

August 17, 2024

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

Dear Sir,

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, 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

This is for your information and records.

Thanking You,

Yours faithfully,

For Prevest Denpro Limited

AMAN  Digitally signed by
AMAN SADHOTRA
SADHOTRA Date: 2024.08.17
12:59:37 +05'30'

Aman Sadhotra

Compliance officer and Company Secretary



PREVEST DenPro[®]
THE FUTURE OF DENTISTRY

Empowering Smiles Worldwide with Innovative Dental Solutions

Q1 FY 2025



Inside the Presentation

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- Our Evolving Business Model
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Market Statistics



Strategic Product Selection Criteria

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



Business Model

Diversification Strategy

Prevest Denpro Limited is committed to expanding its market reach and product portfolio. Our evolving business model emphasizes diversification across various dental product segments, including:

- Innovative Dental Materials
- Advanced Equipment
- Digital Solutions

Global Expansion

We are strategically broadening our presence in international markets to capitalize on growth opportunities. Our approach includes:

- Market Penetration
- Strategic Partnerships
- Localization

Innovation and R&D Focus

Innovation is at the core of our business model. We invest significantly in research and development to:

- Develop New Products
- Enhance Existing Offerings
- Collaborate with Experts



Sustainability and Efficiency

We are dedicated to integrating sustainable practices and improving operational efficiency by:

- Eco-friendly Practices
- Operational Excellence
- Quality Assurance

Customer-Centric Approach

Our evolving business model prioritizes customer satisfaction by:

- Feedback Integration
- Training and Support
- Customized Solutions

Digital Transformation

We are embracing digital technologies to modernize our operations and engage with customers more effectively, including:

- E-Commerce Platforms
- Data Analytics
- Digital Marketing

Top 10 Revenue-Generating Products



Alvocure 12g



Cal Lc Intro Pack 2x2g



Endoseal



Fusion Universal



Fusion Crysta Orthodontic Adhesive Kit



Fusion Flo Combo Kit 4x2g



Fusion I Seal Economy Pack 4x2g



Crysta Luting



Crysta Silver



Crysta Restorative

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.

Comprehensive Standards



Conformity with European Standards



Conformity with ISO Standard For Medical Devices



Conformity to sell our products in US Market



الهيئة العامة للغذاء والدواء
Saudi Food & Drug Authority

Conformity to sell our products in Saudi Market



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

Research & 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



Terna Dental College & Hospital, Mumbai



Malla Reddy Dental College for Women, Hyderabad



Guru Nanak Institute of Dental Sciences and Research, Kolkata



V.Y.W.S. Dental College & Hospital, Amravati, Maharashtra



A.B. Shetty Memorial Institute of Dental Sciences, Mangalore, Karnataka



KrishnaVishwa Vidyapeeth, Maharashtra



Central University of Jammu, Bagla Suchani, Jammu and Kashmir



Vishnu Dental College, Kovvada, Andhra Pradesh



I.T.S Dental College, Delhi-Meerut Road, Murad Nagar, Ghaziabad



J.M.F.'s A.C.P.M. Dental College, Dhule, Maharashtra



Malla Reddy Institute of Dental Sciences, Hyderabad



Sibar Dental College and Hospital, Andhra Pradesh



R.S.M.N. N. Sattha College of Pharmacy, Ahmednagar, Maharashtra



Army College of Dental Sciences, Secunderabad, Telangana



Manipal College of Dental Sciences, Mangalore



VSPM's Dental College & Research Center, Maharashtra



Swargiya Dadasaheb Kalmegh Smruti Dental College and Hospital, Maharashtra

Top 5 Exporting Countries



United Kingdom

17.03%

Revenue

Indonesia

10.13%

Revenue

Saudi Arabia

9.12%

Revenue

Morocco

7.43%

Revenue

Lebanon

3.60%

Revenue

Revenue Breakdown

Domestic Sales vs. Export Sales

Particulars	2023-24	2023-24	2024-25	Qtr on Qtr	Prev Qtr /Current Qtr
	Qtr 1	Qtr 4	Qtr 1		
Domestic Sale	4.98 Cr	5.74 Cr	6.20 Cr	24.50%	8.01%
Sale Export	8.29 Cr	10.40 Cr	6.93 Cr	-16.41%	-33.37%
Revenue from Sale	13.28 Cr	16.16 Cr	13.13 Cr	-1.13%	-18.75%

Financial Highlights



Balance Sheet Summary

	(INR cr)					
As on 31st March	FY20	FY21	FY22	FY23	FY24	
Equity share capital	0	0	12	12	12	
Preference Share Capital	0	0	0	0	0	
Reserves & surplus	14	22	45	61	77	
Shareholders funds	15	22	57	73	89	
Borrowings	1	2	1	1	0	
Net Deferred tax	0	0	0	0	1	
Minority interest	0	0	0	0	0	
Sources of funds	16	24	59	75	75	
Net block	4	5	7	7	27	
Capital work in progress	0	2	5	17	0	
Total fixed assets	5	7	11	24	27	
Investments	0	0	1	1	2	
Inventories	1	1	3	5	6	
Sundry debtors	2	4	2	4	8	
Cash and equivalent	10	16	42	39	48	
Loans and advances	3	2	4	5	4	
Other current assets	0	0	0	0	0	
Total current assets	17	23	52	53	66	
Sundry creditors and others	4	6	5	5	5	
Provisions	1	1	0	0	1	
Total CL & provisions	5	7	5	5	6	
Net current assets	12	17	47	48	60	

Cash Flow Statement

Year to March	FY20	FY21	FY22	FY23	FY24
Net profit	5	7	12	16	16
Add: Depreciation	1	0	1	1	1
Add: Misc expenses written off	0	0	-1	-2	-2
Add: Deferred tax	0	0	0	0	0
Gross cash flow	6	8	11	15	15
Less: Changes in W. C.	1	-1	6	4	4
Operating cash flow	5	9	5	11	11
Less: Capex	1	2	5	14	4
Free cash flow	4	7	0	-3	7

Income Statement

(INR crs)

Year to March	FY20	FY21	FY22	FY23	FY24
Income from operations	23	28	38	50	56
Direct costs	7	8	10	13	14
Power & Fuel	0	0	0	0	0
Employee costs	5	5	7	8	9
Other expenses	6	7	7	9	13
Total operating expenses	18	20	23	30	36
EBITDA	5	9	15	20	20
Depreciation and amortisation	1	0	1	1	1
EBIT	5	8	15	19	19
Interest expenses	0	0	0	0	0
Profit before tax	6	9	16	21	21
Provision for tax	1	2	4	5	5
Extraordinary items	0	0	0	0	0
Profit after tax	5	7	12	16	16
Adjusted net profit	5	7	12	16	16
Equity shares outstanding (mn)	0.9	0.9	1.2	1.2	1.2
EPS (INR) basic	6	8	10	13	13
Diluted shares (Cr)	0.9	0.9	1.2	1.2	1.2
EPS (INR) fully diluted	6	8	10	13	13
Dividend per share	0	0	0	0	-1

Quarterly Highlights

P&L Summary
Management Commentary

Profit & Loss Summary

YoY Change

1.58%
Revenue

-3.43%
EBITDA

-10.08%
PAT

PARTICULARS (₹ IN CRORES)	Q1FY24	Q4FY24	Q1FY25	YoY Change	QoQ Change
Revenue from Operations	1339.40	1623.51	1335.56	-0.29	-17.74
Total Income	1399.92	1707.50	1421.99	1.58	-16.72
Operating Expenses	516.67	706.89	650.49	25.90	-7.95
EBITDA (Excluding OI & EI)	557.11	683.60	538	-3.43	-21.30
EBITDA %	39.80	40.04	37.83	-4.95	-5.52
Finance Cost	-	-	-	-	-
Depreciation & Ammortization	17.49	46.14	47.69	172.67	3.36
PBT	539.62	637.47	490.31	-9.14	-23.09
PAT	408.45	477.32	367.27	-10.08	-23.06
EPS (₹)	3.40	3.98	3.06	-10	-23.12

Management Commentary

Dear Investors,

As we review the results of the first quarter of FY25, I want to be upfront about our Q1FY25 performance, which did not meet our expectations. While our domestic business continues to grow strongly with 25% year-on-year growth, our export segment has faced some unexpected market challenges.

The Foreign exchange crisis in many countries, the recessionary trend in Europe due to Russia – Ukraine prolonged war and the Israel – Hamas conflict have all impacted our export growth.

Additionally due to changes in European Medical Device Regulations, global dental care industry is going through significant changes and moving towards a more organized structure, Many non EU countries have also adopted EU new regulations that has impacted the growth in the international market.. Our regulatory team is helping our buyers to comply with the new norms.

The strong sales in the previous quarter, where our distributors stocked up to meet their year end targets, has created a less favourable comparison for the current quarter, temporarily impacting our overall revenue growth.

However we are making efforts to increase our business in USA where our products have been approved many buyers. We are also exploring entry into new markets to drive our export growth.

Our new Oradox Advanced Oral Care product line has also received a positive response in the domestic market

We remain confident that with our continued efforts for growth, we will be able to improve our export business and with greater focus on the domestic market, our overall business is expected to grow in FY25

Thank you for your continued trust and support. We're committed to driving Prevest Denpro forward, and we're confident that the best is yet to come.

Atul Modi

Chairman

Management Commentary

This quarter has been challenging for us, with our numbers reflecting a less impressive performance compared to previous periods, which is mainly because of (1) higher depreciation due to commencement of new departments (R&D, Expansion), (2) Revenue expenses influencing period more than one year (Exhibitions, etc), (3) External factors like foreign markets, etc. As such, revenue though marginally increased by 1.48% year-on-year but saw a decline of 16.85% quarter-on-quarter. Similarly, our profit after tax (PAT) decreased by 10.60% year-on-year and 21.70% quarter-on-quarter. Our EBITDA also saw a decline of 3.94% year-on-year and 20.39% quarter-on-quarter.

The decrease in our margins and PAT is largely attributed to increased expenses. Depreciation expenses surged by 172% year-on-year, while exhibition and marketing expenses rose by 125%. Additionally, tour and travel expenses increased by 75% year-on-year. These cost increases have significantly impacted our bottom line, especially in a quarter where our topline growth did not meet our expectations.

However, we are not just focusing on the short-term challenges. We are actively exploring opportunities for inorganic growth, including potential acquisitions in our export business. This strategic move is aimed at positioning ourselves better for future growth and ensuring that we can tackle challenges more swiftly. Rest assured, we are committed to our long-term vision. The steps we are taking now are intended to yield sustainable growth and improved financial performance. We remain optimistic about the upcoming quarters and are confident that we will see positive developments in both our business operations and financial results.

Namrata Modi
CFO

Management Commentary

In Q1 FY25, our revenue increased by a modest 1.48% year-on-year, but there was a 16.85% decline quarter- on-quarter. While this performance did not meet our expectations, I want to assure you that we are taking deliberate and strategic actions to boost our topline in the coming quarters.

In the domestic market, we are focusing on expanding our presence in the East and South regions of India, which currently lag behind our performance in the North and West. To overcome this, we have established a dedicated marketing team under my leadership to penetrate these regions. We are introducing new schemes, continuing to send samples, and organizing training and awareness camps in collaboration with local institutes and distributors to increase product visibility.

We are also working diligently on customer engagement by maintaining regular contact with our distributors and potential customers, providing hands-on demonstrations and live usage sessions conducted by experienced professionals. We are well aware of the areas where our performance needs improvement and have devised an execution plan to address these gaps.

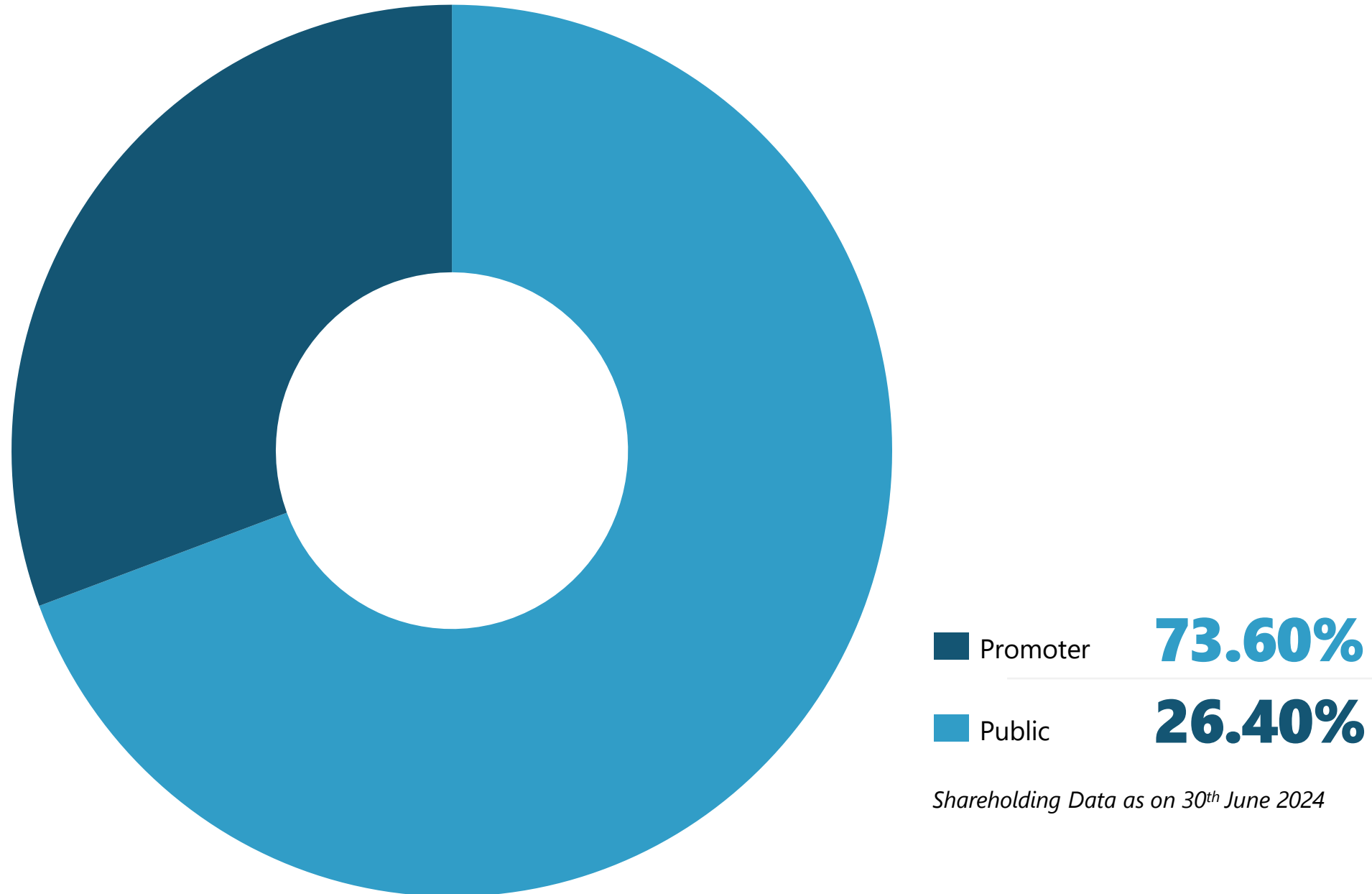
The impact of these efforts will be visible in the coming quarters. Our proactive approach to increasing our marketing presence is already showing results, as evidenced by the 25% year-on-year growth in our domestic market. Although this growth may seem gradual, it is the foundation of a strong, sustainable future.

The decline in overall revenue this quarter is temporary and primarily due to challenges in our export business, which were beyond our control. However, we are confident that as these obstacles are resolved, our growth trajectory will return to its previous pace, with the potential to reach or exceed 30% growth in the coming periods.

Vaibhav Munjal
Chief Marketing Officer

Market Statistics

Shareholding Pattern



CURRENT MARKET PRICE **₹ 547**

52 WEEK HIGH/LOW **₹ 673 / 332**

MARKET CAPITALIZATION **₹ 656.56 Cr**

SHARES OUTSTANDING **1.20 Cr**

BSE SCRIP CODE **543363**

Market Price Data as on 16th August 2024



Thank You

www.prevestdenpro.com

www.prevestdirect.com

