

November 07, 2023

To

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

**Scrip No. 543363**  
**BSE Symbol: PREVEST**

**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 September 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 made available on the Company's website [www.prevestdenpro.com](http://www.prevestdenpro.com).

This is for your information and records.

Thanking You,

Yours faithfully,

**For Prevest Denpro Limited**

AMAN  
SADHOTRA

Digitally signed by  
AMAN SADHOTRA  
Date: 2023.11.07  
17:01:51 +05'30'

**Aman Sadhotra**  
**Company Secretary and Compliance Office**  
**M. No- 66562**

# EARNING PRESENTATION

**HY1 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.

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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.

# Key Highlight

	REVENUE (Rs.Lakhs)	PAT (Rs.Lakhs)	EBITDA (Rs.Lakhs)	PAT MARGIN (%)	EBITDA MARGIN (%)
HY1 FY 2023-24	2791.41	782.49	1081.49	28.03%	38.74%
HY1 FY 2022-23	2501.22	701.40	1022.77	28.04%	40.89%

# \*Revenue Distribution

 2.64%  
NORTH AMERICA

 11.59%  
EUROPE

 71.34%  
ASIA

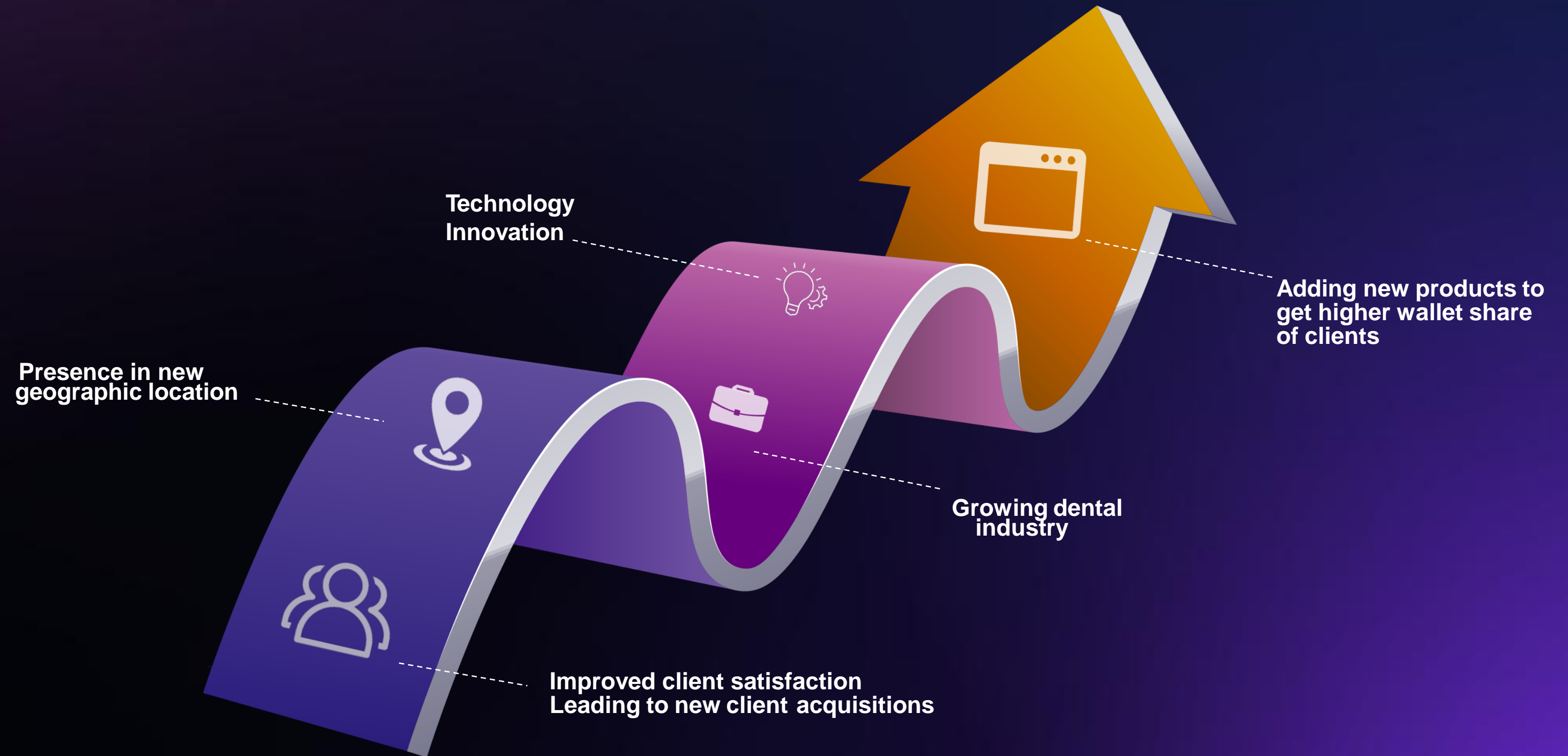
 12.5%  
AFRICA

 1.95%  
SOUTH AMERICA

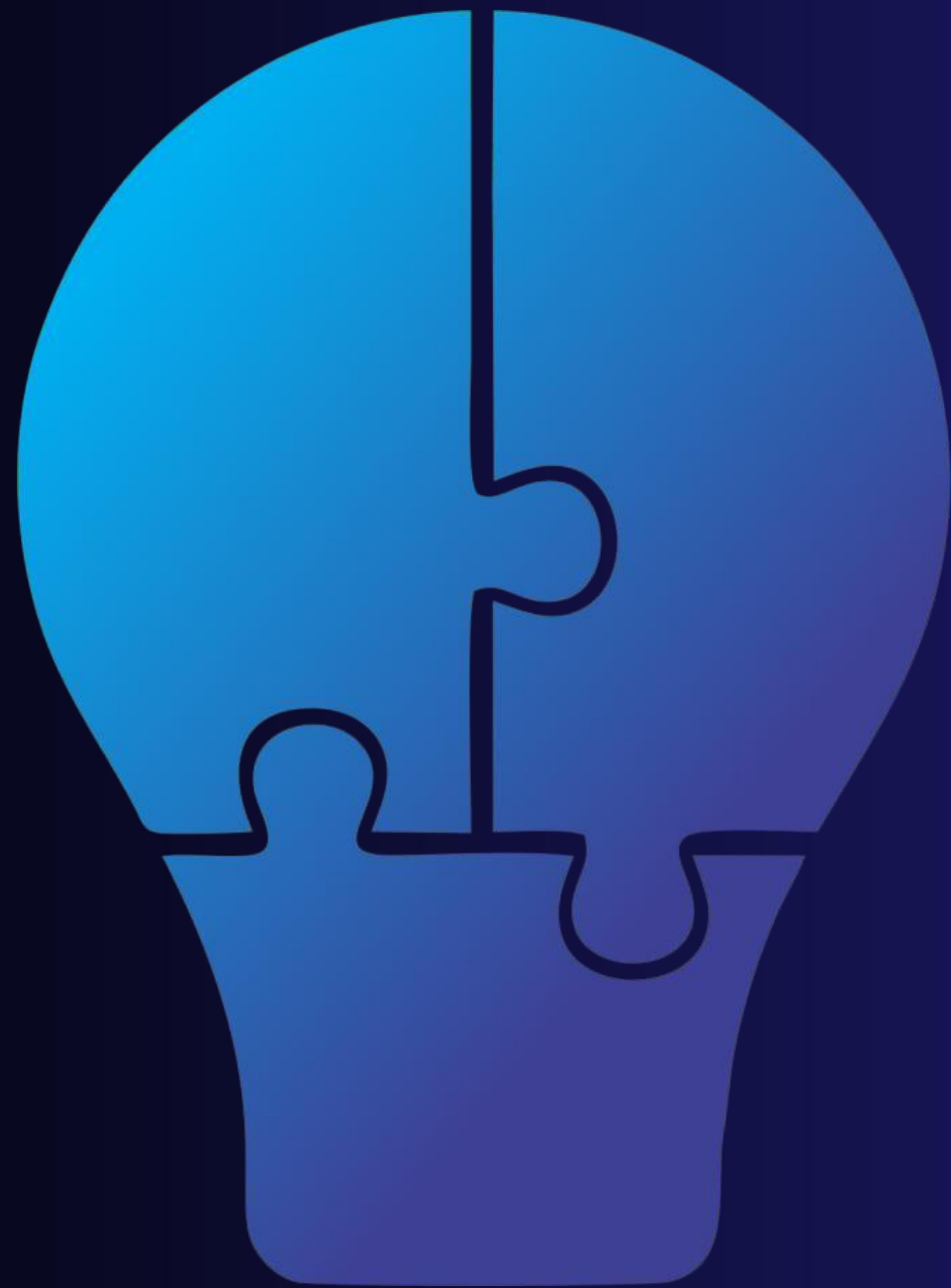
\* FY 24 -1<sup>ST</sup> Half Year

# Strategic

# Levers Of Growth



# **Business** Highlight



Export to over  
**+90**  
countries  
worldwide



**+60**  
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



# Advisory 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. Alka Beotra**

(MSc PhD)

Director Qatar Analytics and BioResearch Laboratory

## **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, Tema Dental College, Navi Mumbai

# 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





# Our New Products Segment



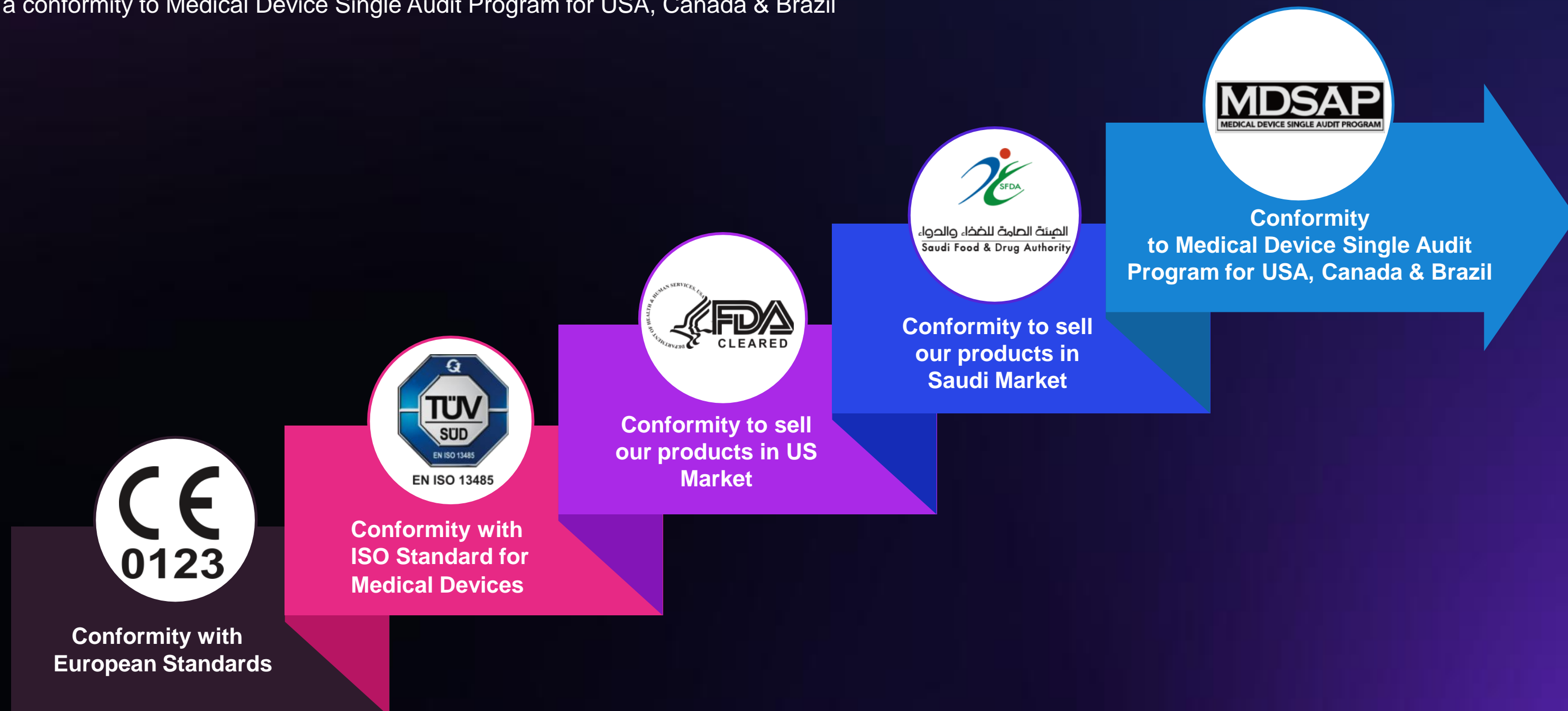
3D DENTAL RESINS



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 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



## 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



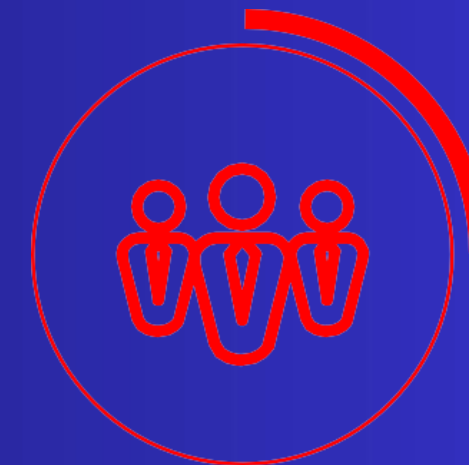
## Comprehensive Product Portfolio

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 .

**Finance**

# Balance

# Sheet (Standalone)

Rs In Lakh

Particulars		As at September 30, 2023	As at March 31, 2023
		Un-Audited	Audited
<u>I.</u>	<u>EQUITY &amp; LIABILITIES</u>	-	-
1	Shareholders Funds		
	Share Capital	1,200.30	1,200.30
	Reserves & Surplus	6,830.25	6,079.44
2	Share Application Money Pending Allotments	-	-
		8,030.55	7,279.74
3	Non- current Liabilities		
	Long- Term Borrowings	-	-
	Deferred Tax Liabilities (Net)	47.45	37.12
		47.45	37.12
4	Current Liabilities		
	Trade Payables		
	1. total outstanding dues of micro enterprises and small enterprises	59.87	41.52
	2. total outstanding dues of trade payables other than micro and small enterprises	103.80	98.27
	Other Current Liabilities	333.17	404.25
	Short- Term Provisions	19.35	-
		516.19	544.04
	Total Equity & Liabilities	8,594.19	7,860.90
1	Non- Current Assets		
	<u>Property, Plant &amp; Equipment and Intangible Assets</u>	-	-
	Property, Plant & Equipment	1,520.61	740.59
	Capital Works in progress	1,122.09	1,688.72
		2,642.70	2,429.31
	Non-Current Investments	5.00	-
		5.00	-
2	Current Assets		
	Current Investment	142.90	119.40
	Inventories	650.30	478.89
	Trade receivables	776.98	430.47
	Cash & cash equivalents	3,946.45	3,900.31
	Short- Term Loans & Advances	134.36	174.16
	Other Current Assets	295.50	328.37
		5,946.49	5,431.59
	Total Assets	8,594.19	7,860.90

# Balance

# Sheet (Consolidated)

Rs In Lakh

Particulars	As at September 30, 2023		As at March 31, 2023	
	Un-Audited		Audited	
<u>EQUITY &amp; LIABILITIES</u>	-	-	-	-
Shareholders Funds				
Share Capital	1,200.30		1,200.30	
Reserves & Surplus	6,820.50		6,079.44	
Share Application Money Pending Allotments	-		-	
	8,020.80		7,279.74	
Non- current Liabilities				
Long- Term Borrowings	-		-	
Deferred Tax Liabilities (Net)	47.45		37.12	
	47.45		37.12	
Current Liabilities				
Trade Payables				
1. total outstanding dues of micro enterprises and small enterprises	59.87		41.52	
2. total outstanding dues of trade payables other than micro and small enterprises	103.87		98.27	
Other Current Liabilities	336.86		404.25	
Short- Term Provisions	19.35		-	
	519.95		544.04	
Total Equity & Liabilities	8,588.21		7,860.90	
Non- Current Assets				
<u>Property, Plant &amp; Equipment and Intangible Assets</u>	-	-	-	-
Property, Plant & Equipment	1,520.61		740.59	
Capital Works in progress	1,122.09		1,688.72	
	2,642.70		2,429.31	
Non-Current Investments	-		-	
	-		-	
Current Assets				
Current Investment	142.90		119.40	
Inventories	650.54		478.89	
Trade receivables	776.72		430.47	
Cash & cash equivalents	3,950.15		3,900.31	
Short- Term Loans & Advances	129.21		174.16	
Other Current Assets	295.99		328.37	
	5,945.51		5,431.59	
Total Assets	8,588.21		7,860.90	



# Profit

# and Loss (Standalone)

PARTICULARS	Quarter Ended		Quarter Ended		Six Month Ended		Rs in Lakh
	30-09-2023 Unaudited	30-06-2023 Unaudited	30-09-2022 Unaudited	30-09-2023 Unaudited	31-03-2023 Audited	30-09-2022 Unaudited	Year Ended 31-03-2023 Audited
1 Income From Operation							
(a) Net Sales / Income from Operation (Net of Taxes)	1,317.78	1,339.40	1,144.72	2,657.17	2,604.08	2,381.33	4,985.41
(b) Other Income	73.72	60.52	58.12	134.24	83.46	119.90	203.35
Total Revenue	1,391.50	1,399.92	1,202.84	2,791.41	2,687.54	2,501.22	5,188.76
2 Expenses							
(a) Cost of Material Consumed	351.01	352.84	306.26	703.84	599.78	676.29	1,276.08
(b) Purchase of Stock-in- Trade	-	-	-	-	-	-	-
(c) Changes in inventories of finished goods, work-in-progress and stock-in- trade	(5.09)	(9.21)	(4.69)	(14.30)	(6.25)	(9.04)	(15.29)
(d) Finance Cost	-	-	-	-	-	-	-
(d) Employee benefit expenses	230.71	239.60	196.11	470.32	435.41	383.66	819.07
(e) Depreciation and amortization expenses	21.95	17.49	18.88	39.44	33.99	33.52	67.51
(f) Other Expenses	290.49	259.57	201.83	550.06	518.18	427.53	945.71
Total Expenses	889.07	860.30	718.39	1,749.37	1,581.12	1,511.97	3,093.09
3 Profit/(Loss) from before exceptional and extraordinary items (1-2)	502.43	539.62	484.45	1,042.05	1,106.42	989.25	2,095.68
Profit/(Loss) from ordinary activities, before finance cost and exceptional items (3+4)	502.43	539.62	484.45	1,042.05	1,106.42	989.25	2,095.68
Financial Cost	-	-	-	-	-	-	-
Profit/(Loss) from ordinary activities, after finance cost but before exceptional items (5-6)	502.43	539.62	484.45	1,042.05	1,106.42	989.25	2,095.68
4 Exceptional Item	-	-	-	-	-	-	-
5 Profit/(Loss) from ordinary activities before tax (3+4)	502.43	539.62	484.45	1,042.05	1,106.42	989.25	2,095.68
6 Tax Expenses							
Current Tax	113.84	135.39	140.23	249.23	230.29	285.87	516.16
Earliyer Year Tax	-	-	-1.46	-	1.73	(1.46)	0.27
Deffered Tax	14.55	-4.22	12.47	10.33	4.78	3.45	8.24
7 Net Profit/(Loss) from Ordinary activity after tax (5-6)	374.04	408.45	333.21	782.49	869.61	701.40	1,571.01
8 Extraordinary Item (net of tax Rs expenses)	-	-	-	-	-	-	-
9 Net profit/(loss) for the period (7+8)	374.04	408.45	333.21	782.49	869.61	701.40	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	120.00	120.00	120.00
11 Reserve excluding, Revaluation Reserves as per balance sheet of previous accounting year.							6,079.44
11 Earnings per Share (EPS) , in Rs (not annualised)							
( Equity Share of face value of Rs 10/- each)							
(a) Basic	3.12	3.40	2.78	6.52	7.25	5.84	13.09
(b) Diluted	3.12	3.40	2.78	6.52	7.25	5.84	13.09

# Profit

# and Loss (Consolidated)

PARTICULARS	Quarter Ended		Six Month Ended
	30-09-2023 Unaudited	30-06-2023 Unaudited	30-09-2023 Unaudited
1 Income From Operation			
(a) Net Sales / Income from Operation (Net of Taxes)	1,317.54	1,339.40	2,656.93
(b) Other Income	73.72	60.52	134.24
Total Revenue	1,391.26	1,399.92	2,791.17
2 Expenses			
(a) Cost of Material Consumed	351.01	352.84	703.84
(b) Purchase of Stock-in- Trade		-	-
(c) Changes in inventories of finished goods, work-in-progress and stock-in- trade	(5.33)	(9.21)	(14.54)
(d) Finance Cost	-	-	-
(d) Employee benefit expenses	238.72	239.60	478.32
(e) Depreciation and amortization expenses	21.95	17.49	39.44
(f) Other Expenses	292.24	259.57	551.81
Total Expenses	898.58	860.30	1,758.88
3 Profit/(Loss) from before exceptional and extraordinary items (1-2)	492.68	539.62	1,032.30
Profit/(Loss) from ordinary activities, before finance cost and exceptional items (3+4)	492.68	539.62	1,032.30
Financial Cost			
Profit/(Loss) from ordinary activities, after finance cost but before exceptional items (5-6)	492.68	539.62	1,032.30
4 Exceptional Item			
5 Profit/(Loss) from ordinary activities before tax (3+4)	492.68	539.62	1,032.30
6 Tax Expenses			
Current Tax	113.84	135.39	249.23
Earliyer Year Tax	-	-	-
Deffered Tax	14.55	-4.22	10.33
7 Net Profit/(Loss) from Ordinary activity after tax (5-6)	364.29	408.45	772.74
8 Extraordinary Item (net of tax Rs expenses)			
9 Net profit/(loss) for the period (7+8)	364.29	408.45	772.74
Details of Share Capital			
10 Paid up Equity Share Capital-Face Value Rs 10/- each	120.00	120.00	120.00
11 Reserve excluding, Revaluation Reserves as per balance sheet of previous accounting year.			
11 Earnings per Share (EPS) , in Rs (not annualised)			
( Equity Share of face value of Rs 10/- each)			
(a) Basic	3.04	3.40	6.44
(b) Diluted	3.04	3.40	6.44

# Cash Flow Statement

Particulars	Rs. In Lakhs	
	For the Half- year ended Sept 30, 2023	Year Ended 31.03.2023 Audited
<u>Cash Flow From Operating Activities:</u>		
Net Profit before tax as per Profit And Loss A/c	1,042.05	2,095.68
Adjustments for:		
Depreciation & Amortisation Expense	39.44	67.51
Interest Income	(117.15)	(161.55)
Operating Profit Before Working Capital Changes	964.34	2,001.64
Adjusted for (Increase)/ Decrease in:		
Short term provision	-	(9.88)
Trade Receivables	(346.52)	(198.37)
Inventories	(171.41)	(152.52)
Other current assets	72.67	(95.64)
Trade Payables	23.88	(23.94)
Other Current Liabilities	(71.08)	37.93
Cash Generated From Operations	(492.46)	(442.43)
Appropriation of Profit		
Net Income Tax paid/ refunded	229.87	516.44
Net Cash Flow from/(used in) Operating Activities: (A)	242.00	1,042.77
<u>Cash Flow From Investing Activities:</u>		
Net (Purchases)/Sales of Fixed Assets (including capital work in progress)	-252.84	(1,352.77)
Interest Income	117.15	161.55
Net Increase/(Decrease) in Current Investment	(28.50)	(46.50)
Net Cash Flow from/(used in) Investing Activities: (B)	(164.19)	(1,237.72)
<u>Cash Flow from Financing Activities:</u>		
Net Increase/(Decrease) in Long Term Borrowings	-	(136.67)
Dividend paid	(31.68)	-
Net Cash Flow from/(used in) Financing Activities ( C)	(31.68)	(136.67)
Net Increase/(Decrease) in Cash & Cash Equivalents (A+B+C)	46.13	(331.62)
Cash & Cash Equivalents As At Beginning of the Year	3,900.31	4,231.93
Cash & Cash Equivalents As At End of the Year	3,946.45	3,900.31

# Cash Flow Statement (Consolidated)

Particulars	Rs. In Lakhs	
	For the Half- year ended Sept 30, 2023	Year Ended 31.03.2023
	Un-audited	Audited
<u>Cash Flow From Operating Activities:</u>		
Net Profit before tax as per Profit And Loss A/c	1,032.30	2,095.68
Adjustments for:		
Depreciation & Amortisation Expense	39.44	67.51
Interest Income	(117.15)	(161.55)
Operating Profit Before Working Capital Changes	954.59	2,001.64
Adjusted for (Increase)/ Decrease in:		
Short term provision	-	(9.88)
Trade Receivables	(346.26)	(198.37)
Inventories	(171.65)	(152.52)
Other current assets & Short-term loans & Advances	77.33	(95.64)
Trade Payables	23.95	(23.94)
Other Current Liabilities	(67.39)	37.93
Cash Generated From Operations	(484.01)	(442.43)
Appropriation of Profit		
Net Income Tax paid/ refunded	229.87	516.44
Net Cash Flow from/(used in) Operating Activities: (A)	240.71	1,042.77
<u>Cash Flow From Investing Activities:</u>		
Net (Purchases)/Sales of Fixed Assets (including capital work in progress)	-252.84	(1,352.77)
Interest Income	117.15	161.55
Net Increase/(Decrease) in Current Investment	(23.50)	(46.50)
Net Cash Flow from/(used in) Investing Activities: (B)	(159.19)	(1,237.72)
<u>Cash Flow from Financing Activities:</u>		
Net Increase/(Decrease) in Long Term Borrowings	-	(136.67)
Dividend paid	(31.68)	-
Net Cash Flow from/(used in) Financing Activities ( C)	(31.68)	(136.67)
Net Increase/(Decrease) in Cash & Cash Equivalents (A+B+C)	49.84	(331.62)
Cash & Cash Equivalents As At Beginning of the Year	3,900.31	4,231.93
Cash & Cash Equivalents As At End of the Year	3,950.15	3,900.31





# Thank you!

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Website

[www.prevestdenpro.com](http://www.prevestdenpro.com)