

May 29, 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/year ended March 31, 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](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: 2024.05.29  
15:29:38 +05'30'

**Aman Sadhotra**

**(Company Secretary and Compliance Officer)**



# EARNINGS PRESENTATION YEAR ENDED 2023-24

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 over runs 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.

# We are Prevest

## The Future of Dentistry

**59.29 CR**

FY23-24 Revenue

+14.27% YoY

**392.37 CR**

FY23-24 Enterprise Value

+33.06%

**16.14 CR**

FY23-24 PAT

+2.72% YoY

**22.72 CR**

FY23-24 EBITDA

+4.98% YoY

**73.83**

FY23-24 Book Value

+21.73%

**13.45**

FY23-24 EPS

+2.75% YoY

**440.99 CR**

As of 31<sup>st</sup> March 24 Market Cap

+32% YoY

**205**

FY23-24 Employees

+78.24%

STRONG

# GLOBAL PRESENCE



**North &  
South America**

**9.36%**

Revenue

**Europe**

**19.76**

Revenue

**Africa**

**23.15%**

Revenue

**Asia**

**47.66%**

Revenue

**Oceania**

**0.06%**

Revenue

# Board of DIRECTOR'S



**Atul Modi**

Chairman &  
Managing  
Director



**Namrata Modi**

Whole Time  
Director &  
CFO



**Vaibhav Munjal**

Sales & CMO  
Director



**Dr. S. Sai Kalyan**

Research &  
Development  
Director

# Board of DIRECTOR'S



**Niharika Modi**

Non  
Executive  
Director



**Dr. Nikhil S Bobade**

Independent  
Director



**Dr. S H Murthy**

Independent  
Director

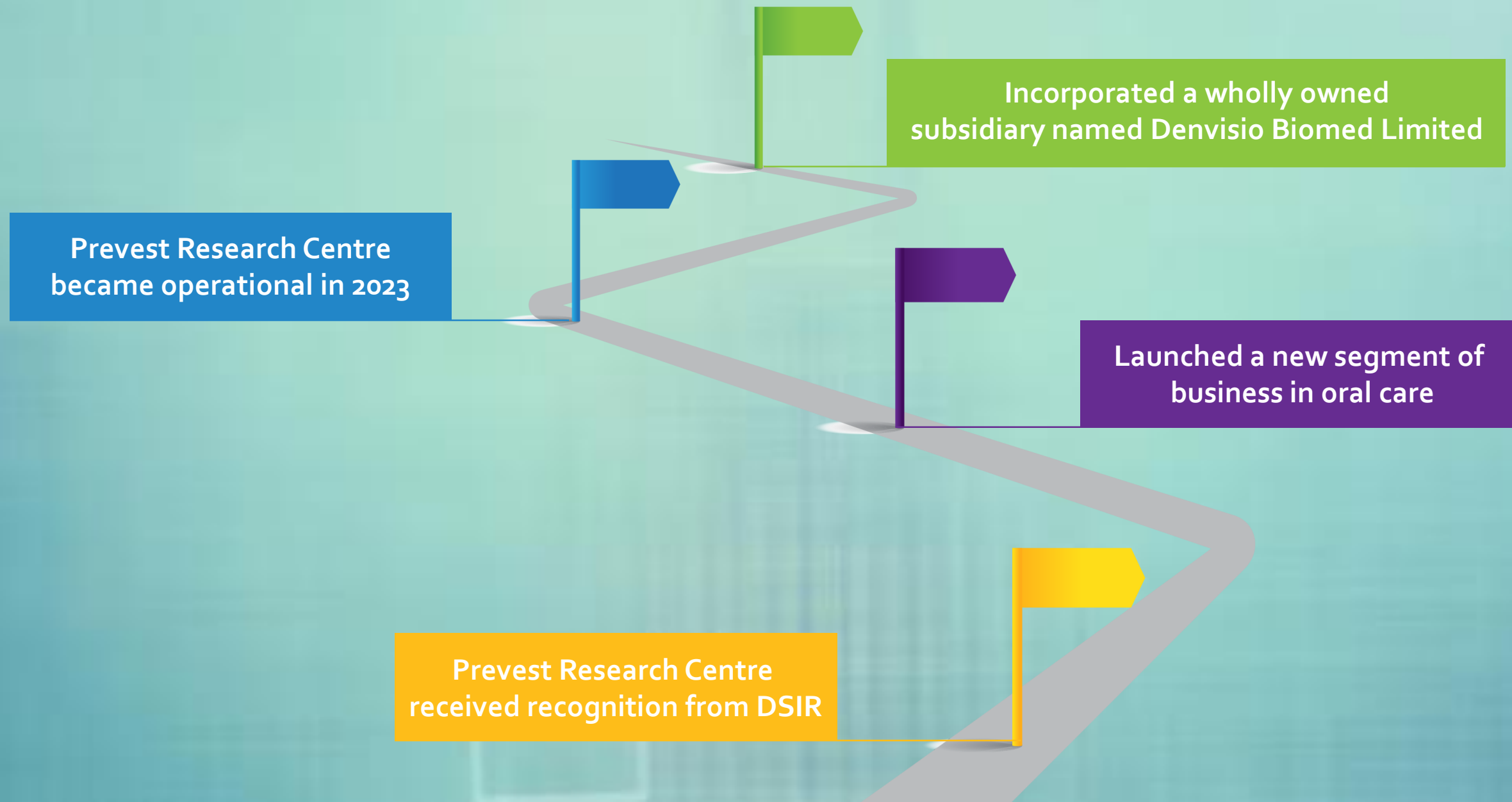


**CA P. Gandotra**

Independent  
Director

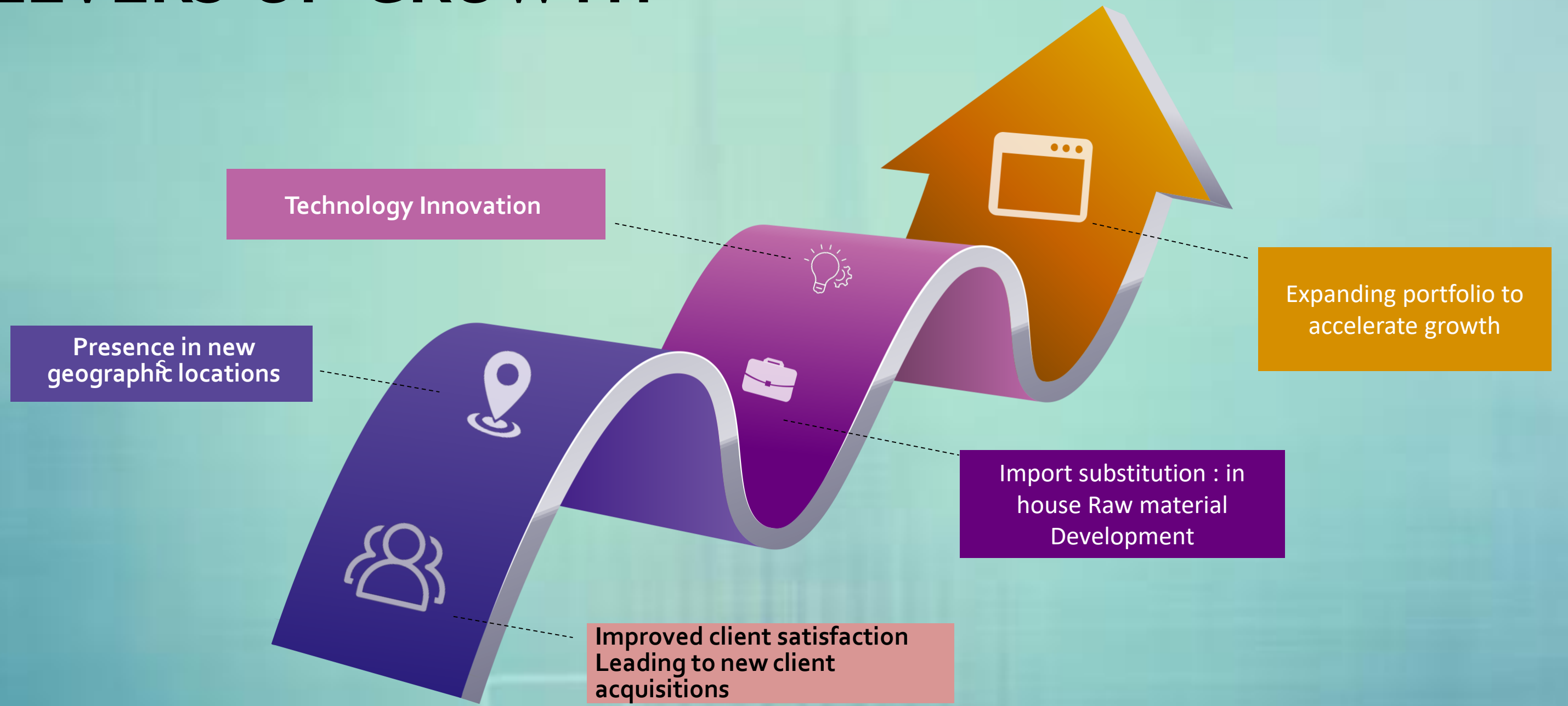
# MILESTONE

# FOR FINANCIAL YEAR 2023-24





# STRATEGIC LEVERS OF GROWTH



Powerful

**PORTFOLIO**

# ENDODONTICS



NO. OF PRODUCTS

25+



PRODUCT USAGE

Root Canal Treatment

## CEMENTS & LINERS



NO. OF PRODUCTS

16+



PRODUCT USAGE

Luting & Restorative Applications

## COMPOSITES



NO. OF PRODUCTS

8+



PRODUCT USAGE

Dental Restoration & Filling

## ORTHODONTICS MATERIALS



NO. OF PRODUCTS

2+



PRODUCT USAGE

Used for Orthodontic applications

## FINISHING & POLISHING



NO. OF PRODUCTS

5+



PRODUCT USAGE

Polishing & oral prophylaxis

# AUXILIARIES



NO. OF PRODUCTS

6+



PRODUCT USAGE

Support in Various Dental Procedures

## IMPRESSION MATERIALS



NO. OF PRODUCTS

6+



PRODUCT USAGE

Recording Dental Impressions

## TOOTH WHITENING



NO. OF PRODUCTS

4+



PRODUCT USAGE

Whitening of Discoloured Teeth

## HEMOSTATIC MATERIALS



NO. OF PRODUCTS

2+



PRODUCT USAGE

Controls Hemostasis during Dental Procedures

## TEMPORARY MATERIALS



NO. OF PRODUCTS

5+



PRODUCT USAGE

Temporary Restoration and Fillings

# ADHESIVES, BONDING AGENTS & ETCHANTS



NO. OF PRODUCTS

8+



PRODUCT USAGE

Bonding Agents  
& etching  
materials used  
as adhesive in  
dentistry



## 3D RESINS PRODUCTS



NO. OF PRODUCTS

7+



PRODUCT USAGE

Fabrication of Surgical Guides;  
denture bases; Temporary &  
Permanent Crowns;  
Bridges; Models

## ORAL CARE PRODUCTS



NO. OF PRODUCTS

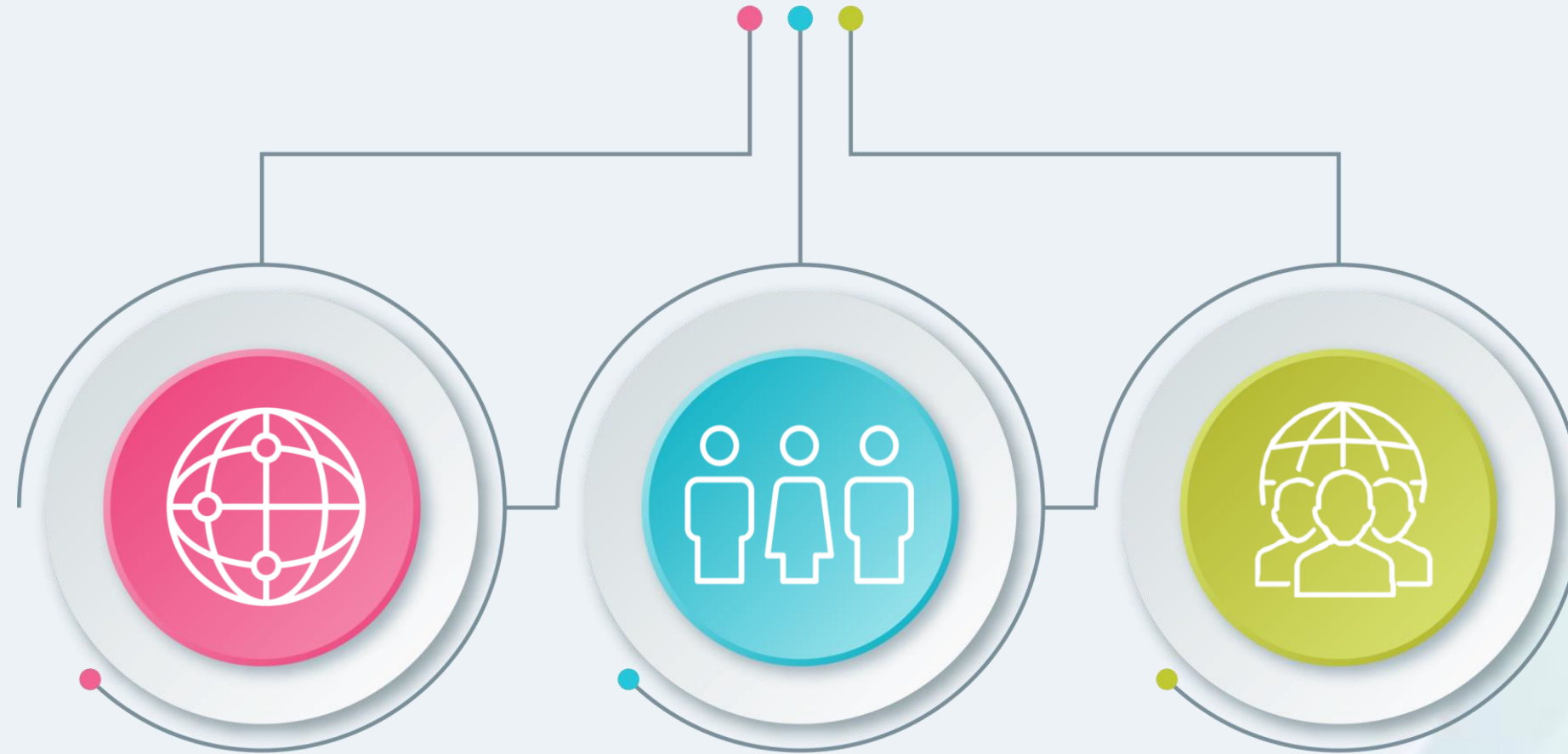
16+



PRODUCT USAGE

Advance Oral Care

# BUSINESS HIGHLIGHTS

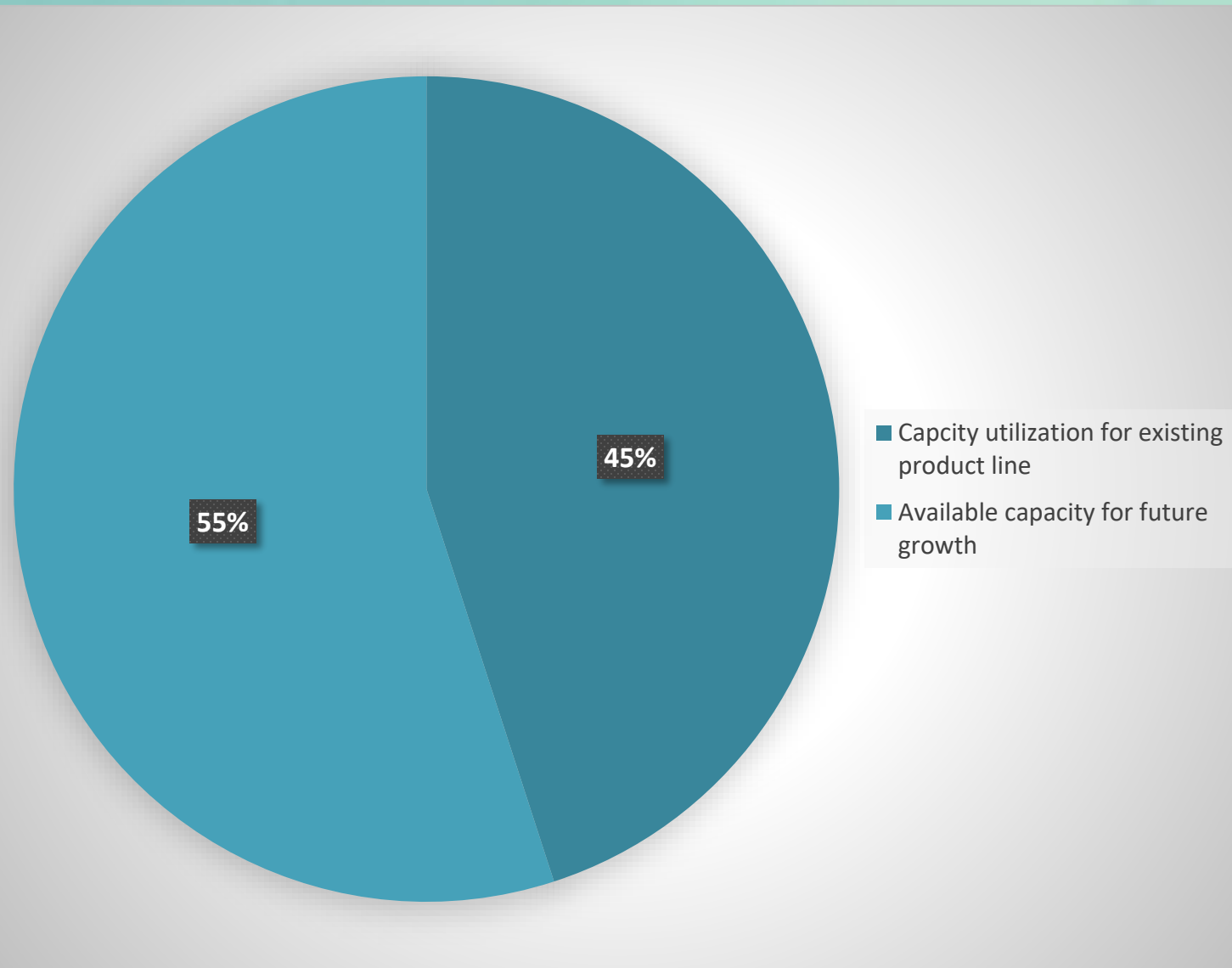


Export to over  
**+90 countries**  
worldwide

**+60**  
Dealers in India

**+90**  
Overseas Agents

# UTILIZATION OVERVIEW



- 55% available capacity for future growth
- Strategies will focus on increasing production efficiency and market penetration for the new product line.

# CURRENT TRENDS IN DENTAL PRODUCTS & PREVEST DENPRO'S APPROACH

## PREVEST DENPRO'S

### Approach

- **Advanced Materials:** Leveraging nanotechnology for superior dental products.
- **Digital Dentistry:** Leading in CAD/CAM technology and 3D printing.
- **Minimally Invasive Techniques:** Offering innovative solutions for less invasive procedures.
- **Patient-Centric Products:** Prioritizing patient comfort and satisfaction.
- **Sustainability:** Commitment to eco-friendly dental solutions.

### Prevest Denpro's Strategy

- **Research & Development:** Continuous investment in R&D for innovative products.
- **Collaboration:** Working closely with dental professionals for product development.
- **Innovation:** Pioneering new technologies to address evolving market needs.



# PREVEST DENPRO LIMITED

## COMPETITORS

Big Multinational Companies Offering Dental Products.

Factor	Prevest Denpro Limited	Multinational Competitors
Quality of Products	Equivalent	Varies
Pricing	Good	Variable
Distribution Network	Expanding	Established
Customer Service	Responsive	Varies
Innovation	Established State of the art facility	Established

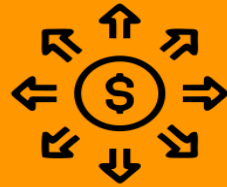
### Strengths of Prevest Denpro:

- Equivalent quality products at competitive prices.
- Responsive customer service.
- Upcoming innovations.

### Future Strategies:

- Focus on expanding distribution network.
- Continuous product innovation.

# 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.

# 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](http://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.

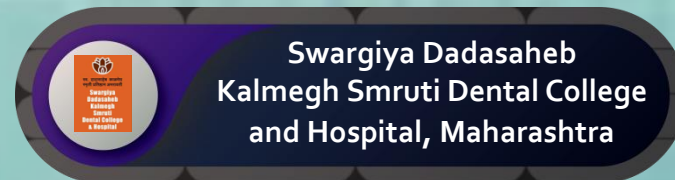
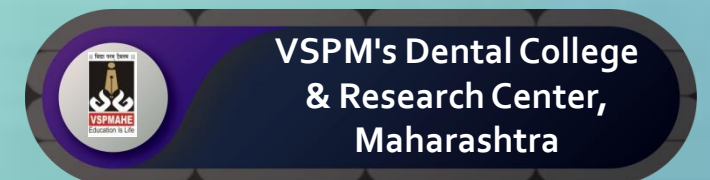
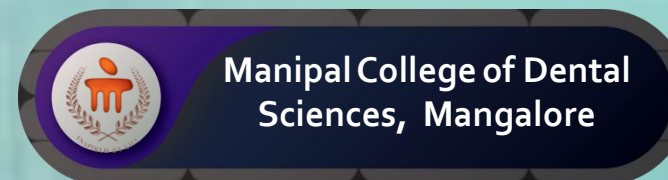
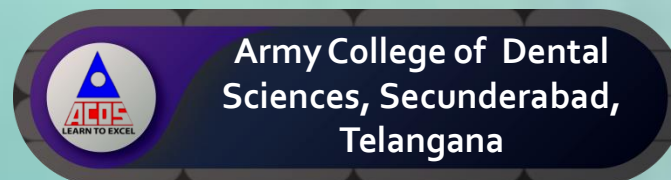
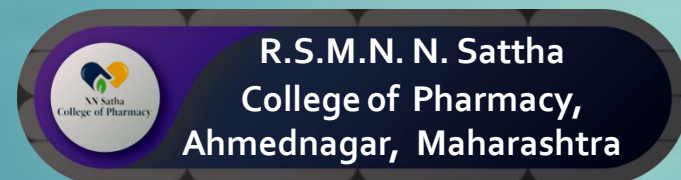
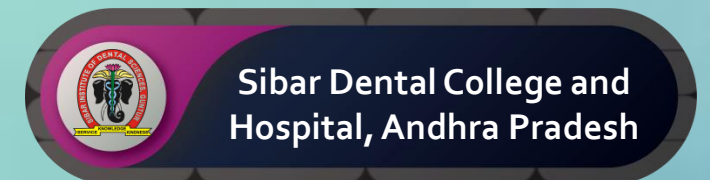
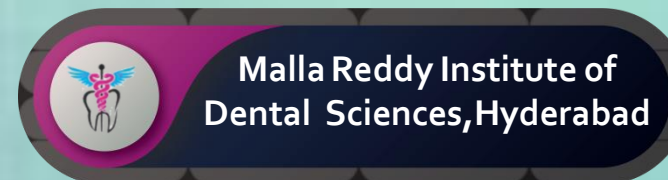
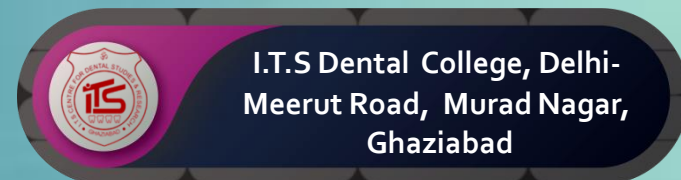
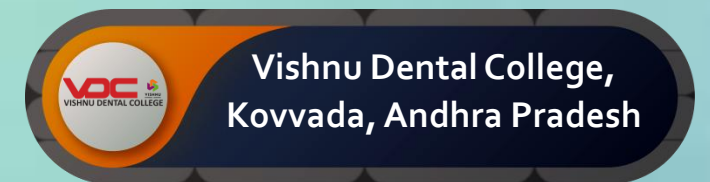
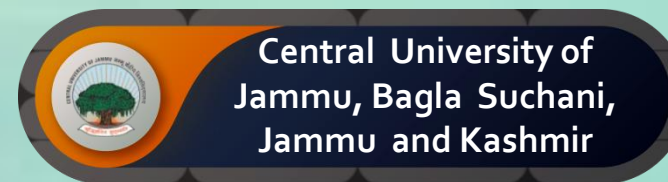
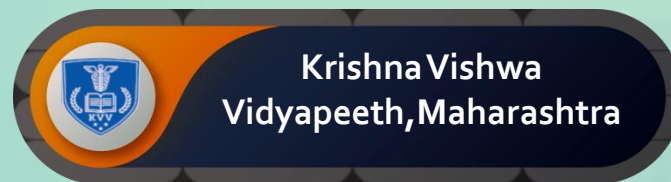
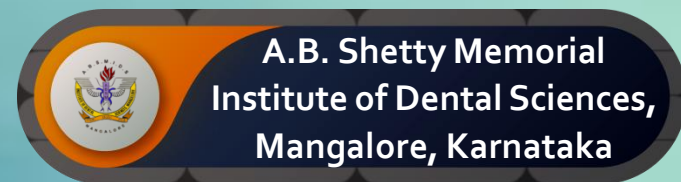
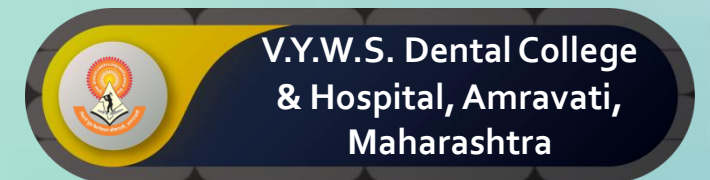
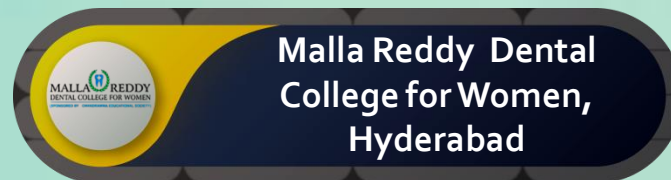
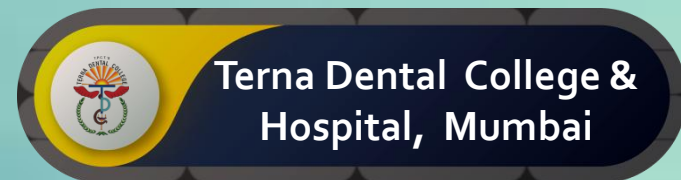
## Strong Advisory Board & Management

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 .



# STRATEGIC TECHNICAL RESEARCH AND TIE-UP

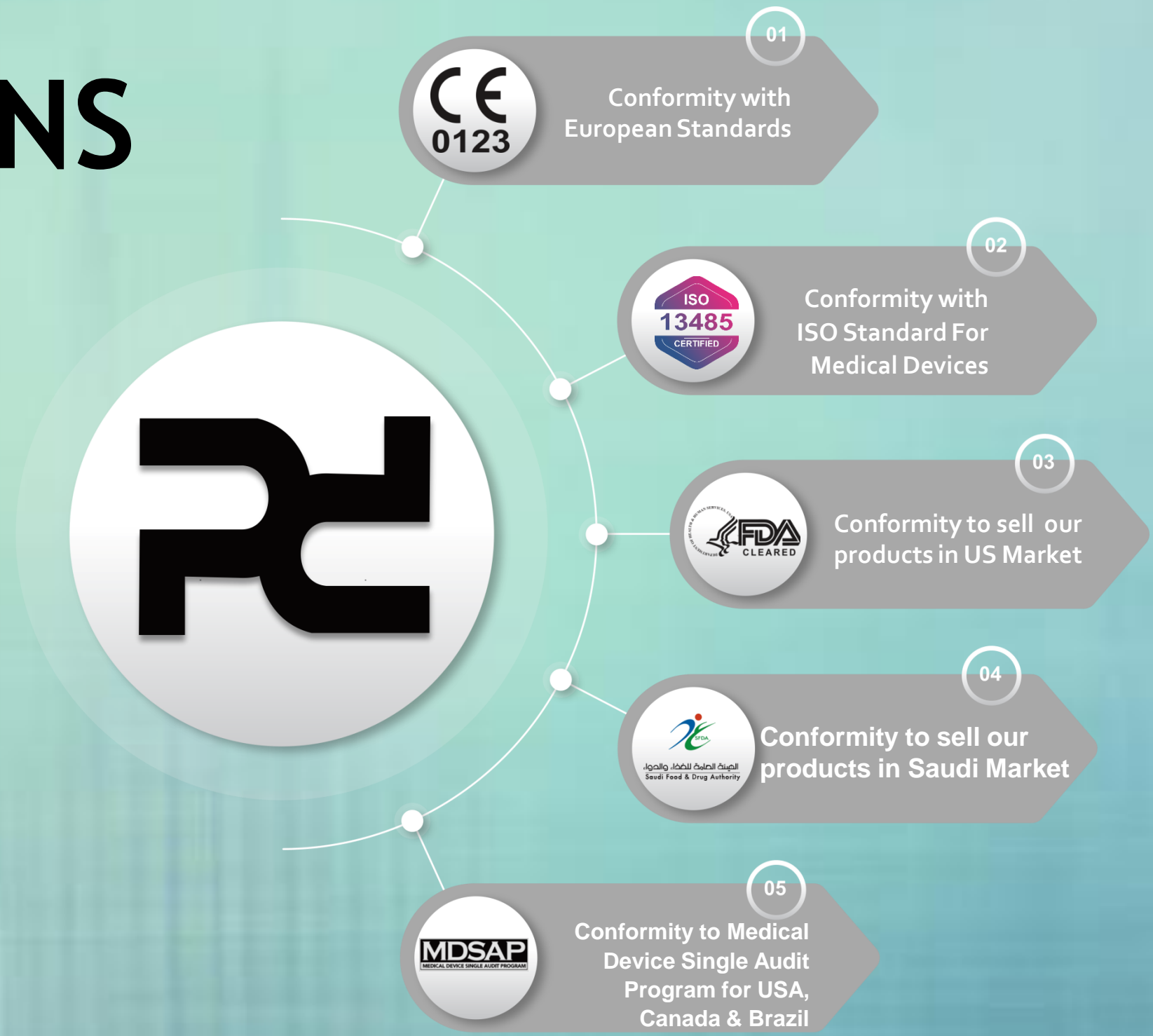
Prevest DenPro Limited has partnered with esteemed dental and technical institutions across India to advance research and innovation in dentistry and oral care. Collaborations with institutions like Terna Dental College & Hospital, Malla Reddy Dental College for Women, and Guru Nanak Institute of Dental Sciences and Research focus on clinical research and advanced dental technologies. These partnerships aim to improve patient care and health outcomes by setting higher standards in dental practice. We are grateful to our partners for their invaluable contributions and look forward to continued success in enhancing dental healthcare



# 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



Financial

# OVERVIEW

FINANCIAL PERFORMANCE FOR THE FISCAL YEAR **2023-2024**

## **COMPARED TO THE PREVIOUS FISCAL YEAR 2022-2023**

- Significant revenue growth, up by 14.27%
- EBITDA increased by 4.98%
- PAT rose by 2.72%
- PAT margin decreased by 3.06 percentage points
- EBITDA margin decreased by 3.39 percentage points



WE ARE BUILDING ON OUR

# LONG-TERM GROWTH JOURNEY

**19.06 %**

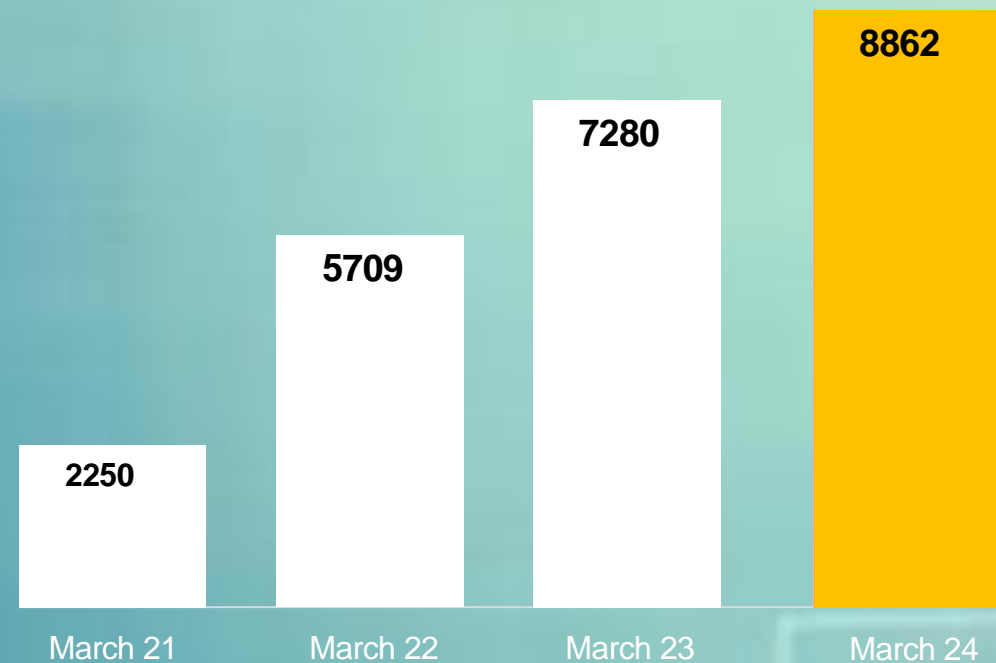
Revenue CAGR from  
March 21 to March 24



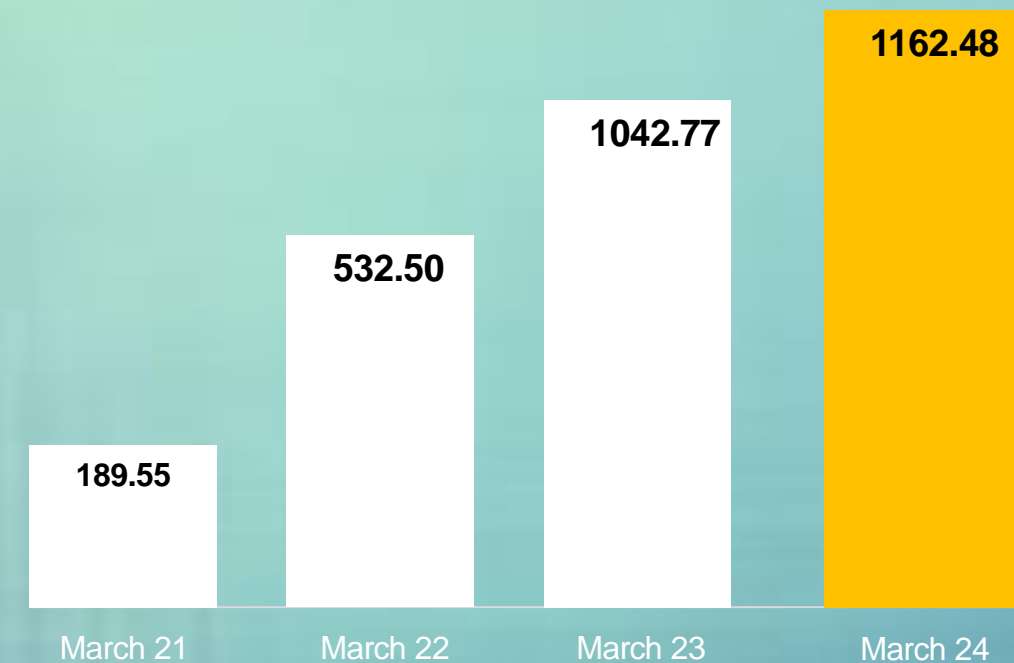
WE ARE BUILDING ON OUR

# LONG-TERM GROWTH JOURNEY

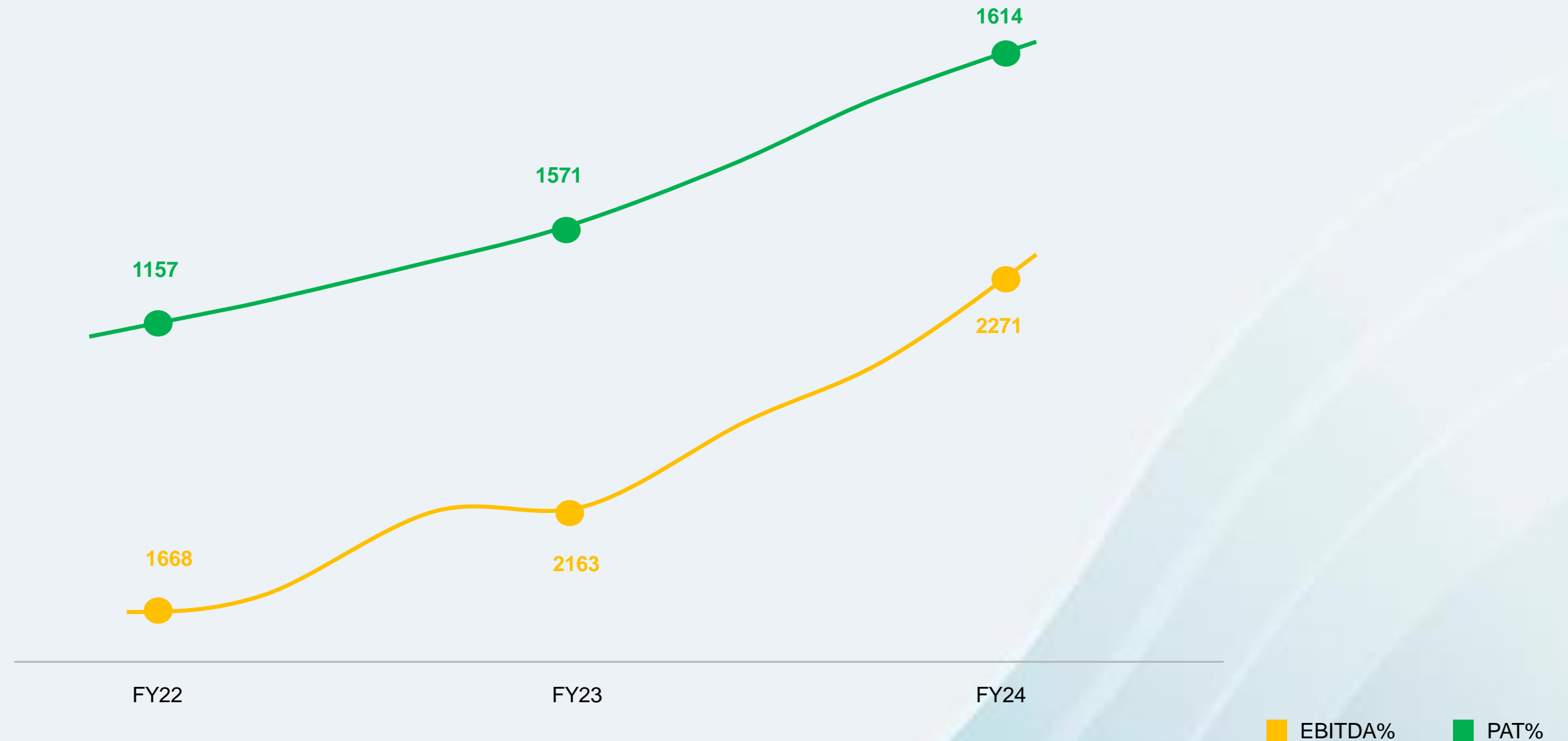
## NETWORTH



## OPERATING CASH

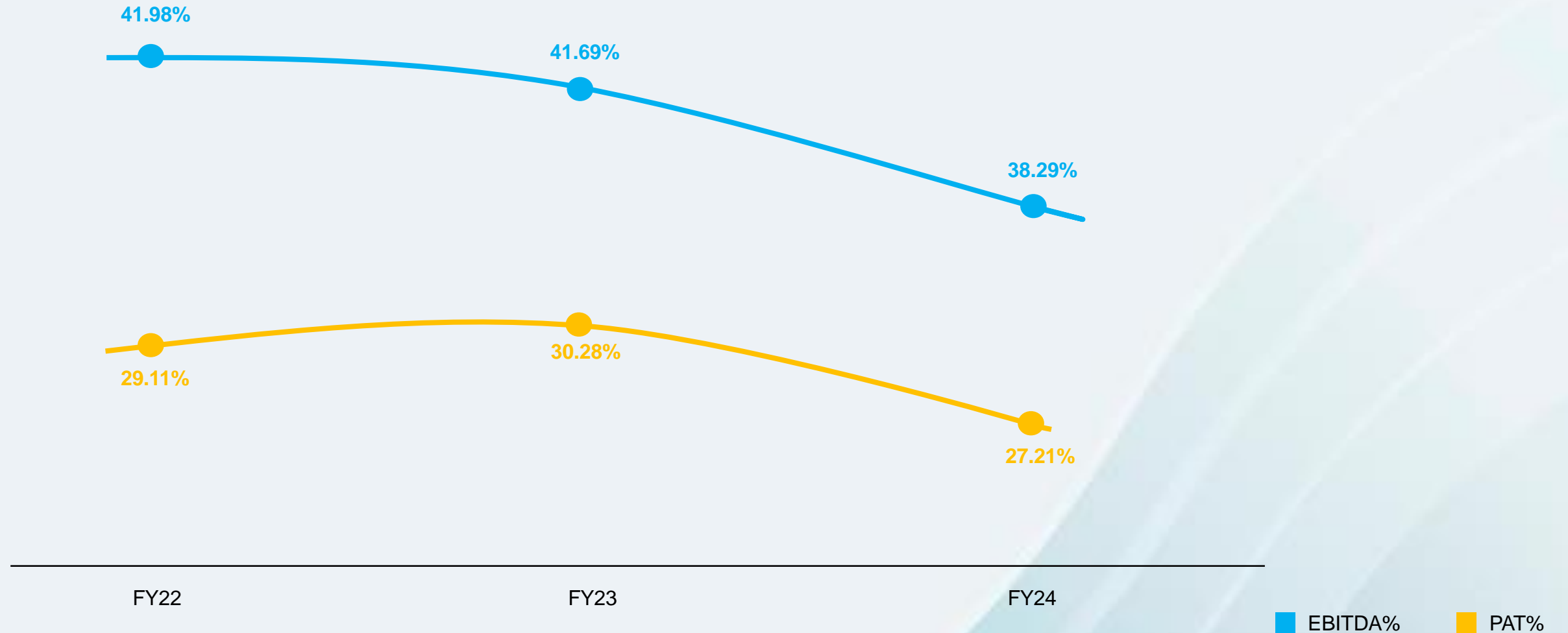


# EBITDA AND PAT MARGIN



# EBITDA AND PAT MARGIN(%)

## WITH RESPECT TO REVENUE



# Consolidated Statement of Profit & Loss



PARTICULARS	Quarter Ended		Six Months ended		Rs. In Lakhs
	31-03-2024	31-12-2023	31-03-2024	30-09-2023	Year Ended
	Audited	Unaudited	Audited	Unaudited	31-03-2024
					Audited
1 Income From Operation					
(a) Net Sales / Income from Operation (Net of Taxes)	1,623.51	1,362.45	2,985.96	2,656.93	5,642.89
(b) Other Income	83.98	67.94	151.93	134.24	286.17
Total Revenue	1,707.50	1,430.39	3,137.88	2,791.17	5,929.05
2 Expenses					
(a) Cost of Material Consumed	365.53	306.21	671.74	703.84	1,375.58
(b) Purchase of Stock-in- Trade	-	-	-	-	-
(c) Changes in inventories of finished goods, work-in-progress and stock-in- trade	-2.39	(3.06)	(5.45)	(14.54)	(19.99)
(d) Finance Cost	-	-	-	-	-
(d) Employee benefit expenses	257.11	252.38	509.49	478.32	987.81
(e) Depreciation and amortization expenses	46.14	42.06	88.19	39.44	127.63
(f) Other Expenses	403.64	359.35	762.99	551.81	1,314.80
Total Expenses	1,070.03	956.94	2,026.96	1,758.87	3,785.83
3 Profit/(Loss) from before exceptional and extraordinary items (1-2)	637.47	473.45	1,110.92	1,032.30	2,143.22
4 Exceptional Item					
5 Profit/(Loss) from ordinary activities before tax (3+4)	637.47	473.45	1,110.92	1,032.30	2,143.22
6 Tax Expenses					
Current Tax	143.46	105.27	248.73	249.23	497.96
Deffered Tax	16.69	4.55	21.24	10.33	31.57
7 Net Profit/(Loss) from Ordinary activity after tax (5-6)	477.32	363.63	840.95	772.74	1,613.69
8 Extraordinary Item (net of tax Rs expenses)					
9 Net profit/(loss) for the period (7+8)	477.32	363.63	840.95	772.74	1,613.69
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
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	3.98	3.03	7.01	6.44	13.45
(b) Diluted	3.98	3.03	7.01	6.44	13.45



# OUTLOOK OF PREVEST DENPRO LIMITED

Prevest Denpro Limited is confidently projecting a promising future outlook, driven by the anticipated growth of its diversified product line. Leveraging continuous innovation and strategic market adaptation, Prevest Denpro aims to further expand its presence and market share.

Prevest Denpro will focus on exploring avenues for inorganic growth, including strategic alliances and acquisitions, to boost its market presence and drive expansion. Committed to fostering innovation, the company will continue to introduce cutting-edge products to meet evolving customer demands. Overall, Prevest Denpro Limited is confident in its ability to sustain and accelerate growth, positioning itself for a promising future in the dental industry.

Prevest Denpro is committed to maximizing value addition and accelerating its growth momentum. In conclusion, Prevest Denpro Limited stands poised for substantial expansion, in the potential of its diversified product line and by way of inorganic growth to drive sustained growth and our stakeholder value.



Thank you!

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Website

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