

February 10, 2025

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 ended on 31st December 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: 2025.02.10
16:37:20 +05'30'

Aman Sadhotra

(Company Secretary and Compliance Officer)

Financial Result & Outlook

Q3 FY 2025



About The Company

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 whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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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.

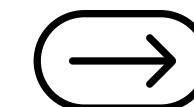


Management Commentary

Dear Investors,

As we reflect on the third quarter of FY25, I would like to share both the challenges and the positive progress we've made. While our domestic business continues to show solid performance, we have also seen an increase in export revenue, reflecting the growing strength of our international markets. Prevest Denpro has delivered a decent performance in Q3 FY25, with a 9.7% year-on-year growth in revenue, amounting to ₹14.95 Cr, despite a temporary dip in order volumes. This growth is driven by continued demand in both the domestic and export segments. The global dental care industry is undergoing significant structural changes, including evolving regulatory norms. These changes have affected our ability to move forward at the pace we anticipated in some regions, especially in securing necessary regulatory approvals for our products. However, despite these challenges, our export revenues have seen a strong increase, reflecting our ability to adapt to regulatory changes effectively in several markets. Additionally, evolving foreign exchange regulations in certain markets have led to extended payment cycles, which have affected our cash flow. However, our continued focus on operational efficiency and cost control measures has helped us mitigate some of these effects. Despite facing challenges in some markets, the domestic market remains stable, and demand for our products continues to be strong. We are also making significant investments in R&D and capacity expansion to ensure long-term growth and competitiveness. We remain optimistic about the market recovery and the long-term growth potential of both our domestic and export segments. Our team is working diligently to navigate these temporary challenges, and we are confident that our numbers will reflect the efforts we are putting in. Thank you for your continued trust and support. We remain committed to driving Prevest Denpro forward, and we are confident that the best is yet to come.

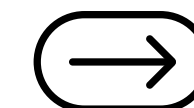
Atul Modi
Chairman & Managing Director



Management Commentary

Prevest Denpro Limited continued its growth momentum in Q3 FY25, delivering a steady performance despite seasonal fluctuations. Our strong fundamentals, commitment to operational efficiency, and strategic market expansion have positioned us well for long-term success. The company recorded a 9.7% YoY growth in revenue to ₹14.95 Cr, even as a temporary dip in order volumes led to an 8.1% QoQ decline. Total income for the quarter stood at ₹16.04 Cr, reflecting a 12.1% YoY increase, supported by higher other income. On a QoQ basis, total income declined 7.4%, in line with revenue trends. Operating expenses were well-managed at ₹6.94 Cr, rising only 6.1% YoY, demonstrating strong cost control. Compared to the previous quarter, expenses reduced by 3.9%, underscoring our continued efficiency efforts. EBITDA for the quarter stood at ₹6.30 Cr, marking a 22.2% YoY growth, driven by improved operational execution and sound financial strategies. While there was an 8.0% QoQ decline due to revenue moderation, our cost control measures ensured stable EBITDA margins. Our key product segments performed well, reinforcing overall growth. The domestic market remains stable, with sustained demand for our products. Additionally, we have strengthened investments in R&D and capacity expansion to ensure long-term stability and competitiveness. Looking ahead, we remain optimistic about market recovery and expect further improvements in the coming quarters. By focusing on revenue diversification, cost efficiency, and strategic investments, we are confident in sustaining profitable growth and creating long-term value for all stakeholders.

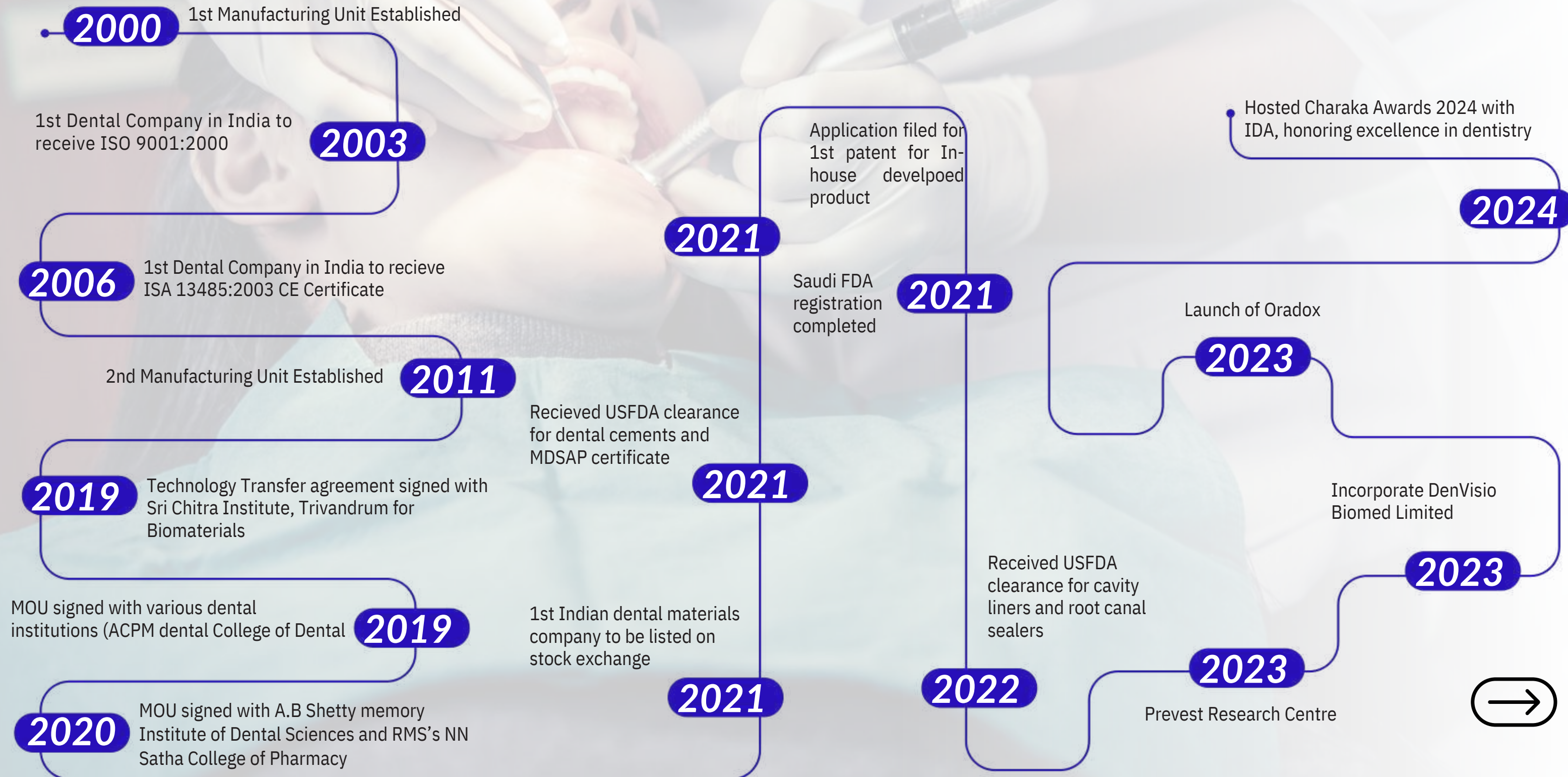
Namrata Modi
Chief Financial Officer



BIG JOURNEY

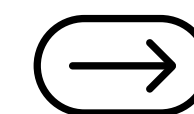
begins with small steps

PREVEST DENPRO



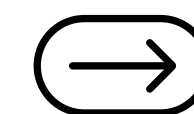
Our Mission

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

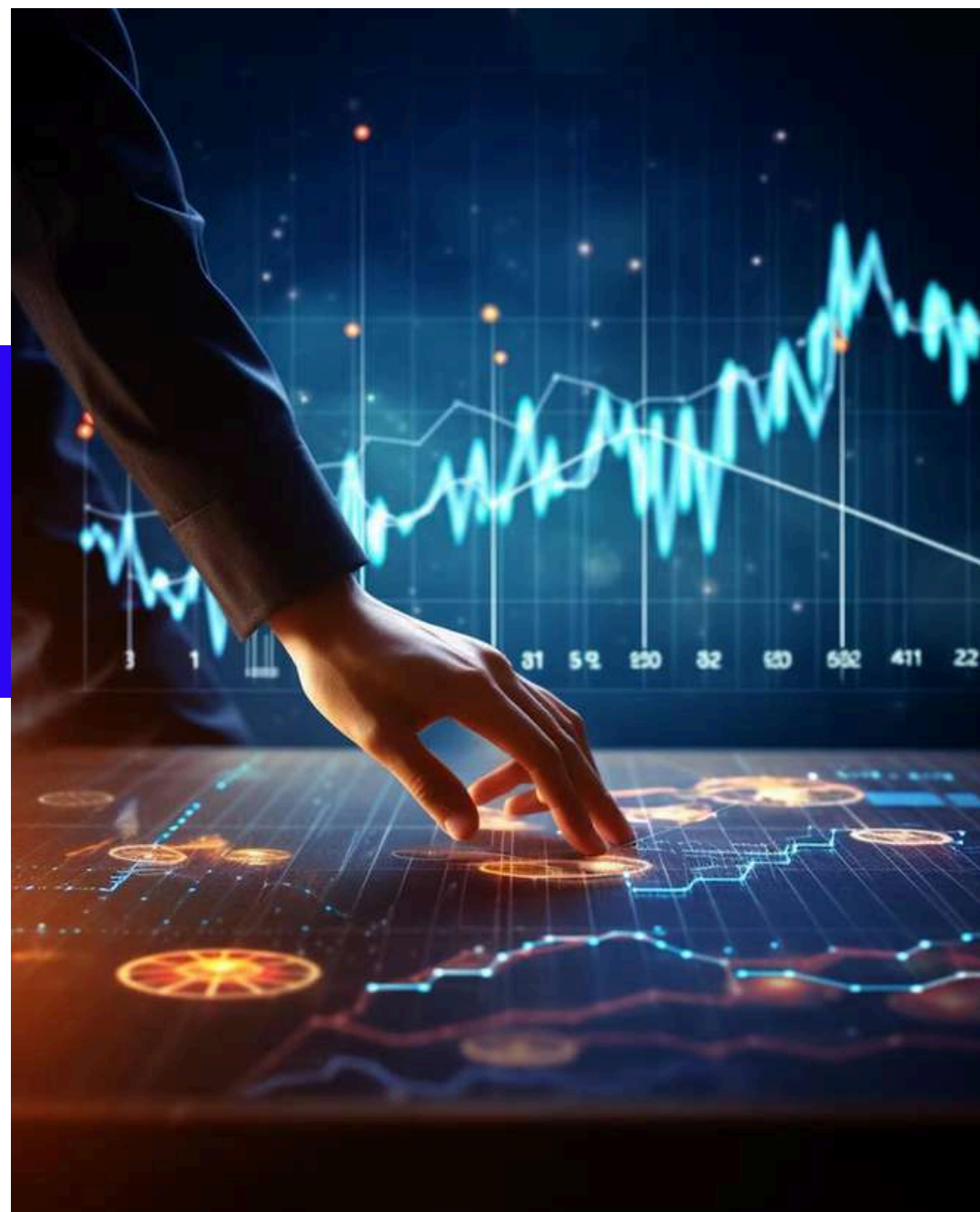


Our Vision

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



Revenue Breakdown



Particulars	2024-25	2024-25	2023-24	Qtr on Qtr	Prev Qtr /Current Qtr
	Qtr 3	Qtr 2	Qtr 3		
Domestic	6.50 Cr	6.34 Cr	6.07 Cr	7.02%	2.56%
Export	8.14 Cr	9.75 Cr	7.39 Cr	10.20%	-16.51%
	14.64 Cr	16.09 Cr	13.46 Cr		



Business Highlights

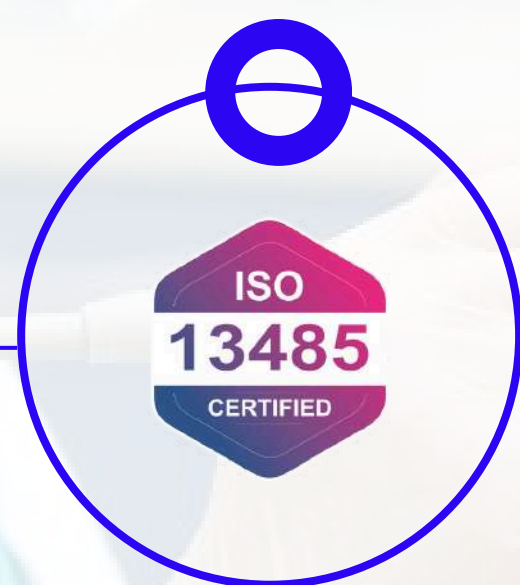


Quality Accreditations

With a focus on product quality, the company has successfully implemented a very effective quality management system which has been approved by TUV SUD, Germany. With the strong quality management system, all production processes are subjected to stringent monitoring and intensive testing thus ensuring consistent quality and safety of our products. As a result of implementation of strong quality management system, Prevest DenPro has been certified with ISO 13485-2016, USFDA and EC Certificate. The company has also pass through the Saudi FDA regulatory compliances and has been successfully granted SFDA. The company has also received MDSAP certification which is a conformity to Medical Device Single Audit Program for USA, Canada & Brazil



Conformity to sell
our products in US
Market



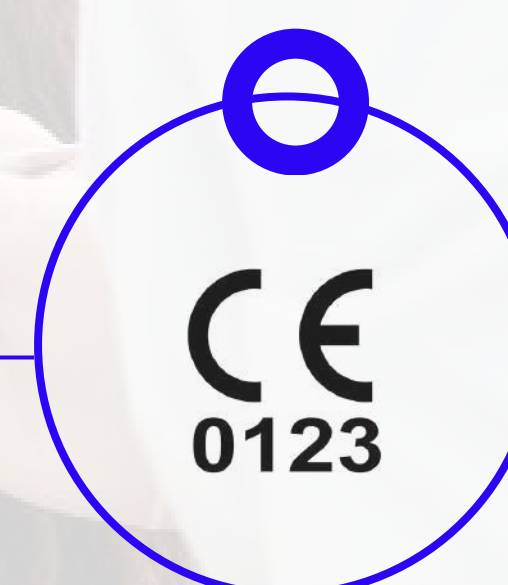
Conformity with
ISO Standard for
Medical Devices



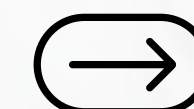
Conformity
to sell our
products in
Saudi
Market



Conformity
to Medical Device
Single Audit
Program for USA,
Canada & Brazil



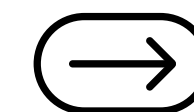
Conformity
with European
Standards



- Market Demand & Growth Potential**
Target products with strong demand and significant growth potential in the dental industry.
- Innovation & Technological Advancement**
Prioritize innovative products that leverage cutting-edge technology to meet emerging market needs.
- Regulatory Compliance & Quality Standards**
Ensure all products adhere to global regulatory requirements and maintain the highest quality standards
- Profitability & Scalability**
Focus on products with high profit margins and scalability to maximize return on investment.
- Competitive Advantage & Differentiation**
Select products that offer unique features and align with the Prevest Denpro brand for a competitive edge

Strategic Product Selection Criteria

At Prevest Denpro Limited, our strategic product selection is driven by the following five key criteria



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.



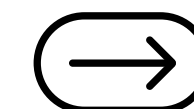
Market Development

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 ecommerce 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.



Prevest

Research 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.

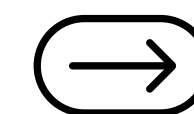
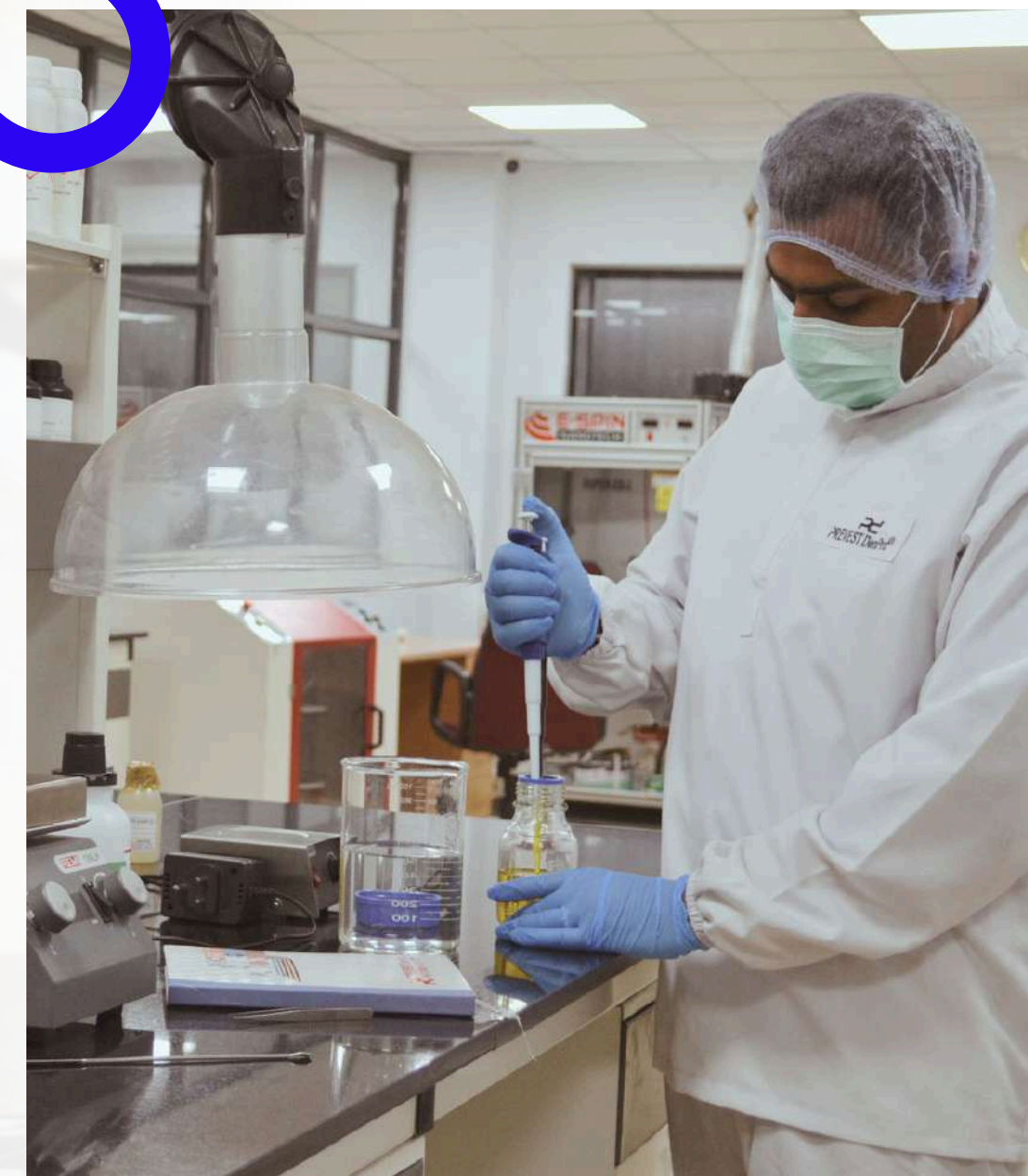
Intellectual Property: Strengthens proprietary technologies.

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.



Top 10 Revenue-Generating Products



Alvocure 12g



Cal LcIntro
Pack 2x2g



Endoseal



Fusion Universal



Fusion Crysta Orthodontic
Adhesive Kit



Fusion Flo



Fusion I Seal
Economy Pack
4x2g



Crysta Luting



Crysta Silver

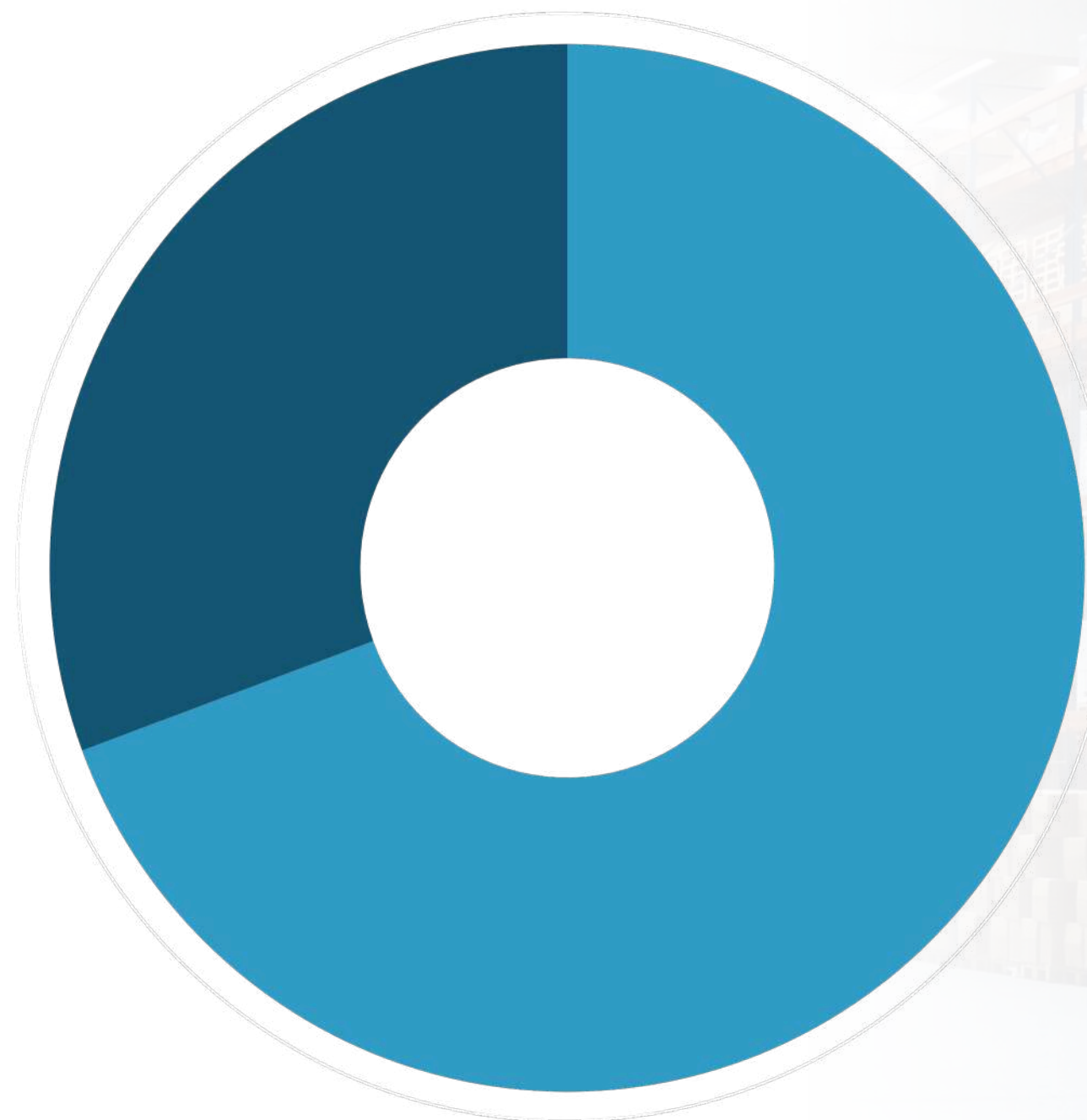


Crysta Restorative



Market Statistics

Shareholding Pattern



■ Promoter **73.60%**
■ Public **26.40%**

Shareholding Data as on 30 Dec 2024

CURRENT MARKET PRICE **₹578**

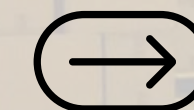
52 WEEK HIGH/LOW **₹ 686 / 332**

MARKET CAPITALIZATION **₹ 684 Cr**

SHARES OUTSTANDING **1.20 Cr**

BSE SCRIP CODE **543363**

Market Price Data as on 31st January 2024



Quarterly Highlights

Profit & Loss Summary

Nine month YoY Change

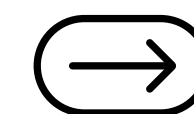
12.67%
Revenue

-16.74%
EBITDA

14.52%
PAT

PARTICULARS (₹ IN Lakhs)

PARTICULARS (₹ IN Lakhs)	Q3FY25	Q3FY24	Q2FY25	YoY Change%	QoQ Change%
Revenue from Operations	1494.68	1362.45	1627.09	09.71	-08.14
Total Income	1603.57	1430.39	1730.85	12.11	-07.35
Operating Expenses	693.89	653.79	722.41	06.13	-03.95
EBITDA (Excluding OI & EI)	630.03	515.51	684.92	22.21	-08.01
EBITDA %	39.29%	36.04%	39.57%	09.02	-0.07
Finance Cost	0	0	0	0	0
Depreciation & Ammortization	48.26	42.06	47.14	14.74	02.31
PBT	581.78	473.45	637.79	22.88	-08.78
PAT	452.61	363.63	481.53	24.47	-06.01
EPS (₹)	3.77	3.03	4.03	24.42	-06.45



Thank You!

Better Product Better Dentistry

