

May 29, 2025

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 year ended on 31st March 2025.

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**.

Thanking You,

Yours faithfully,

For Prevest Denpro Limited

Aman Sadhotra
(Company Secretary and Compliance Officer)



Earning's Presentation

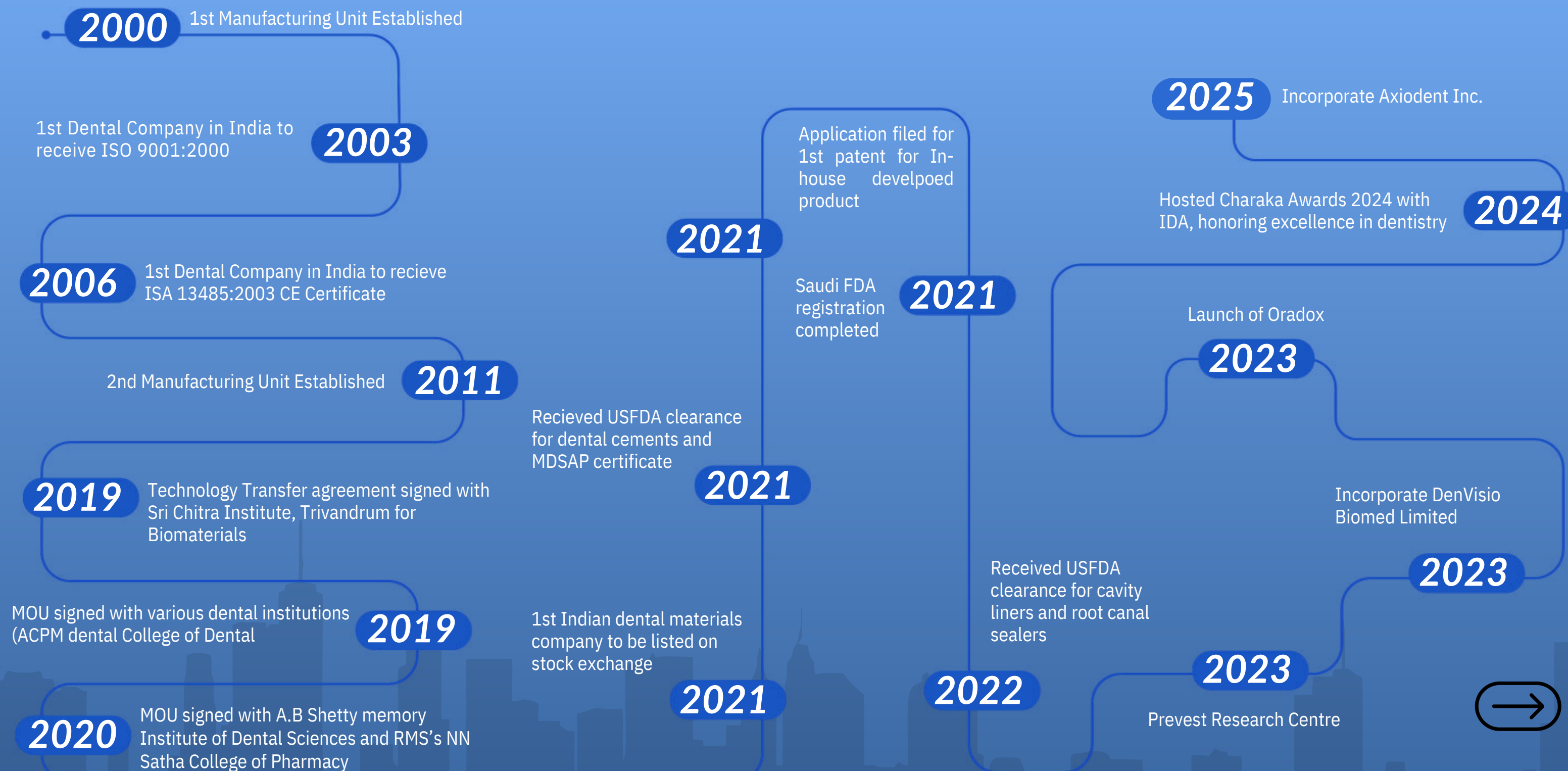
Financial Year 2024-25

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BIG JOURNEY begins with small steps



Revenue Breakdown

Particulars	2024-25	2023-24	2024-25	2023-24	Qtr on Qtr %	Year on Year %
	Qtr 4	Qtr 4	Year End	Year End		
Domestic	7.07 Cr	5.74 Cr	26.12 Cr	23.21 Cr	23.17%	12.54%
Export	11.10 Cr	10.40 Cr	35.92 Cr	32.65 Cr	6.83%	10.02%

EXECUTIVE SUMMARY

67.09 Cr

Total Revenue

Up 13.16% YoY, showing strong growth.

18.16 Cr

PAT

maintaining a 27.06% margin.

26.15 Cr

EBITDA

with a 38.98% margin.

60.90 Cr

Cash Reserves

Robust cash generation, supporting operations.



VISION 2026

FUTURE STRATEGIC ROADMAP

Sound Financials



Global Expansion

Exports to 100+ countries.

New Product Pipeline

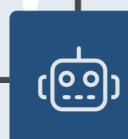


M&A Opportunities

Explore complementary dental segments.

Digital Dentistry R&D

Invest in advanced research.





Prevest

Research Centre

UNLOCKING INNOVATION:
THE IMPACT OF PREVEST
DENPRO'S RESEARCH
CENTRE

Innovation & Development: Creates advanced dental materials and technologies.

Quality Enhancement: Ensures high safety, efficacy, and durability.

Customization: Delivers tailored solutions for specific client needs.

Faster Time-to-Market: Accelerates product development and launches.

Cost Efficiency: Reduces R&D costs and optimizes manufacturing.

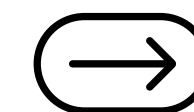
Intellectual Property: Strengthens proprietary technologies.

Regulatory Compliance: Facilitates global market entry and certification.

Sustainability: Develops eco-friendly and sustainable products.

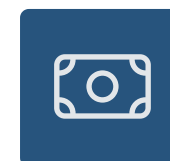
Collaboration: Partners with experts for cutting-edge solutions.

Brand Reputation: Reinforces commitment to quality and innovation.





OPERATIONAL EXCELLENCE AND CASH EFFICIENCY



Cash Reserves

60.90 Cr, ensuring strong liquidity.



R&D Investment

Driving innovation.



Working Capital

Optimized through efficient inventory control.



Debt-Free Status

Robust financial health and prudence.



Financial Highlights

Profit & Loss Summary

Year on Year Change

13.16%

Total Revenue

15.17%

EBITDA

12.51%

PAT

PARTICULARS <small>(₹ IN Lakhs)</small>	Q4FY25	Q4FY24	FY25	FY24	YoY Change%	QoQ Change%
Revenue from Operations	1845.48	1623.51	6302.81	5642.89	11.69	13.67
Total Income	1953.02	1707.5	6709.42	5929.05	13.16	14.38
Operating Expenses	992.54	706.89	3059.33	2430.24	25.89	40.41
EBITDA (Excluding OI & EI)	762.32	683.6	2615.3	2270.85	15.17	11.52
EBITDA %	39.03%	40.04%	38.98%	38.30%	0	0
Finance Cost	0	0	0	0	0	0
Depreciation & Ammortization	47.24	46.14	190.32	127.63	49.12	2.38
PBT	715.11	637.47	2424.97	2143.22	13.15	12.18
PAT	514.1	477.32	1815.52	1613.69	12.51	7.71
EPS (₹)	4.28	3.98	15.13	13.45	12.49	7.54

Top 10 Revenue-Generating Products



Alvocure



Orafil-G



Endoseal



Fusion Universal



Oratemp C&B



Fusion Flo



Fusion I Seal



Crysta Luting



Crysta Silver

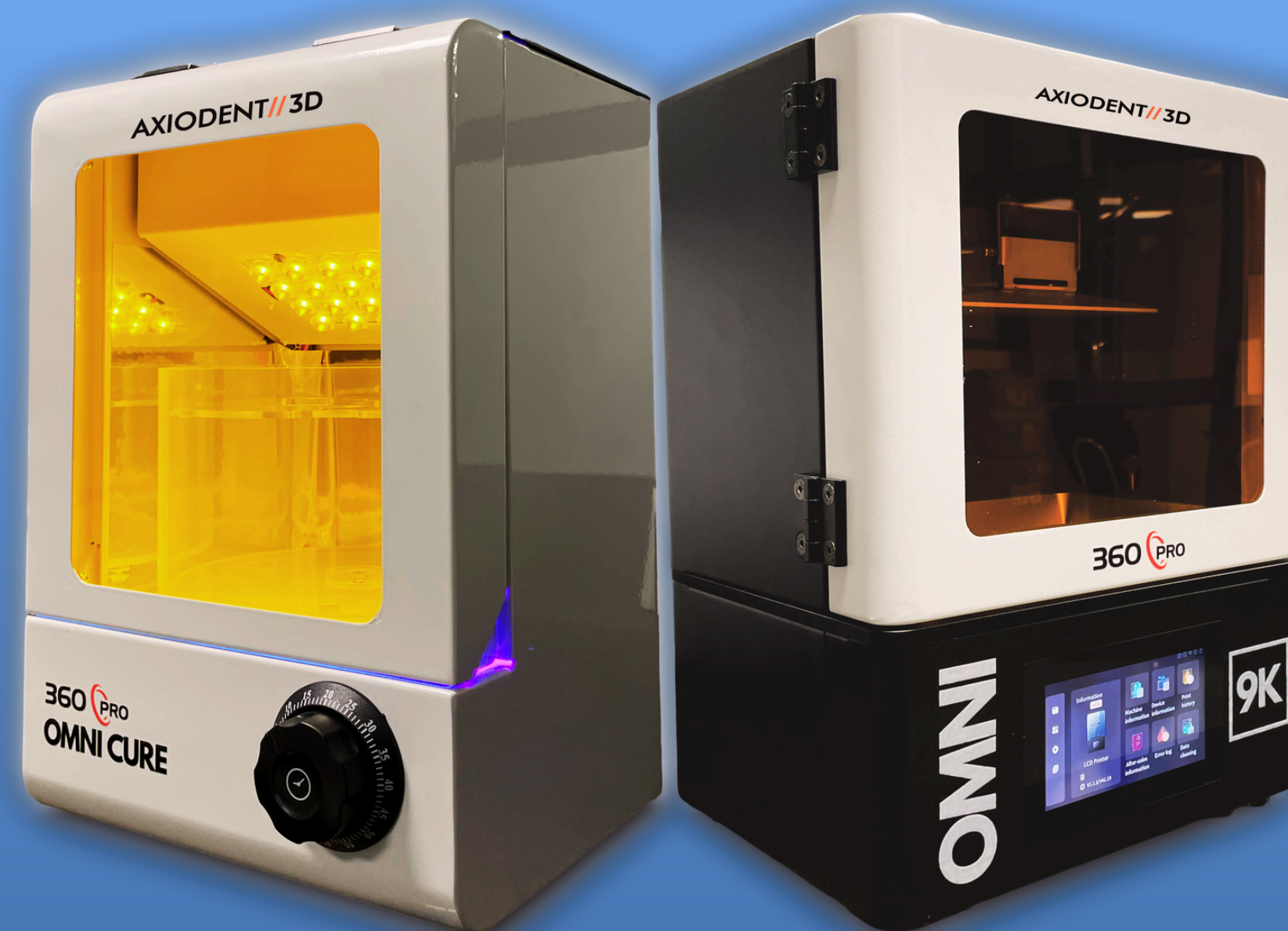


Crysta Restorative

Kit x2g

Next Generation 3D Printer

DIGITAL DENTISTRY



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 , EC Certificate and ISO 22716. 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





Market Demand & Growth Potential

Target products with strong demand and significant growth potential in the dental industry.



Innovation & Technological Advancement

Prioritize innovative products that leverage cutting-edge technology to meet emerging market needs.



Regulatory Compliance & Quality Standards

Ensure all products adhere to global regulatory requirements and maintain the highest quality standards



Profitability & Scalability

Focus on products with high profit margins and scalability to maximize return on investment.



Competitive Advantage & Differentiation

Select products that offer unique features and align with the Prevest Denpro brand for a competitive edge

Strategic Product Selection Criteria

At Prevest Denpro Limited, our strategic product selection is driven by the following five key criteria

GROWTH STRATEGIES FOR

Prevest DenPro Limited

-  **Diversification**
This strategy involves expanding the product or service offerings of Prevest Denpro Limited into new markets or industries. For example, if Prevest Denpro Limited primarily offers dental equipment, diversification might involve branching out into related areas such as dental consumables or even into entirely new sectors like medical devices.
-  **Market Penetration**
With this strategy, the focus is on increasing Prevest Denpro Limited's market share within its existing market segments. This might involve aggressive pricing strategies, promotional campaigns, or improving distribution channels to attract more customers or clients.
-  **Product Development**
This strategy entails creating new products or enhancing existing ones to better meet customer needs or to capitalize on emerging trends. For Prevest Denpro Limited, this could involve developing innovative dental equipment with advanced features or improving the usability and efficiency of current products.
-  **Market Development**
This strategy involves expanding Prevest Denpro Limited's reach into new geographic regions or demographic segments. This could mean entering international markets where the company currently doesn't have a presence or targeting new customer groups within its existing markets.
-  **E-commerce Expansion (Prevest Direct)**
Prevest Denpro Limited launched its ecommerce platform, Prevest Direct, in late 2023, which has received overwhelmingly positive responses from customers. This growth strategy involves leveraging the success of Prevest Direct to further expand the company's online presence and sales channels.

Compelling Investment Proposition

Investment Strengths

- Debt-free, strong cash generation
- Industry-leading margins
- Digital market leadership potential
- Defensive, diversified business model

Valuation Metrics

- P/E Ratio 31.91
vs industry 54.92
- P/B Ratio 5.27
- EV/EBITDA 21.85

Risk Mitigation

- Long-term supplier contracts
- Diversified product portfolio
- Continuous innovation

Strategic Milestones Achieved in FY25



R&D Centre Expansion

Expanded DSIR-recognized research capabilities.
Import Substitution



New Product Launches

Introduced innovative products across categories.



New Geographies



New Distributor Network

Expanded reach in key Indian states.



CSR Initiatives

Conducted dental camps and promoted oral hygiene.

Global Presence



America
North : 2%
South : 3%
Revenue

Europe
27%
Revenue

Africa
18%
Revenue

Asia
49%
Revenue

Oceania
0.1%
Revenue



Thank You