PREVESTDenPro[®] THE FUTURE OF DENTISTRY

February 13, 2023

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 December 31, 2022.

This presentation is being submitted in compliance with Regulation 30(6) of the SEBI (ListingObligations and Disclosure Requirements), Regulations, 2015, as amended.

The same is also being made available on the Company's website www.prevestdenpro.com

This is for your information and records.

Thanking You,

Yours faithfully, For Prevest Denpro Limited

Krishna Rathi Compliance officer and Company Secretary



PREVESTDenPro THE FUTURE OF DENTISTRY

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Disclaimer

















Comprehensive Product Portfolio





Actino Gel

for Enamel Etching and Dentin Conditioning

THE FUTURE OF DENTISTRY

 Composite restorations Adhesive cementation of inlays (composite and ceramic) Bonding of orthodontic attachments (e.g. Brackets) Fissure sealings



Research & Development centre of Prevest DenPro Limited has successfully developed resins for 3D printing for dental applications. According to various independent agencies, the global dental 3D printing present market size 2.5 Billion expected to reach 9.1 Billion by 2028, rises at a market growth of 26.1% CAGR during the fiscal period. The Design & Development of advanced products such as invisible aligners has held the largest revenue share and is expected to grow at a significant rate during the forecast period. Prosthodontic segment is expected to expand at a CAGR of 26.5% slightly higher than or orthodontic segment during the forecast period.



New Products Introduced

Product Categories

Endodontics Materials

Cements & Liners

Composites

Orthodontics Materials

Finishing & Polishing

Auxiliaries

Impression Materials

Tooth Whitening

Haemostatic Materials

Temporary Materials

Lab Materials

Adhesives, Bonding Agents & Etchai

3D Printing Resins

Comprehensive Product Portfolio

| | No. of products |
|-----|-----------------|
| | +25 |
| | +16 |
| | +8 |
| | +2 |
| | +5 |
| | +6 |
| | +6 |
| | +4 |
| | +2 |
| | +5 |
| | +8 |
| nts | +8 |
| | +8 |
| | +8 |

Product Usage

Root canal treatment

Luting and restorative applications

Dental restoration and filling

Used for Orthodontic applications

Polishing & oral Prophylaxis

Support in various dental procedures

Recording dental impressions

Whitening of discoloured teeth

Controls haemostasis during dental procedures

Temporary restoration and fillings

Used in the dental laboratory in the fabrication of artificial prosthesis

Bonding agents and etching materials used as adhesive in dentistry

Resins for 3D printing for dental applications







Production 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.





R&D Centre

performance testing and verification.



Prevest DenPro is the first Indian Dental material 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







New Facility under construction for manufacturing new range of products

- team.



Bio-materials (Bone grafting materials and membranes)

Diversification in new product segments

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

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 is well equipped with latest machineries is nearing completion & will be fully operational in FY24.



Medicated ointments, gels and creams for dental treatment

TOTAL CAPITAL INVESTMENT: Rs 30+ CRORES



Mouth washes and Mouth rinses









• Product sold in over 85+ countries worldwide.

- Exploring the markets of USA, Brazil & Canada.
- Obtained USFDA approval for 20 products & 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 Australia & USA.

Global Presence



JORTH AMERICA





SOUTH AMERICA



Revenue Distribution



9.45% EUROPE









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



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

Strategic technical & research tie-ups



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



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



Manipal College of Dental Sciences, Mangalore



Army College of Dental Sciences, Secunderabad, Telangana



Guru Nanak Institute of Dental Sciences and Research, Kolkata









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



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 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. 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

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Conformity with European Standards



Conformity with ISO Standard for Medical Devices



Conformity to sell our products in US Market

الهيئة الصامة للضذاء والدواء Saudi Food & Drug Authority

> Conformity to sell our products in Saudi Market





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



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

sales to dealers and agents), the Company is connecting directly with online portal portal (Amazon)

Along with B2B Sales (i.e. consumers through its own (prevestdirect.com), GEM Portal, as well as third party

Competitive strengths



B2B and B2C Sales Model

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, comp osites, 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 nine 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.



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



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

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.



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



(Independent Director) Experience: 8 years Qualification: MDS



Dr. Sai Kalyan Surapaneni



Dr. Sudeep Haralakatte Murthy

Dr. Nikhil Shrikant Bobade (Independent Director)

Experience: 9 years Qualification: MDS



(Director) Experience: 18 years Qualification: MDS, MS, PhD (Dentistry)





Dr. Carolyn Primus

(BS, MS, PhD), USA A renowned scientist, inventor, educationist and author

Dr. KV Ramana Reddy

(MDS, FDSRCS (England), FDSRCSI (Ireland)) Principal, Army College of Dental Science, Hyderabad

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.

Prof. Francesco Inchingolo

(MD, DMD, O.M.F.S, M.P.H), Italy Professor in Dentistry, University of Bari "Aldo Moro", Italy

Dr. Shishir Singh

(MDS, PhD) Professor, Terna Dental College, Navi Mumbai



Prof. Dr. Mithra N. Hegde

(MDS, PhD) Vice Principal, A.B Shetty Memorial Institute of Dental Sciences, Mangalore



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





Enter into high growth markets

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 & MDSAP certification. The company has also received 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 mouth rinses), and 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

Operational strategies

Development of R&D Centre

The Company has set up 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.



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





Focus on Brand Awareness







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

Awards & recognitions





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 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

Key growth drivers in 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

Outlook of Indian dental industry







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.



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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.



Nine Months FY23 Vs Nine Months FY22

Reported total Revenue at Rs 3778.08 lakhs in Nine month Period ended Dec 2022 Vs Rs 2954.18 in nine month Period ended Dec 2021 which was grown by 27.89%.

Company reported EBITDA at Rs 1569.36 lakhs in Nine month Period ended Dec 2022 Vs Rs. 1291.28 lakhs in Nine month Period ended Dec 2021 which was grown by 21.54%.

Company's Profit After Tax (PAT) has grown by 16.43% at Rs. 1060.24 lakhs in Nine month Period ended Dec 2022 Vs Rs 910.64 lakhs in Nine month Period ended Dec 2021.

Financial Highlights

Nine Months FY23 VS Nine Months FY22

3778.08





FY22-23 FY21-22







| | Statement of Unaudited Financials R PARTICULARS | Acounts for the ry | life month chucu i | Quarter Ended 12/31/2021 | a on Sist Decemi | | Re in Labb |
|----|---|--------------------|--------------------|-----------------------------|------------------|-------------|-------------|
| | | Omenter Fridad | Ownerten Fridad | | Mine Menth Fode | | 3/31/2022 |
| | | | | | 12/31/2022 | 12/31/2021 | |
| | | 12/31/2022 | 9/30/2022 | | | | |
| - | | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Audited |
| - | Income From Operation | 1 006 70 | 1 1 4 4 7 2 | 1 1 4 1 0 0 | 2 600 06 | 0.070.02 | 2 0 1 1 1 2 |
| | (a) Net Sales / Income from Operation (Net of Taxes) | 1,226.73 | 1,144.72 | 1,141.22 | | 2,872.03 | 3,811.13 |
| | (b)Other Income | 50.13 | 58.12 | 37.54 | | 82.15 | 162.37 |
| | Total Revenue | 1,276.86 | 1,202.84 | 1,178.76 | 3,778.08 | 2,954.18 | 3,973.50 |
| 2 | Expenses | | | | | | |
| | (a) Cost of Material Consumed | 300.52 | 306.26 | 320.38 | 976.81 | 795.97 | 986.75 |
| | (b) Purchase of Stock-in- Trade | - | - | | | - | - |
| | (c)Changes in inventories of finished goods, work-in-progress and | | | | | | |
| | stock-in- trade | (8.85) | (4.69) | 27.65 | (17.89) | (4.86) | (8.84) |
| | (d) Finance Cost | - | - | 1.85 | - | 10.42 | 10.42 |
| | (d) Employee benefit expenses | 205.95 | 196.11 | 156.67 | 589.61 | 423.23 | 652.45 |
| | (e) Depreciation and amortization expenses | 18.31 | 18.88 | 12.69 | 51.83 | 37.18 | 52.40 |
| | (f) Other Expenses | 232.65 | 201.83 | 147.55 | | 448.55 | 675.16 |
| | | | | | | | |
| | Total Expenses | 748.58 | 718.39 | 666.79 | 2,260.55 | 1,710.50 | 2,368.33 |
| 3 | Profit/(Loss) from before exceptional and extraordanry items | 528.28 | 484.45 | 511.96 | 1,517.53 | 1,243.68 | 1,605.17 |
| | Des Cit/(Teas) from a line set initian he from Circumstant and | | | | | | |
| | Profit/(Loss) from ordinary activities, before finance cost and | 500.00 | 404 45 | 511.06 | 1 51 5 5 2 | 1 242 60 | 1 605 17 |
| | exceptional items (3+4) | 528.28 | 484.45 | 511.96 | 1,517.53 | 1,243.68 | 1,605.17 |
| | Financial Cost | | - | | | | |
| | Profit/(Loss) from ordinary activities, after finance cost but | | 404.45 | -11.00 | 1 - 1 - 2 - 2 | 1 1 1 2 60 | 1 202 17 |
| | before exceptional items (5-6) | 528.28 | 484.45 | 511.96 | 1,517.53 | 1,243.68 | 1,605.17 |
| | Exceptional Item | | - | | | 1 9 4 9 6 9 | - |
| | Profit/(Loss) from ordinary activities before tax (3+4) | 528.28 | 484.45 | 511.96 | 1,517.53 | 1,243.68 | 1,605.17 |
| 6 | Tax Expenses | 1 4 9 7 1 | 140.00 | 10000 | | 007.75 | |
| | Current Tax | 163.71 | 140.23 | 135.64 | 449.58 | 327.75 | 441.31 |
| | Earliyer Year Tax | 1.73 | -1.46 | (0.97) | 0.27 | 2.12 | 2.12 |
| - | Deffered Tax | 3.99 | 12.47 | 1.95 | 7.44 | 3.18 | 4.86 |
| | Net Profit/(Loss) from Ordinary activity after tax (5-6) | 358.84 | 333.21 | 375.34 | 1,060.24 | 910.64 | 1,156.88 |
| 8 | Extraordinery Item (net of tax Rs expenses) | | | | | | - |
| 9 | Net profit/(loss) for the period (7+8) | 358.84 | 333.21 | 375.34 | 1,060.24 | 910.64 | 1,156.88 |
| 10 | 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. | | | | | | 4,510.15 |
| 11 | Earnings per Share (EPS), in Rs (not annualised) | | | | | | |
| | (Equity Share of face value of Rs 10/- each) | | | | | | |
| | (a) Basic | 2.99 | 2.78 | 3.13 | 8.84 | 7.59 | 9.64 |
| | (b) Diluted | 2.99 | 2.78 | 3.13 | 8.84 | 7.59 | 9.64 |

Statement of Profit & Loss



PREVESTDenPro[®] THE FUTURE OF DENTISTRY THANK YOU

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