

**NAME OF THE ISSUE: ZOTA HEALTH CARE LIMITED**

- 1 Type of issue (IPO/~~FPFO~~) : Initial Public Offer (IPO) on EMERGE Platform of The National Stock Exchange of India Limited (NSE EMERGE)
- 2 Issue size (Rs. Lakhs) : Rs. 5,850.00 lakhs
- 3 Grade of issue along with name of the rating agency : NA as the issue is being made in terms of Chapter XB of the SEBI (ICDR) Regulations, 2009
- 4 Subscription level (number of times). If the issue was undersubscribed, please clarify how the funds were arranged. : 14.83 times (after technical rejections)
- 5 QIB holding (as a % of total outstanding capital) as disclosed to stock exchanges (See Regulation 31 of the SEBI Listing Obligations & Disclosure Requirements) , 2015) : N.A
  - (i) allotment in the issue : Nil
  - (ii) at the end of the 1st Quarter immediately after the listing of the issue : Nil
  - (iii) at the end of 1st FY : Nil
  - (iv) at the end of 2nd FY : Nil
  - (v) at the end of 3rd FY : 0.01%

**(Rs. in Lakhs)**

- 6 Financials of the issuer (as per the annual financial results submitted to stock exchanges under Clause 41 of the listing agreement)

Parameters	1st FY	2nd FY	3 <sup>rd</sup> FY
Income from operations	7785.15	8562.94	9511.27
Net Profit for the period	726.76	555.19	276.01
Paid-up equity share capital	1754.33	1754.34	2456.03
Reserves excluding revaluation reserves	5223.43	5138.53	4429.06

- 7 Trading status in the scrip of the issuer (whether frequently traded (as defined under Regulation 2 (j) of SEBI (SAST) Regulations, 2011) or infrequently traded/ delisted/ suspended by any stock exchange, etc.) :
- (i) at the end of 1st FY : Scrip was Frequently Traded
- (ii) at the end of 2nd FY : Scrip was Frequently Traded
- (iii) at the end of 3rd FY : Scrip was Frequently Traded
- 8 Change, if any, in directors of issuer from the disclosures in the offer document (See Regulation 68 and Schedule III of the SEBI (Listing Obligations & Disclosure Requirements) , 2015)
- (i) at the end of 1st FY : No Change
- (ii) at the end of 2nd FY : No Change
- (iii) at the end of 3rd FY : Mr. Shailesh Sevantilal Shah and Mr. Mahesh Mavjibhai Prajapati were ceased from the directorship of the Company due to completion of their term as the Non-Executive Independent Director. Mr. Dhiren Prafulbhai Shah and Mrs. Jayshreeben Nileshkumar Mehta as the Non-Executive Independent Directors on September 21, 2019. Mrs. Bhumi Maulik Doshi and Mr. Vitrag Sureshkumar as the Additional Non-executive Independent on May 30, 2019.
- 9 Status of implementation of project/ commencement of commercial production (as submitted to stock exchanges under Regulation 32 of the SEBI (Listing Obligations & Disclosure Requirements) , 2015) : Not Applicable
- (i) as disclosed in the offer document :
- (ii) Actual implementation :
- (iii) Reasons for delay in implementation , if any :
- 10 Status of utilization of issue proceeds (as submitted to stock exchanges under (as submitted to stock

exchanges under Regulation 32 of the SEBI (Listing Obligations & Disclosure Requirements), 2015)

(i) as disclosed in the offer document :

Sr. No.	Particulars	Amount (Rs. in Lakhs)
1.	Repayment of certain borrowings availed by company	330.00
2.	Working Capital requirements	2700.00
3.	General Corporate Purposes	809.10
4.	Issue Expense	135.90
<b>Total</b>		<b>3975.00</b>

(ii) Actual utilization

Sr. No.	Particulars	Actual Utilization of funds till February 07, 2020	Balanced Amount to be Utilized
1.	Repayment of certain borrowings availed by company	330.00	0.00
2.	Working Capital requirements	2288.94	411.06
3.	General Corporate Purposes	618.26	190.84
4.	Issue Expense	135.90	0.00
<b>Total</b>		<b>3073.20</b>	<b>601.90</b>

(iii) Reasons for deviation, if any : Not Applicable

11 Comments of monitoring agency, if applicable (See Regulation 16 of SEBI (ICDR) Regulations, 2009) : Not Applicable

12 Price- related data

Issue price (Rs): : Rs. 125/-

[illegible]

13 Basis for Issue Price and Comparison with Peer Group & Industry Average (Source of accounting ratios of peer group and industry average may be indicated; source of the accounting ratios may generally be the same, however in case of different sources, reasons for the same may be indicated):

Accounting ratio	Name of company	As disclosed in the offer document (See Clause (2) (VII) (K) of Schedule VIII to SEBI (ICDR) Regulations, 2009)	At the end of 1st FY	At the end of 2nd FY	At the end of 3 <sup>rd</sup> FY
<b>EPS</b>	Issuer (Basic and Diluted)	3.61	4.14	3.16	1.12
	<b>Peer Group:-</b>				
	Gufic Biosciences Limited	0.95	2.07	2.82	2.94
	Bal Pharma Limited	2.81	4.19	4.77	(6.28)
	Jenburkt Pharmaceuticals Limited	23.18	37.35	43.14	32.40
	Makers Laboratories Limited	4.69	6.21	4.98	(0.25)
	Jagsonpal Pharmaceuticals limited	1.24	(4.40)	2.75	3.00
	Alembic Limited	0.92	1.56	32.42	51.42
<b>PE</b>	Issuer	34.62	51.67	83.23	116.29
	<b>Peer Group:</b>				
	Gufic Biosciences Limited	75.11	54.72	28.56	16.04
	Bal Pharma Limited	42.00	19.37	14.78	-
	Jenburkt Pharmaceuticals Limited	20.08	16.90	11.94	9.81
	Makers Laboratories Limited	21.54	11.95	11.16	-
	Jagsonpal Pharmaceuticals limited	31.53	(6.27)	10.05	5.82
	Alembic Limited	42.77	34.92	1.33	0.69
<b>RoNW (%)</b>	Issuer	24.05%	29.94	8.05	4.01
	<b>Peer Group:-</b>				
	Gufic Biosciences Limited	21.57	29.94	29.12	23.85
	Bal Pharma Limited	5.13	8.22	8.80	(13.50)
	Jenburkt Pharmaceuticals Limited	26.82	28.10	25.56	18.59
	Makers Laboratories Limited	8.76	8.30	5.87	(0.28)
	Jagsonpal	3.59	(13.39)	6.91	7.63

Accounting ratio	Name of company	As disclosed in the offer document (See Clause (2) (VII) (K) of Schedule VIII to SEBI (ICDR) Regulations, 2009)	At the end of 1st FY	At the end of 2nd FY	At the end of 3 <sup>rd</sup> FY
<i>NAV per share based on balance sheet</i>	Pharmaceuticals limited				
	Alembic Limited	8.53	9.31	22.53	28.97
	Issuer:	15.01	39.77	39.29	28.03
	<b>Peer Group:</b>				
	Gufic Biosciences Limited	4.39	6.92	9.68	12.32
	Bal Pharma Limited	42.48	50.97	54.23	46.53
	Jenburkt Pharmaceuticals Limited	86.44	133.48	168.79	174.32
	Makers Laboratories Limited	53.57	74.89	84.81	90.75
	Jagsonpal Pharmaceuticals limited	34.55	32.93	39.88	39.39
	Alembic Limited	10.84	16.80	143.88	177.49

14 Any other material information: NA

Notes:

1. In case any of the above reporting dates happens to be a holiday, the immediately following working day is considered.
2. In case the script has not been traded on any of the trading day, the information of previous trading day is considered.