

May 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 and financial year ended March 31, 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](http://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: 2023.05.08  
10:45:34 +05'30'

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**Krishna Rathi**

**(Company Secretary and Compliance Officer)**

# EARNING PRESENTATION Q4FY23 AND FINANCIAL YEAR ENDED 2022-23

# 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.

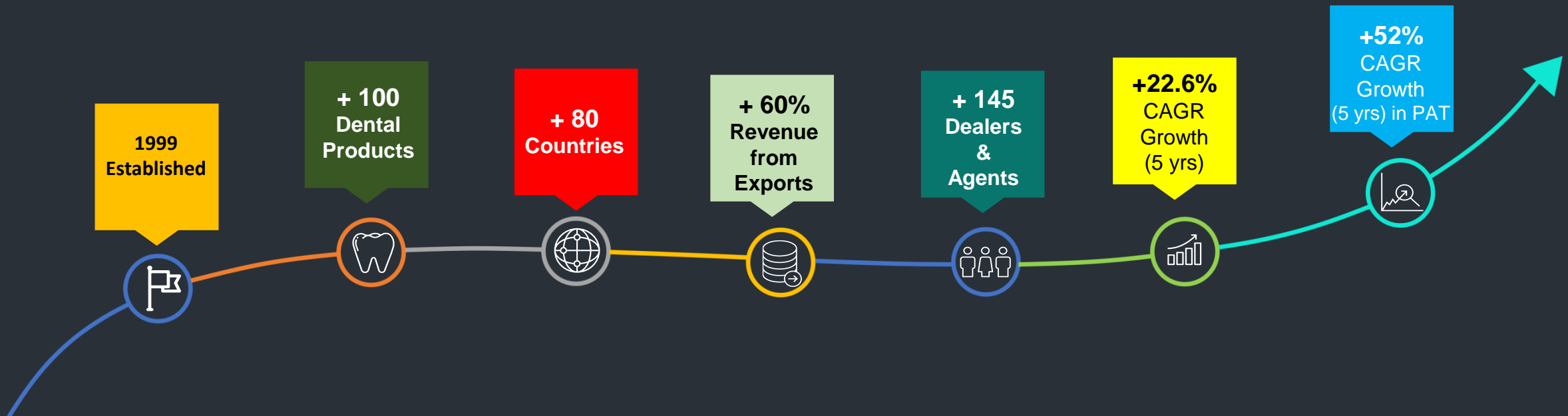
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This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from 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.

# Prevest At A Glance

With over 24 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



# 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

# Production Facility

Products are developed, manufactured and assembled in-house at Company's Manufacturing unit located at **EXPORT PROMOTION INDUSTRIAL PARK (EPIP), BARI BRAHMANA, NEAR JAMMU, J&K**, sprawling in an area of 45,000 sq. ft.



# R&D Facility

Prevest DenPro is the first Indian dental materials manufacturer to set up a research centre in the private sector. The new facility is now operational in a record time of one year with an investment of Rs. 1400 Lakhs approx. The facility is spread across 16000 square feet. This facility has been equipped with required infrastructure to design & develop dental materials, conduct product reliability performance testing and verification.





# 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 has set 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 (mouthwashes and mouth rinses), oral care products (medicated ointments, gels and creams for dental treatment) and bio-materials (bone grafting materials and membranes).
- › The new facility is well equipped with latest plant & machinery. The production will start as soon as the regulatory approvals are received..

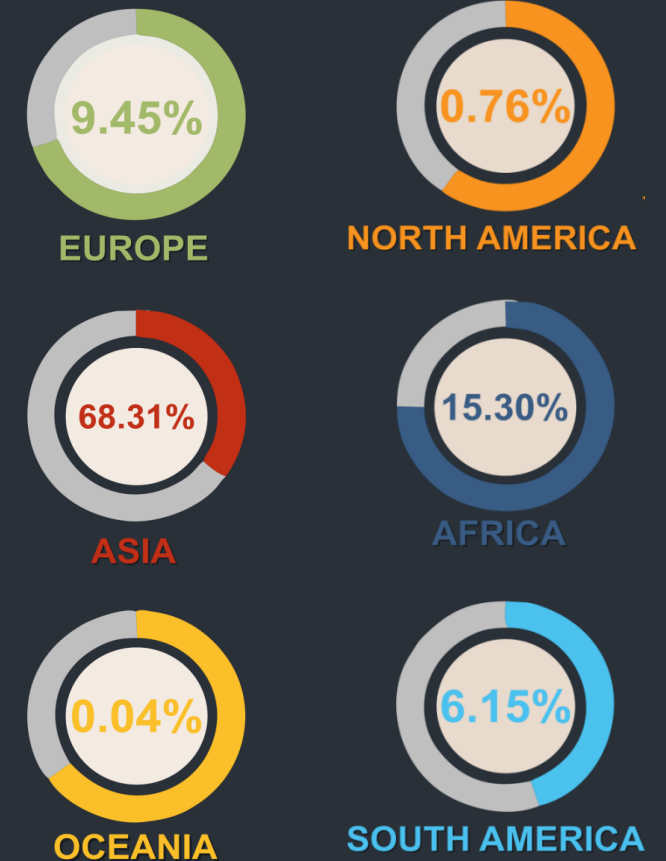
**TOTAL CAPITAL INVESTMENT: Rs 30+ CRORES**

# Global Presence

- › 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 clearance for more products soon.
- › Obtained SFDA certification which is essential to sell our product in Kingdom of Saudi Arabia.
- › Obtained MDSAP Certification, which is essential to enter in the Markets of Canada, Brazil, Australia and USA.



## Revenue Distribution



# Global Presence



Export to over  
**+90 countries**  
worldwide



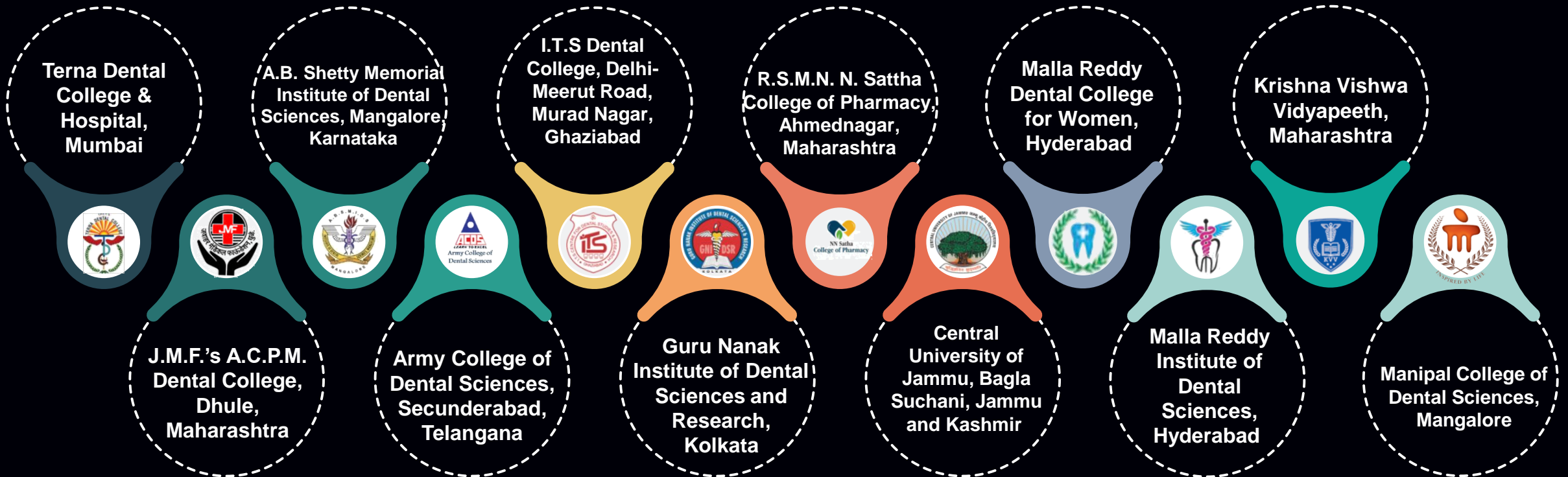
**+55**  
Dealers in India



**+90**  
Overseas Agents

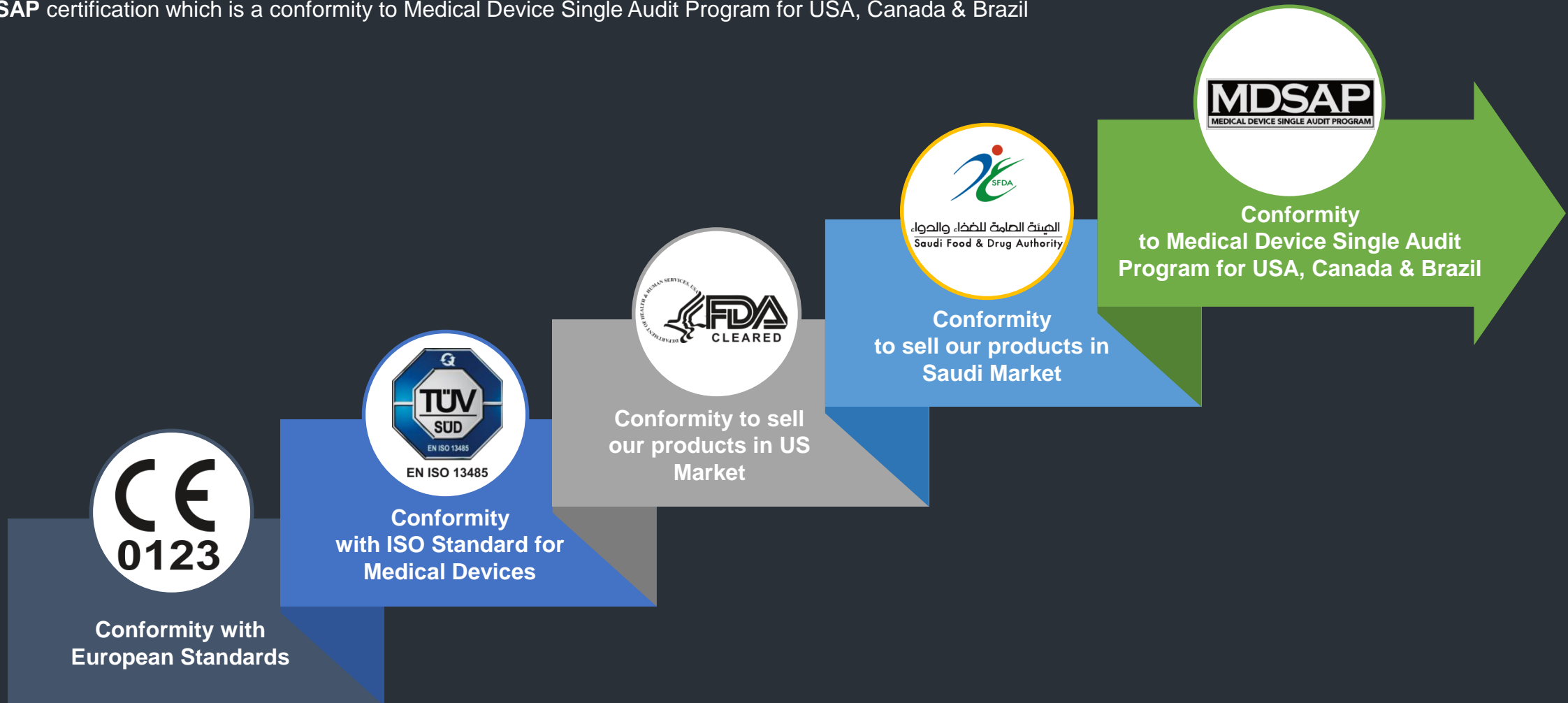
# Strategic Technical & Research Tie-ups

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 for the manufacture of bioactive bone grafting materials.



# 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



# Competitive Strengths



## 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 market places



## 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 .

# 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)



**Vaibhav Munjal**  
(Director)  
Experience: 17 years  
Qualification: **BE**  
(Mechanical) , MBA



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

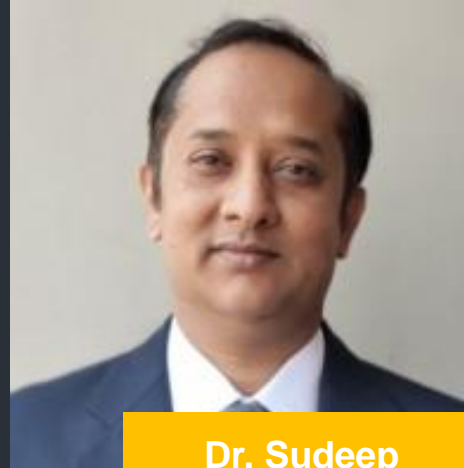
# Non Executive and Independent Directors



**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



**CA PARDEEP  
GANDOTRA**

(Independent Director)

Experience: 38 years  
Qualification: CA



# 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

The Company has setup new R&D 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 is now operational.

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

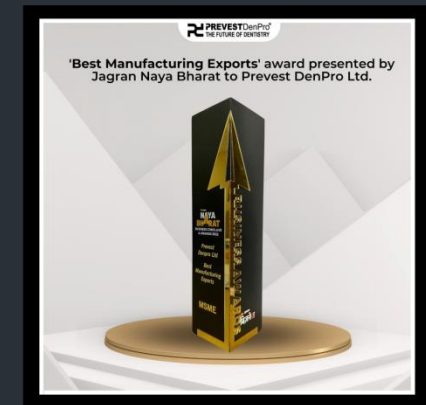


The Company has received very good response from various manufacturers & marketing companies in USA, recently distribution agreement has been signed for five years with one New York based company. So we are expecting good business from USA in coming financial years. The Company has obtained USFDA approval for 20 dental products and MDSAP certification. The company has also receive Saudi FDA approval.

Company is aggressively participating in national and international dental exhibitions for brand promotion and generating new business contacts. Further, Sales & Marketing activates 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 Best Manufacturing Exports award from Naya Bharat, Top performing SME award from BSE, 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) and '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).



# 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



# FINANCIAL HIGHLIGHTS

## FINANCIAL HIGHLIGHTS FOR FY23 VS FY22:

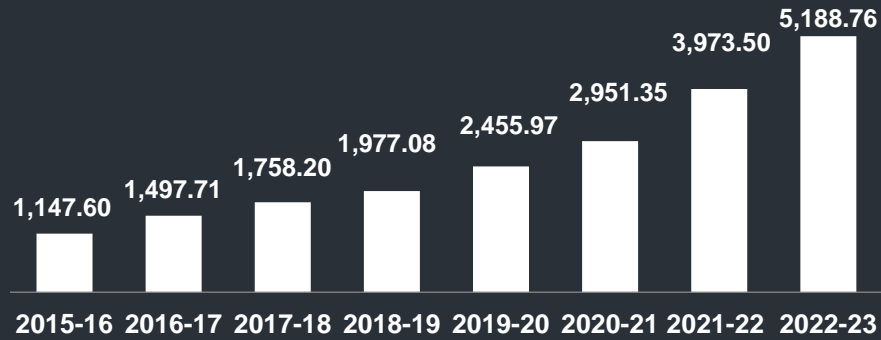
- Reported **Total Revenue** at Rs **51.89 Crores** in FY23 Vs Rs **39.74 Crores** in FY22 which has grown by **30.60%**.
- Company reported **EBITDA** at Rs **21.63 Crores** in FY23 Vs Rs. **16.68 Crores** in FY22 which has grown by **30%**.
- Company reported **Profit After Tax (PAT)** at Rs **15.71 Crores** in FY23 Vs Rs. **11.57 Crores** in FY22 which has grown by **35.80%**.

## FINANCIAL HIGHLIGHTS FOR Q4FY23 VS Q4FY22:

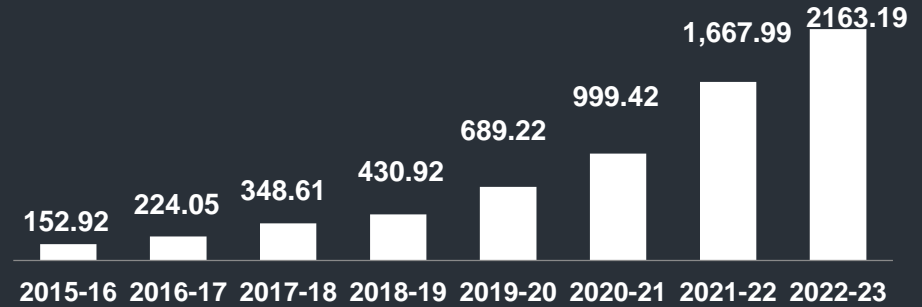
- Reported **Total Revenue** at Rs **14.11 Crores** in Q4FY23 Vs Rs **10.19 Crores** in Q4FY22 which has grown by **38.39%**.
- Company reported **EBITDA** at Rs **5.94 Crores** in Q4FY23 Vs Rs. **3.77 Crores** in Q4FY22 which has grown by **57.63%**.
- Company reported **Profit After Tax (PAT)** at Rs **5.11 Crores** in Q4FY23 Vs Rs. **2.46 Crores** in Q4FY22 which has grown by **107.42%**.

# Exponential Growth in Revenue and Profitability

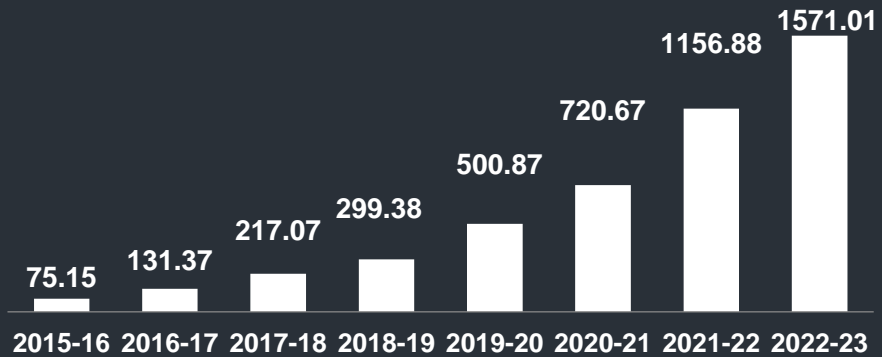
## TOTAL REVENUE\*



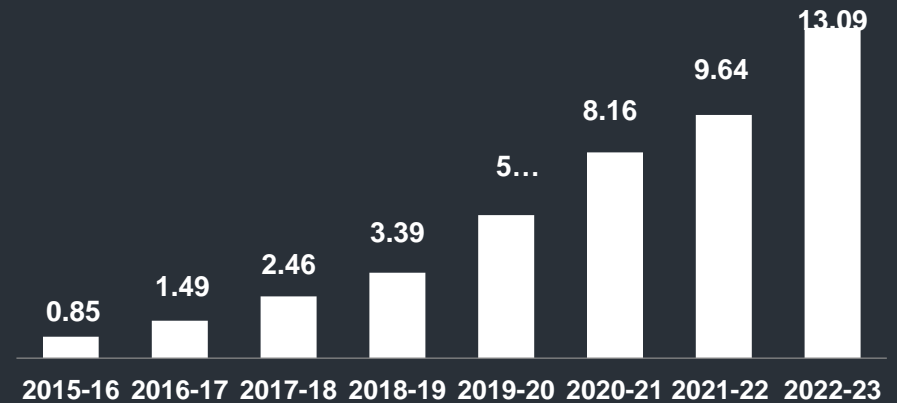
## EBITDA\*



## PAT\*



## EPS (IN RS.)

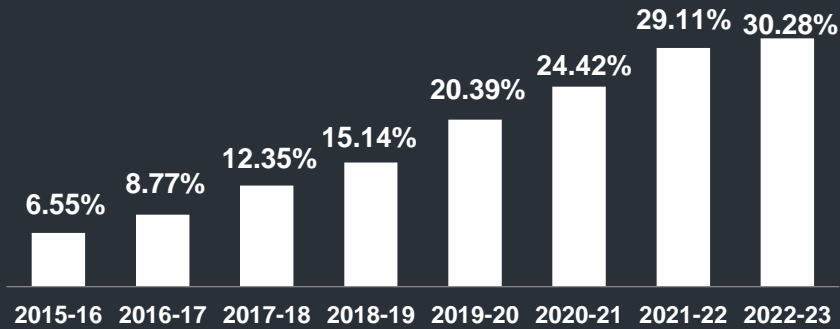


\*Rs in Lakhs

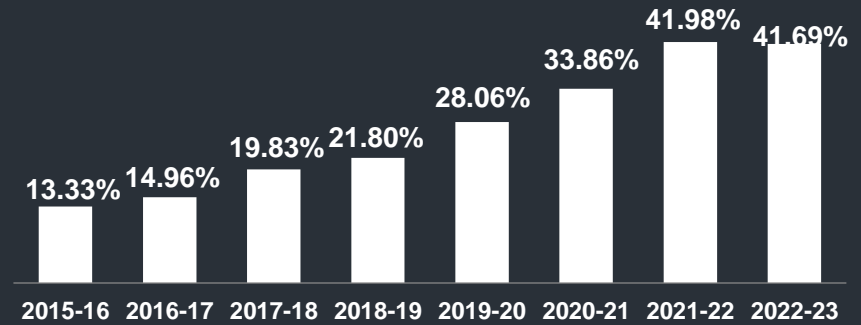


# Key Ratios: On a continuous financial growth

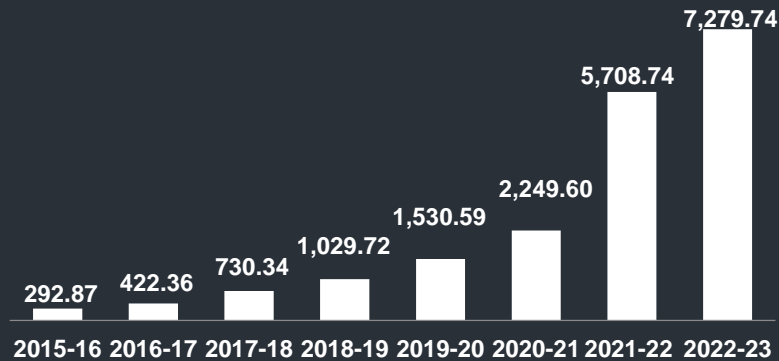
## PAT MARGIN



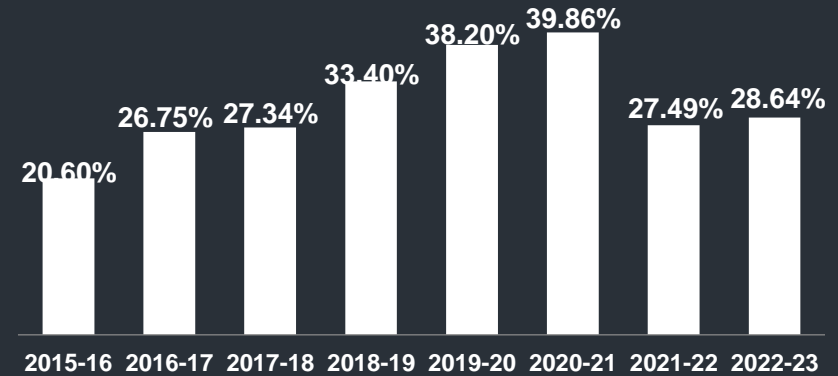
## EBITDA MARGIN



## NET WORTH\*



## RETURN ON CAPITAL EMPLOYED



\*Rs in Lakhs

# STATEMENT OF PROFIT AND LOSS

	PARTICULARS	Quarter Ended		Year Ended		Rs in Lakh
		3/31/2023	12/31/2022	3/31/2022	3/31/2023	3/31/2022
		Audited	Unaudited	Audited	Audited	Audited
1	Income From Operation					
	(a) Net Sales / Income from Operation (Net of Taxes)	1,377.35	1,226.73	939.11	4,985.41	3,811.13
	(b) Other Income	33.33	50.13	80.22	203.35	162.37
	Total Revenue	1,410.68	1,276.86	1,019.32	5,188.76	3,973.50
2	Expenses					
	(a) Cost of Material Consumed	299.27	300.52	190.78	1,276.08	986.75
	(b) Purchase of Stock-in- Trade	-	-	-	-	-
	(c) Changes in inventories of finished goods, work-in-progress and stock-in- trade	2.60	(8.85)	-3.98	(15.29)	(8.84)
	(d) Finance Cost	-	-	0.00	-	10.42
	(d) Employee benefit expenses	229.46	205.95	229.22	819.07	652.45
	(e) Depreciation and amortization expenses	15.68	18.31	15.22	67.51	52.40
	(f) Other Expenses	285.53	232.65	226.61	945.71	675.16
	Total Expenses	832.54	748.58	657.84	3,093.09	2,368.33
3	Profit/(Loss) from before exceptional and extraordinary items (1-2)	578.14	528.28	361.48	2,095.68	1,605.17
	Profit/(Loss) from ordinary activities, before finance cost and exceptional items (3+4)	578.14	528.28	361.48	2,095.68	1,605.17
	Financial Cost					
	Profit/(Loss) from ordinary activities, after finance cost but before exceptional items (5-6)	578.14	528.28	361.48	2,095.68	1,605.17
4	Exceptional Item					-
5	Profit/(Loss) from ordinary activities before tax (3+6)	578.14	528.28	361.48	2,095.68	1,605.17
6	Tax Expenses					
	Current Tax	66.58	163.71	113.56	516.16	441.31
	Earliyer Year Tax	-	1.73	-	0.27	2.12
	Deffered Tax	0.79	3.99	1.68	8.24	4.86
7	Net Profit/(Loss) from Ordinary activity after tax (5-6)	510.77	358.84	246.24	1,571.01	1,156.88
8	Extraordinary Item (net of tax Rs expenses)					-
9	Net profit/(loss) for the period (7+8)	510.77	358.84	246.24	1,571.01	1,156.88
	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.				6,079.44	4,508.44
11	Earnings per Share (EPS), in Rs (not annualised)					
	( Equity Share of face value of Rs 10/- each)					
	(a) Basic	4.26	2.99	2.05	13.09	9.64
	(b) Diluted	4.26	2.99	2.05	13.09	9.64

# BALANCE SHEET

	Particulars	As at March 31, 2023 Audited	As at March 31, 2022 Audited
1.	<u>EQUITY &amp; LIABILITIES</u>		
1	Shareholders Funds		
	Share Capital	1,200.30	1,200.30
	Reserves & Surplus	6,079.44	4,508.44
2	Share Application Money Pending Allotments	-	-
		7,279.74	5,708.74
3	Non- current Liabilities		
	Long- Term Borrowings	-	136.67
	Deferred Tax Liabilities (Net)	37.12	28.89
		37.12	165.56
4	Current Liabilities		
	Trade Payables		
	1. total outstanding dues of micro enterprises and small enterprises	41.52	19.25
	2. total outstanding dues of trade payables other than micro and small enterprises	98.27	144.48
	Other Current Liabilities	404.25	366.32
	Short- Term Provisions	-	9.88
		544.04	539.93
	Total Equity & Liabilities	7,860.90	6,414.23
1	Non- Current Assets		
	<u>Property, Plant &amp; Equipment and Intangible Assets</u>		
	Property, Plant & Equipment	740.59	671.89
	Capital Works in progress	1,688.72	472.15
		2,429.31	1,144.04
2	Current Assets		
	Current Investment	119.40	72.90
	Inventories	478.89	326.37
	Trade receivables	430.47	232.09
	Cash & cash equivalents	3,900.31	4,231.93
	Short- Term Loans & Advances	174.16	250.32
	Other Current Assets	328.37	156.56
		5,431.59	5,270.19
	Total Assets	7,860.90	6,414.23

# CASH FLOW STATEMENT

Particulars	Rs. In Lakhs	
	Year Ended 31.03.2023	Year Ended 31.03.2022
	Audited	Audited
<u>Cash Flow From Operating Activities:</u>		
Net Profit before tax as per Profit And Loss A/c	2,095.68	1,605.17
Adjustments for:		
Depreciation & Amortisation Expense	67.51	52.40
Interest Income	(161.55)	(131.62)
Finance Cost	-	10.42
CSR expenses	-	(8.84)
Operating Profit Before Working Capital Changes	2,001.64	1,545.38
Adjusted for (Increase)/ Decrease in:		
Short term provision	(9.88)	(60.45)
Trade Receivables	(198.37)	142.67
Inventories	(152.52)	(199.05)
Other current assets	(95.64)	(234.63)
Trade Payables	-	(390.65)
Other Current Liabilities	37.93	172.67
Cash Generated From Operations	(418.49)	(569.45)
Appropriation of Profit		
Net Income Tax paid/ refunded	516.44	443.42
Net Cash Flow from/(used in) Operating Activities: (A)	1,066.71	532.50
<u>Cash Flow From Investing Activities:</u>		
Net (Purchases)/Sales of Fixed Assets (including capital work in progress)	(1,352.77)	(489.09)
Interest Income	161.55	131.62
Net Increase/(Decrease) in Current Investment	(46.50)	(29.10)
Net Cash Flow from/(used in) Investing Activities: (B)	(1,237.72)	(386.57)
<u>Cash Flow from Financing Activities:</u>		
Net Increase/(Decrease) in Long Term Borrowings	(136.67)	(2.72)
Proceed from Issue of share	-	2,661.12
IPO Issue expenses	-	(366.16)
Interest on borrowings	-	(10.42)
Net Cash Flow from/(used in) Financing Activities (C)	(136.67)	2,281.82
Net Increase/(Decrease) in Cash & Cash Equivalents (A+B+C)	(307.68)	2,427.75
Cash & Cash Equivalents As At Beginning of the Year	4,231.93	1,642.17
Cash & Cash Equivalents As At End of the Year	3,900.31	4,231.93