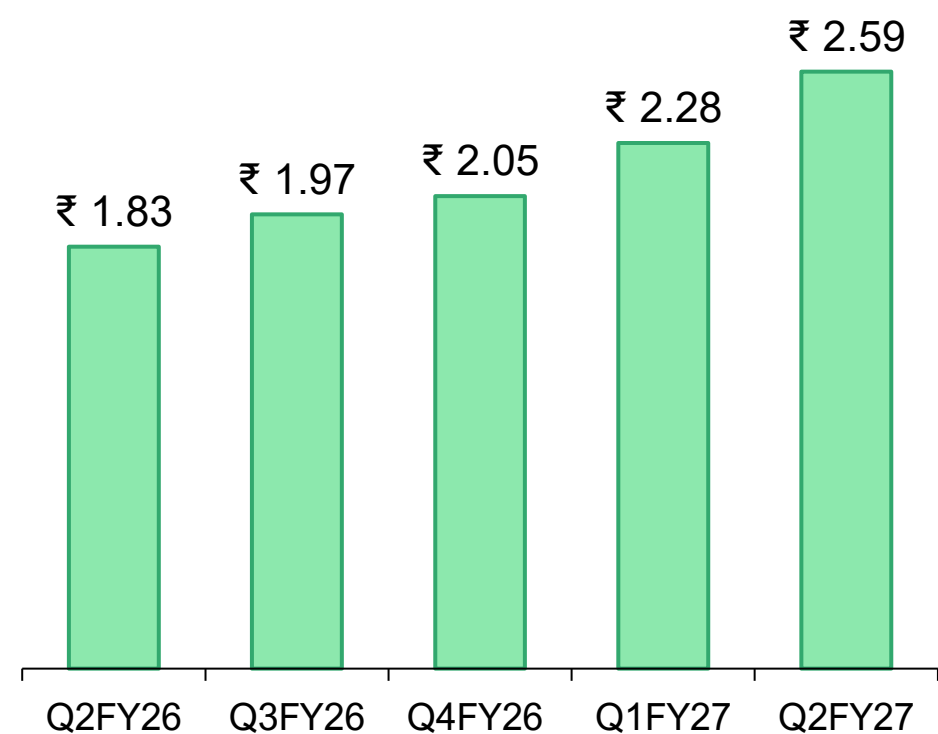


Average GMV Per Month Per Store

Opening Period: (FY2024 - 2025)

No. of Stores: 617

₹ In lakhs

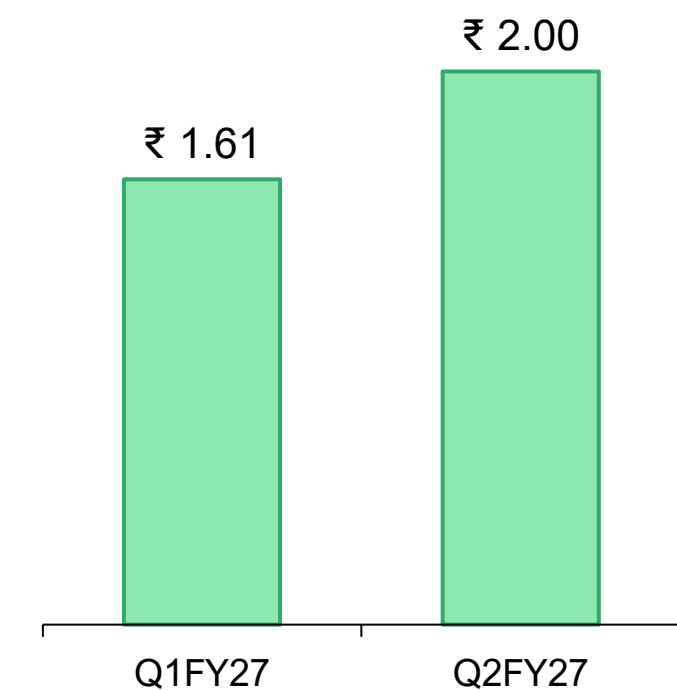


Average GMV Per Month Per Store

Opening Period: (FY2025 - 2026)

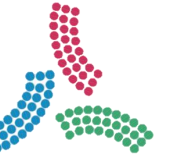
No. of Stores: 804

₹ In lakhs

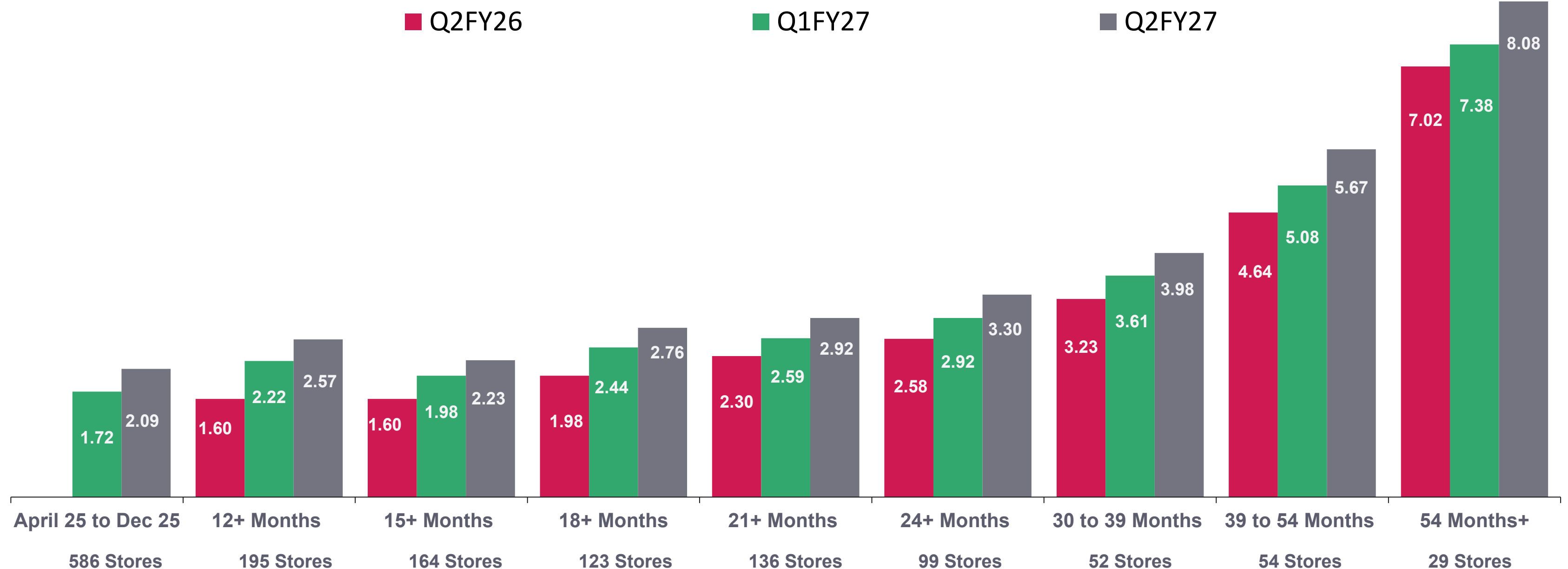


Average GMV Per Month Per Store

SSG Performance: Period Wise Analysis

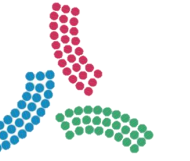


GMV in ₹lakhs/Month



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)

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



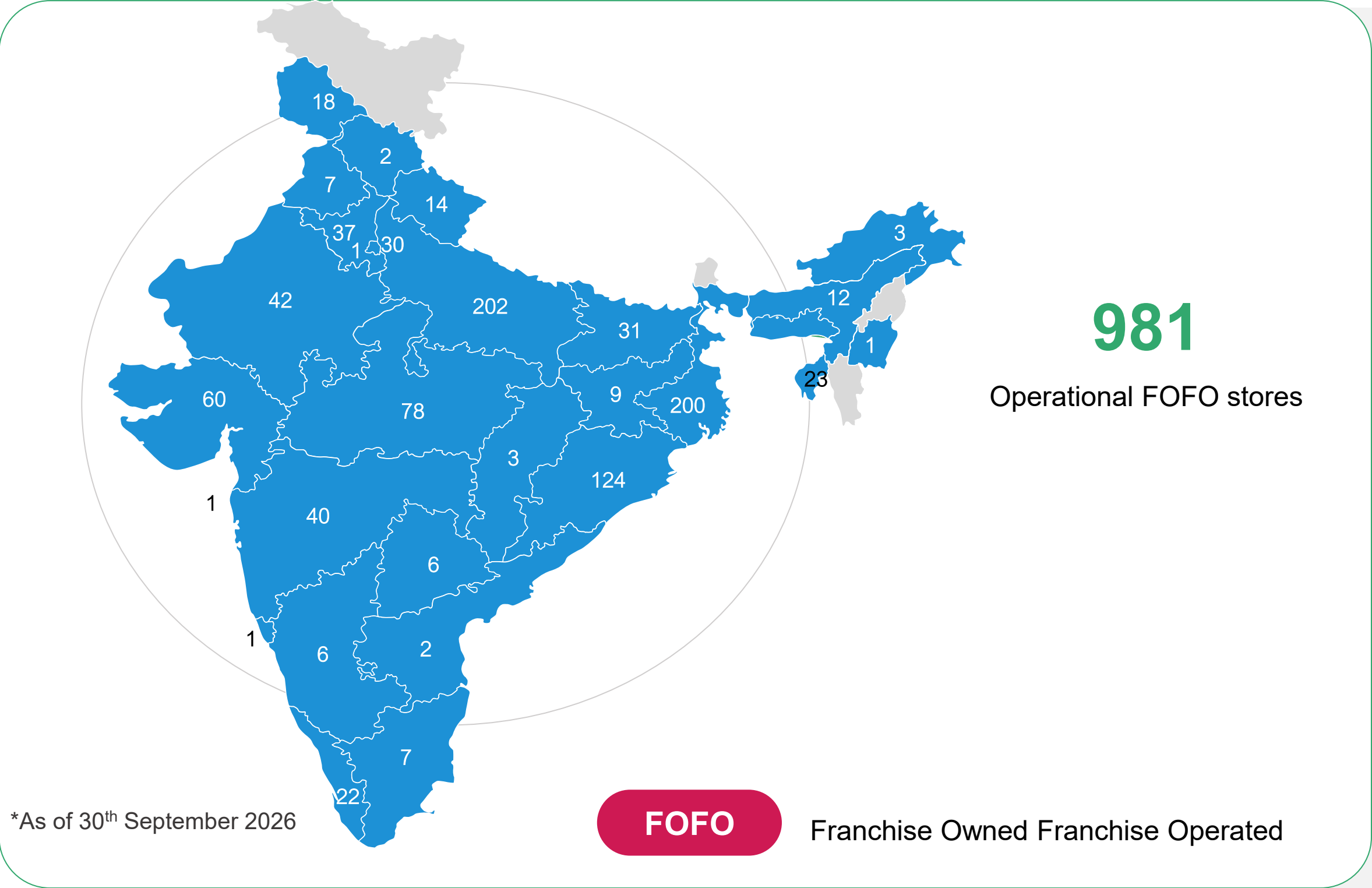
FOFO stores are compact and over-the-counter format stores, typically having an average size of about 200-300 sq.ft.

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.

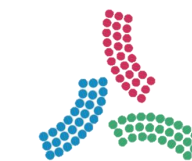


Davaindia - FOFO Stores

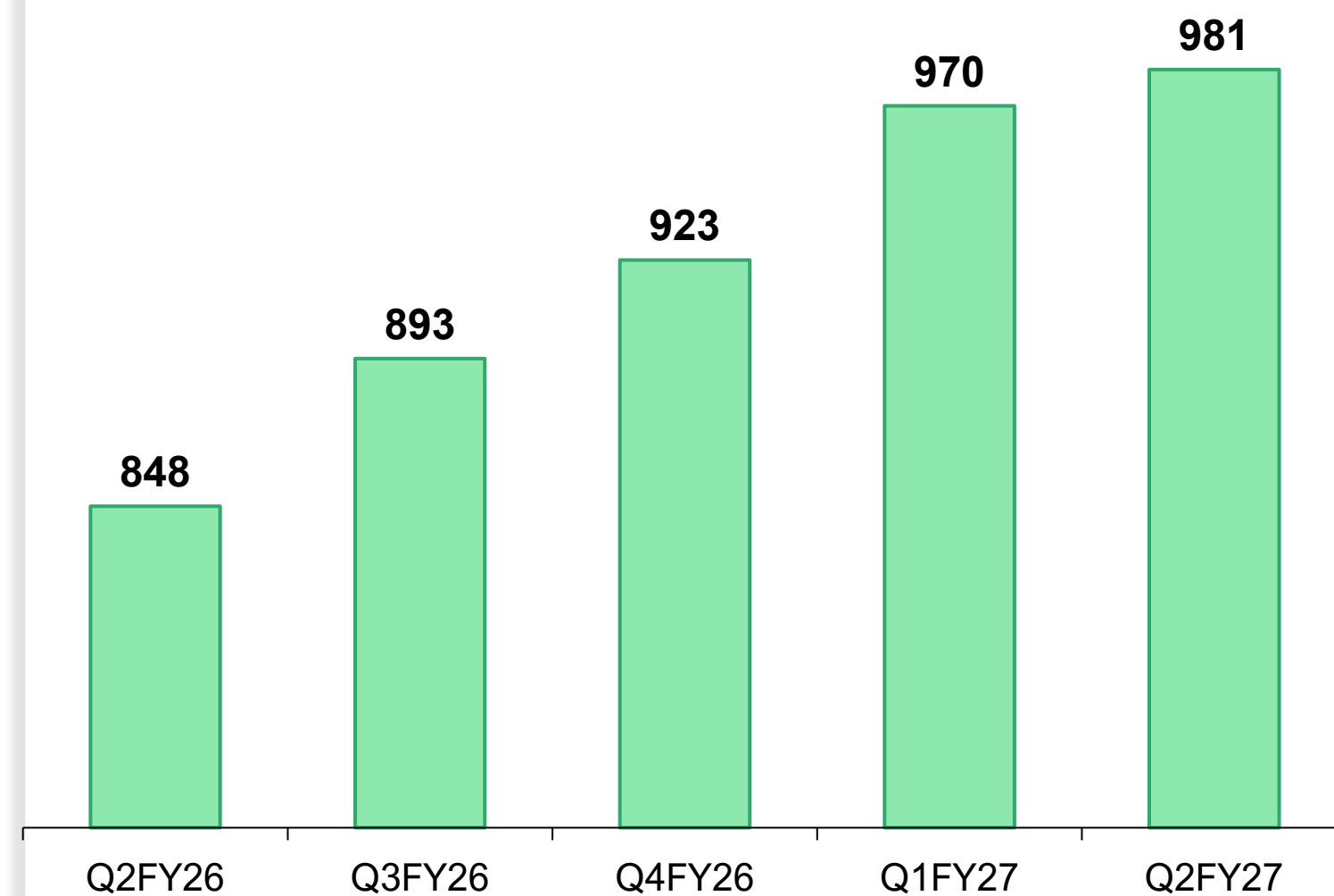


States	No. of Stores
Uttar Pradesh	202
West Bengal	200
Odisha	124
Madhya Pradesh	78
Gujarat	60
Rajasthan	42
Maharashtra	40
Haryana	37
Bihar	31
Delhi	30
Tripura	23
Kerala	22
Jammu & Kashmir	18
Uttarakhand	14
Assam	12
Jharkhand	9
Punjab	7
Tamil Nadu	7
Telangana	6
Karnataka	6
Chhattisgarh	3
Arunachal Pradesh	3
Himachal Pradesh	2
Andhra Pradesh	2
Goa	1
Manipur	1
Daman & Diu	1
Total	981

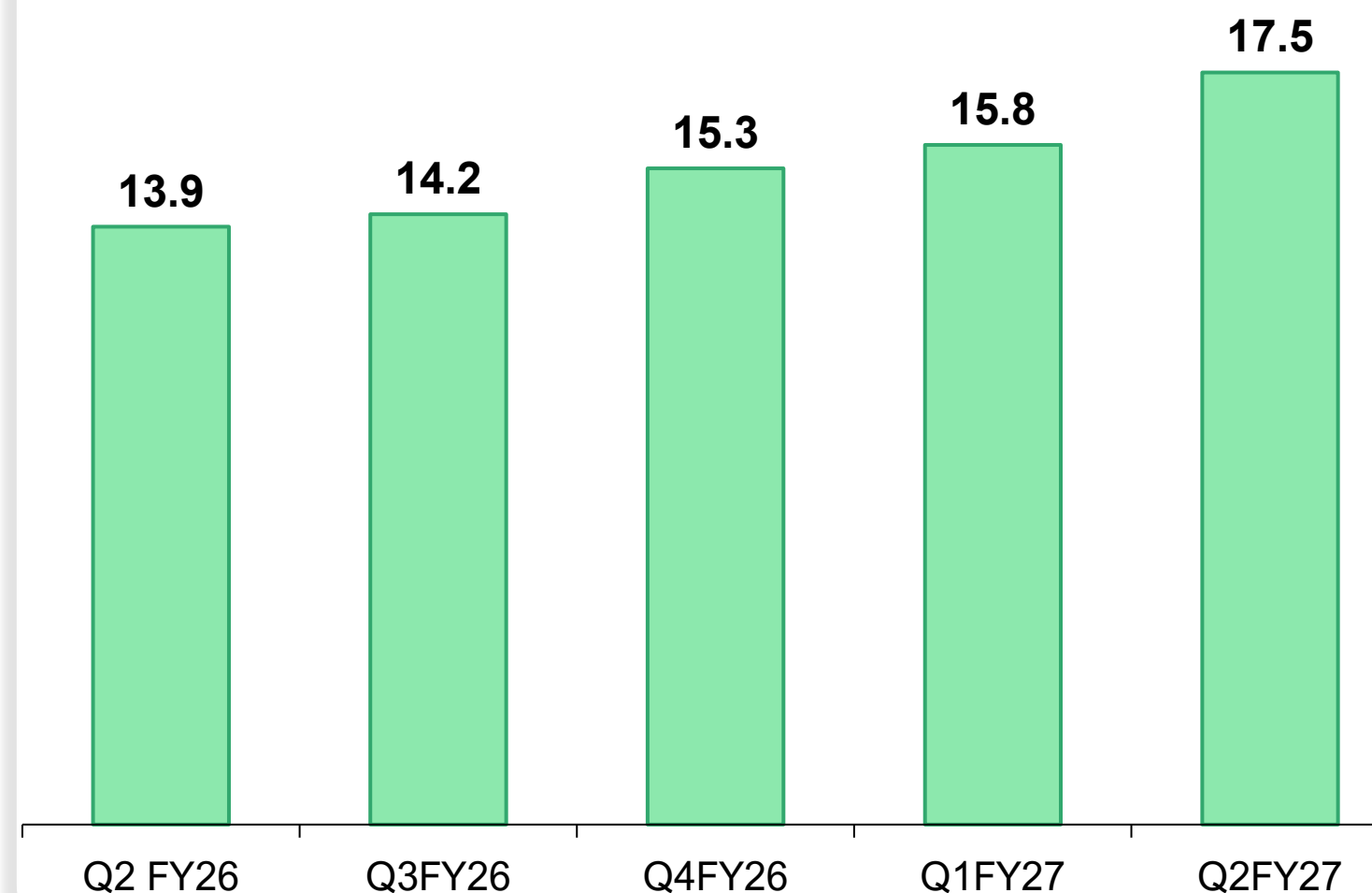
Davaindia FOFO - KPI's (1/2)



No. of Stores



Quarterly Footfall



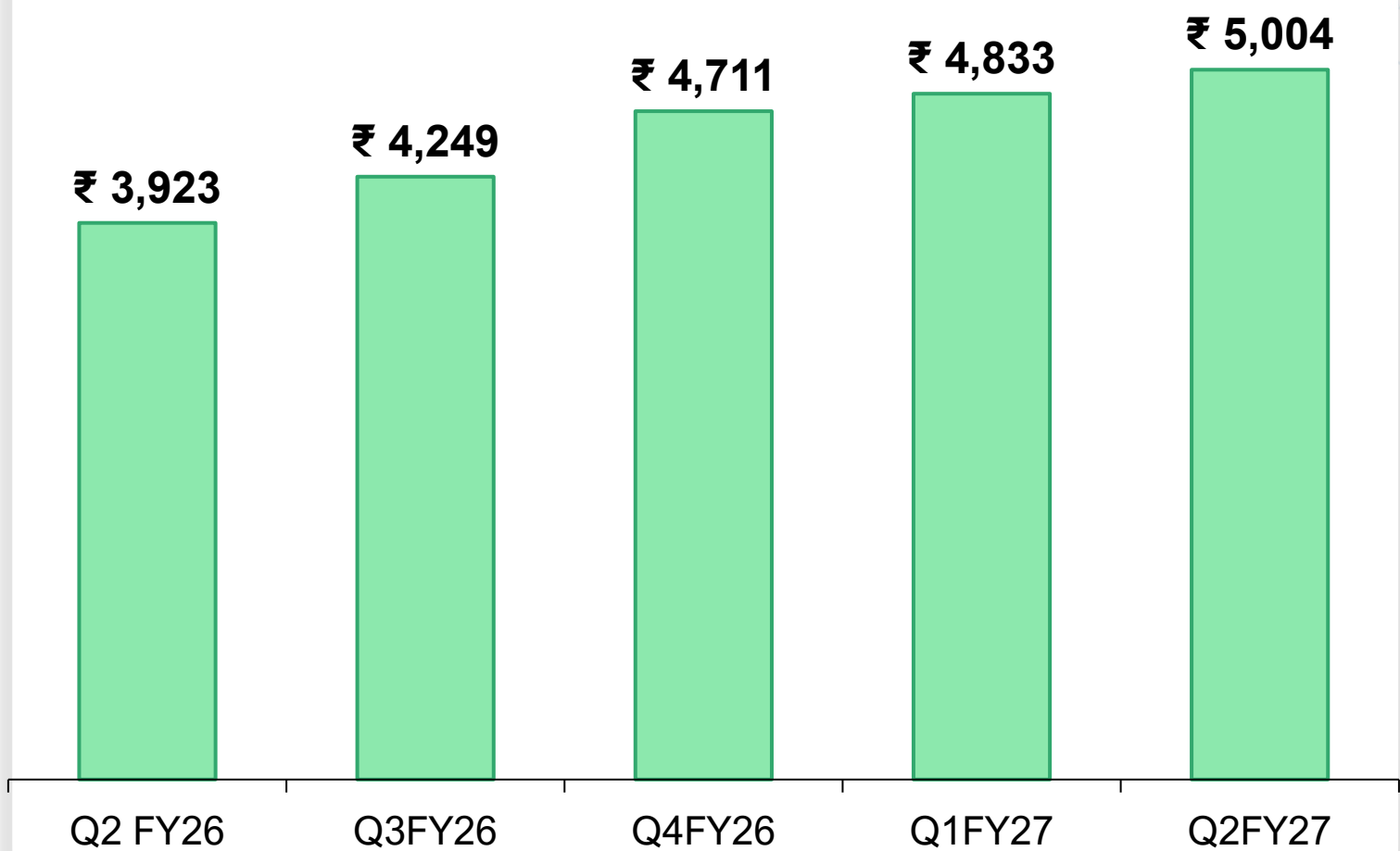
*As of 30th September 2026

Davaindia FOFO - KPI's (1/2)

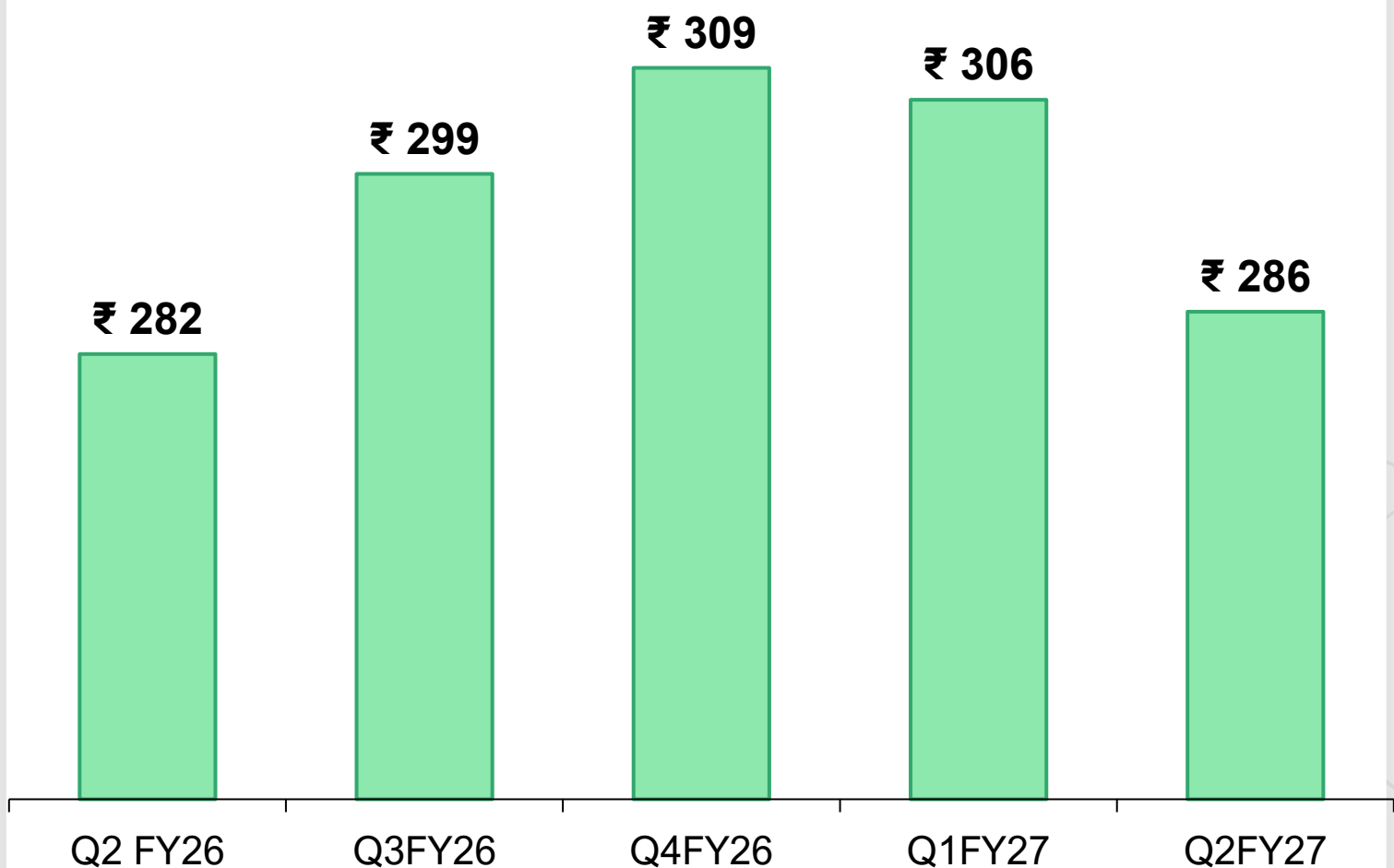


Quarterly GMV

₹ lakhs

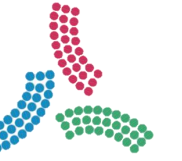


Avg. Wallet Spend



*As of 30th September 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

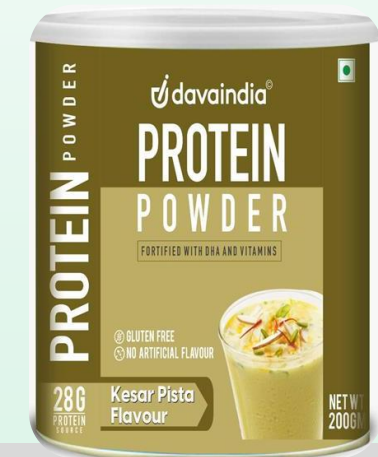
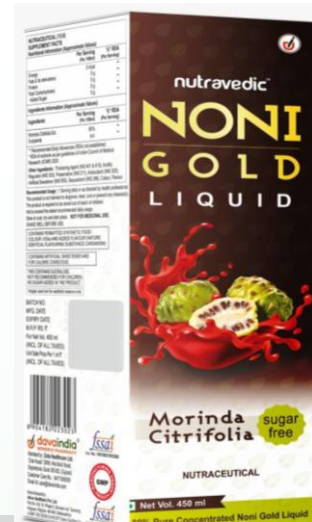
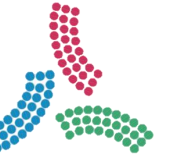
Khadi

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.

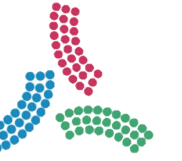
27% FY26 OTC Revenue contribution



OTC (Over-the-counter) products



Davaindia is Revolutionizing the Indian Healthcare Scenario



₹35,193 lacs

Gross Merchandise Value Davaindia in H1FY26



~65 %

Gross Margin in COCO format



2,840

Fast growing FOFO & COCO store network*



30-90 %

Savings to consumers on Generic medicines

*As of 30th September 2026



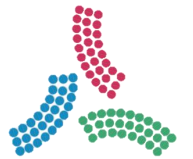
25-30 %

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	341	543
Maharashtra	40	202	242
Odisha	124	6	130
Delhi	30	99	129
Haryana	37	91	128
Gujarat	60	60	120
Kerala	22	97	119
Rajasthan	42	68	110
Madhya Pradesh	78	31	109
Uttarakhand	14	70	84
Punjab	7	60	67
Telangana	6	54	60
Karnataka	6	45	51
Bihar	31	0	31
Himachal Pradesh	2	25	27
Assam	12	13	25
Tripura	23	0	23
Jammu & Kashmir	18	0	18
Tamil Nadu	7	10	17
Chhattisgarh	3	12	15
Jharkhand	9	0	9
Pondicherry	0	4	4
Arunachal Pradesh	3	0	3
Goa	1	1	2
Andhra Pradesh	2	0	2
Manipur	1	0	1
Daman & Diu	1	0	1
Total	981	1859	2840



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



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



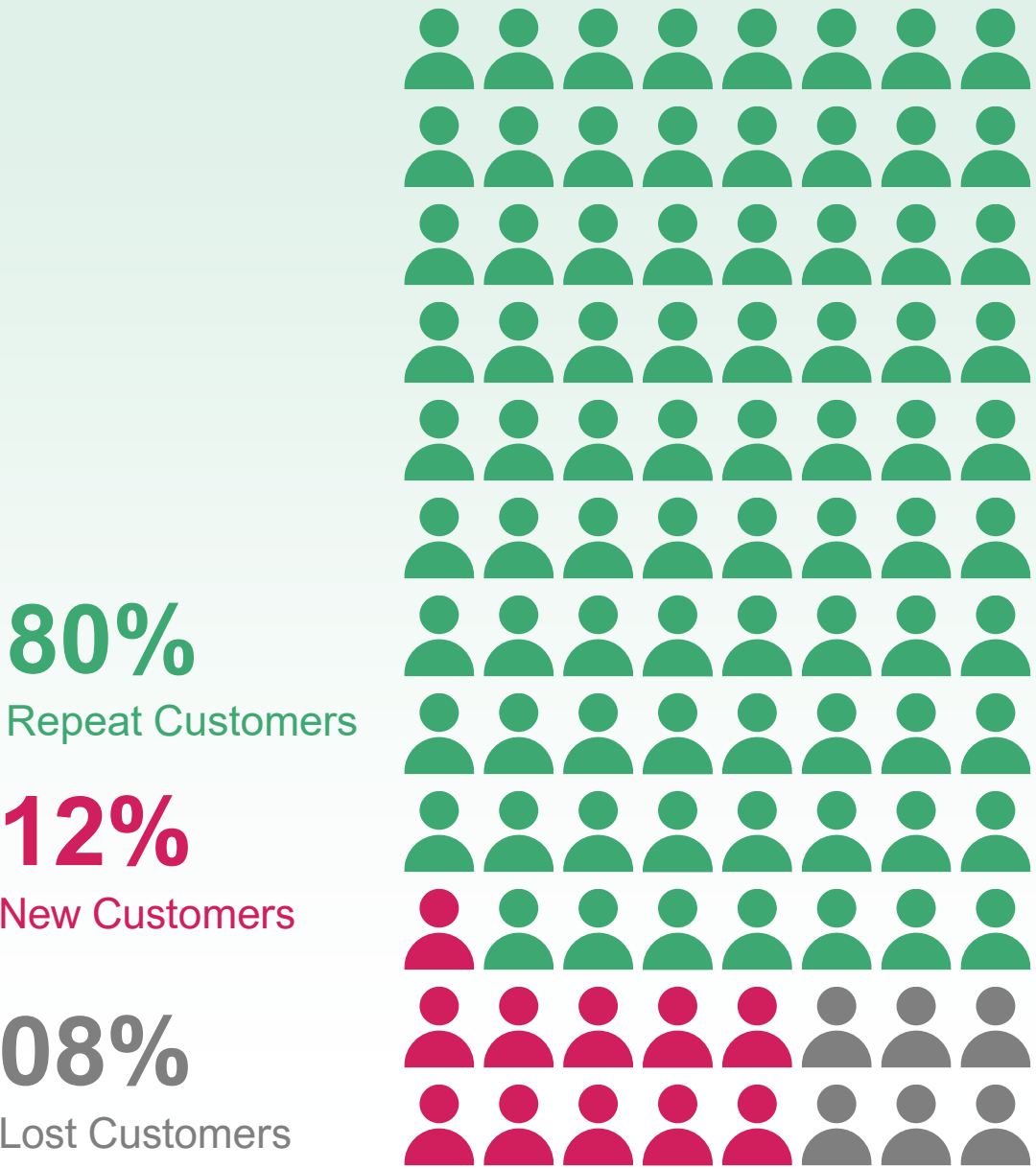
Elimination of distributors ensures timely supply of stock



Healthy Repeats



Total Average (in %)



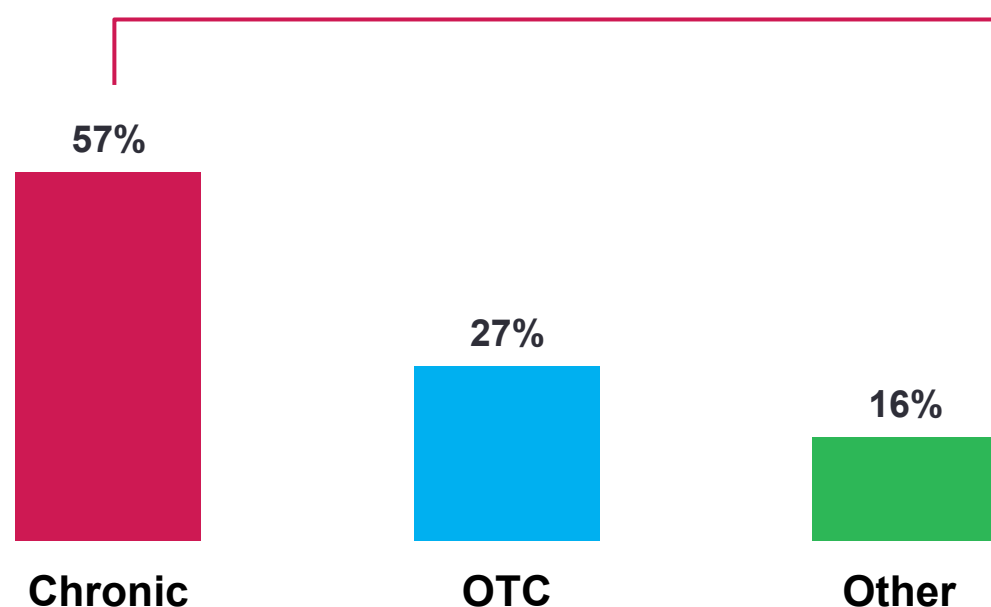
With a strong base of **80%** repeat customers, Davaindia demonstrates a high level of customer satisfaction and loyalty.



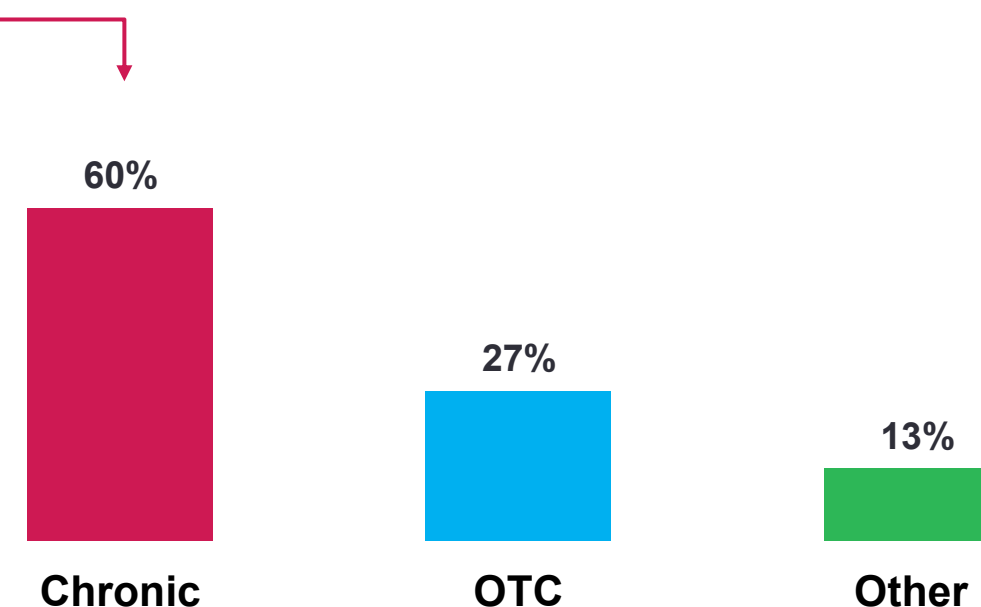
Higher Chronic category share



CATEGORY MIX FY25



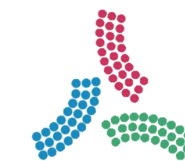
CATEGORY MIX FY26



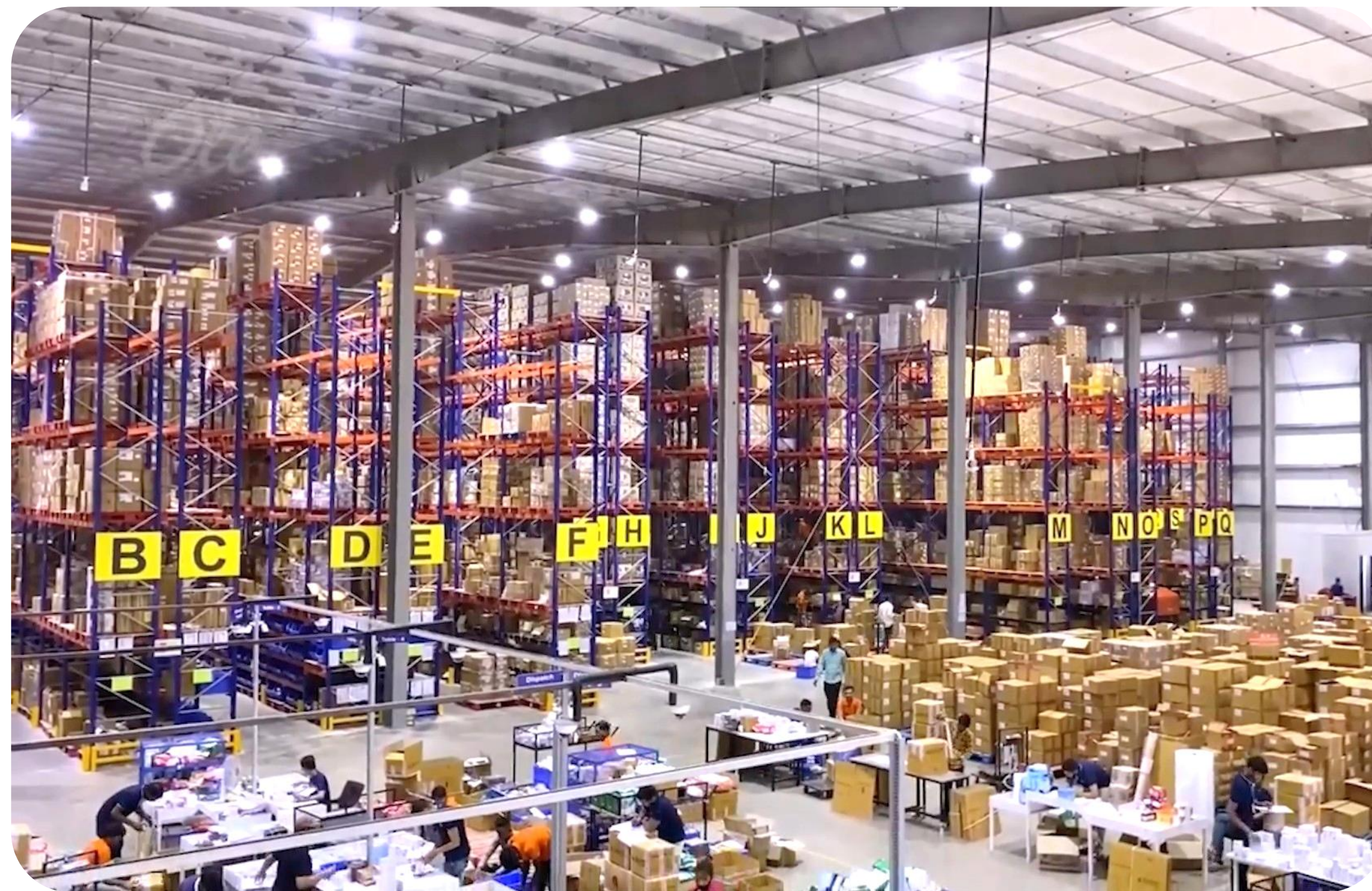
Higher chronic share: A significant ~60% of our revenue comes from chronic disease category, signalling high realization and retention rates, reflecting our crucial role in sustaining long-term patient care.

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





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 | 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 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





“We are pleased with our performance during Q2FY27, as we continued to strengthen the underlying fundamentals of the business. Revenue from Operations grew by 54.58% YoY, supported by a 76.25% YoY increase in Davaindia Sales and 78.99% YoY growth in Everyday Herbal Group. Importantly, EBITDA turned positive at ₹791.72 lakhs, with an EBITDA margin of 3.97%, marking a significant sequential turnaround in profitability.

As communicated during the previous quarter, we consciously moderated the pace of Davaindia store additions during Q2FY27 following the significant expansion undertaken over the past several quarters. During the quarter, our efforts were directed towards consolidating the expanded store network, closely monitoring the performance of recently added stores, improving store-level productivity and strengthening execution across the existing network. This measured approach enabled us to sharpen our focus on the operating performance and cash-generation profile of the expanding store base. Despite moderated store additions, operating momentum remained healthy, with the Davaindia network reaching 2,840 stores, quarterly customer footfalls of 66.17 lakh and GMV of ₹18,791 lakhs.

Going forward, our focus remains on sustainable and disciplined growth. Following the measured pace of expansion during Q2FY27, we intend to accelerate Davaindia network additions during H2FY27 and progress towards our full-year expansion plans, while maintaining a strong focus on store-level productivity, operating efficiency and cash generation.”

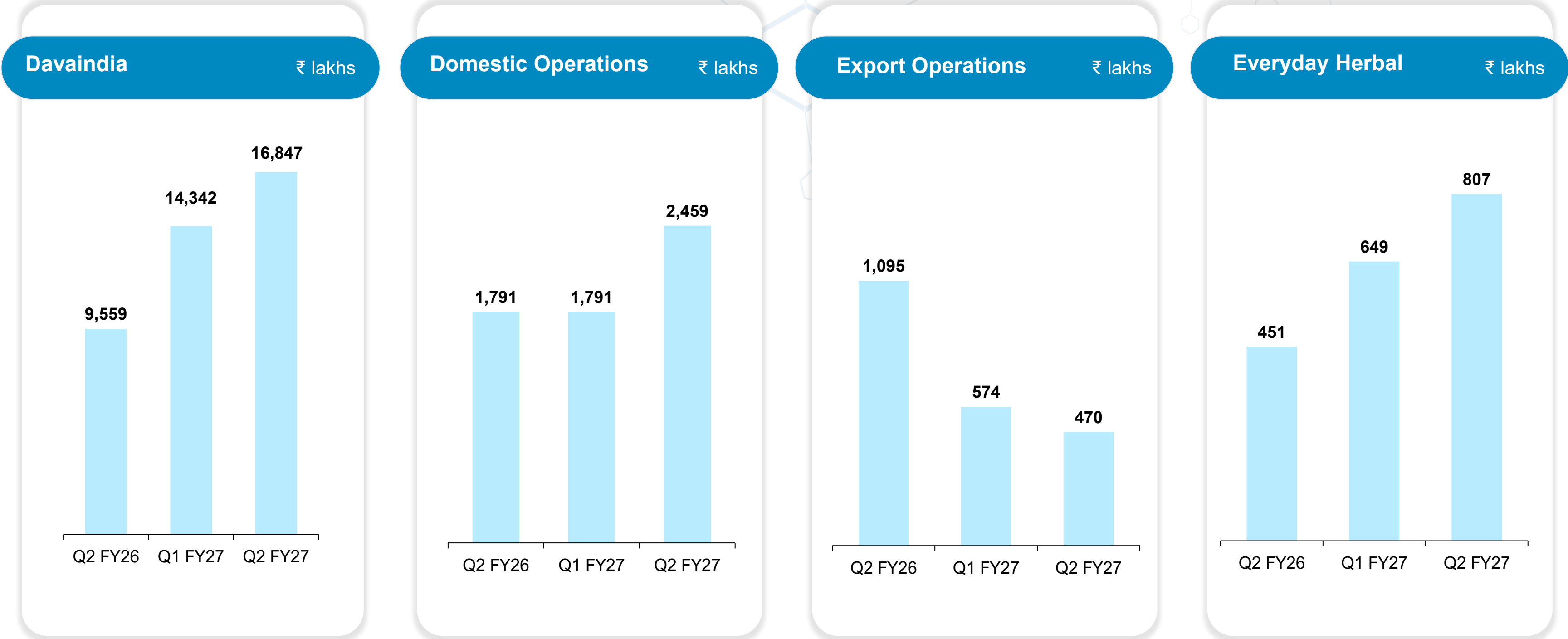


Mr. Ketankumar Zota
Chairman

Quarterly Revenue Segmentation



Business Verticals – Consolidated Revenue bifurcation

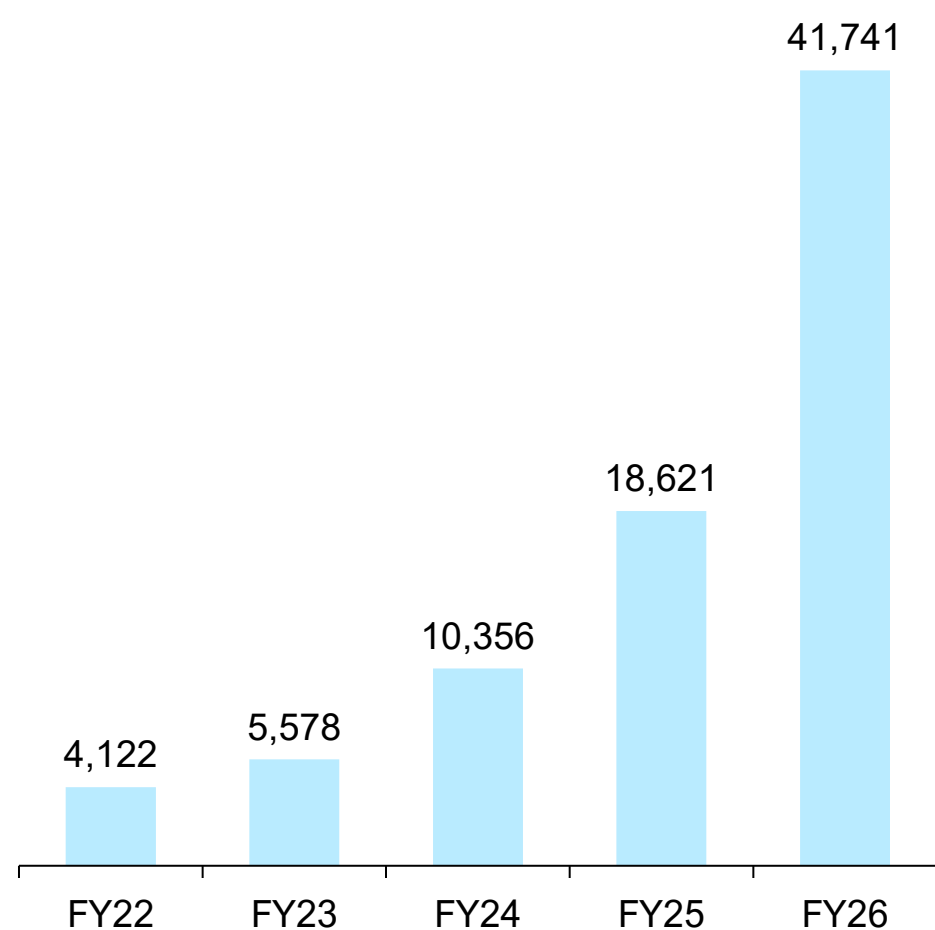


Annually Financial Snapshot



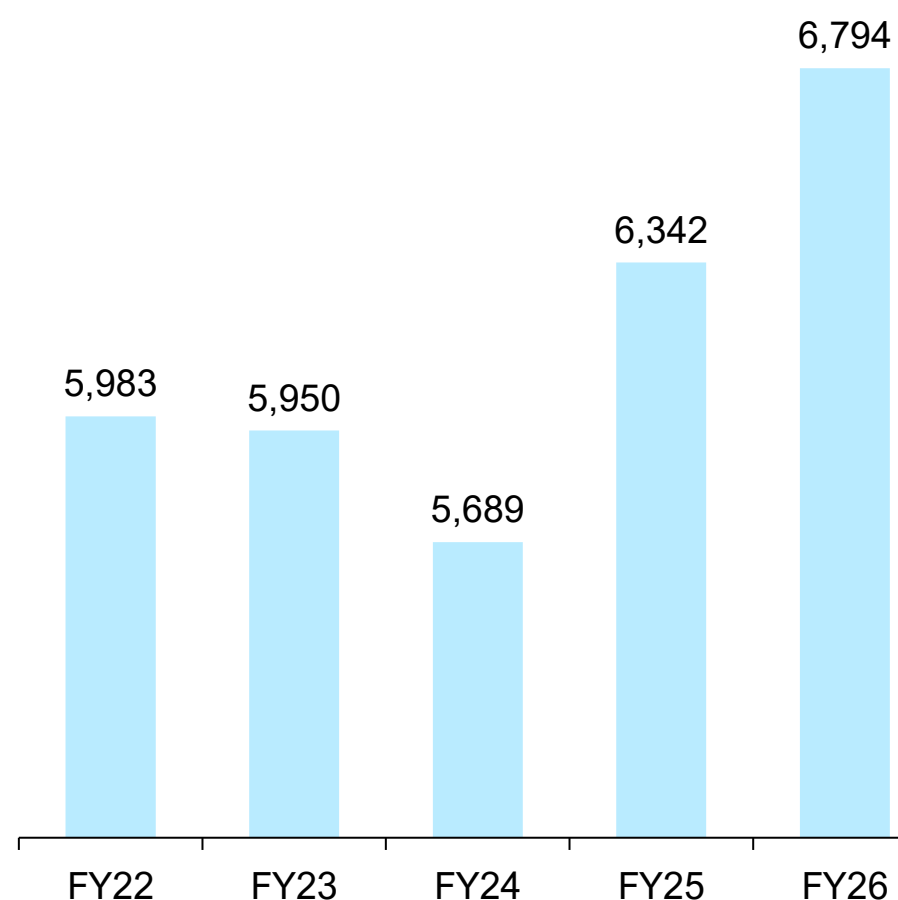
Davaindia

₹ lakhs



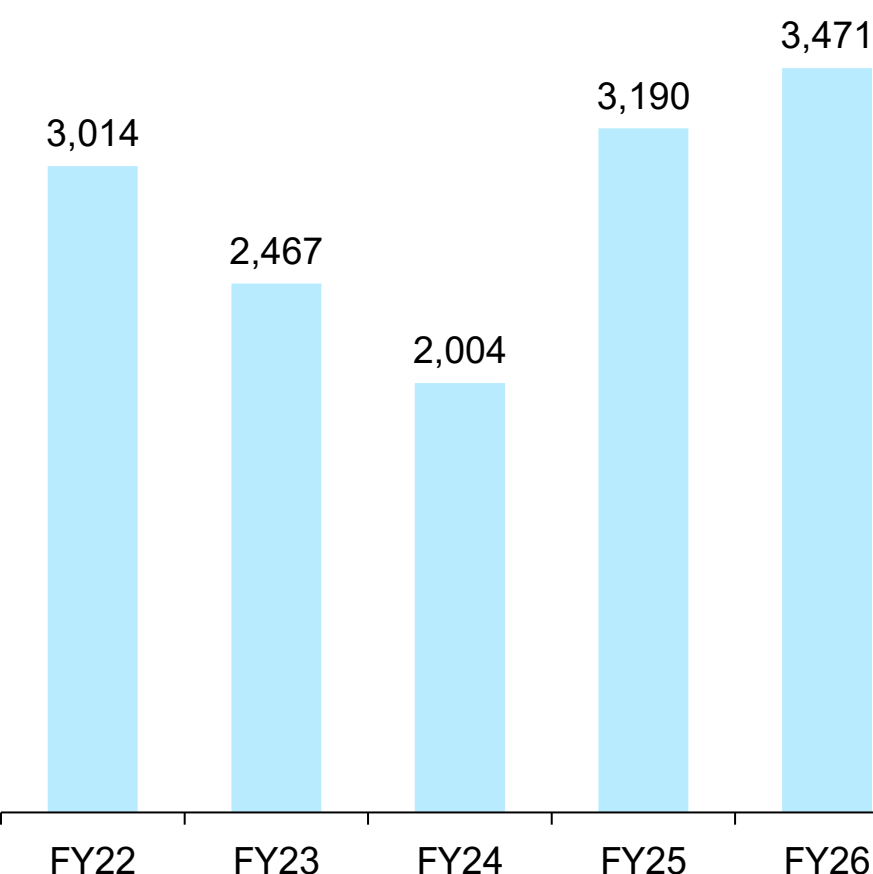
Domestic Operations

₹ 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	Q2 FY27					Elimination of Common Transactions	Consolidated
	Davaindia	Domestic	Exports	Everyday	Others		
Revenue from Operation	16846.81	2459.13	470.09	806.79	21.81	-671.49	19933.14
Cost of Goods Sold	5866.72	1793.85	179.52	553.91	6.15	-461.05	7939.10
Gross Profit	10980.09	665.28	290.57	252.88	15.66	-210.44	11994.04
% Margin	65.18	27.05	61.81	31.34	71.80		60.17
Employee cost	6394.94	193.58	118.04	204.42	105.82		7016.80
Other expenses	5747.82	432.38	121.22	188.57	146.08		6636.07
Operational Expenses (Excluding Pre-operative expenses)	12142.76	625.96	239.26	392.99	251.90		13652.87
Operating Profit (Pre IND AS)	-1162.67	39.32	51.31	-140.11	-236.24	-210.44	-1658.83
% Margin	-6.90	1.60	10.91	-17.37	-1083.17		-8.32
Other Income	434.52	38.17	9.88	1.91	1.19		485.67
EBITDA (Pre IND AS)	-728.15	77.49	61.19	-138.20	-235.05	-210.44	-1173.16
% Margin	-4.32	3.15	13.02	-17.13	-1077.72		-5.89

Note: 1. Elimination of common transactions are pertaining to the sales made by M/s Everyday Herbal Beauty Care Ltd. subsidiary of the Company to the parent company's vertical i.e. Davaindia. 2. Davaindia operates in two model i.e. COCO and FOFO; wherein in COCO the Company has gross margin of 70% and in FOFO the gross margin is 49%.

Profit & Loss Statement (Consolidated)



Particulars (₹ in Lakhs)	Q2FY27	Q1FY27	Q2FY26	H1FY27	H1FY26
Export Sales (SEZ)	470.09	573.51	1,094.98	1,043.60	1,759.06
Davaindia Sales	16,846.81	14,342.33	9,558.59	31,189.14	17,121.49
Domestic Sales	2,459.13	1,790.67	1,790.50	4,249.80	3,297.37
Everyday Herbal Group	806.79	649.42	450.75	1,456.21	1,075.16
Others	21.81	4.30	-	26.11	-
Inter-segment Eliminations	-671.49	-	-	-671.49	-
Revenues from Operations	19,933.14	17,360.23	12,894.82	37,293.37	23,253.08
Cost of Goods Sold	7,939.09	6,604.23	5,244.56	14,543.33	9,757.83
Gross Profit	11,994.05	10,756.00	7,650.26	22,750.04	13,495.25
<i>% Margin</i>	60.17%	61.96%	59.33%	61.00%	58.04%
Employee cost	7,016.80	6,112.50	3,819.72	13,129.30	7,137.03
Other expenses	4,671.22	5,803.24	3,198.48	10,474.45	5,330.50
Operational Exp	11,688.02	11,915.74	7,018.20	23,603.75	12,467.53
Operating Profit	306.03	-1,159.74	632.06	-853.71	1,027.72
<i>% Margin</i>	1.54%	-6.68%	4.90%	-2.29%	4.42%
Other Income	485.69	204.34	163.65	690.03	251.26
EBITDA	791.72	-955.40	795.71	-163.68	1,278.98
<i>% Margin</i>	3.97%	-5.50%	6.17%	-0.44%	5.50%
Depreciation	2,866.46	2,774.84	1,850.79	5,641.30	3,318.63
EBIT	-2,074.74	-3,730.24	-1,055.08	-5,804.98	-2,039.65
Interest Cost	635.66	635.24	382.82	1,270.89	706.72
EBT	-2,710.40	-4,365.48	-1,437.90	-7,075.87	-2,746.37
Taxes	114.39	-28.99	181.47	85.40	250.77
Profit After Taxes	-2,596.01	-4,394.47	-1,619.37	-6,990.47	-2,997.14

Balance sheet (Consolidated)



₹ in lakhs

(Consolidated)

Assets	As at 30th September 2026	As at 31st March 2026	Equity and Liabilities	As at 30th September 2026	As at 31st March 2026
Non-Current Assets			(i) Equity Share capital	3,463.26	3,463.26
Property, plant and equipment	14,053.61	14,041.17	(ii) Other Equity	59,096.52	65,885.67
Right-of-use assets	22,252.91	22,435.93	Non-Controlling Interest	190.15	267.63
Intangible Assets	600.84	433.99	Total Equity	62,749.93	69,616.56
Capital Work in Progress	530.49	171.06	Liabilities		
Intangible Assets Under Development	1,323.87	1,375.41	Non-Current Liabilities		
Financial Assets			Financial Liabilities		
(i) Investments	16,846.05	26,388.47	(i) Borrowings	653.49	636.94
(ii) Loans	55.36	16.16	(ii) Lease liabilities	17,418.66	18,357.94
Deferred tax assets (Net)	2,715.88	2,526.41	Provisions	1,225.69	766.42
Other Non Current Assets	384.62	-	Total Non Current Liabilities	19,297.84	19,761.30
Total Non Current Assets	58,763.62	67,388.60	Current liabilities		
Current Assets			(i) Borrowings	2,550.04	2,235.56
Inventories	23,527.93	19,263.83	(ii) Lease liabilities	6,491.96	5,813.50
Trade Receivables	8,454.41	7,351.76	(ii) Trade payables Total outstanding dues of micro and small enterprises	3,464.94	2,479.38
Cash and Cash Equivalents	862.04	776.77	(ii) Trade payables Total outstanding dues of Creditors other than micro and small enterprises	4,922.29	7,980.27
Bank Balance and other than Cash and Cash Equivalent	6,892.99	8,780.64	Other Current liabilities	2,050.21	1,200.62
Loans	4,307.77	3,692.98	Provisions	4,396.39	4,017.95
Other Current Assets	6,579.77	5,850.57	Total Current Liabilities	27,340.76	23,727.28
Total Current Assets	50,624.92	45,716.55	Total Liabilities	46,638.60	43,488.58
Total Assets	1,09,388.53	1,13,105.14	Total Equity and Liabilities	1,09,388.53	1,13,105.14

Health for all

THANK YOU



"ZOTA HOUSE", Bhagwan
Ayyappa Complex, Navsari
State Highway, opp. GIDC Main
Road, Surat, Gujarat 394210



cszota@zotahealthcare.com



www.zotahealthcare.com

Siddesh Chawan -
siddesh.chawan@in.ey.com

Ajit Mishra -
ajit.j.mishra@in.ey.com

