

August 11, 2022

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, 2022.

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**

  
**Atul Modi**  
**Managing Director**  
**DIN: 00788272**



*Setting standards in dental care*

 **PREVESTDenPro<sup>®</sup>**  
THE FUTURE OF DENTISTRY

**EARNINGS  
PRESENTATION  
Q1 FY23**



# Prevest - at a glance

With over 22 years of experience in development, manufacture and sale of innovative materials for dental professionals, Prevest DenPro Limited is one of the India's leading manufacturer of dental materials serving the global dental market with a wide range of high quality dental materials used for diagnosis, prevention and treatment of dental conditions as well as improving the aesthetics of human smile.

The Company manufactures over 100 dental products which finds application in endodontics, prosthodontics, orthodontics, periodontics, restorative dentistry, aesthetic dentistry and for fabrication of prosthesis in dental laboratories which are trusted by dental professionals in more than 80 countries worldwide.

The Company is one of the world's leading dental manufacturers owing to continuous investment in research & development and an ever-expanding product line. (Source: Dental Materials Market Report by Reports and Data, Apr.'21)







# 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

# Production and R&D facility

Products are developed, manufactured and assembled in-house at Company's Manufacturing unit located at **EPIP Kartholi, Samba, near Jammu, J&K**, sprawling in an area of 45,000 sq. ft.





# Diversification in new product segments



Bio-materials  
(Bone grafting materials  
and membranes)



Medicated ointments,  
gels and creams for  
dental treatment



Mouth washes and  
Mouth rinses



Disinfectants and  
Sanitizers

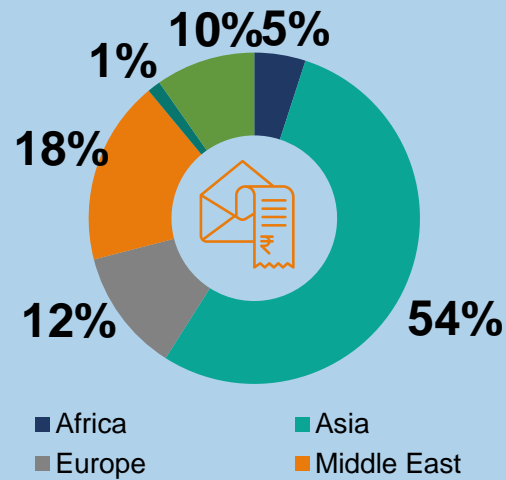
## New Facility under construction for manufacturing new range of products

- › The Company seek to capitalize on the growth opportunities in the hygiene, oral care, oral hygiene and bio-materials segment based on its well positioned operations and leveraging on the existing network of dealers & agents and being led by an experienced management team.
- › It is setting up another manufacturing facility covering over 16,000 sq. ft. area (adjacent to existing unit) for manufacturing new line of products that will include hygiene products (sanitizers and disinfectants), oral hygiene products (mouth washes and mouth rinses), oral care products (medicated ointments, gels and creams for dental treatment) and bio-materials (bone grafting materials and membranes).
- › The proposed facility will be well-equipped with latest machineries and is proposed to be commissioned in Q3FY23.
- › Disinfectants and Sanitizers is specially designed for Medical equipment's.

**TOTAL CAPITAL INVESTMENT: Rs 25+ CRORES**

# Global presence

## GEOGRAPHICAL WISE REVENUE FROM OPERATIONS FY2022



**TOTAL  
RS. 3762 LAKHS**

- › **Products sold in over 80 countries worldwide.**
- › **Exploring the markets of USA , Brazil and Canada.**
- › **Obtained USFDA approval for 20 products and expected to receive for more products.**
- › **Obtained SFDA certification which is essential to sell in Kingdom of Saudi Arabia.**
- › **Obtained MDSAP Certification, which is essential to enter in the Markets of Canada, Brazil and Australia.**

## DIGITAL MARKET PLATFORMS

 **PREVEST Direct**  
AN ONLINE DENTAL SHOP





Export to  
over  
**+80**  
countries  
worldwide



**+90**  
Overseas  
Agents



**+55**  
Dealers in  
India

 **PREVEST DenPro<sup>®</sup>**  
THE FUTURE OF DENTISTRY



# Strategic technical & research tie-ups

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 to manufacture bioactive bone cement based on calcium sulfate.



Terna Dental  
College & Hospital,  
Mumbai



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



Army College of Dental  
Sciences, Secunderabad,  
Telangana



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



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



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



Guru Nanak Institute of  
Dental Sciences and  
Research, Kolkata



Central University of  
Jammu, Bagla Suchani,  
Jammu and Kashmir

# Quality accreditations

With a focus on product quality, the company has successfully implemented a very effective quality management system which has been approved by TÜV SÜD, 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 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 with  
European  
Standards



Conformity  
with ISO  
Standard for  
Medical Devices



Conformity  
to sell our  
products in US  
Market



Conformity  
to sell our  
products in  
Saudi Market



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

# Competitive strengths



## Well - established sales network in over 80 Countries

With consistent marketing efforts over the years, the Company has been able to make its product reach to over 80 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, as well as third party portal (Amazon)



## 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 five 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 has a combined experience of over 40 years in dental industry backed up with strong management team. It also has an advisory board of affluent dental professionals coming from varied backgrounds.



# Board of Directors

Our Board of Directors is responsible for corporate governance, establishing policies and objectives, and management of the company's resources. The Board is firmly committed to upholding high standards of corporate governance.



**Atul Modi**  
**(Chairman and MD)**  
Experience: 44 years  
Qualification: BE  
(Mechanical)



**Namrata Modi**  
**(Whole Time Director and CFO)**  
Experience: 22 years  
Qualification: MBA  
(Entrepreneurship)



**Dr. Sai Kalyan Surapaneni**  
**(Director)**  
Experience: 18 years  
Qualification: MDS, MS,  
PhD (Dentistry)



**Niharika Modi**  
**(Non Executive Director)**  
Experience: 14 years  
Qualification: B. Tech  
(Computer Science & Engineering)



**Dr. Sudeep Haralakatte Murthy**  
**(Independent Director)**  
Experience: 8 years  
Qualification: MDS



**Dr. Nikhil Shrikant Bobade**  
**(Independent Director)**  
Experience: 9 years  
Qualification: MDS

# Advisory Board

The company is honored to have industry recognized and esteemed dental professionals, scientists and researchers on Advisory Board to augment the knowledge, understanding and strategic thinking of the Board members and management team as well as to provide expert insights in the dental market including latest trends and innovation occurring in the dental materials market.



**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

# Operational strategies

## Enter into high growth markets

The Company is all set to mark footprints in the markets of USA, Canada and Brazil. The Company has obtained USFDA approval for 20 dental products and MDSAP certification. The company has also receive Saudi FDA approval.

## Diversification into new product segments

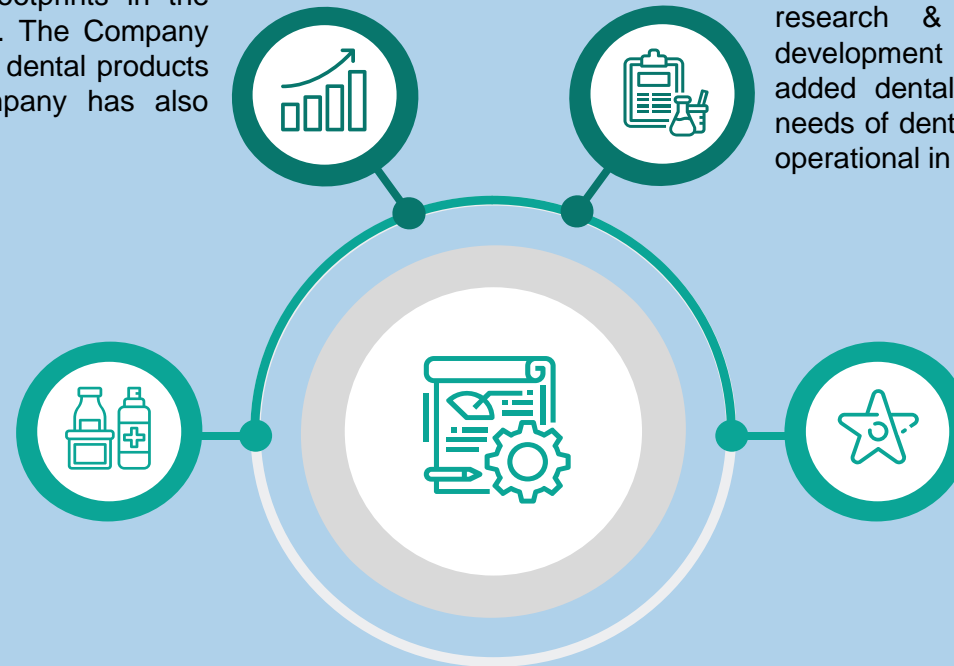
The Company is diversifying into manufacturing of new line of products that will include hygiene products oral hygiene products (mouth washes and mouth rinses), oral care products (medicated ointments, gels and creams for dental treatment) and bio-materials (bone grafting materials and membranes) and (sanitizers and disinfectants) and manufacturing facility will be fully operational in FY23

## Development of R&D Centre

The Company intends to strengthen its R&D capabilities by setting up a state-of-the-art research & development center for the development of high tech innovative value added dental materials to meet the growing needs of dentistry. The R&D center will be fully operational in FY23.

## Focus on Brand Awareness

Company is aggressively participating in national and international dental exhibitions for brand promotion and generating new business contacts. Further, Sales & Marketing activities are being increased in India to bring awareness among dental professionals for our product.





# Awards and recognitions

We are honored to be recognized as a leading manufacturer of quality dental materials, for excellent financial performance, creating brand value and reputations within India and across the globe. We have received Export Excellence Award from Federation of Indian Exporters Organization, MSME of the Year Award from Assocham, Sushruta Award for 'Make in India' Best Dental Manufacturer from Indian Dental Association (IDA), 'Best Enterprise' Award in the field of manufacture of dental materials, India by the Socrates Committee, Oxford, UK



# Key growth drivers in dental industry

The major factors favoring the dental market growth are increasing number of patients, with the dental caries, and periodontal diseases, which is boosting the demand for the dental materials. According to the study of the Global Burden of Disease Study, in 2017, around 3.5 billion people had dental caries. The costs of the dental treatments have increased in the developed nations, including the US, and Canada, and thus several people are moving for the dental treatment in developing countries such as India. The change in the lifestyle and rise in the disposable income has led to the rise in the demand for the cosmetic dentistry. The average citizen of the US spends around USD 600 to 1,000 USD for the whitening of the teeth. The rise in the elderly population, has also led to the rise in the demand for the dental treatment, owing to the rise in the prevalence of the cavities. According to the World Bank estimates, global healthcare expenditure has witnessed remarkable growth. Increased healthcare spending is boosting the human resource efficiency, resulting in a positive contribution to economic development. Various government initiatives have been carried out in the UK to improve oral healthcare in the region. For instance, NHS England has launched a Smile4Life initiative. This program of dental practice-based initiatives goals to reduce oral health inequalities and improve oral health in pediatric (below five years of age).



Rising dental disorders among people



Growing dental tourism in developing countries



Increasing Demand for Cosmetic Dentistry



Rising Elderly Population



Rising Healthcare Expenditure



Favorable Government Initiatives

# Outlook of Indian dental industry

**GROWTH IN DENTAL TOURISM** - India is able to spur its growth momentum in dental tourism with the implementation of advanced technology to perform procedures like implant surgery, cosmetic dentistry, orthodontics and paediatric dentistry ensuring high quality standards in a cost-effective manner and Affordable dental care along with good quality of skilled dentists and treatment in India attract tourists to India for their treatment.

**VAST MARKET** - With over 5000 dental laboratories and over 297 dental institutes, the Indian Dental Market is vast indeed. Market trends predict that India is all set to become the single largest country for dental products and materials.

**2nd HIGHEST DENTISTS** - With over 3 lakh dentists, India has the second highest number of dentists in the world. The current dentist to population ratio in urban area stands at 1:9000 and in rural areas at 1:200000

**ORAL CANCER CAPITAL** - India is called as the “oral cancer capital” of the world attributed to its high intake of both smoked and smokeless tobacco products, strongly associated with oral neoplasm

**DENTAL TREATMENT COST** - In several countries, the dental treatment cost remains expensive, wherein some critical treatment and surgeries are not even covered under a particular dental insurance. This in turn leads to individuals having to pay large amounts for their dental procedures. For instance, a dental implant in the US costs around US\$3,000 to US\$4,000 which is Rs. 2,15,581 to Rs. 2,87,442. The same dental implant in India on an average cost US\$ 556 or Rs. 40,000.

**EXPECTED GROWTH** - As of March 2019, independent studies show that the dental market in India is expected to grow at an unprecedented rate of 20-30% Y-O-Y (year on year,) with investment groups building multispecialty hospitals offering general dentistry and specialist treatments.

**GLOBAL V/S ASIAN MARKETS** - The global dental market has grown at the CAGR of 5% over the last five years with the Asian and Indian markets showing the growth of 10% and 6.3% respectively.







**FINANCIAL  
OVERVIEW**

ur company

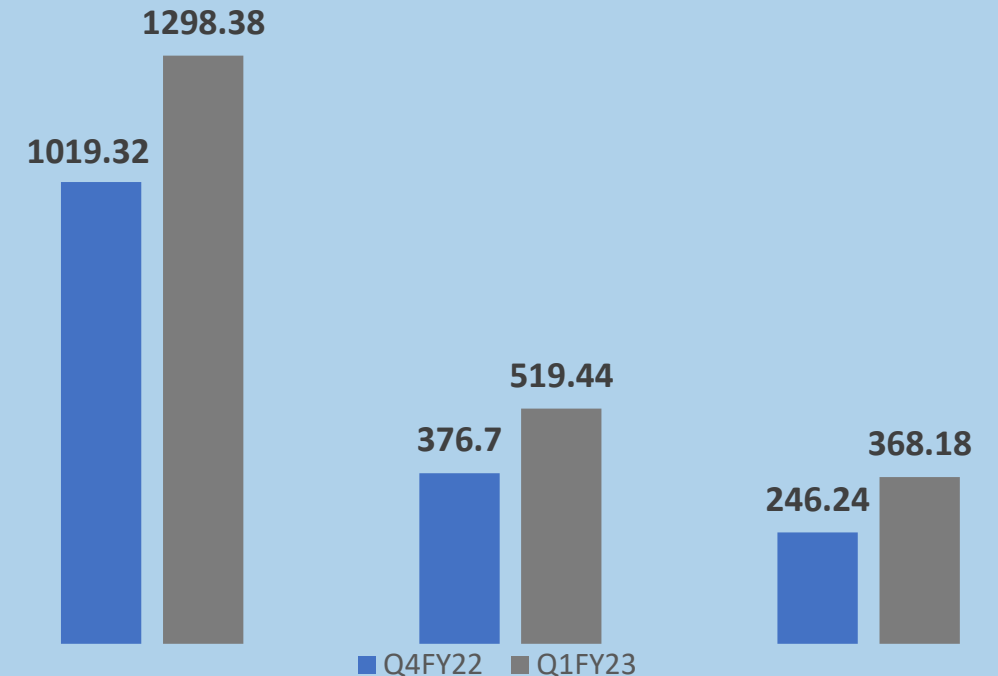


# Quarter highlights

## Financial Highlights for Q1FY23 Vs Q4FY22:

- Reported total Revenue at Rs 1298.38 lakhs in Q1FY23 Vs Rs 1019.32 in Q4FY22 which has grown by 27.38%.
- Company reported EBITDA at Rs 519.44 lakhs in Q1FY23 Vs Rs. 376.70 lakhs in Q4FY22 which has increased by 38%.
- On QoQ Basis Company's Profit After Tax (PAT) has grown by 50% at Rs. 368.18 lakhs in Q1FY23 Vs Rs 246.24 lakhs in Q4FY22.

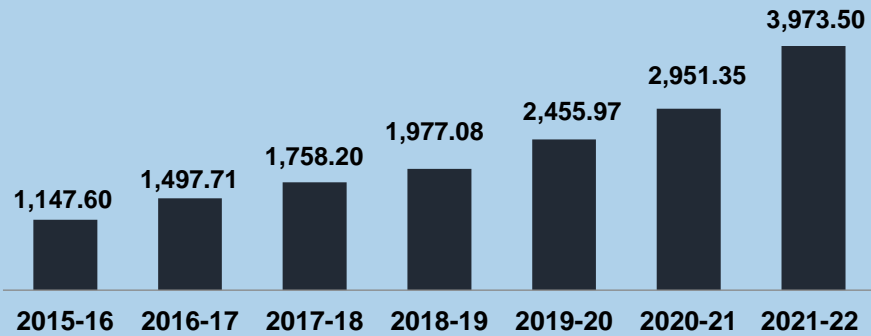
## Q4FY22 Vs Q1FY23



# Exponential growth in revenue and profitability

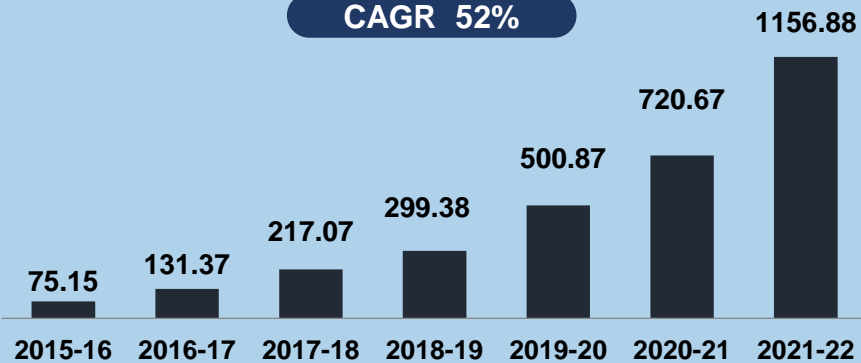
## TOTAL REVENUE\*

CAGR 22.6%



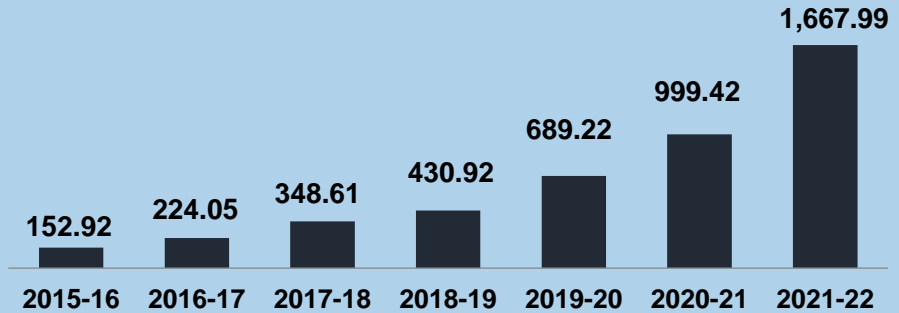
## PAT\*

CAGR 52%

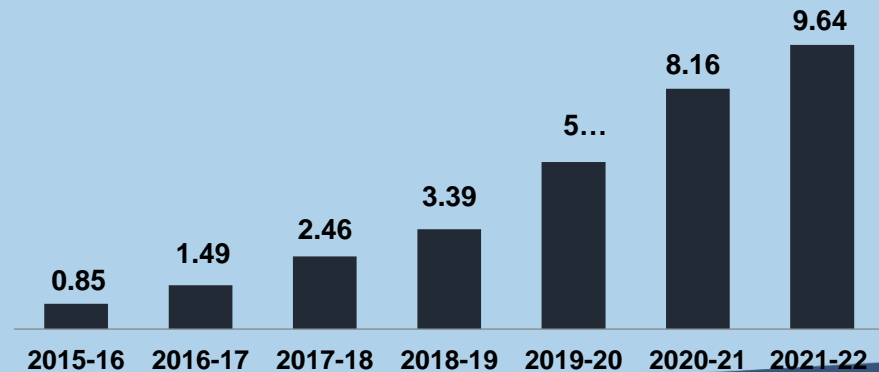


## EBITDA\*

CAGR 48%



## EPS (IN RS.)



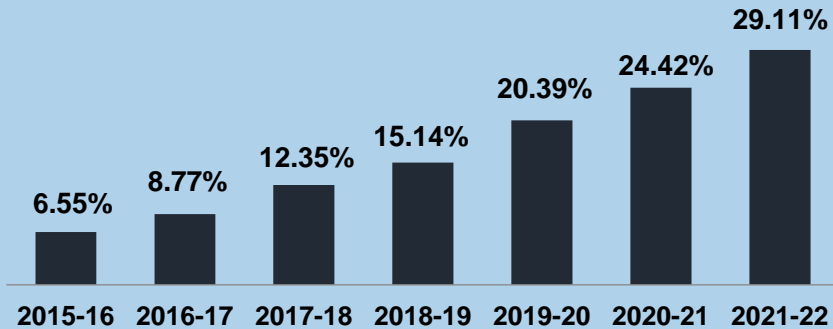
\*Rs in Lakhs

Figures based on restated and audited financial statements ;

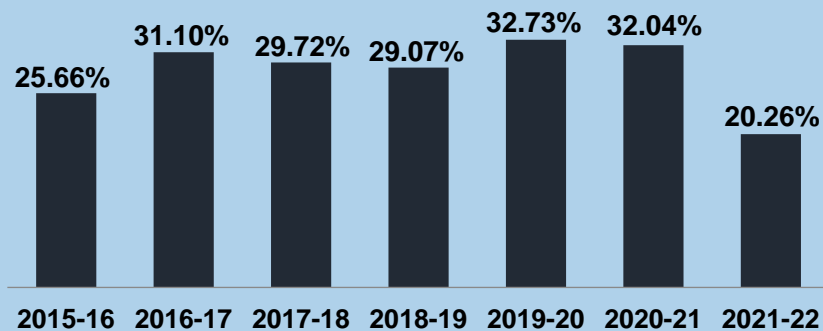
CAGR relates to FY 17 to FY 21

# Key ratios: on a continuous financial growth

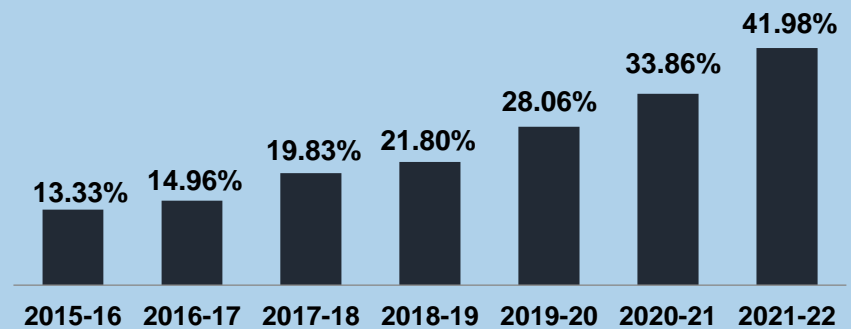
## PAT MARGIN



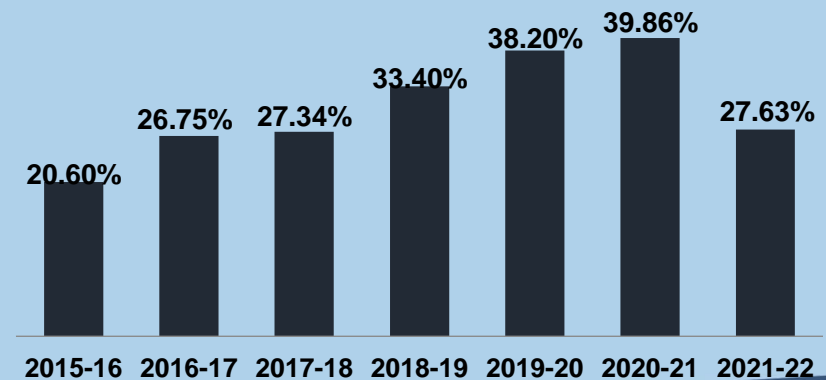
## RETURN ON EQUITY



## EBITDA MARGIN



## RETURN ON CAPITAL EMPLOYED



Figures based on restated and audited financial statements

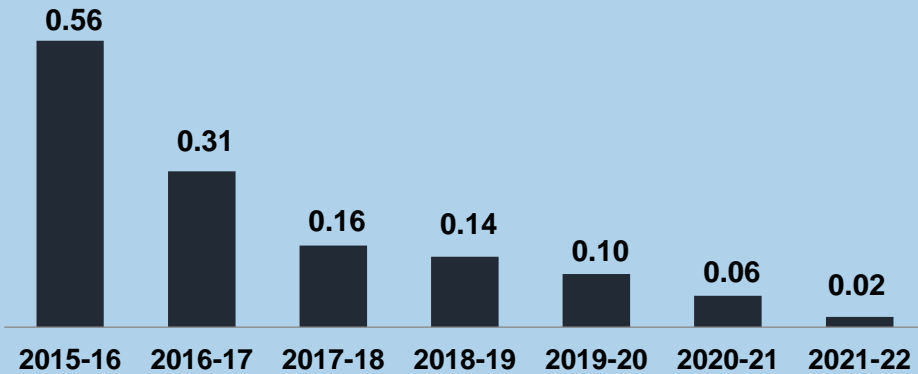
\*Rs in Lakhs

Figures based on restated and audited financial statements ;  
CAGR relates to FY 17 to FY 21



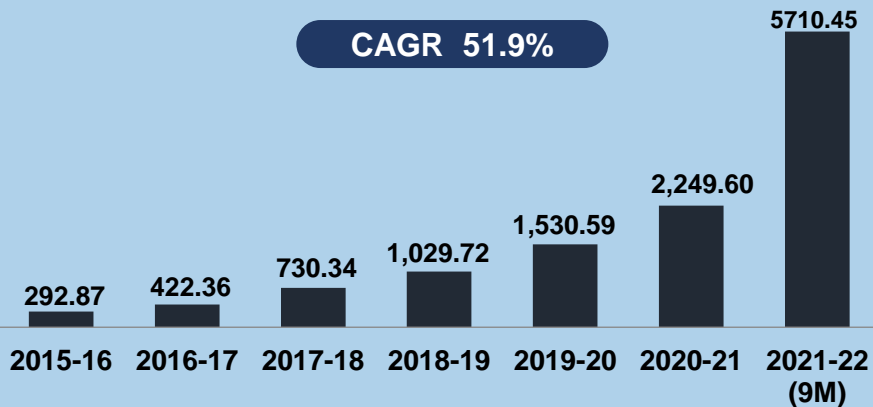
# Immense value creation with negligible debt

## DEBT EQUITY RATIO

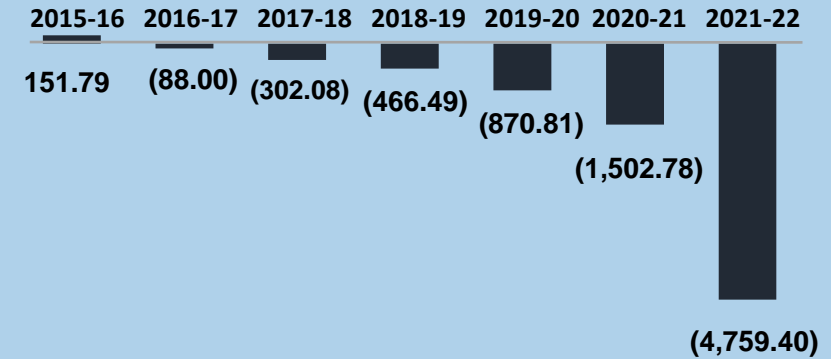


## NET WORTH\*

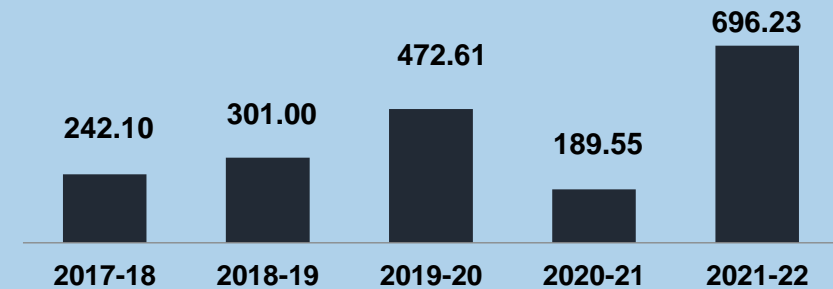
CAGR 51.9%



## NET DEBTS\*



## OPERATING CASH FLOWS\*



\*Rs in Lakhs

\*Net debt represents total debt as reduced by cash and cash equivalents

Figures based on restated and audited financial statements, CAGR based on FY17 to FY21

# Statement of profit & loss

PARTICULARS	Q1 FY23 (Unaudited)	Q4 FY22(Audited)	FY22 (Audited)	FY21 (Audited)
<b>Income From Operation</b>				
Net Sales / Income from Operation (Net of Taxes)	1,229.99	933.16	3,762.34	2,847.60
Other Income	68.39	86.16	211.15	103.74
<b>Total Revenue</b>	<b>1,298.38</b>	<b>1,019.32</b>	<b>3,973.50</b>	<b>2,951.35</b>
<b>Expenses</b>				
(a) Cost of Material Consumed	370.03	258.80	986.75	798.45
(b) Purchase of Stock-in- Trade	0.00	0.00	-	-
(c) Changes in inventories of finished goods, WIP and stock-in- trade	-4.34	-3.98	-8.84	-9.07
(d) Employee benefit expenses	187.55	229.22	652.45	478.11
(e) Other Expenses	225.71	158.58	675.16	684.43
<b>Total Expenses</b>	<b>778.95</b>	<b>642.62</b>	<b>2,305.51</b>	<b>1,951.93</b>
<b>EBITDA</b>	<b>519.43</b>	<b>376.70</b>	<b>1,667.99</b>	<b>999.42</b>
Depreciation and amortization expenses	14.64	15.22	52.40	47.19
<b>EBIT</b>	<b>504.79</b>	<b>361.48</b>	<b>1,615.58</b>	<b>952.23</b>
Financial Cost	0.00	0.00	10.42	18.71
<b>PBT</b>	<b>504.79</b>	<b>361.48</b>	<b>1605.16</b>	<b>933.52</b>
Tax Expenses				
Current Tax	145.64	113.56	441.31	189.55
Earlier Year Tax	0.00	0.00	2.12	
Deferred Tax	-9.02	1.68	4.86	23.31
<b>PAT</b>	<b>368.17</b>	<b>246.24</b>	<b>1,156.88</b>	<b>720.67</b>

**\*Rs in Lakhs**

Figures based on restated and audited financial statements ;

CAGR relates to FY 17 to FY 21

# Balance sheet - assets

ASSETS	3/31/2022 (Audited)	3/31/2021 (Audited)
<b>Non- Current Assets</b>		
Property, Plant & Equipment and Intangible Assets	-	-
Property, Plant & Equipment	671.89	536.23
Capital Works in progress	472.15	171.13
<b>Total</b>	<b>1,144.04</b>	<b>707.35</b>
<b>Current Assets</b>		
Current Investment	72.90	43.80
Inventories	326.37	127.32
Trade receivables	232.09	374.76
Cash & cash equivalents	4,233.64	1,642.17
Short- Term Loans & Advances	250.32	69.05
Other Current Assets	156.56	103.21
<b>Total</b>	<b>5,271.90</b>	<b>2,360.31</b>
<b>Total Assets</b>	<b>6,415.94</b>	<b>3,067.66</b>

\*Rs in Lakhs

Figures based on restated and audited financial statements ;

CAGR relates to FY 17 to FY 21

# Balance sheet – liabilities

EQUITY & LIABILITIES	3/31/2022 (Audited)	3/31/2021 (Audited)
<b>Shareholders Funds</b>		
Share Capital	1,200.30	28.50
Reserves & Surplus	4,510.15	2,221.10
<b>Total</b>	<b>5,710.45</b>	<b>2,249.60</b>
<b>Non- current Liabilities</b>		
Long- Term Borrowings	136.67	139.39
Deferred Tax Liabilities (Net)	28.89	24.03
<b>Total</b>	<b>165.56</b>	<b>163.42</b>
<b>Current Liabilities</b>		
Short - Term Borrowings	-	-
Trade Payables	163.73	390.65
Other Current Liabilities	366.32	193.66
Short- Term Provisions	9.88	70.33
<b>Total</b>	<b>539.93</b>	<b>654.64</b>
<b>Total Equity &amp; Liabilities</b>	<b>6,415.94</b>	<b>3,067.66</b>

**\*Rs in Lakhs**

Figures based on restated and audited financial statements ;

CAGR relates to FY 17 to FY 21



# Disclaimer

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