

August 08, 2023

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 June 30, 2023.

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.

This is for your information and records.

Thanking You,

Yours faithfully,

For Prevest Denpro Limited

KRISHNA
A RATHI

Digitally signed by
KRISHNA RATHI
Date: 2023.08.08
09:58:06 +05'30'



Krishna Rathi

(Company Secretary and Compliance Officer)



PREVESTDenPro[®]
THE FUTURE OF DENTISTRY

Q1 FY 2023-24



DISCLAIMER

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.

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.



KEY HIGHLIGHT

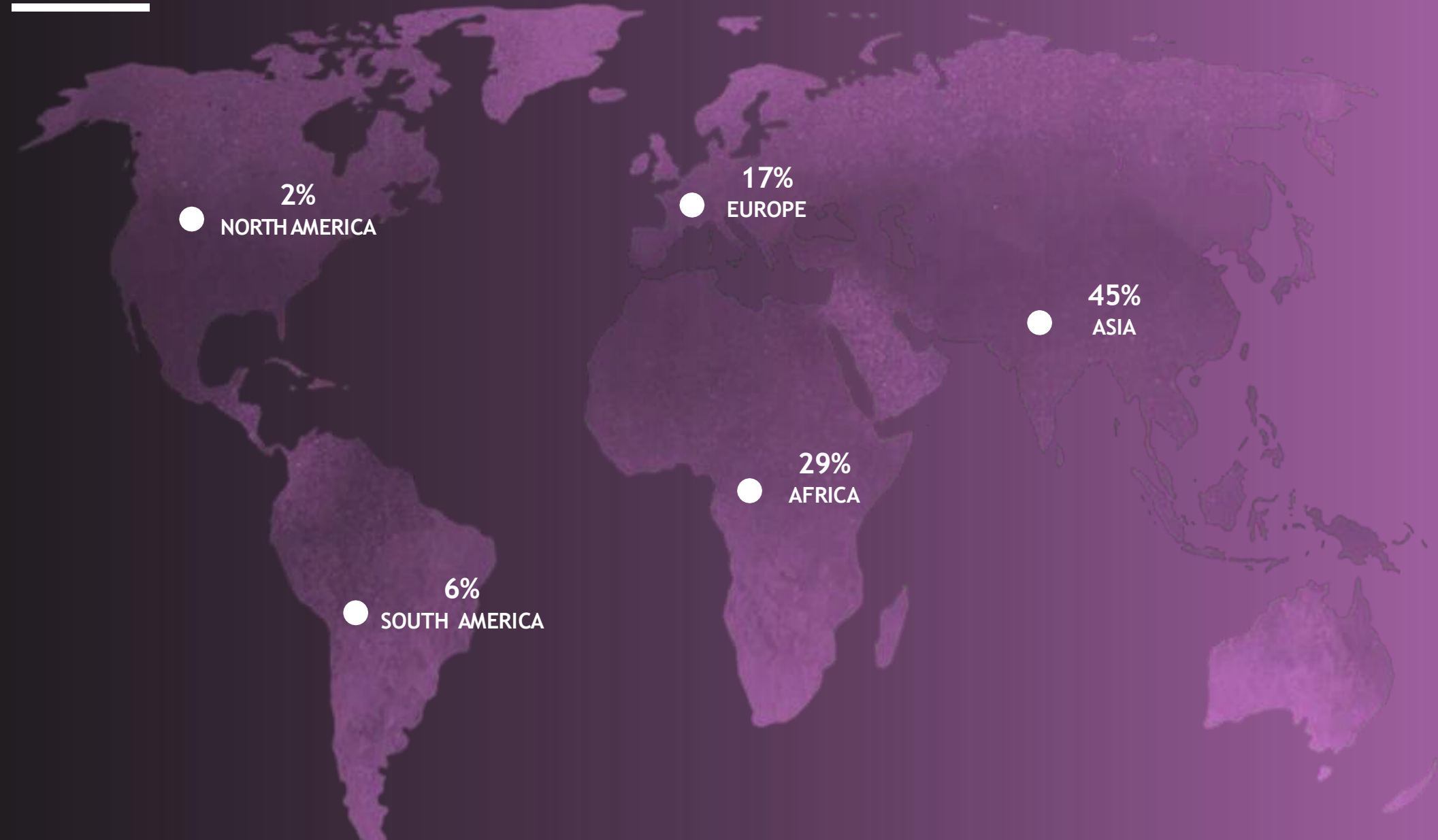
Q1 FY 2023-24

Q1 FY2022-23

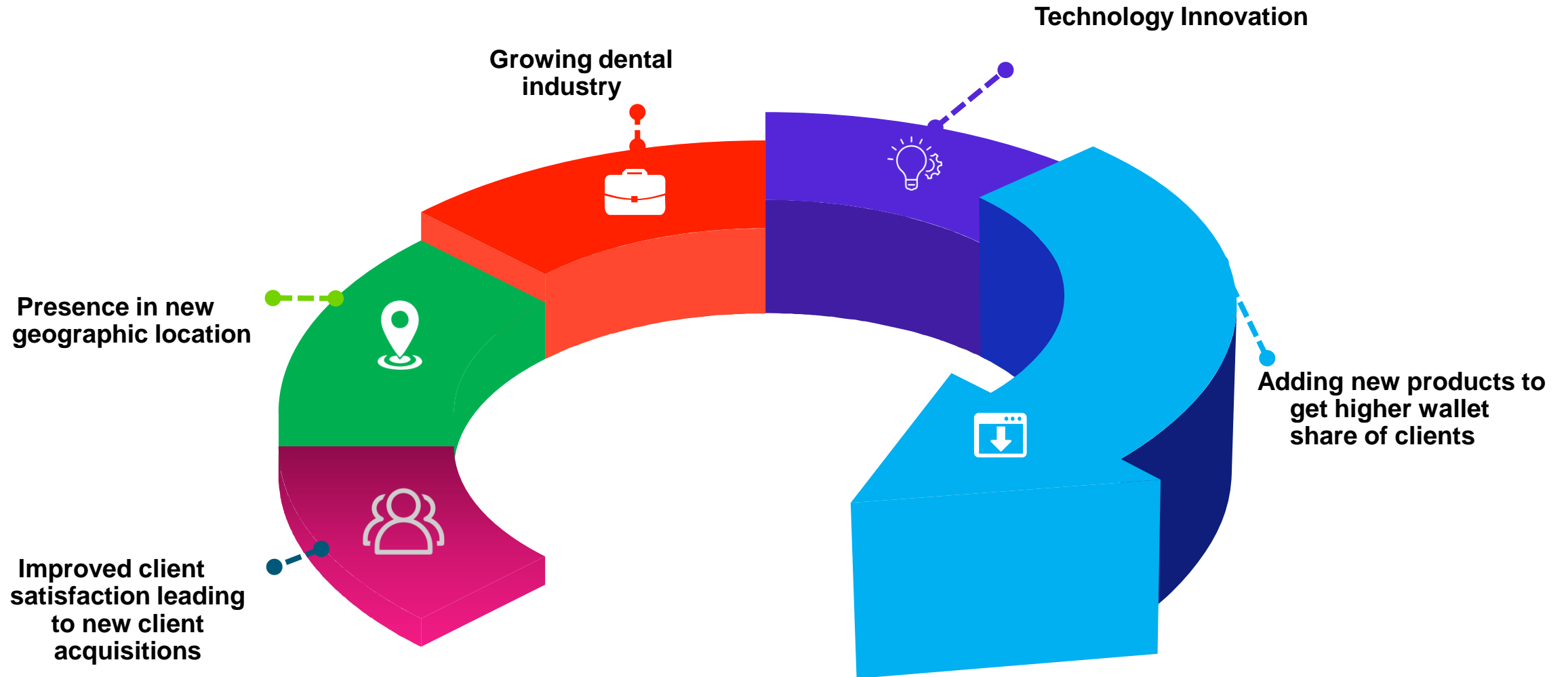
REVENUE (Rs. Lakhs)	1399.92	1298.38
PAT (Rs.Lakhs)	408.45	368.18
EBITDA (Rs.Lakhs)	557.11	519.44
PAT MARGIN (%)	29.18	28.36
EBITDA MARGIN (%)	39.80%	40%



REVENUE DISTRIBUTION

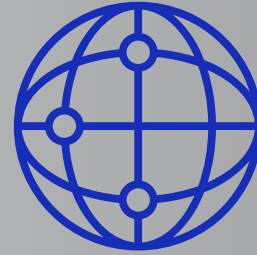


STRATEGIC LEVERS OF GROWTH

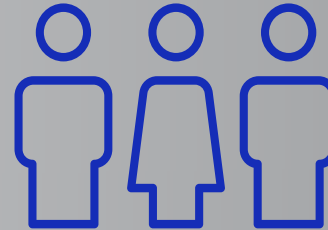




BUSINESS HIGHLIGHT



Export to over
+90 countries
worldwide



+55
Dealers in India



+90
Overseas Agents



BOARD OF DIRECTORS

Atul Modi

(Chairman and MD)

Namrata Modi

Whole Time Director and CFO

Vaibhav Munjal

Additional Executive Director

Dr. Sai Kalyan Surapaneni

R&D Director

Niharika Modi

Non-Executive Director

Dr. Nikhil Shrikant Bobade

Independent Director

Dr. Sudeep Haralakatte Murthy

Independent Director

CA Pardeep Gandotra

Additional Independent Director



ADVISIORY BOARD

Dr. Carolyn Primus

(BS, MS, PhD), USA

A renowned scientist, inventor,
educationist and author

Prof. Francesco Inchingolo

(MD,DMD, O.M.F.S, M.P.H), Italy

Professor in Dentistry, University of Bari "Aldo
Moro", Italy

Prof. Dr. Mithra N. Hegde

(MDS, PhD)

Vice Principal, A.B Shetty Memorial
Institute of Dental Sciences, Mangalore

Dr. Vishal V. Pande

(M. Pharma, PhD)

Principal, N. N. Sattha College of Pharmacy,
Ahmednagar

Dr. KV Ramana Reddy

**(MDS, FDSRCS (England),
FDSRCSI (Ireland))**

Principal, Army College of Dental Science, Hyderabad

Dr. Shishir Singh

(MDS, PhD)

Professor, Terna Dental College,
Navi Mumbai

Prof. Dr. Alka Beotra

(MSc PhD)

Director Qatar Analytics and BioResearch
Laboratory

COMPREHENSIVE PRODUCT PORTFOLIO



Product Categories	No. of products	Product Usage
Endodontics Materials	+25	Root canal treatment
Cements & Liners	+16	Luting and restorative applications
Composites	+8	Dental restoration and filling
Orthodontics Materials	+2	Used for Orthodontic applications
Finishing & Polishing	+5	Polishing & oral Prophylaxis
Auxiliaries	+6	Support in various dental procedures
Impression Materials	+6	Recording dental impressions
Tooth Whitening	+4	Whitening of discoloured teeth
Haemostatic Materials	+2	Controls haemostasis during dental procedures
Temporary Materials	+5	Temporary restoration and fillings
Lab Materials	+8	Used in the dental laboratory in the fabrication of artificial prosthesis
Adhesives, Bonding Agents & Etchants	+8	Bonding agents and etching materials used as adhesive in dentistry
Dental 3D Printing Resins	+7	Fabrication of Surgical Guides; dentine bases; Temporary and Permanent (Ceramic) Crowns; Bridges; Cast Models



PRODUCT RANGE





OUR NEW PRODUCTS SEGMENT



3D DENTAL RESINS

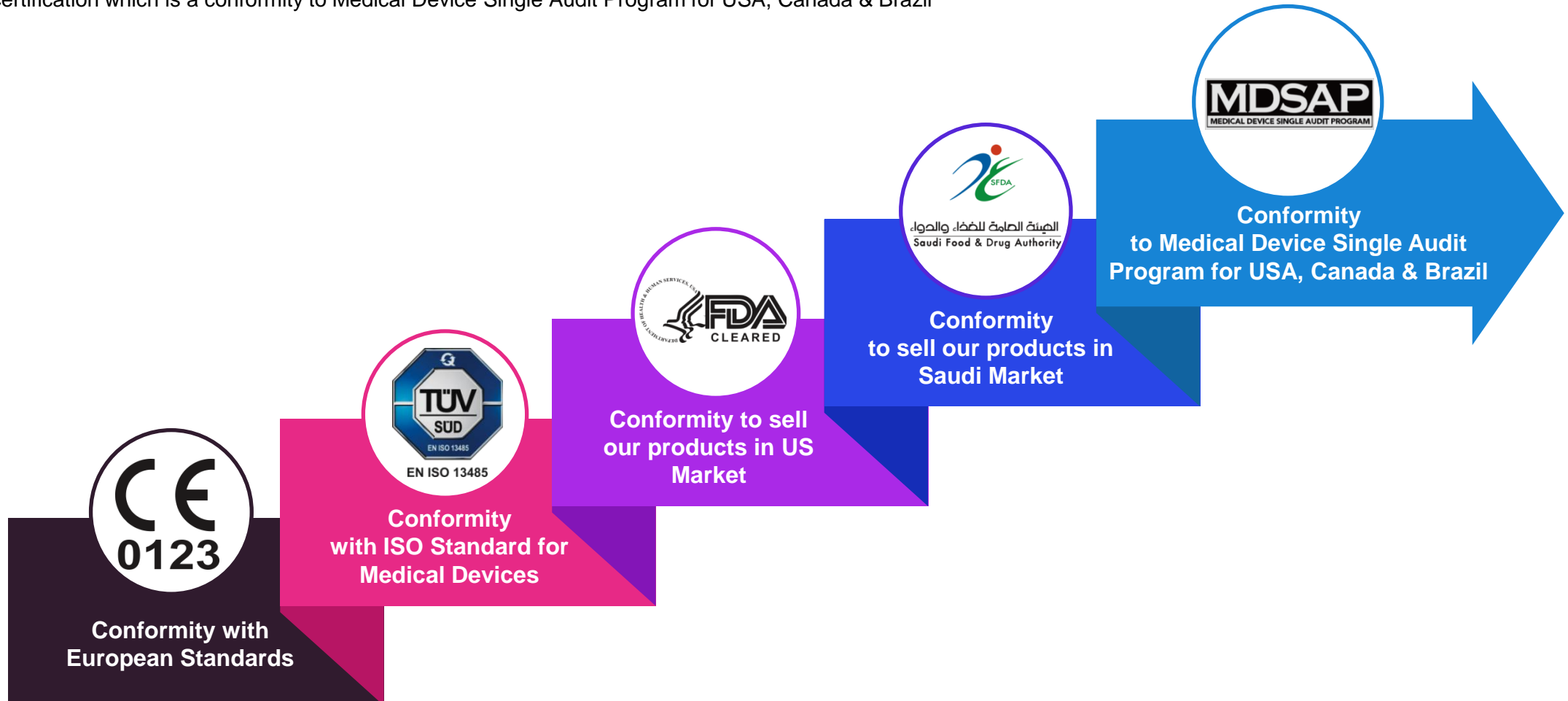


DISINFECTANT PRODUCT



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





STRATEGIC TECHNICAL RESEARCH AND TIE-UP

The Company has entered into collaboration with the following reputed dental universities & institutions for exchange of technical knowledge and conducting training & research on dental materials. The Company has also entered into technology transfer agreement with Sree Chitra Tirunal Institute for Medical Sciences & Technology, Kerala for know-how for the manufacture of bioactive bone grafting materials.





STRENGTHS & 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



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



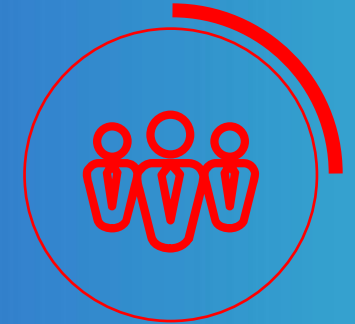
Comprehensive Product Portfolio

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.



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.



Strong Advisory Board & Management

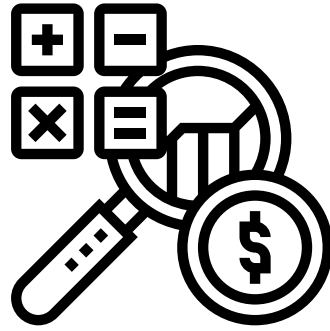
The promoters of the company have a combined experience of over 40 years in dental industry backed up with strong management team. It also has an advisory board of experienced & highly educated dental professionals .

OUTLOOK OF INDIAN DENTAL INDUSTRIES



INDIA'S DENTAL CARE market was valued at \$653 Mn in 2022 and is estimated to expand at a compound annual growth rate (CAGR) of 9.40% from 2022 to 2030 and will reach \$1339 Mn in 2030. One of the main reasons propelling the growth of this market is the rising knowledge and awareness among individuals regarding dental aids and various treatments that aim to improve personal health and hygiene.

India has 1,80,000 registered dental graduates, and 80,000 are actively practicing dentists. 99% of the dental market in India is private. Over 90% of dentists work in and around major cities. IDA is dedicated to improving dental health because it is crucial to overall health and well-being. The capacity to eat and drink, swallow, retain sufficient nutrition, smile, and communicate are among the most fundamental human requirements that can be impacted by poor oral health, untreated oral diseases, and disorders. A positive patient experience is achieved through the development and testing of dental products and materials by the IDA (Indian Dental Association) using cutting-edge research techniques. With this in mind, the association created a useful safety standard for consumer dental care products called "the IDA Seal of Acceptance".



FINANCIAL OVERVIEW

Statement of unaudited Standalone Financials Results for the Quarter ended on 30th June 2023

				Rs in Lakh	
PARTICULARS		Quarter Ended			Year Ended
		30-06-2023	31-03-2023	30-06-2022	31-03-2023
		Unaudited	Audited	Unaudited	Audited
1	Income From Operation				
	(a) Net Sales / Income from Operation (Net of Taxes)	1,339.40	1,377.35	1,236.61	4,985.41
	(b) Other Income	60.52	33.33	61.78	203.35
	Total Revenue	1,399.92	1,410.68	1,298.38	5,188.76
2	Expenses				
	(a) Cost of Material Consumed	352.84	299.27	370.03	1,276.08
	(b) Purchase of Stock-in- Trade	-	-	-	-
	(c) Changes in inventories of finished goods, work-in-progress and stock-in- trade	(9.21)	2.60	(4.34)	(15.29)
	(d) Finance Cost	-	-	-	-
	(d) Employee benefit expenses	239.60	229.46	187.55	819.07
	(e) Depreciation and amortization expenses	17.49	15.68	14.64	67.51
	(f) Other Expenses	259.57	285.53	225.71	945.71
	Total Expenses	860.30	832.54	793.58	3,093.09
3	Profit/(Loss) from before exceptional and extraordinary items (1-2)	539.62	578.14	504.80	2,095.68
	Profit/(Loss) from ordinary activities, before finance cost and exceptional items (3+4)	539.62	578.14	504.80	2,095.68
	Financial Cost				
	Profit/(Loss) from ordinary activities, after finance cost but before exceptional items (5-6)	539.62	578.14	504.80	2,095.68
4	Exceptional Item				
5	Profit/(Loss) from ordinary activities before tax (3+4)	539.62	578.14	504.80	2,095.68
6	Tax Expenses				
	Current Tax	135.39	66.58	145.64	516.16
	Earlier Year Tax	-	-	-	0.27
	Deferred Tax	-4.22	0.79	-9.02	8.24
7	Net Profit/(Loss) from Ordinary activity after tax (5-6)	408.45	510.77	368.18	1,571.01
8	Extraordinary Item (net of tax Rs expenses)				
9	Net profit/(loss) for the period (7+8)	408.45	510.77	368.18	1,571.01
	Details of Share Capital				
10	Paid up Equity Share Capital-Face Value Rs 10/- each	120.00	120.00	120.00	120.00
11	Reserve excluding, Revaluation Reserves as per balance sheet of previous accounting year.				6,079.44
12	Earnings per Share (EPS) , in Rs (not annualised)				
	(Equity Share of face value of Rs 10/- each)				
	(a) Basic	3.40	4.26	3.07	13.09
	(b) Diluted	3.40	4.26	3.07	13.09

Statement of Consolidated unaudited Financials Results for the Quarter ended on 30th June 2023

PARTICULARS		Quarter Ended 30-06-2023 Unaudited
1	Income From Operation	
	(a) Net Sales / Income from Operation (Net of Taxes)	1,339.40
	(b) Other Income	60.52
	Total Revenue	1,399.92
2	Expenses	
	(a) Cost of Material Consumed	352.84
	(b) Purchase of Stock-in- Trade	-
	(c) Changes in inventories of finished goods, work-in-progress and stock-in- trade	(9.21)
	(d) Finance Cost	-
	(d) Employee benefit expenses	239.60
	(e) Depreciation and amortization expenses	17.49
	(f) Other Expenses	259.57
	Total Expenses	860.30
3	Profit/(Loss) from before exceptional and extraordinary items (1-2)	539.62
	Profit/(Loss) from ordinary activities, before finance cost and exceptional items (3+4)	539.62
	Financial Cost	
	Profit/(Loss) from ordinary activities, after finance cost but before exceptional items (5-6)	539.62
4	Exceptional Item	
5	Profit/(Loss) from ordinary activities before tax (3+4)	539.62
6	Tax Expenses	
	Current Tax	135.39
	Earliyer Year Tax	
	Deffered Tax	-4.22
7	Net Profit/(Loss) from Ordinary activity after tax (5-6)	408.45
8	Extraordinary Item (net of tax Rs expenses)	
9	Net profit/(loss) for the period (7+8)	408.45
	Details of Share Capital	
10	Paid up Equity Share Capital-Face Value Rs 10/- each	120.00
11	Reserve excluding, Revaluation Reserves as per balance sheet of previous accounting year.	
12	Earnings per Share (EPS) , in Rs (not annualised)	
	(Equity Share of face value of Rs 10/- each)	
	(a) Basic	3.40
	(b) Diluted	3.40

THANK YOU

