

February 14, 2024

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 ended December 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 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: 2024.02.14  
17:19:41 +05'30'

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

# EARNING PRESENTATION

NINE MONTHS FY 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.

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 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<br>(Rs. Lakhs) | PAT<br>(Rs. Lakhs) | EBITDA<br>(Rs. Lakhs) | PAT MARGIN<br>(%) | EBITDA MARGIN<br>(%) |
|------------------------------|------------------------|--------------------|-----------------------|-------------------|----------------------|
| <b>NINE MONTHS<br/>FY 24</b> | 4221.68                | 1146               | 1597                  | 27.15%            | 37.83%               |
| <b>NINE MONTHS<br/>FY 23</b> | 3778.02                | 1060               | 1569                  | 28.06%            | 41.54%               |

# \*REVENUE DISTRIBUTION

 2.20%  
NORTH  
AMERICA

 11.79%  
EUROPE

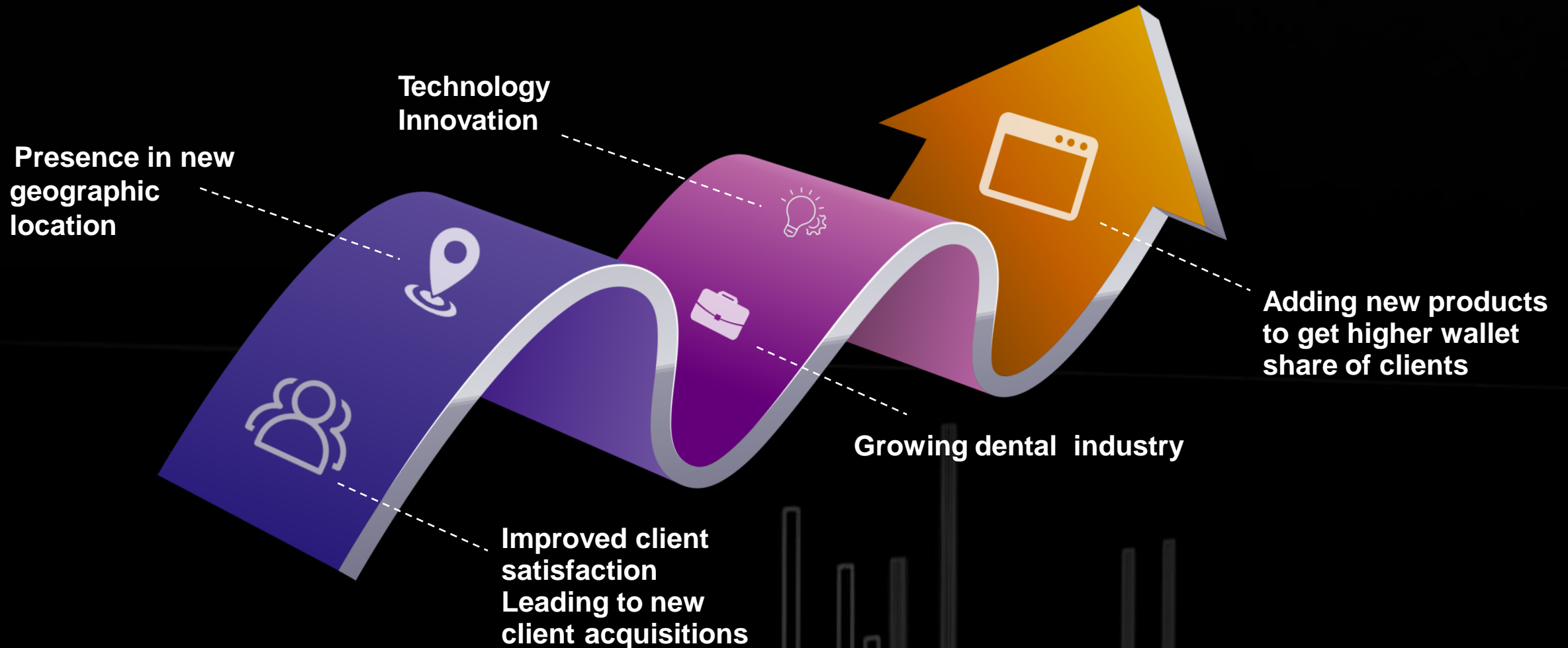
 71.60%  
ASIA

 2.34%  
SOUTH AMERICA

 12.06%  
AFRICA

\* FY 24 - 3<sup>rd</sup> Quarter

# 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, Terna 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 SEGMENT**

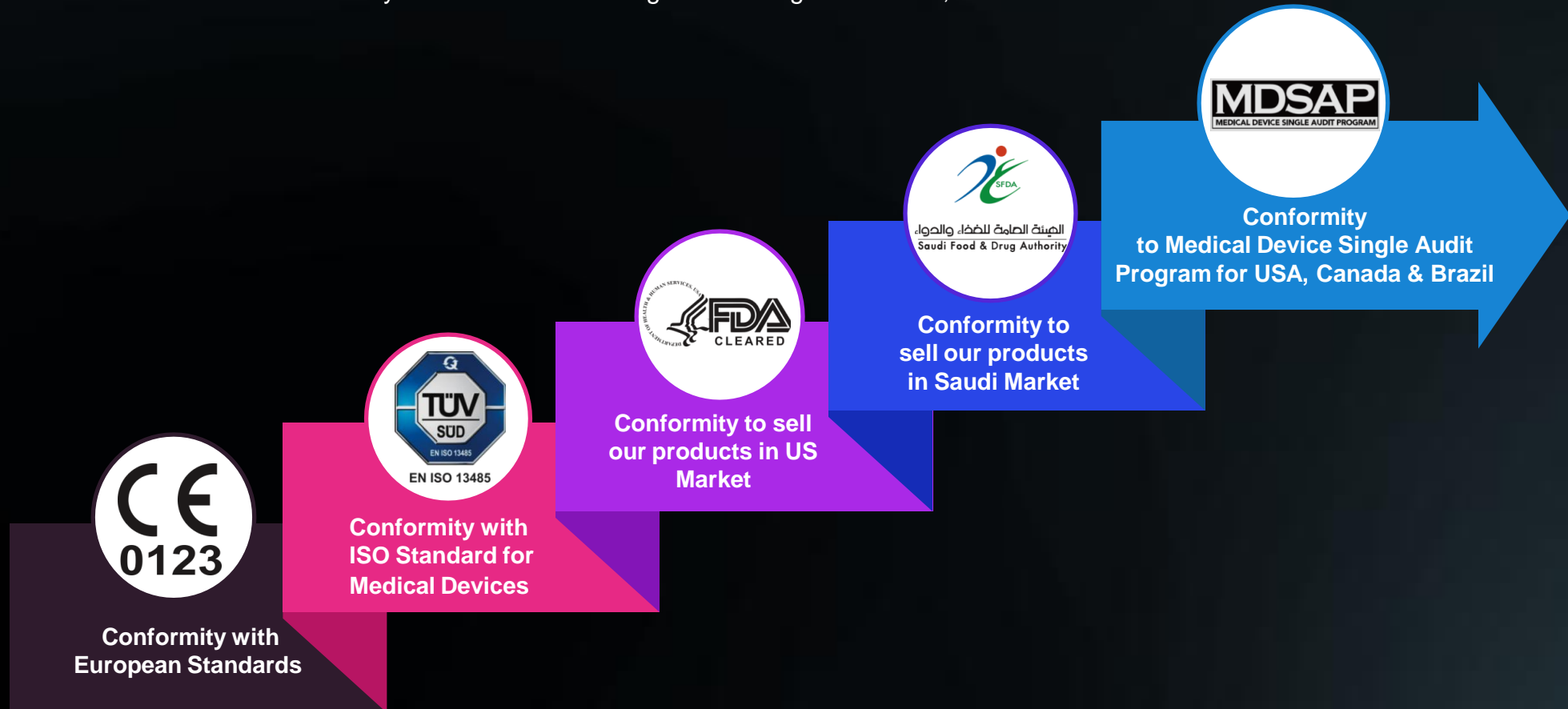
# oradox™



## ADVANCED ORAL CARE

# 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





The background features a dark, blurred financial chart with white lines and data points. A prominent line graph shows a peak at 2455 and a trough at 154.178. The text is centered in a white rectangular box.

# **Profit and Loss (Standalone)**

| PARTICULARS |  | Quarter Ended           |                        |                         | Nine Month Ended        |                         | Rs in Lakh                         |
|-------------|--|-------------------------|------------------------|-------------------------|-------------------------|-------------------------|------------------------------------|
|             |  | 12/31/2023<br>Unaudited | 9/30/2023<br>Unaudited | 12/31/2022<br>Unaudited | 12/31/2023<br>Unaudited | 12/31/2022<br>Unaudited | Year Ended<br>3/31/2023<br>Audited |
| 1           | Income From Operation  |                         |                        |                         |                         |                         |                                    |
|             | (a) Net Sales / Income from Operation (Net of Taxes)   | 1,362.32                | 1,317.78               | 1,226.73                | 4,019.50                | 3,608.06                | 4,985.41                           |
|             | (b) Other Income   | 67.94                   | 73.72                  | 50.13                   | 202.18                  | 170.02                  | 203.35                             |
|             | Total Revenue  | 1,430.27                | 1,391.50               | 1,276.86                | 4,221.68                | 3,778.08                | 5,188.76                           |
| 2           | Expenses   |                         |                        |                         |                         |                         |                                    |
|             | (a) Cost of Material Consumed  | 306.21                  | 351.01                 | 300.52                  | 1,010.05                | 976.81                  | 1,276.08                           |
|             | (b) Purchase of Stock-in- Trade  | -                       | -                      | -                       | -                       | -                       | -                                  |
|             | (c) Changes in inventories of finished goods, work-in-progress and stock-in- trade                 | -3.11                   | (5.09)                 | (8.85)                  | (17.41)                 | (17.89)                 | (15.29)                            |
|             | (d) Finance Cost   | -                       | -                      | -                       | -                       | -                       | -                                  |
|             | (d) Employee benefit expenses  | 239.56                  | 230.71                 | 205.95                  | 709.88                  | 589.61                  | 819.07                             |
|             | (e) Depreciation and amortization expenses   | 42.06                   | 21.95                  | 18.31                   | 81.50                   | 51.83                   | 67.51                              |
|             | (f) Other Expenses   | 372.21                  | 290.49                 | 232.65                  | 922.27                  | 660.19                  | 945.71                             |
|             | Total Expenses   | 956.93                  | 889.07                 | 748.58                  | 2,706.29                | 2,260.55                | 3,093.09                           |
| 3           | Profit/(Loss) from before exceptional and extraordinary items (1-2)                                | 473.34                  | 502.43                 | 528.28                  | 1,515.39                | 1,517.53                | 2,095.68                           |
|             | Profit/(Loss) from ordinary activities, before finance cost and exceptional items (3+4)            | 473.34                  | 502.43                 | 528.28                  | 1,515.39                | 1,517.53                | 2,095.68                           |
|             | Financial Cost   |                         |                        |                         |                         |                         |                                    |
|             | Profit/(Loss) from ordinary activities, after finance cost but before exceptional items (5-6)      | 473.34                  | 502.43                 | 528.28                  | 1,515.39                | 1,517.53                | 2,095.68                           |
| 4           | Exceptional Item   |                         |                        |                         |                         |                         |                                    |
| 5           | Profit/(Loss) from ordinary activities before tax (3+4)  | 473.34                  | 502.43                 | 528.28                  | 1,515.39                | 1,517.53                | 2,095.68                           |
| 6           | Tax Expenses   |                         |                        |                         |                         |                         |                                    |
|             | Current Tax  | 105.27                  | 113.84                 | 163.71                  | 354.49                  | 449.58                  | 516.16                             |
|             | Earliyer Year Tax  | -                       | -                      | 1.73                    | -                       | 0.27                    | 0.27                               |
|             | Deffered Tax   | 4.56                    | 14.55                  | 3.99                    | 14.88                   | 7.44                    | 8.24                               |
| 7           | Net Profit/(Loss) from Ordinary activity after tax (5-6)   | 363.51                  | 374.04                 | 358.84                  | 1,146.01                | 1,060.24                | 1,571.01                           |
| 8           | Extraordinary Item (net of tax Rs expenses)  |                         |                        |                         |                         |                         |                                    |
| 9           | Net profit/(loss) for the period (7+8)   | 363.51                  | 374.04                 | 358.84                  | 1,146.01                | 1,060.24                | 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                             |
| 11          | Reserve excluding, Revaluation Reserves as per balance sheet of previous accunting year.           |                         |                        |                         |                         |                         | 6,079.44                           |
| 11          | Earnings per Share (EPS) , in Rs (not annualised)<br>( Equity Share of face value of Rs 10/- each) |                         |                        |                         |                         |                         |                                    |
|             | (a) Basic  | 3.03                    | 3.12                   | 2.99                    | 9.55                    | 8.84                    | 13.09                              |
|             | (b) Diluted  | 3.03                    | 3.12                   | 2.99                    | 9.55                    | 8.84                    | 13.09                              |



# Profit and Loss (Consolidated)

▶ 154.178

▶ 2455

| PARTICULARS |   | Quarter Ended |           | Nine Month Ended |
|-------------|---|---------------|-----------|------------------|
|             |   | 12/31/2023    | 9/30/2023 | 12/31/2023       |
|             |   | Unaudited     | Unaudited | Unaudited        |
| 1           | Income From Operation   |               |           |                  |
|             | (a) Net Sales / Income from Operation (Net of Taxes)                                      | 1,362.45      | 1317.54   | 4,019.38         |
|             | (b)Other Income   | 67.94         | 73.72     | 202.18           |
|             | Total Revenue   | 1,430.39      | 1,391.26  | 4,221.56         |
| 2           | Expenses  |               |           |                  |
|             | (a) Cost of Material Consumed   | 306.21        | 351.01    | 1,010.05         |
|             | (b) Purchase of Stock-in- Trade   | -             | -         | -                |
|             | (c)Changes in inventories of finished goods, work-in-progress and stock-in- trade         | (3.06)        | (5.33)    | (17.60)          |
|             | (d) Finance Cost  | -             | -         | -                |
|             | (d) Employee benefit expenses   | 252.38        | 238.72    | 730.70           |
|             | (e) Depreciation and amortization expenses  | 42.06         | 21.95     | 81.50            |
|             | (f) Other Expenses  | 359.37        | 292.24    | 911.18           |
|             | Total Expenses  | 956.96        | 898.59    | 2,715.83         |
| 3           | Profit/(Loss) from before exceptional and extraordinary items (1-2)                       | 473.43        | 492.67    | 1,505.73         |
| 4           | Exceptional Item  |               |           |                  |
| 5           | Profit/(Loss) from ordinary activities before tax (3+4)                                   | 473.43        | 492.67    | 1,505.73         |
| 6           | Tax Expenses  |               |           |                  |
|             | Current Tax   | 105.26        | 113.84    | 354.49           |
|             | Deffered Tax  | 4.55          | 14.55     | 14.88            |
| 7           | Net Profit/(Loss) from Ordinary activity after tax (5-6)                                  | 363.61        | 364.28    | 1,136.35         |
| 8           | Extraordinary Item (net of tax Rs expenses)   |               |           |                  |
| 9           | Net profit/(loss) for the period (7+8)  | 363.61        | 364.28    | 1,136.35         |
| 10          | Details of Share Capital  |               |           |                  |
|             | 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   | 3.03          | 3.04      | 9.47             |
|             | (b) Diluted   | 3.03          | 3.04      | 9.47             |



**THANK YOU**