

Survey No.250 -252 Turkapally Village Shamirpet Mandal Hyderabad - 500 078 T.S., India. Tel: +91 90320 44584/ 585 Email: info@zenotech.co.in www.zenotechlab.com

Date: May 23, 2020

BSE Limited
Corporate Relationship Dept.,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

Scrip Code: 532039

Dear Sir,

Sub: Submission of Standalone Audited Financial Results of Zenotech Laboratories Limited (the Company) for the fourth quarter and financial year ended March 31, 2020

Pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, we enclose herewith the following:

- the Standalone Audited Financial Results of the Company for the fourth quarter and financial year ended March 31, 2020 together with the Report of Auditors' on the said Results, duly approved and taken on record by the Board of Directors of the Company at their meeting held today, i.e., May 23, 2020 through Video Conference facility; and
- Declaration under Regulation 33(3)(d) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

The meeting of the Board of Directors commenced at 12:10 PM and concluded at 7:00 P.M.

Hyderabad

Kindly take the above information on record.

Thanking you,

Yours faithfully,

For Zenotech Laboratories Limited

Abdul Gafoor Mohammad

1. All Gol

Company Secretary and Compliance Officer

Encl: as above

Chartered Accountants

Independent Auditors' Report on the standalone financial results

To the Board of Directors of Zenotech Laboratories Limited

#### Opinion

- We have audited the accompanying Standalone Financial Results of Zenotech Laboratories Limited (the "Company"), for the quarter and year ended 31 March 2020 ('the Statement'), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("Listing Regulations").
- In our opinion and to the best of our information and according to the explanations given to us, the Statement:
  - a) is presented in accordance with the requirements of Regulation 33 of the Listing Regulations, in this regard.
  - b) gives a true and fair view in conformity with the recognition and measurement principles laid down in the applicable accounting standards and other accounting principles generally accepted in India, of the net profit and other comprehensive income and other financial information of the company for the quarter and year ended 31<sup>st</sup> March 2020.

#### **Basis for Opinion**

3. We conducted our audit of the Statement in accordance with the Standards on Auditing ("SA"s) specified under Section 143(10) of the Companies Act, 2013 ("the Act"). Our responsibilities under those Standards are further described in the Auditor's Responsibilities for the Audit of the Standalone Financial Results section of our report. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India ("ICAI") together with the ethical requirements that are relevant to our audit of the Standalone Financial Results under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the ICAI's Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### **Emphasis of Matter**

- 4. We draw attention to Note 3 & 4 to the Financial results which describe the reconstruction of financial records and various legal proceedings as follows:
  - (a) Based on the information provided to us by the Management, the books of accounts for the financial years ended 31st March 2011 & 31st March 2012 were reconstructed by the Management post 12th November 2011.
  - (b) The matters relating to several financial and non-financial irregularities pertaining to period prior to 12th November 2011 are currently sub-judice and the impact of the various legal

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proceedings would be made in the financial results of the Company as and when the outcome of the above uncertainties becomes known and the consequential adjustments / disclosures are identifiable / determinable. The Company has represented to us that based on the steps taken by the Management and evidence available so far, any financial impact on the results of the Company is likely to be significantly low.

Our opinion is not modified in respect of these above matters.

## Management's and Board of Directors' Responsibilities for the Standalone Financial Results

This Statement has been prepared on the basis of the audited standalone financial statements for the year ended March 31, 2020.

The Company's Board of Directors are responsible for the preparation of these Standalone Financial Results that give a true and fair view of the net profit and other comprehensive income and other financial information in accordance with Section 133 of the Act, read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the Standalone Financial Results that give a true and fair view and is free from material misstatement, whether due to fraud or error.

6. In preparing the Standalone Financial Results, the Board of Directors are responsible for assessing the Company's ability, to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The Board of Directors are also responsible for overseeing the Company's financial reporting process.

### Auditor's Responsibilities for the Audit of the Standalone Financial Results

7. Our objectives are to obtain reasonable assurance about whether the Standalone Financial Results as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this Standalone Financial Results.

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- 8. As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:
  - Identify and assess the risks of material misstatement of the Standalone Financial Results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
  - Obtain an understanding of internal control relevant to the audit in order to design audit
    procedures that are appropriate in the circumstances. Under Section 143(3) (i) of the Act, we are
    also responsible for expressing our opinion through a separate report on the complete set of
    standalone financial statements on whether the entity has adequate internal financial controls with
    reference to standalone financial statements in place and the operating effectiveness of such
    control
  - Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.
  - Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the Statement or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
  - Evaluate the overall presentation, structure and content of the Standalone Financial Results, including the disclosures, and whether the Standalone Financial Results represent the underlying transactions and events in a manner that achieves fair presentation
- 9. We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.
- 10. We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

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#### Other Matter

11. Attention is drawn to the fact that the figures for the guarter ended 31st March 2020 and the corresponding quarter ended in the previous year as reported in these financial results are the balancing figures between audited figures in respect of full financial year and the published year to date figures up to the end of the third quarter of the relevant financial year which were subject to limited review by us. Our opinion is not modified in respect of this matter.

For PKF Sridhar & Santhanam LLP Chartered Accountants Firm's Registration No. 003990S/S200018

# PAMANARAYANAN Digitally signed by RAMANARAYANAN JANAKRAMAN DN: c=IN, o=Personal, postalCode=40008By, ts=MAHARASHTRA, serialNumber=4ce0e024803ec0bele7103373cf06cc0867d1=4141ee f6s6309070674960346cc, co=inRAMANARAYANAN JANAKRAMAN Date: 2020.05.23 18:3627 +0530 JANAKIRAMAN J

Partner

Membership No.220369

UDIN: 20220369AAAAFQ6121

Place: Chennai

Date: 23rd May 2020

CIN: L27100TG1989PLC010122

Survey No.250-252, Turkapally (V), Shameerpet (M), Ranga Reddy (Dt), Hyderabad - 500078
Phone:+91 90320 44584/585/586 Website: www.zenotechlab.com
Statement of Standalone Audited Financial Results for the Quarter and Year ended 31 March 2020

(Rs in lakhs, except share and per equity share data) Quarter ended Year ended Particulars 31.03.2020 31.12.2019 31.03.2019 31.03.2020 31.03.2019 No. Audited Audited\* Unaudited Audited\* Audited Revenue From Operations 531.00 651.56 466.36 2.593.83 1,302.91 23.41 33.92 355.24 125.25 470.96 Other Income Ш Total Income (I+II) 554.41 685.48 821.60 2,719.08 1,773.87 a). Cost of materials consumed 0.26 38.93 27.90 50.45 70.55 b) Purchase of Stock-in-Trade c). Changes in inventories of finished goods, work-in-1.19 1.19 progress and stock-in-trade 157.87 d). Employee benefit expenses 127.98 130.06 576 40 498 04 89.25 e). Finance costs 9.04 22.93 9.76 11.77 f). Depreciation and amortization expense 137.38 126.12 110.26 484.96 420.20 g). Other Expenses 281.06 291.04 288.29 1,077.23 1,084.83 557.80 636.89 565.38 2,278.29 2,086.58 Total expenses Profit/(Loss) before exceptional items and tax (III-IV) (3.39)48.59 256.22 440.79 (312.71)VI Exceptional items 636.96 636.96 VII Profit/(Loss) before tax (V-VI) (3.39)685.55 256.22 (312.71)VIII Tax expense a). Current Tax b). Deferred Tax . Total Tax Expense (VIII) IX Profit/(Loss) for the period (VII-VIII) 685.55 1.077.75 (3.39)256.22 (312.71)Other Comprehensive Income a). Items that will not be reclassified to Profit or Loss (5.26)0.19 (3.83)(4.68)0.77 Re - measurement of the defined benefit obligations b). Items that will be reclassified to Profit or Loss Total Comprehensive Income for the period (IX+X) (8.65)685.74 252.39 1,073.07 XII Paid-up equity share capital (Face value of ₹ 10/- per share) 6,103.06 6,103.06 6,103.06 6,103.06 6,103.06 XIII Reserves i.e.Other equity (1,140.16)

(0.01)

(0.01

1.12

1.12

0.42

0.42

(0.51)

(0.51)

1.77

See accompanying notes to the financial results

a) Basic

a) Diluted

XIV Earnings/ (loss) per share (of ₹ 10/- each) (not annualised)

<sup>\*</sup> The figures for the quarter ended March 31, 2020 and March 31, 2019 are the balancing figure between the audited figures in respect of the full financial year and the unaudited published year to date figures up to the third quarter of the relevant financial year which were subject to limited review by the Statutory Auditor of the Company.

CIN: L27100TG1989PLC010122

Survey No.250-252, Turkapally (V), Shameerpet (M), Ranga Reddy (Dt), Hyderabad - 500078 Phone:+91 40 23480430 / 35 www.zenotechlab.com

n at all	As at As		
Particulars	31 March 2020	31 March 2019	
	Audited	Audited	
ASSETS			
(1) Non Current Assets			
(a) Property, Plant and Equipment	4,872.78	4,310.86	
(b) Capital Work-In-Progress	2,908.36	1,695.14	
(c) Financial Assets	4,7 - 0.11 - 0	13072111	
(i) Investments		-	
(ii) Others	72.61	63.68	
(d) Income Tax Assets (net)	107.65	79.30	
(e) Other Non-current Assets	23.33	389.92	
Total Non - Current Assets	7,984.73	6,538.90	
(2) Current Assets			
(a) Inventories	9.41	58.42	
(b) Financial Assets			
(i) Trade Receivables	185.71	235.81	
(ii) Cash and Cash Equivalents	108.20	1,319.63	
(iii) Bank balances other than above	3.90	5.60	
(iv) Other financial asset	16.03	31.80	
(c) Other Current Assets	247.42	268.17	
Total Current Assets	570.67	1,919.43	
TOTAL ASSETS	8,555.40	8,458.33	
TOTAL AGGETS	0,000,110	0,100,00	
EQUITY AND LIABILITIES			
Equity			
(a) Equity Share capital	6,103.06	6,103.06	
(b) Other Equity	(1,140.16)	(2,213.23)	
Total Equity	4,962.90	3,889.83	
LIABILITIES			
(1) Non-current Liabilities			
(a) Financial Liabilities		1980	
(b) Provisions	48.90	33.72	
Total Non - Current Liabilities	48.90	33.72	
(2) Current Liabilities			
(a) Financial Liabilities			
(i) Borrowings	1,865.62	2,024.00	
(ii) Trade payables			
(a) Total outstanding dues of Micro and Small Enterprises	20.69	39.49	
(b) Total outstanding dues other than above	439.54	372.04	
(iii) Other financial liabilities	329.82	334,27	
(b) Other Current Liabilities	38.13	45.07	
(c) Provisions	849.80	1,719.91	
Total Current Liabilities	3,543.60	4,534.78	
TOTAL EQUITY AND LIABILITIES	8,555.40	8,458.33	

#### ZENOTECH LABORATORIES LIMITED CIN: L27100TG1989PLC010122

Survey No.250-252, Turkapally (V), Shameerpet (M), Ranga Reddy (Dt), Hyderabad - 500078 Phone:+91 90320 44584/585/586 Website: www.zenotechlab.com

Standalone Cash flow statement for the Year ended March 31, 2020

Rs. In Lakhs

1,077.75  484 96 (11.39) (0.01) 89.25 (93.69) (636.96)  909.90  50.11 49.01 60.09 15.77 - (8.93) 74.45 20.75 10.50 (26.40)	(312.76 420.20 (326.87 12.44 11.77 (124.82 (318.99 (235.42 23.66 161.84 10.72 (14.39 (53.37) (167.20 6.02
484 96 (11.39) (0.01) 89.25 (93.69) (636.96) 909.90 50.11 49.01 60.09 15.77 (8.93) 74.45 20.75 10.50	420 20 (326 87 12 44 11 77 (124 82 - (318.99 (235.42 23.66 161.84 10.72 (14.39 (53.37) (167.20 6.02
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89.25 (93.69) (636.96) 909.90 50.11 49.01 60.09 15.77 - (8.93) 74.45 20.75 10.50	(11.77 (124.82 (318.99 (235.42 23.66 161.84 10.72 (14.39 (53.37 (167.20 6.02
(93 69) (636 96) 909.90 50.11 49.01 60.09 15.77 - (8.93) 74.45 20.75 10.50	(124 82 (318.99 (235.42 23.66 161.84 10.72 (14.39 (53.37) (167.20 6.02
(636.96) 909.90 50.11 49.01 60.09 15.77 - (8.93) 74.45 20.75 10.50	(318.99 (235.42 23.66 161.84 10.72 (14.39 (53.37) (167.20 6.02
909.90 50.11 49.01 60.09 15.77 (8.93) 74.45 20.75 10.50	(235.42 23.66 161.84 10.72 (14.39 (53.37) (167.20
50.11 49.01 60.09 15.77 (8.93) 74.45 20.75 10.50	(235.42 23.66 161.84 10.72 (14.39 (53.37) (167.20
49.01 60.09 15.77 (8.93) 74.45 20.75 10.50	(235.42 23.66 161.84 10.72 (14.39 (53.37) (167.20
49.01 60.09 15.77 (8.93) 74.45 20.75 10.50	23 66 161 84 10 72 (14 39 (53 37 (167 20 6.02
60.09 15.77 (8.93) 74.45 20.75 10.50	23 66 161 84 10 72 (14 39 (53 37 (167 20 6.02
60.09 15.77 (8.93) 74.45 20.75 10.50	161.84 10.72 - (14.39 (53.37 (167.20
(8.93) 74.45 20.75 10.50	10.72 (14.39 (53.37 (167.20 6.02
(8.93) 74.45 20.75 10.50	(14.39 (53.37 (167.20 6.02
(8.93) 74.45 20.75 10.50	(53.37 (167.20 6.02
74.45 20.75 10.50	(53.37 (167.20 6.02
20.75 10.50	(167 20 6.02
10.50	6.02
(20.40)	42.89
17.97	(1.07
(6.93)	(812.14
1,166.29	(1.357.45
(28 35)	(45.90
1,137.94	(1,403.35
(2,174.70)	(1,803.36
1.70	60.00
93.69	124 82
(2,079.31)	(1,618.54
1,000.00	2,024.00
(1,158.38)	
(111.67)	(521.97
(270.05)	1,502.03
(1,211.43)	(1,520.85
1,319.63	2,840.48
108.20	1,319.63
	1,000.00 (1,158.38) (111.67) (270.05) (1,211.43) 1,319.63

#### Notes:

- The above financial results for the quarter and year ended March 31, 2020 have been reviewed by the Audit Committee and approved by the Board of Directors of the Company at their meeting held on May 23<sup>rd</sup> 2020 and have undergone an audit by the Statutory Auditors of the Company.
- 2 These financial results have been prepared in accordance with the Indian Accounting Standards ("Ind AS") prescribed under section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder and other accounting principles generally accepted in India.
- 3 The Company had reconstructed the financial statements for the years ended March 31, 2011 and 2012 based on the available limited records, statutory returns filed, supplementary documents, invoices, external corroborative evidence post 12th November 2011 and after considering the various non-compliances under the Companies Act, 1956, listing agreement and Foreign Exchange Management Act etc.
- 4 The matters relating to several financial and non-financial irregularities pertaining to period prior to November 12, 2011 are currently sub-judice and the impact of the various legal proceedings would be made in the financial results of the Company as and when the outcome of the above uncertainties becomes known and the consequential adjustments / disclosures are identifiable / determinable. Accordingly, based on the steps taken by the Company and evidence available so far, any financial impact on the results of the Company is likely to be significantly low.
- The Books of accounts and other related records/documents of the overseas subsidiaries of the Company were missing and due to non-availability of those records/information, complaint before the Hon'ble Economic Offences Court, Nampally, Hyderabad, under the provisions of Section 630 of erstwhile Companies Act, 1956 was filed against the former Managing Director, Late Dr. Jayaram Chigurupati, who was in complete "control over the Company's affairs during the period of those events", which is abated by the court due to demise of the accused. The Company has evaluated and concluded that it is not controlling the US Subsidiary as per Ind AS 110 Consolidated Financial Statements basis its inability to exercise power over the investee. Further, the Company received the winding up order for its defunct subsidiary in Nigeria. The Company has engaged a consultant in Brazil to file the winding-up applications in adherence to the laws of the country. Accordingly, the Company is of the view that it does not have subsidiaries within the definition of Ind AS 110 and hence is not required to prepare and present a Consolidated Financial Statement.
- 6 On September 20, 2019, vide The Taxation Laws (Amendment) Ordinance, 2019, section 115BAA was inserted in the Income Tax Act, 1961, which provides domestic companies a non-reversible option to pay corporate tax at reduced rates effective Financial Year 2019-20 subject to certain conditions. The Company has presently decided not to exercise the said option.
- 7 Cost of materials consumed include obsolete inventory written off of Rs.38.98 lakhs during the year (Previous Year: Rs.15 lakhs).
- 8 The Company has availed the Sabka Vishwas (legacy dispute resolution) scheme, (SVLDRS) 2019 for settling the service tax litigation and arrears. The Government Department has issued SVLDRS-4 (Discharge certificate) and based on the aforesaid certificates, the Company has reversed the provision made for balance principal amount and interest amount in the books to the extent of Rs.636.96 lakhs and the reversal has been presented under exceptional items in the Results.

- Pursuant to the Rights offer, the Company had allotted 266,03,068 equity shares of face value of Rs 10/- each at a premium of Rs 35/- per equity share to the shareholders for a total consideration of Rs. 1,197,138,060. These equity shares of the Company were listed on BSE w.e.f. Friday, July 28, 2017. Based on the approval sought from the members of the Company on March 14, 2020 vide Special Resolution passed through Postal Ballot pursuant to the provisions of Sections 13 and 27 of the Companies Act, 2013 and other relevant provisions of SEBI ICDR Regulations, the Company modified its original object. The Company proposed to spend the Unutilized Amount i.e. Rs. 1,158.38 Lakhs for revamping of the Biotech facility of the Company, for which the Company has already availed loan of Rs.3,024 Lakhs from Sun Pharmaceutical Industries Limited, one of the Promoters of the Company. The shareholders has approved "New Object" of repayment of the loan to the extent of Unutilised Amount of Rs.1,158.38 Lakhs. Accordingly, Company has made repayment of Rs. 1,158.38 lakhs, towards Term Loan availed from Sun Pharmaceutical Industries Limited during this quarter.
- 10 Use of Rights Issue Proceeds is summarized as below:

(Rupees Lakhs, unless otherwise stated)

SI. No	Original Object	Modified Object,	Original Allocation	Modified Allocation, if any	Funds Utilised	Amount of Deviation/ Variation for the quarter according to applicable object
1	Funding capital expenditure requirement for expansion and up gradation of our existing manufacturing units		2,002.45	844.07	844.07	-
2	Repayment in full or part, of certain borrowings availed by our Company		6,988.04	6,988.04	6,988.04	-
3	Issue related expenses		83.98	83.98	83.98	
4	General corporate purposes		2,896.91	2,896.91	2,896.91	
5		Repayment/ Pre- payment, in full or part, of Term Loan availed from Sun Pharmaceutical Industries Limited	*	1,158.38	1,158.38	-
	Total		11,971.38	11,971.38	11,971.38	-

- 11. The Company has evaluated the impact of COVOD-19 pandemic on its business operations, liquidity and financial position and based on management's review of current indicators and economic conditions there is no material impact on its financial results as at March 31, 2020. However, the impact assessment of COVID-19 is a continuing process given the uncertainties associated with its nature and duration and accordingly the impact may be different from that estimated as at the date of approval of these financial results. The Company will continue to monitor any material changes to future economic conditions.
- 12. The Company has only one segment, i.e. Pharmaceuticals.
- 13. Figures for previous period/ year have been regrouped to conform to the current period presentation.

As per our report of even date attached

For PKF Sridhar & Santhanam LLP Chartered Accountants Firm Registration No. 003990S/S200018

RAMANARAYANAN Digitaliy signed by RAMANARAYANAN JANAKIRAMAN DNC CHIN, CHPESONSI, DOSTAI (COSEHODORI): ISHMAHARASHTRA. SERIAIMumber—4ce0e624802e60be9710s):13:908e0867d1e4141ca JANAKIRAMAN

f6a63b091d8c749e03f4ce, cn=RA Date: 2020.05.23 18:33:31 +05'30'

Partner Membership No. 220369

Place: Chennai Date: 23-May-2020 By Order of the Board

DIN: 01219312 Place Dolhi

Date: 23 May 2020



Survey No.250 -252 Turkapally Village Shamirpet Mandal Hyderabad - 500 078 T.S., India. Tel: +91 90320 44584/ 585 Email: info@zenotech.co.in www.zenotechlab.com

Date: May 23, 2020

**BSE Limited** 

Corporate Relationship Dept., Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001

Dear Sir,

Sub: Declaration under Regulation 33(3)(d) of SEBI (Listing Obligations and Disclosure Requirements)

Regulations, 2015, as amended

Ref: SEBI Circular No.CIR/CFD/CMD/56/2016, dated May 27, 2016

BORA

Hyderabad

I, Poly K.V., Chief Financial Officer of Zenotech Laboratories Limited, having registered office at Survey No.250-252, Turkapally Village, Shameerpet Mandal, Hyderabad – 500 078, hereby declare that the Statutory Auditors of the Company, M/s. PKF Sridhar & Santhanam LLP, Chartered Accountants (Firm Registration No. 003990S/S200018) have issued an Audit Report with unmodified opinion on the Audited Financial Results of the Company for the financial year ended March 31, 2020.

Kindly take this declaration on your record.

Yours faithfully,

Poly K.

For Zenotech Laboratories Limited

Chief Financial Officer