

November 19, 2024

To
The Secretary, Listing Department
BSE Limited (SME),
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai-400 001

Sub: Submission of Investor Presentation to be made to Analysts/Investors

Please find enclosed herewith the investor presentation to be made to Analysts/Investors on the Financial Results of Prevest Denpro Limited for the quarter and half year ended on 30th September 2024.

This presentation is being submitted in compliance with Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, as amended.

The same is also being made available on the Company's website www.prevestdenpro.com.

Thanking You,

Yours faithfully,

For Prevest Denpro Limited

AMAN
SADHOTRA

Digitally signed by
AMAN SADHOTRA
Date: 2024.11.19
13:24:21 +05'30'

Aman Sadhotra

(Company Secretary and Compliance Officer)



EARNING PRESENTATION HY1FY25



Company Overview



This presentation and the accompanying slides (the“Presentation”), which have been prepared by Prevest Denpro Ltd. (the“Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company. This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost overruns on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Management Commentary

In the first half of FY25, Prevest Denpro Limited achieved impressive growth, with total revenue rising by 12.96% and exports increasing by 12.15%, despite global challenges such as currency fluctuations and regional conflicts. The company effectively mitigated these obstacles by targeting alternative markets, reinforcing its confidence in sustained growth. Domestically, efforts are intensifying to capture market share through expanded reach, aligning with ambitious goals.

New products, particularly the Oradox brand, received positive market feedback, signaling strong potential for future growth. In innovation, advancements in 3D resin technology have drawn impressive customer responses, and the company remains focused on enhancing this segment. The Prevest Research Centre is also making strides in developing import-substitute products, supporting self-sufficiency in the dental sector.

Atul Modi
Chairman





To enhance global oral health with innovative, high-quality dental products.



To be a global leader in dental products known for quality, innovation and customer service.

AWARDS

Prevest Denpro Limited has proudly received the "Emerging Health Care Brand of the Year 2024" award from ASSOCHAM.



GROWTH STRATEGIES FOR PREVEST DENPRO LIMITED



Diversification:

This strategy involves expanding the product or service offerings of Prevest Denpro Limited into new markets or industries. For example, if Prevest Denpro Limited primarily offers dental equipment, diversification might involve branching out into related areas such as dental consumables or even into entirely new sectors like medical devices.



Market Penetration:

With this strategy, the focus is on increasing Prevest Denpro Limited's market share within its existing market segments. This might involve aggressive pricing strategies, promotional campaigns, or improving distribution channels to attract more customers or clients.



Product Development:

This strategy entails creating new products or enhancing existing ones to better meet customer needs or to capitalize on emerging trends. For Prevest Denpro Limited, this could involve developing innovative dental equipment with advanced features or improving the usability and efficiency of current products.



Market Development:

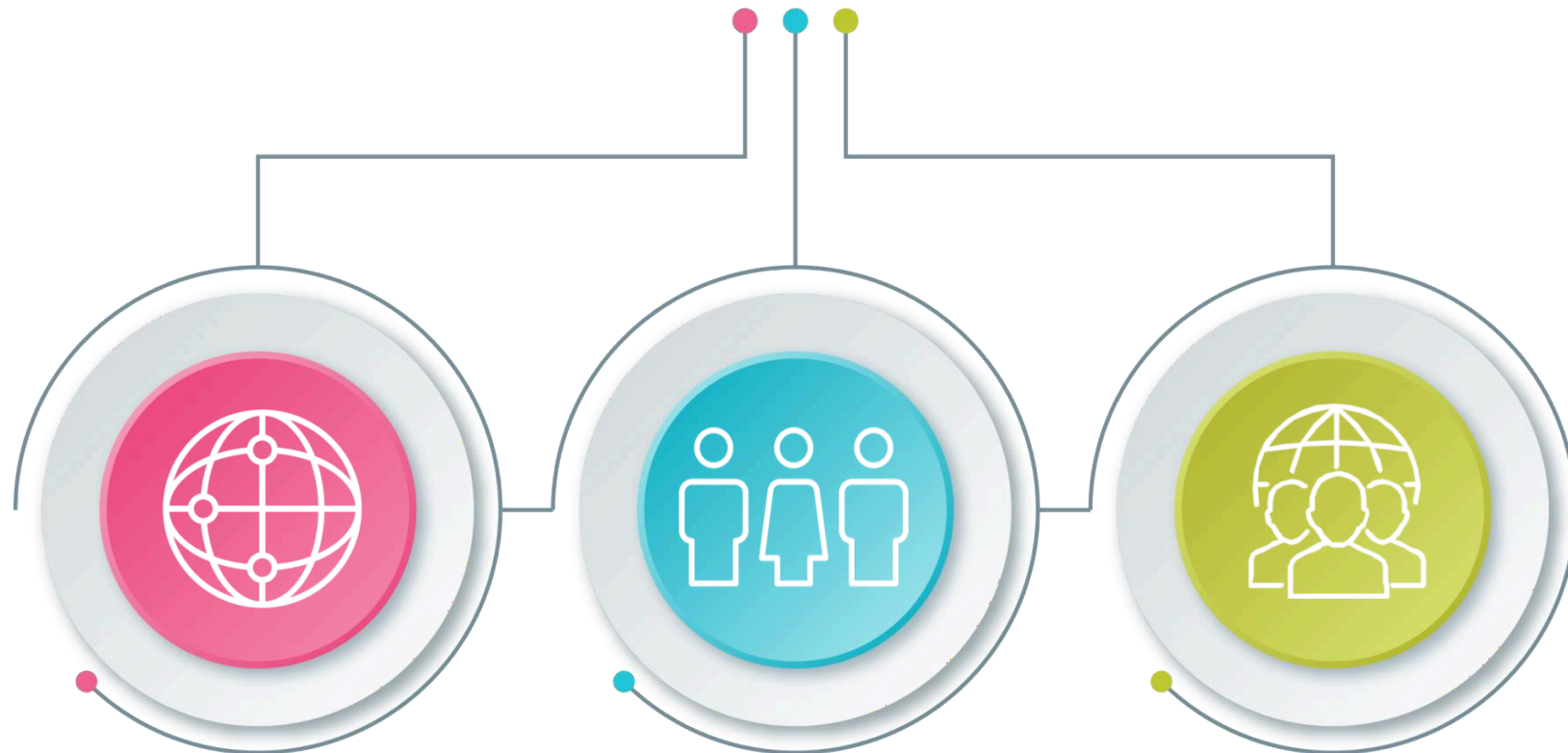
This strategy involves expanding Prevest Denpro Limited's reach into new geographic regions or demographic segments. This could mean entering international markets where the company currently doesn't have a presence or targeting new customer groups within its existing markets.



E-commerce Expansion (Prevest Direct):

Prevest Denpro Limited launched its e-commerce platform, Prevest Direct, in late 2023, which has received overwhelmingly positive responses from customers. This growth strategy involves leveraging the success of Prevest Direct to further expand the company's online presence and sales channels.

BUSINESS HIGHLIGHTS

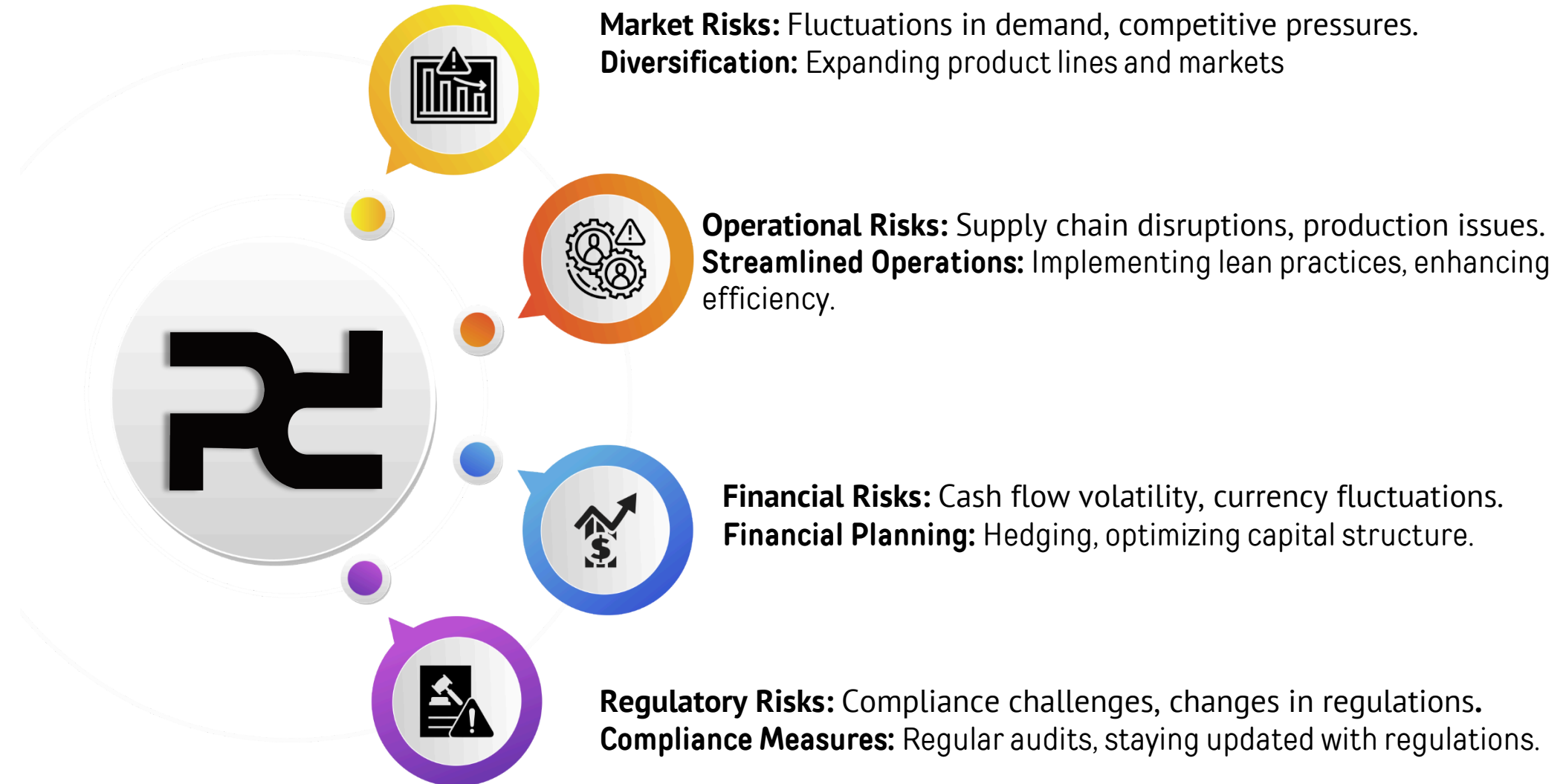


**Export to over
+90 countries
worldwide**

**+60
Dealers in India**

**+90
Overseas Agents**

RISK ANALYSIS & MITIGATION STRATEGIES FOR FOR PREVEST DENPRO LIMITED



STRENGTHS AND OPPORTUNITIES

Well - established global sales network

With consistent marketing efforts over the years, the Company has been able to make its product reach to over 90 countries with network of 53 national dealers and 91 overseas agents

Research Collaboration with prominent academic institutes

The Company has entered into collaboration with 12 reputed dental universities & institutions of India for exchange of technical knowledge and conducting training & research on dental materials.

B2B and B2C Sales Model

Along with B2B Sales (i.e. sales to dealers and agents), the Company is connecting directly with consumers through its own online portal (prevestdirect.com) , GEM Portal and other online marketplaces

Comprehensive Product Portfolio

In the last two decades of operations, the Company has been successful in establishing a comprehensive portfolio of over 100 dental products covering endodontics, orthodontics, composites, impression materials, finishing & polishing materials, auxiliaries' materials, hemostatic materials, temporary materials, lab materials, adhesives, cement & liners and tooth whitening.

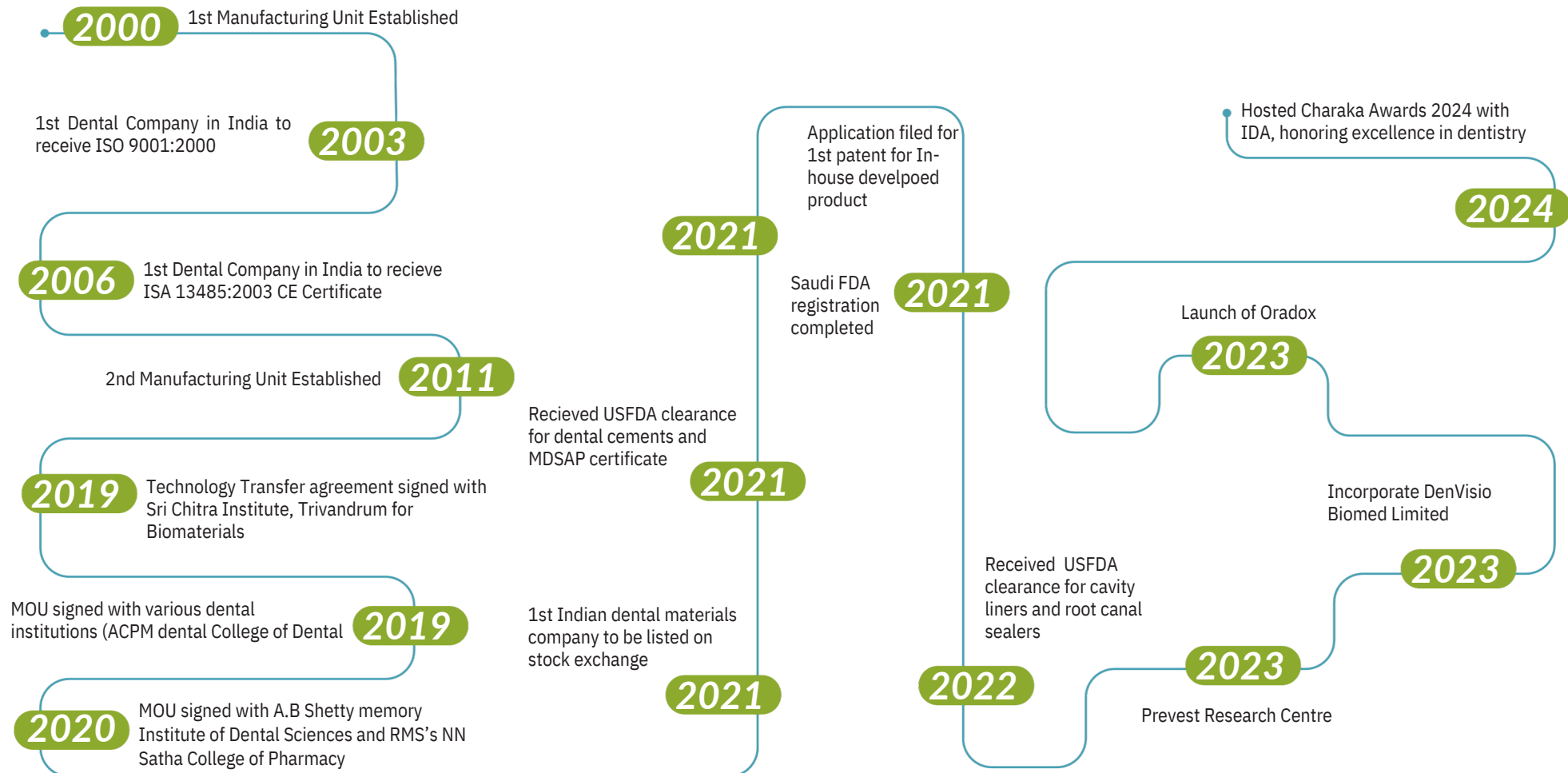
Strong Advisory Board & Management

The promoters of the company have a combined experience of over 40 years in dental industry backed up with strong management team. It also has an advisory board of experienced & highly educated dental professionals .



BIG JOURNEY

begins with small steps..



Our CSR efforts

Prevest Denpro Limited, in partnership with FICCI FLO Jammu and Narayana Hospital, recently organized a Dental Health Camp to extend essential dental care services to the local community. This initiative was driven by our commitment to promoting oral health awareness and making preventive care accessible to underserved populations. The camp provided comprehensive dental checkups, preventive treatments, and valuable oral hygiene education to participants. We also distributed dental health kits to encourage good hygiene practices. Through this collaborative effort, we reached numerous individuals, creating lasting health benefits and strengthening community awareness around oral health.

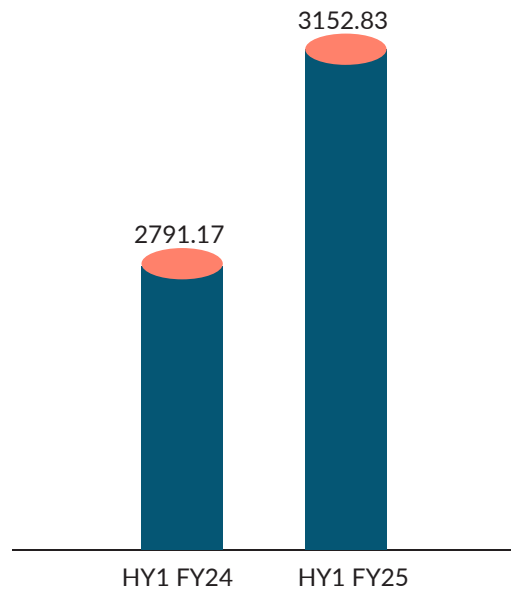


Financial Updates

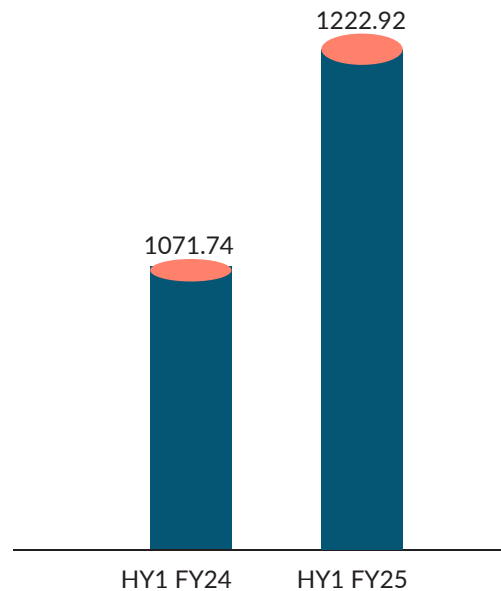


H1 FY25 Performance Highlights

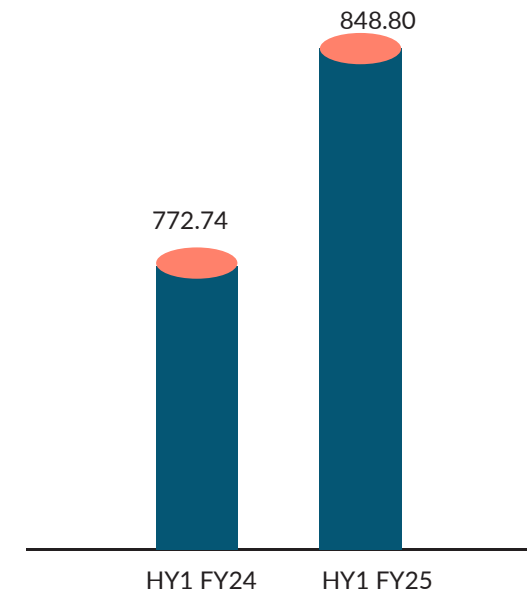
Total Revenue (Rs. In Lakhs)



EBITDA Trend (Rs. In Lakhs)



PAT Trend (Rs. In Lakhs)



Profit & Loss Statement

In Lakhs

Particulars (Rs. Lakhs)	HY1 FY25	HY1 FY24
Revenue from Operations	2962.65	2656.93
Other Income	190.18	134.24
Total Income	3152.83	2791.17
Cost of materials consumed	(672.15)	(703.84)
Purchase of Stock in Trade	-	-
Changes in Inventories of Finished Goods, WIP & Stock in Trade	20.31	14.54
Employee Benefit Expenses	(557.46)	(478.32)
Other Administrative Expenses	(720.61)	(551.81)
Depreciation and Amortization Expense	(94.83)	(39.44)
Profit before Tax	1128.09	1032.30
Current Tax	(263.72)	(249.23)
Deffered Tax	(15.57)	(10.33)
Profit After Tax	848.80	772.74
EPS (in Rs.)	7.07	6.44

Balance Sheet

In Lakhs

Liabilities (Rs. Lakhs)	Sep-24	Mar-24	Assets (Rs. Lakhs)	Sep-24	Mar-24
Equity			Non Current assets		
Equity Share capital	1200.30	1200.30	Property, Plant and Equipment	2644.09	2674.81
Reserve and Surplus	8390.22	7661.44	Capital work-in-progress	-	-
			Intangible Assets	-	-
	9590.52	8861.74	Non-current assets	-	-
Non Current Liabilities			Total Non Current Assets	2644.09	2674.81
Deferred Tax Liabilities (net)	83.94	68.69	Current Assets	-	-
Total Non Current Liabilities	83.94	68.69	Investments	378.04	165.90
Current Liabilities			Inventories	670.88	624.04
Trade Payables	157.25	119.31	Trade receivables	687.86	813.18
Other current liabilities	403.47	396.54	Cash and cash equivalents	5595.35	4861.03
Short Term Provisions	31.48	35.29	Loans & Advance	100.45	113.05
Total Current Liabilities	592.21	551.14	Other current asset	190	229.57
			Total Current Assets	7622.58	6806.77
Total Equity and Liabilities	10266.67	9481.58	Total Assets	10266.67	9481.58

CASH FLOW STATEMENT

In Lakhs

Particulars (Rs. Lakhs)	SEP 2024	MAR 24
Net Profit Before Tax	1128.09	2143.22
Operating profit before working capital changes	1053.37	2021.29
Cash generated from Operations	175.52	(396.14)
Net Cash from Operating Activities	961.04	1162.48
Net Cash from Investing Activities	(106.70)	(170.08)
Net Cash from Financing Activities	(120.03)	(31.68)
Net Increase / (Decrease) in Cash and Cash equivalents	734.32	960.72
Cash & Cash equivalents at the beginning of the period	4861.03	3900.31
Cash & Cash equivalents at the end of the period	5595.35	4861.03

BUSINESS SNAPSHOT



Revenue Breakdown

Domestic Sales vs. Export Sales

Particulars	2023-24	2024-25	YOY
	HY1 FY 24	HY1 FY 25	
Domestic Sale Sale	11.39Cr	12.54 Cr	11%
Export	14.87 Cr	16.68 Cr	12%
Revenue from Sale	26.26 Cr	29.22 Cr	11.27%

Top 10 Revenue-Generating Products



Alvocure 12g



Cal LcIntro
Pack 2x2g



Endoseal



Fusion Universal



ORATEMP C&B



Fusion Flo
Combo Kit 4x2g



Fusion I Seal
Economy Pack
4x2g



MICRON SUPERIOR



Crysta Silver



Crysta Restorative

Prevest DenPro Centre



UNLOCKING INNOVATION: THE IMPACT OF PREVEST DENPRO'S RESEARCH CENTRE

- **Innovation & Development:** Creates advanced dental materials and technologies.
- **Quality Enhancement:** Ensures high safety, efficacy, and durability.
- **Customization:** Delivers tailored solutions for specific client needs.
- **Faster Time-to-Market:** Accelerates product development and launches.
- **Cost Efficiency:** Reduces R&D costs and optimizes manufacturing.
- **Intellectual Property:** Strengthens proprietary technologies.
- **Regulatory Compliance:** Facilitates global market entry and certification.
- **Sustainability:** Develops eco-friendly and sustainable products.
- **Collaboration:** Partners with experts for cutting-edge solutions.
- **Brand Reputation:** Reinforces commitment to quality and innovation.

Accreditations that speaks to our Comprehensive Standards





Thank You
