

May 18, 2022

To,

BSE Limited

Corporate Relationship Department,
P.J. Towers, Dalal Street,
Fort, Mumbai – 400001
Script Code : 531921

Dear Sir / Madam,

Sub: Earning Presentation for half year and year ended 31st of March, 2022.

Pursuant to Regulation 30 and Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed herewith the Earning Presentation for half year and year ended 31st of March, 2022.

The above is for your kind information and record.

Thanking you

For **Prevest Denpro Limited**



Atul Modi
DIN – 00788272
Chairman cum Managing Director



**PREVEST
DENPRO LIMITED**

“The Future of Dentistry”

**EARNINGS
PRESENTATION:
H2 FY22**

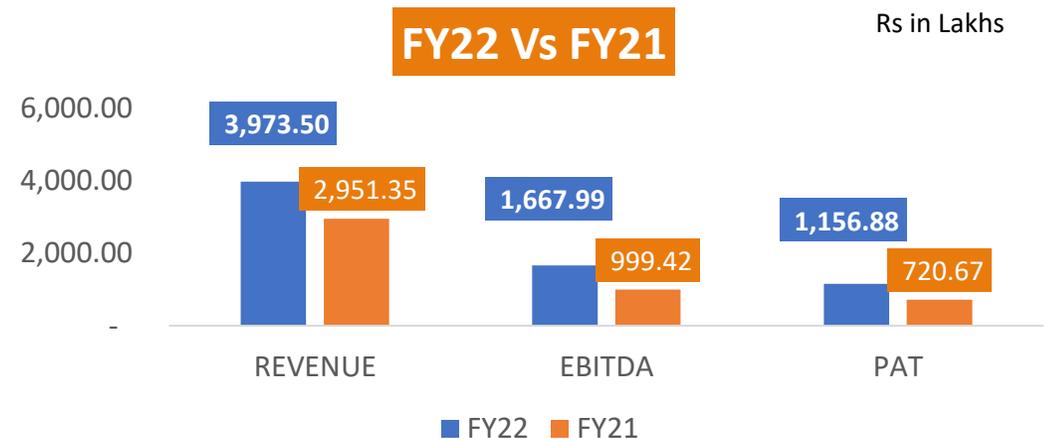
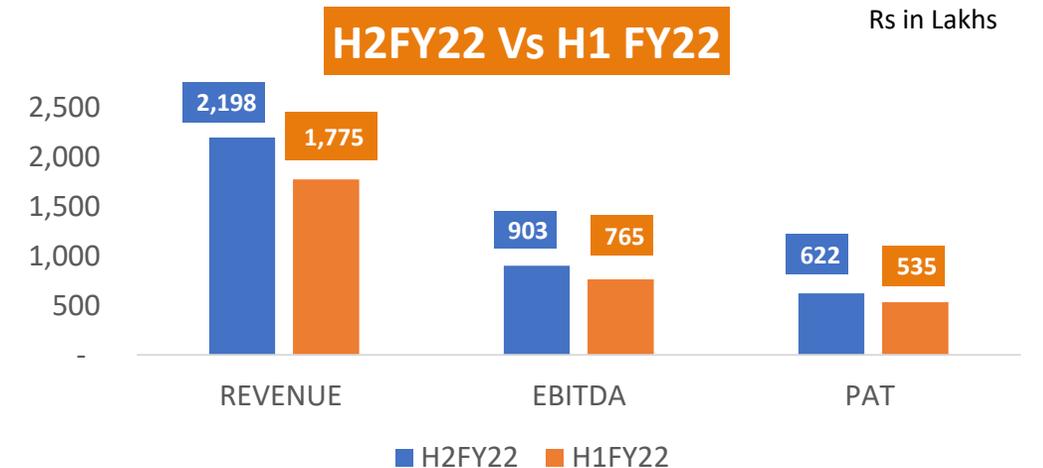
FINANCIAL HIGHLIGHTS

Financial Highlights for H2FY22 Vs H1FY22:

- Total Revenues at Rs 2,198.07 lakhs in H2FY22 Vs Rs. 1,775.42 lakhs in H1FY22. which has grown by 23.81%.
- EBITDA at Rs 903.21 lakhs in H2FY22 Vs Rs. 764.77 lakhs in H1FY22 which has increased by 18.10%.
- Profit After Tax (PAT) at Rs. 621.58 lakhs in H2FY22 up by 16.12% Vs Rs 535.31 lakhs in H1FY22.

Audited Financial Highlights for the full F.Y. ended March 31, 2022 Vs March 2021 :

- Total Revenues at Rs. 3,973.50 lakhs FY22 Vs Rs 2,951.35 Lakhs FY21 which has grown by 34.63% .
- EBITDA at Rs. 1667.99 lakhs FY22 Vs Rs 999.42 lakhs FY21 which has increased by 66.90%.
- Profit After Tax (PAT) at Rs. 1,156.88 lakhs FY22 up by 60.53% Vs Rs 720.67 lakhs FY21.
- EPS at Rs 9.64 per share FY22 Vs Rs 8.16 lakhs FY21.



PREVEST AT A GLANCE

With over 22 years of experience in development and manufacture 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)



1999
Established



+100
Dental Products



+80
Countries



+145
Dealers &
Agents



+60%
Revenue from
Exports



+22.6%
CAGR Growth
(5 yrs) in Revenue



+52%
CAGR Growth
(5 yrs) in PAT

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

WIDE RANGE OF OVER +100 PRODUCTS



STATE OF THE ART MANUFACTURING FACILITY

The entire 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.



Training Centre for marketing team, distributors and dental professionals



DIVERSIFICATION IN NEW PRODUCT SEGMENTS

FORTHCOMING PRODUCTS



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

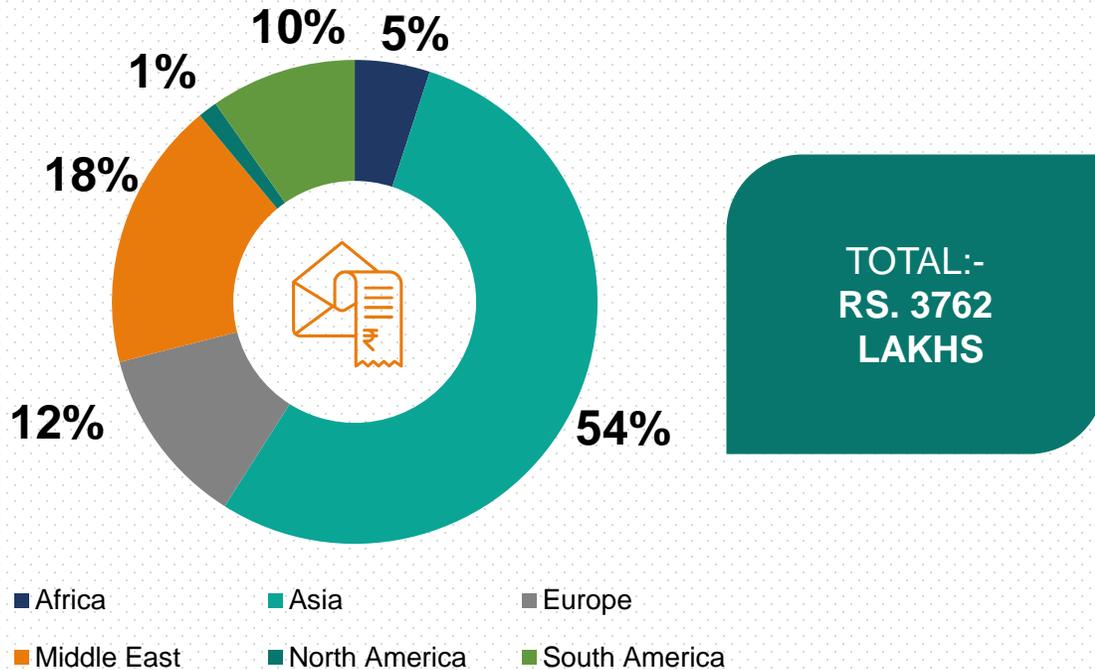


TOTAL CAPITAL INVESTMENT: Rs 25+ CRORES

- › 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.

GLOBAL PRODUCT REACH

GEOGRAPHICAL WISE REVENUE FROM OPERATIONS FY2022



- › Ready to enter in the Markets of USA and Canada in F.Y. 2022-23
- › Obtained USFDA Approval for Nine 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



Export to over
+80
countries
worldwide



+90
Overseas
Agents



+50
Dealers in
India

STRATEGIC TIE-UPS AND QUALITY ACCREDITATIONS

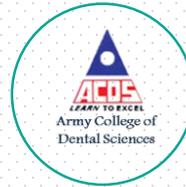
The Company has entered into collaboration with the following reputed dental universities & institutions for exchange of technical knowledge and conducting training & research on dental materials.



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. Satha College of Pharmacy, Ahmednagar, Maharashtra



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



The Company has entered Licence agreement with Sree Chitra Tirunal Institute for Medical Sciences & Technology, Kerala for obtaining the know-how and rights to enable us to manufacture bioactive bone cement based on calcium sulfate.

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 and EC Certificate.



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.

EXPERIENCED MANAGEMENT AND STRONG ADVISORY BOARD

Board of Directors



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 has constituted an advisory board comprising of industry recognized and esteemed dental professionals, scientists and researchers 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. Sathya 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

Limiting competition with patenting

The Company has filed patent application for two of its innovative products and further aims to secure patent rights for more products in the forthcoming years.

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 Nine dental products and MDSAP certification. The company is also receiving Saudi FDA approval.

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 F.Y.2022-23

Diversification into new product segments

The Company is on verge to diversify 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 F.Y. 2022-23

Focus on Brand Awareness

The Company has recently setup its regional office in Gurugram, Haryana for marketing in North India. Further, it intends to undertake appropriate marketing initiatives in order to increase its viability and market share as well as to create brand awareness of its dental products.





Export Excellence Award by Federation of Indian Exporters Organization



Sushruta Award for 'Make in India' Best Dental Manufacturer by Indian Dental Association (IDA)



AWARDS AND RECOGNITIONS



MSME of the Year Award by ASSOCHAM

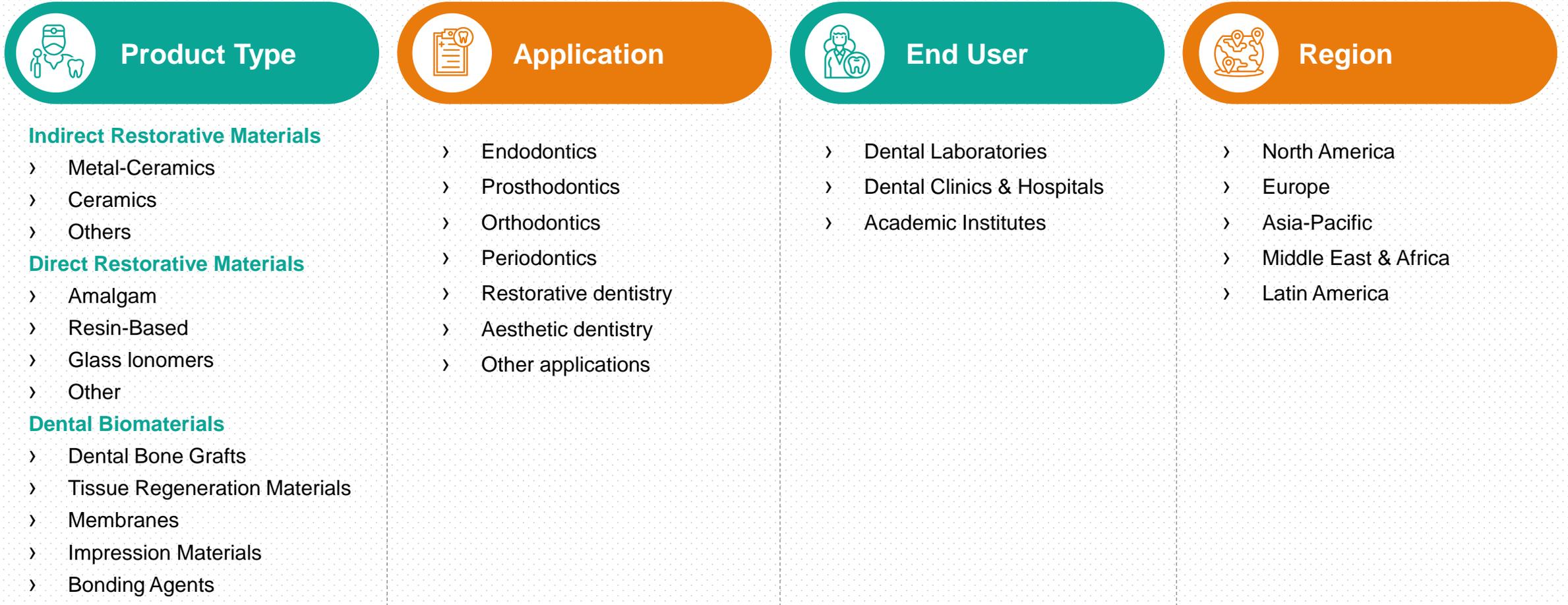


'Best Enterprise' Award in the field of manufacture of dental materials, India by the Socrates Committee, Oxford, UK



INDUSTRY SCENARIO

GLOBAL DENTAL MATERIAL MARKET : SEGMENTATION ANALYSIS

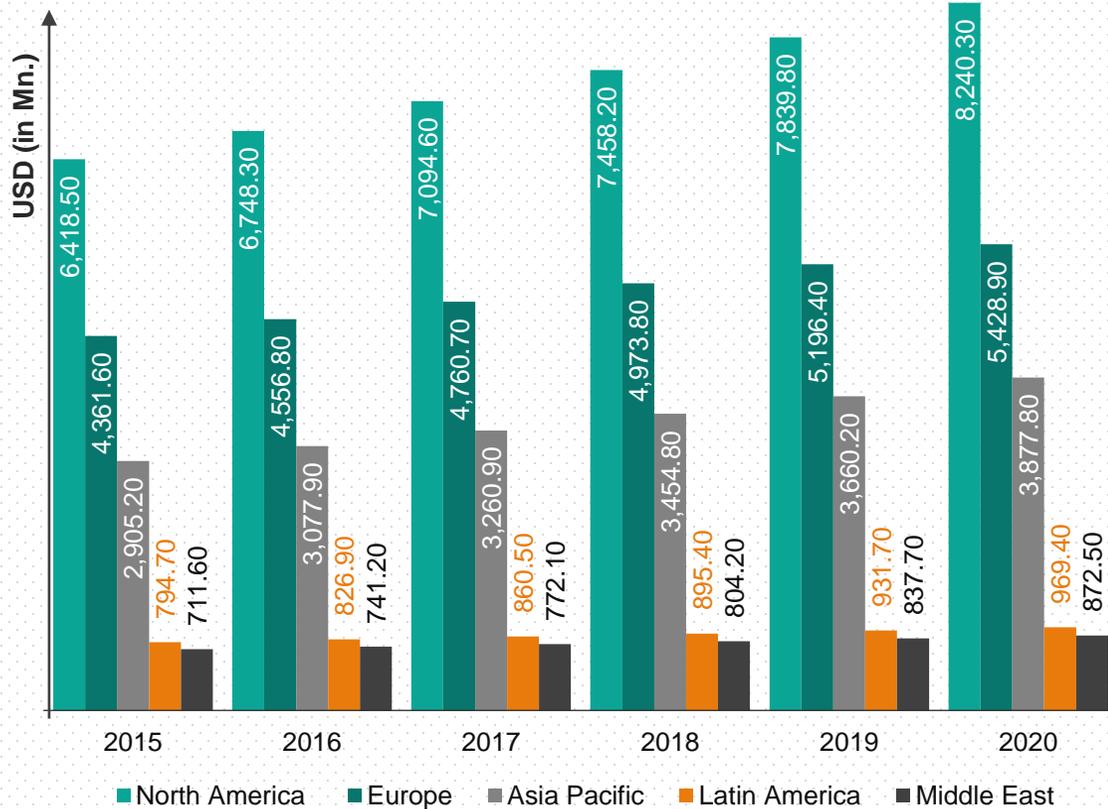


Source: "Dental Materials Market" Report dated April 26, 2021, prepared by Reports and Data

GLOBAL DENTAL MATERIALS MARKET



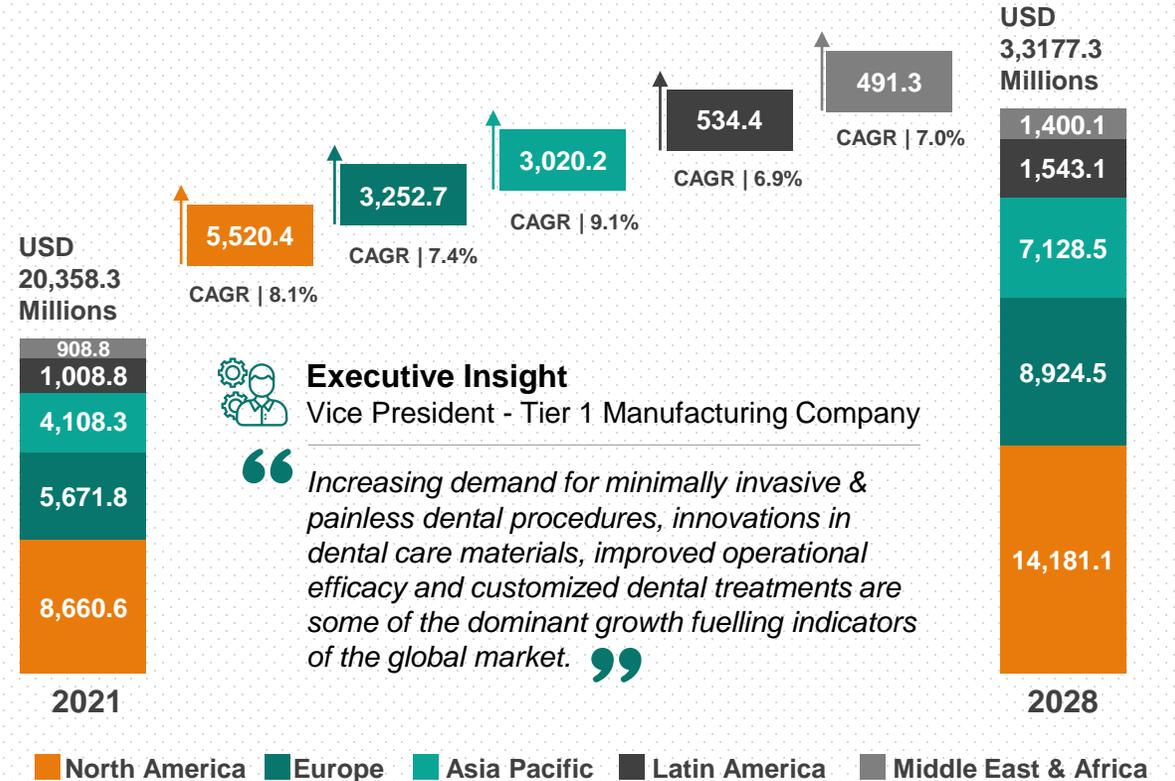
GLOBAL DENTAL MATERIALS MARKET - REVENUE (REGION-WISE), 2015-2020



\$15,192 Mn → **CAGR Growth 5%** → **\$19,389 Mn**



DENTAL MATERIALS MARKET - FORECAST



Executive Insight

Vice President - Tier 1 Manufacturing Company



Increasing demand for minimally invasive & painless dental procedures, innovations in dental care materials, improved operational efficacy and customized dental treatments are some of the dominant growth fuelling indicators of the global market.

2021

2028

North America Europe Asia Pacific Latin America Middle East & Africa

Expected CAGR Growth 8%

The Global Dental Material market was valued at **USD 19.3 Billion** in 2020. The market is expected to reach the valuation of **USD 33.1 Billion** by 2028, registering a **CAGR of 8.0%**.

KEY GROWTH DRIVERS IN DENTAL INDUSTRY



Rising Dental Disorders Among People

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.



Growing Dental Tourism in Developing Countries

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



Increasing Demand for Cosmetic Dentistry

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.



Rising Elderly Population

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.



Rising Healthcare Expenditure

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.



Favorable Government Initiatives

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).

Source: "Dental Materials Market" Report dated April 26, 2021, prepared by Reports and Data

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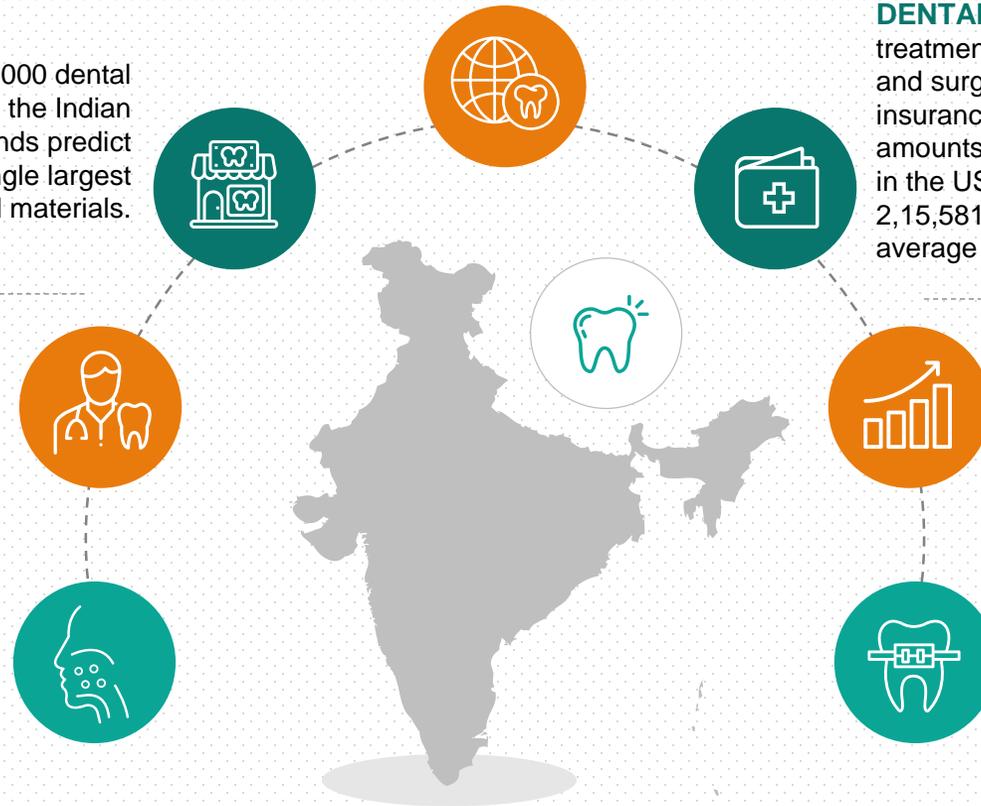
OUTLOOK OF INDIA: DENTAL INDUSTRY

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

EXPONENTIAL GROWTH IN REVENUE AND PROFITABILITY

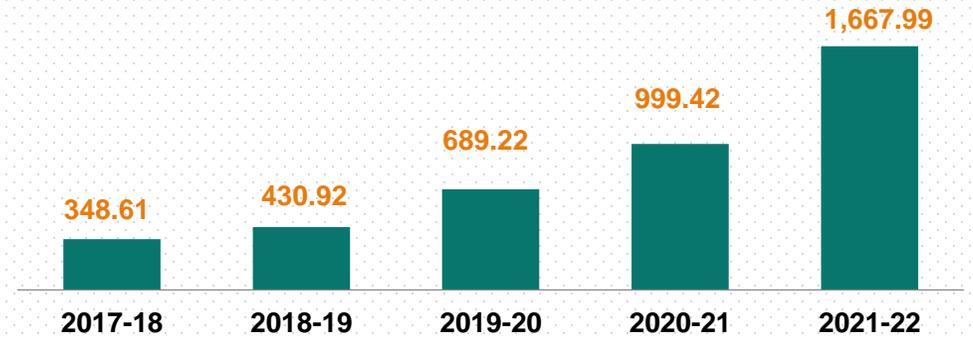
TOTAL REVENUE*

CAGR 22.6%



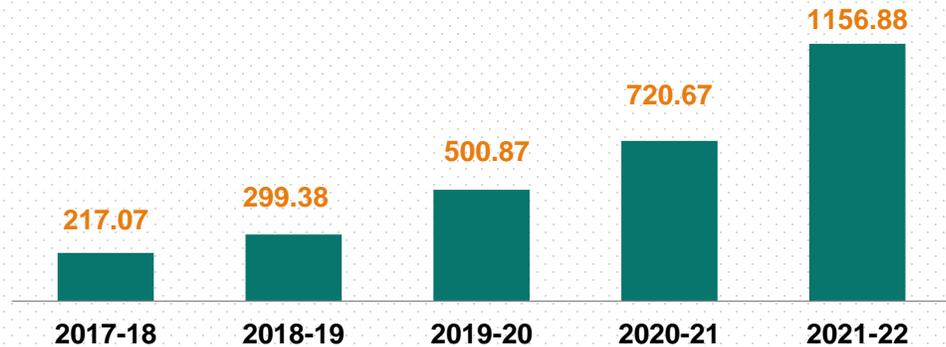
EBITDA*

CAGR 48%

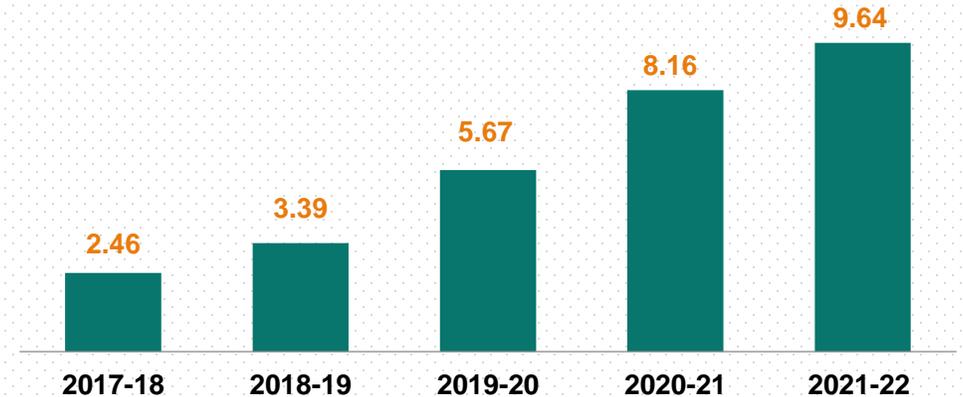


PAT*

CAGR 52%



EPS (IN RS.)

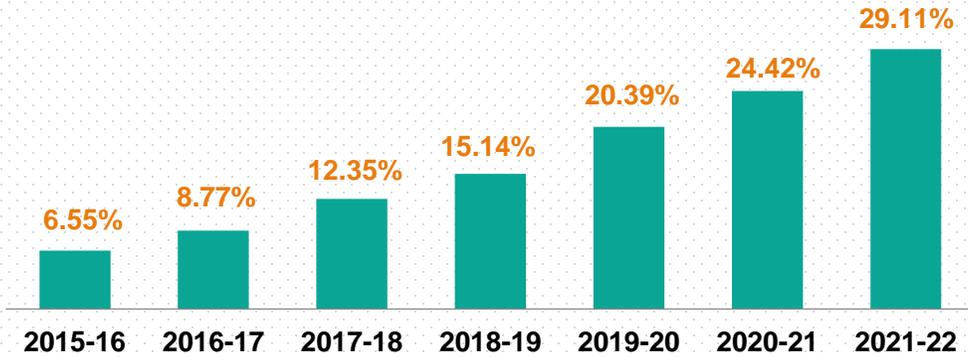


*Rs in Lakhs

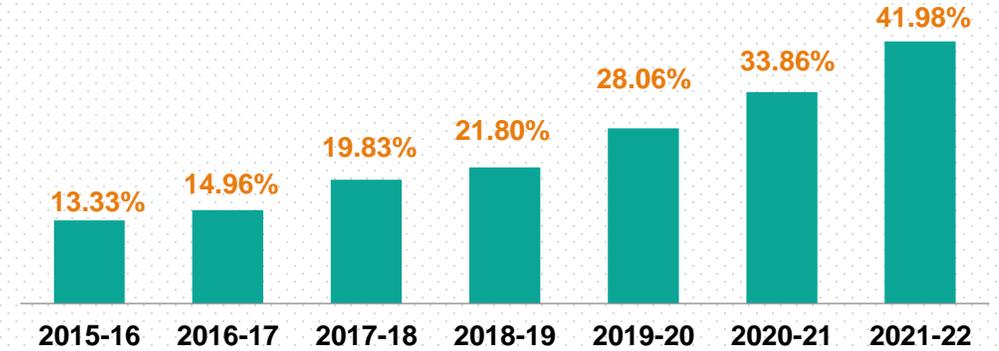
Figures based on restated and audited financial statements ; CAGR relates to FY 17 to FY 21

KEY RATIOS: ON A CONTINUOUS FINANCIAL GROWTH

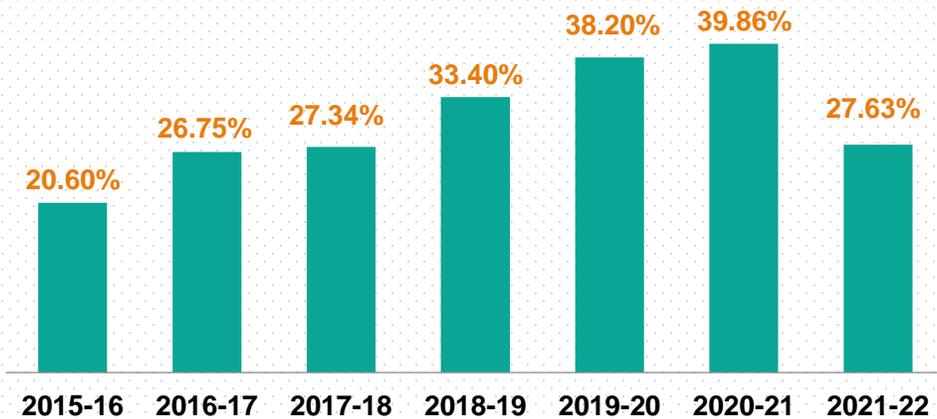
PAT MARGIN



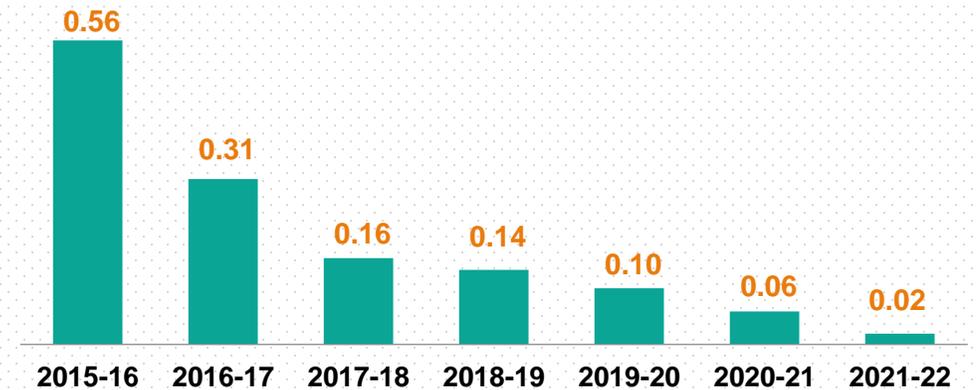
EBITDA MARGIN



RETURN ON CAPITAL EMPLOYED



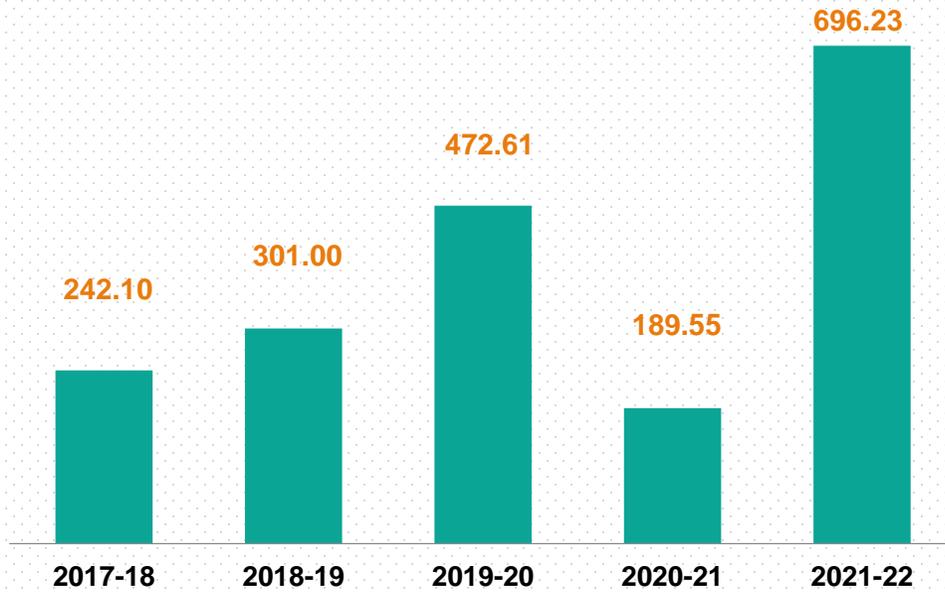
DEBT EQUITY RATIO



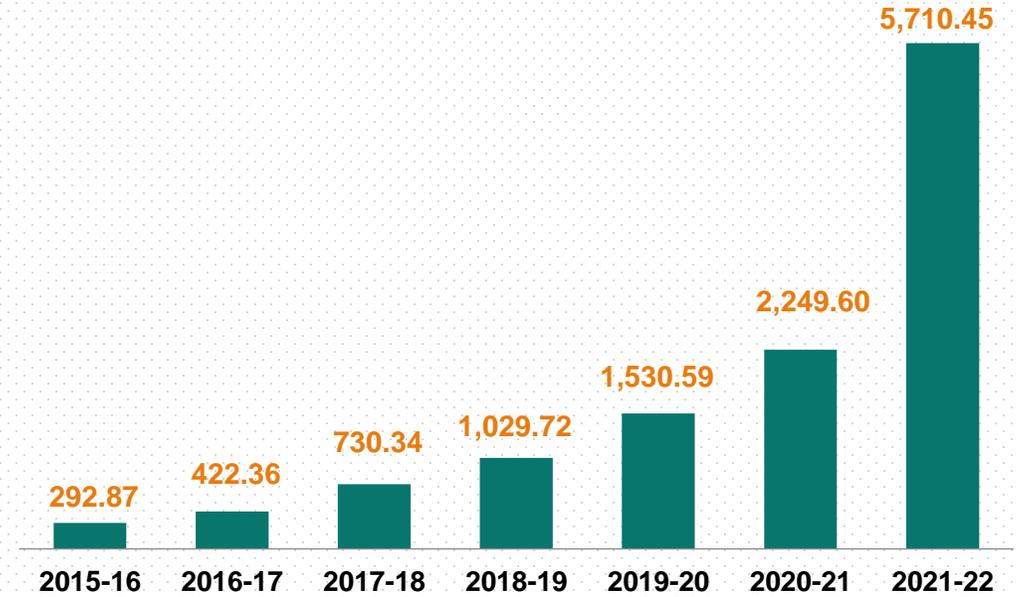
Figures based on restated and audited financial statements

IMMENSE VALUE CREATION WITH NEGLIGIBLE DEBT

OPERATING CASH FLOWS*



NET WORTH*



*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

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STATEMENT OF PROFIT & LOSS

(Rs. in lakhs)



PARTICULARS	Q4FY22	Q3FY22	H2FY22	H1FY22	FY22	FY21
Income From Operation						
(a) Net Sales / Income from Operation (Net of Taxes)	933.16	1,112.23	2,045.39	1,716.95	3,762.34	2,847.60
(b) Other Income	86.16	66.52	152.68	58.47	211.15	103.74
Total Revenue	1,019.32	1,178.76	2,198.07	1,775.42	3,973.50	2,951.35
Expenses						
(a) Cost of Material Consumed	258.80	252.35	511.16	475.59	986.75	798.45
(b) Purchase of Stock-in- Trade	-	-	-	-	-	-
(c) Changes in inventories of finished goods, WIP and stock-in-trade	(3.98)	27.65	23.66	(32.50)	(8.84)	(9.07)
(d) Employee benefit expenses	229.22	156.67	385.88	266.56	652.45	478.11
(e) Other Expenses	158.58	215.58	374.16	301.00	675.16	684.43
Total Expenses	642.62	652.25	1,294.86	1,010.65	2,305.51	1,951.93
EBITDA	376.70	526.51	903.21	764.77	1,667.99	999.42
Depreciation and amortization expenses	15.22	12.69	27.91	24.49	52.40	47.19
EBIT	361.48	513.81	875.30	740.29	1,615.58	952.23
Financial Cost	0.00	1.85	1.86	8.57	10.42	18.71
PBT	361.48	511.96	873.44	731.72	1,605.16	933.52
Tax Expenses						
Current Tax	113.56	135.64	249.20	192.11	441.31	189.55
Earlier Year Tax	-	(0.97)	(0.97)	3.08	2.12	
Deffered Tax	1.68	1.95	3.63	1.23	4.86	23.31
PAT	246.24	375.34	621.58	535.31	1,156.88	720.67

BALANCE SHEET - ASSETS

(Rs. in lakhs)



ASSETS	3/31/2022 (Audited)	3/31/2021 (Audited)
Non- Current Assets		
Property, Plant & Equipment and Intangible Assets	-	-
Property, Plant & Equipment	671.89	536.23
Capital Works in progress	472.15	171.13
Total	1,144.04	707.35
Current Assets		
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
Total	5,271.90	2,360.31
Total Assets	6,415.94	3,067.66

BALANCE SHEET – LIABILITIES

(Rs. in lakhs)



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

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