

PREVEST DENPRO LIMITED

“The Future of Dentistry”

**EARNINGS
PRESENTATION:
Q3 FY22**

PREVEST AT A GLANCE

With over 21 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



+18.5%
CAGR Growth
(5 yrs) in Revenue



+53%
CAGR Growth
(5 yrs) in PAT

PRODUCT PORTFOLIO



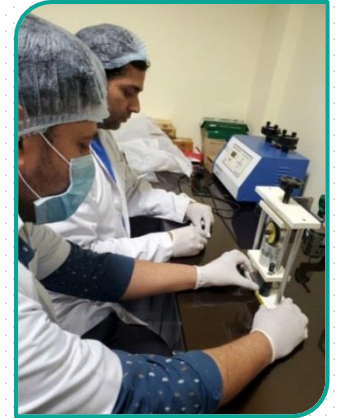
Product Categories	No. of products	Product Usage
Endodontics Materials	+25	Root canal treatment
Cements & Liners	+16	Luting and restorative applications
Composites	+8	Dental restoration and filling
Orthodontics Materials	+2	Used for Orthodontic applications
Finishing & Polishing	+5	Polishing & oral Prophylaxis
Auxiliaries	+6	Support in various dental procedures
Impression Materials	+6	Recording dental impressions
Tooth Whitening	+4	Whitening of discolored 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

Particulars	F.Y. 2019-20	F.Y. 2020-21
Installed capacity (in mt)	150	150
Actual Production (in mt)	125	119
Capacity Utilization (in %)	83.33%	79.33%*

*The actual production in the F.Y. 2020-21 has been lower due to Covid-19.

DIVERSIFICATION IN NEW PRODUCT SEGMENTS

FORTHCOMING PRODUCTS



Bio-materials
(Bone grafting materials
and membranes)



Sanitizers and
disinfectants



Mouth washes and
Mouth rinses



Medicated ointments,
gels and creams for
dental treatment

New Facility under construction for manufacturing new range of products

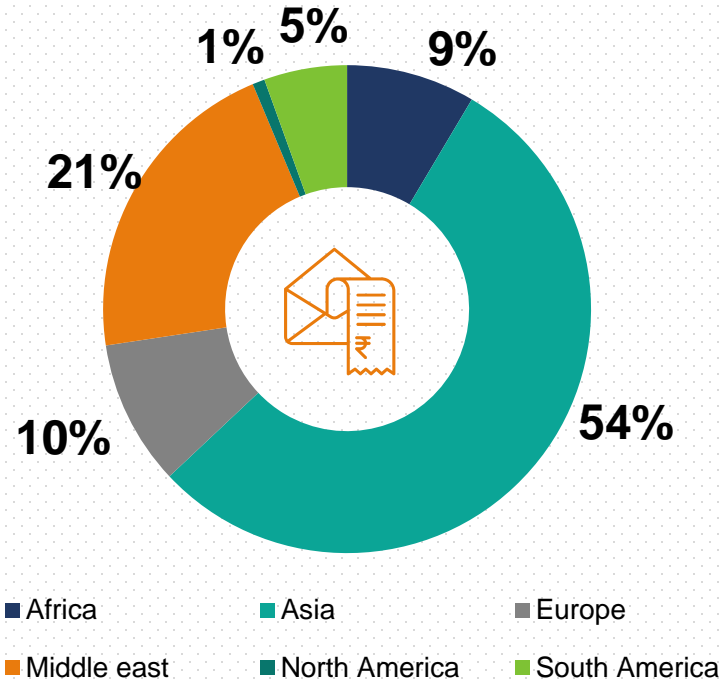


TOTAL CAPITAL INVESTMENT: Rs 25+ CRORES

- › 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 by the end of Q1FY23.

GLOBAL PRODUCT REACH

GEOGRAPHICAL WISE REVENUE FROM OPERATIONS 9MFY2022



TOTAL:-
RS. 2,829
LAKHS

- › Ready to enter in the Markets of USA and Canada in F.Y. 2022-23
- › Obtained USFDA Approval for five products and expected to receive for few more products.
- › Obtained MDSAP Certification, which is essential to enter in the Markets of Canada, Brazil and Australia.

DIGITAL MARKET PLATFORMS

 **PREVEST Direct**
AN ONLINE DENTAL SHOP





Export to over
+80
countries
worldwide



+90
Overseas
Agents



+50
Dealers in
India

STRATEGIC TIE-UPS AND QUALITY ACCREDITATIONS

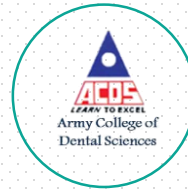
The Company has entered into collaboration with the following reputed dental universities & institutions for exchange of technical knowledge and conducting training & research on dental materials.



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



Certified by Breakthrough
Management Quality Registrar
(BMQR) for Good
Manufacturing Practices

COMPETITIVE STRENGTHS



Well - established sales network in over 75 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) 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 five dental products and MDSAP certification.

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 (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) 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.





Gold Trophy Award by Federation of Indian Exporters Organization



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



SME Excellence Award by Assocham



AWARDS AND RECOGNITIONS



'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



Product Type

Indirect Restorative Materials

- › Metal-Ceramics
- › Ceramics
- › Others

Direct Restorative Materials

- › Amalgam
- › Resin-Based
- › Glass Ionomers
- › Other

Dental Biomaterials

- › Dental Bone Grafts
- › Tissue Regeneration Materials
- › Membranes
- › Impression Materials
- › Bonding Agents



Application

- › Endodontics
- › Prosthodontics
- › Orthodontics
- › Periodontics
- › Restorative dentistry
- › Aesthetic dentistry
- › Other applications



End User

- › Dental Laboratories
- › Dental Clinics & Hospitals
- › Academic Institutes



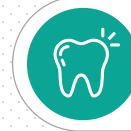
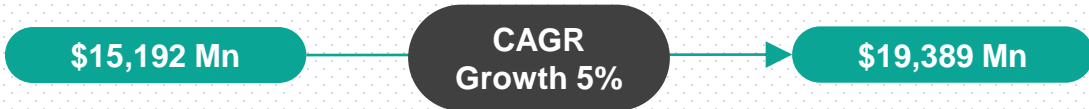
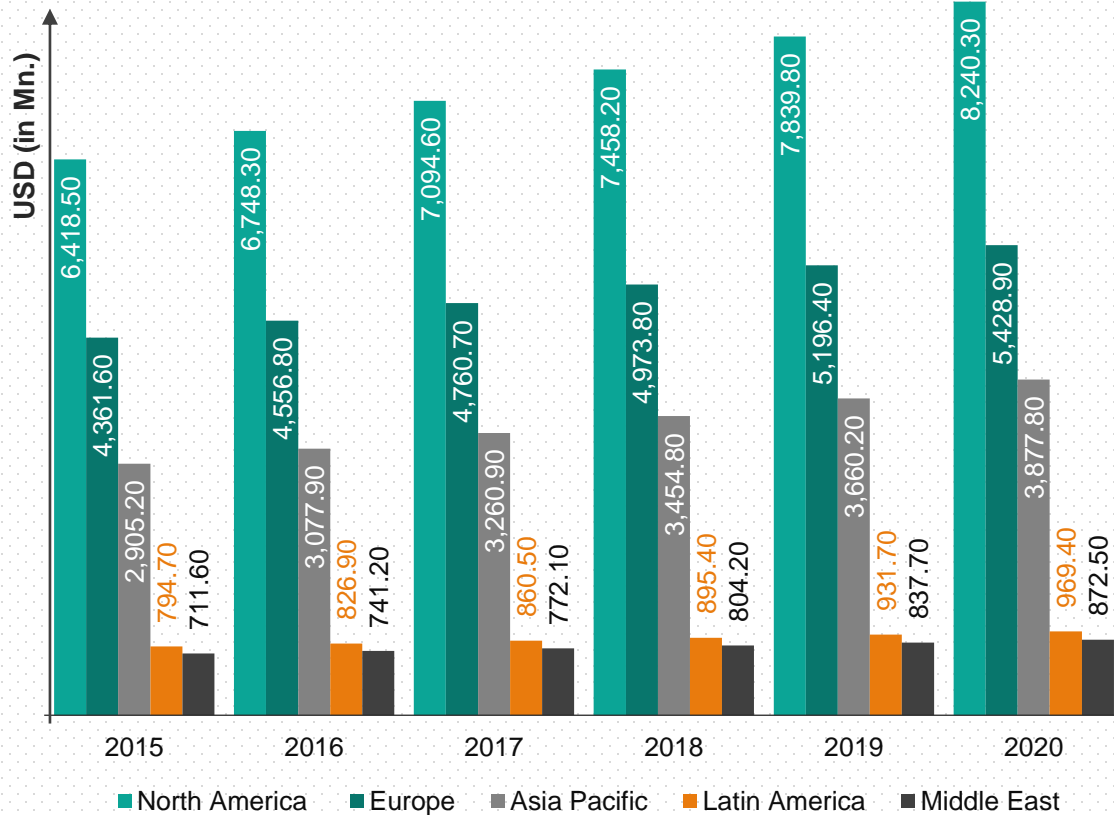
Region

- › North America
- › Europe
- › Asia-Pacific
- › Middle East & Africa
- › Latin America

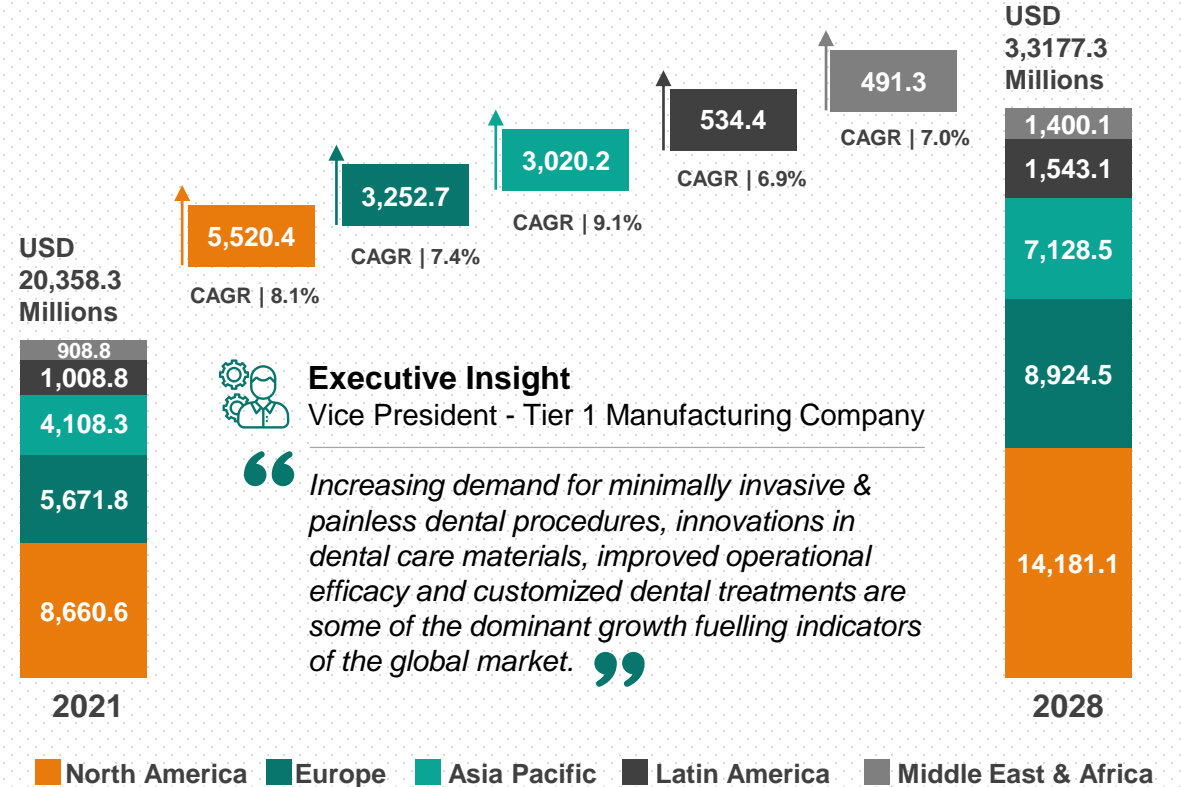
GLOBAL DENTAL MATERIALS MARKET



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



DENTAL MATERIALS MARKET - FORECAST



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

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.

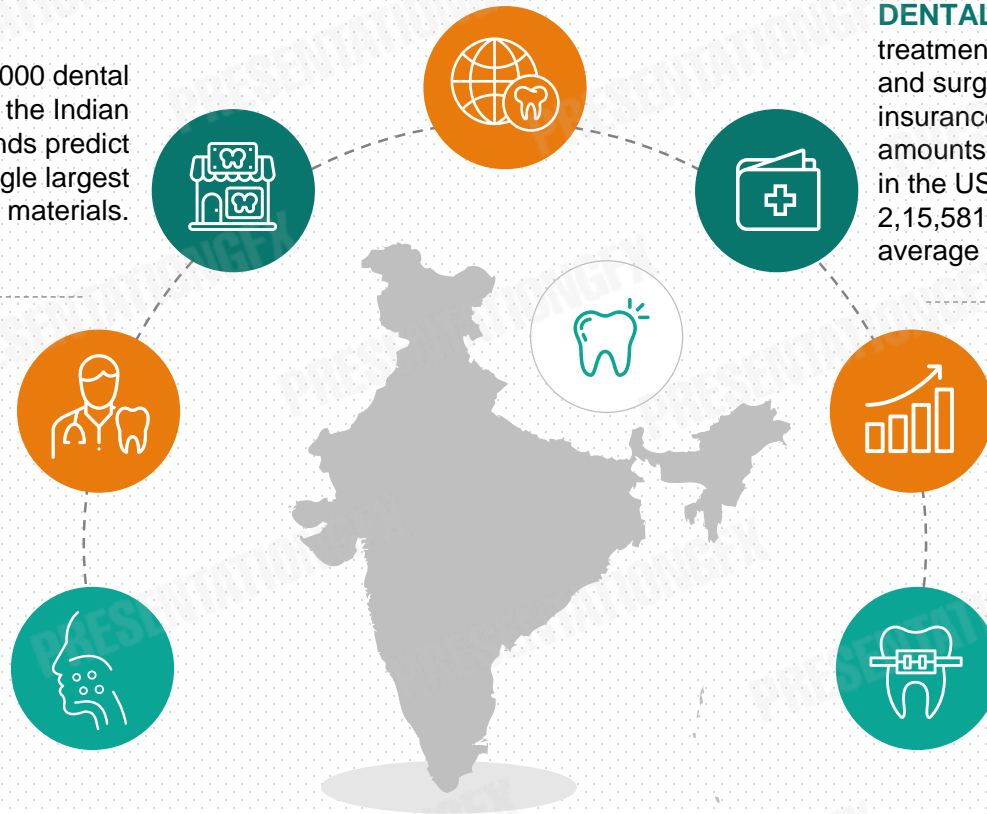
2nd HIGHEST DENTISTS - With over 3 lakh dentists, India has the second highest number of dentists in the world. The current dentist to population ratio in urban area stands at 1:9000 and in rural areas at 1:200000

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.



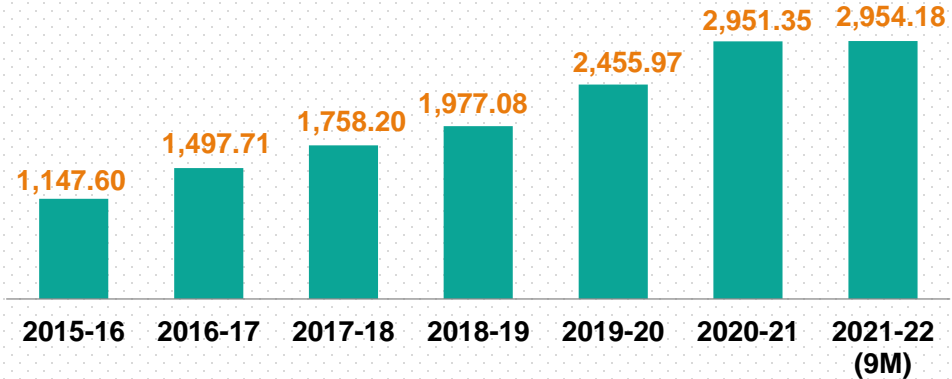


FINANCIAL OVERVIEW

EXPONENTIAL GROWTH IN REVENUE AND PROFITABILITY

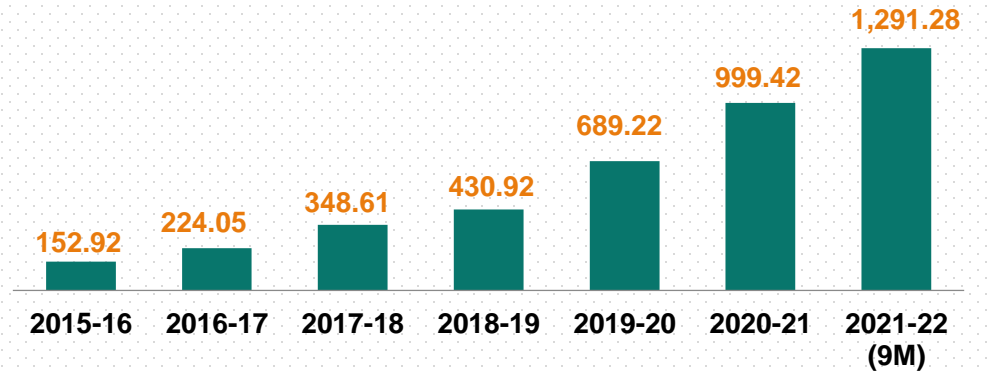
TOTAL REVENUE*

CAGR 18.5%



EBITDA*

CAGR 45%

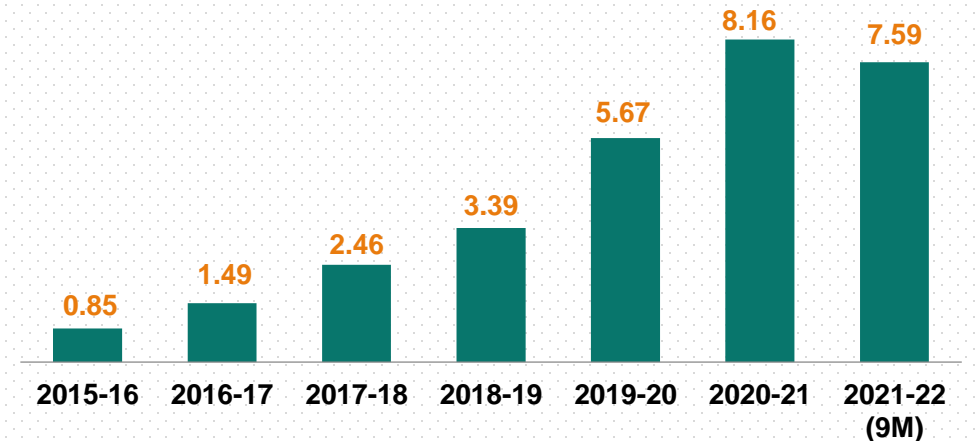


PAT*

CAGR 53%



EPS (IN RS.)

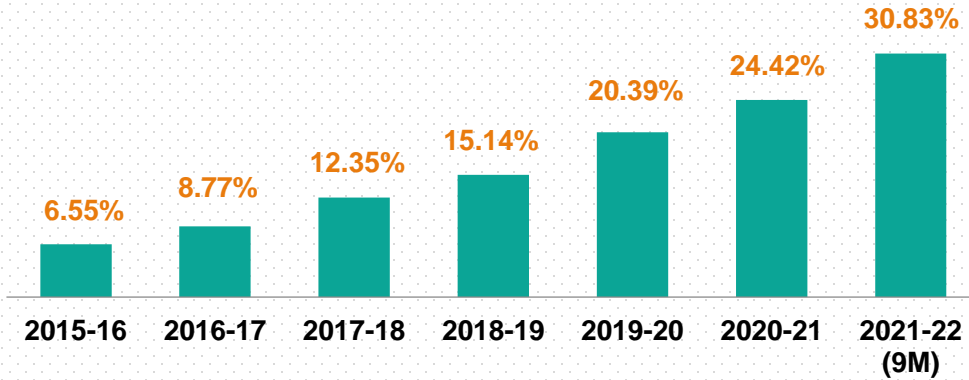


*Rs in Lakhs

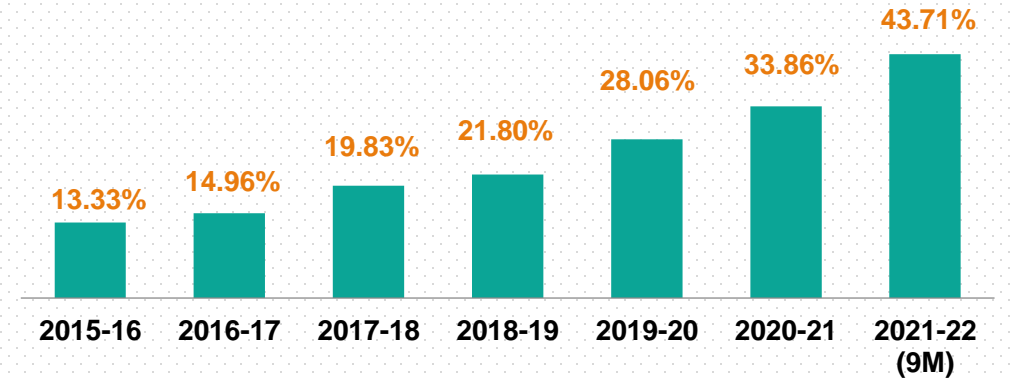
Figures based on restated and audited financial statements ; CAGR relates to FY 17 to FY 21

KEY RATIOS: ON A CONTINUOUS FINANCIAL GROWTH

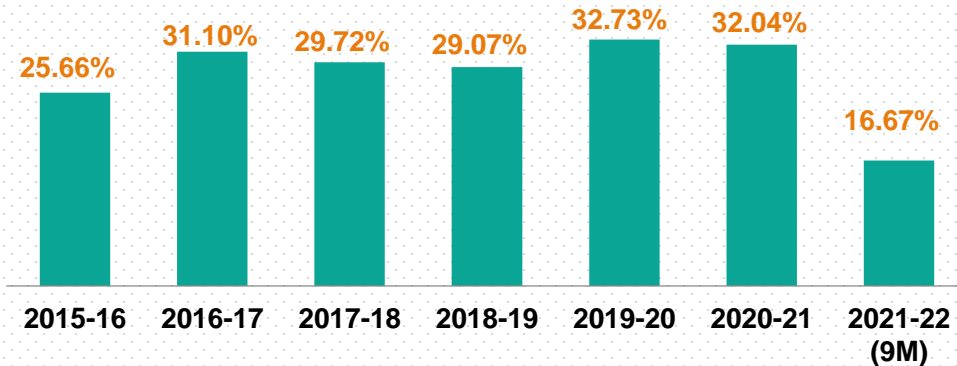
PAT MARGIN



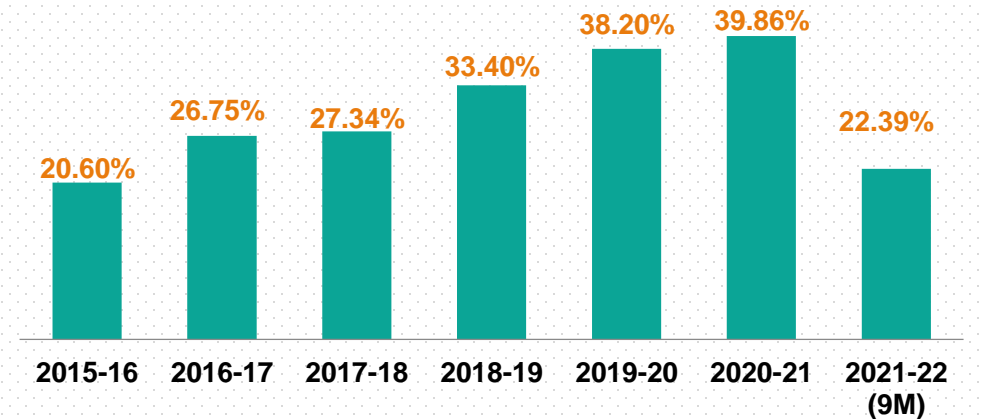
EBITDA MARGIN



RETURN ON EQUITY



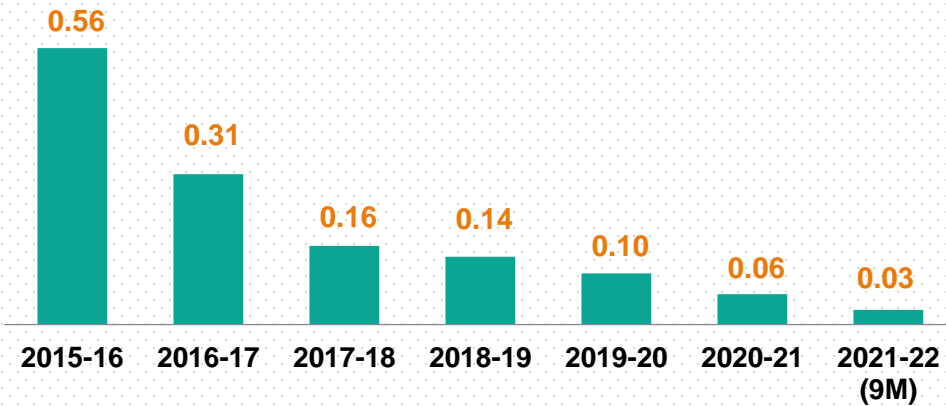
RETURN ON CAPITAL EMPLOYED



Figures based on restated and audited financial statements

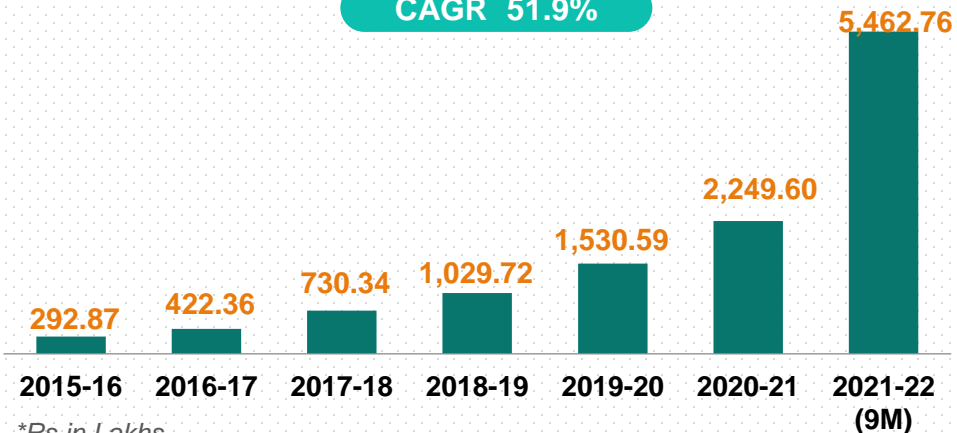
IMMENSE VALUE CREATION WITH NEGLIGIBLE DEBT

DEBT EQUITY RATIO

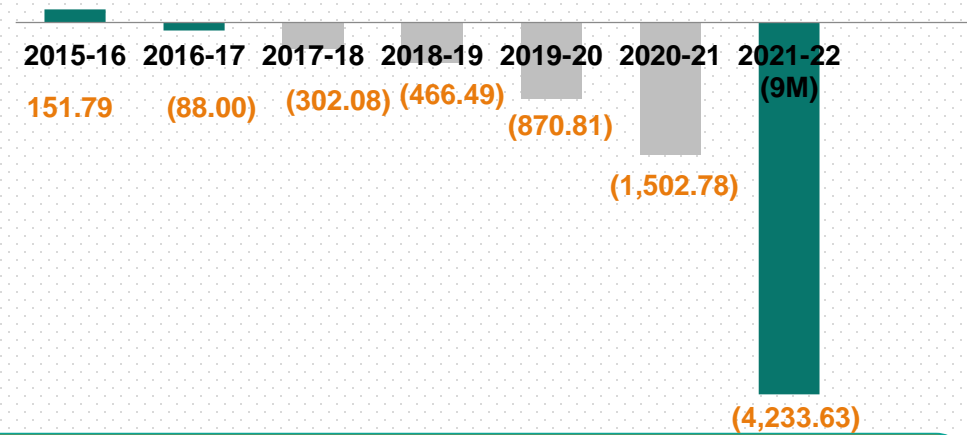


NET WORTH*

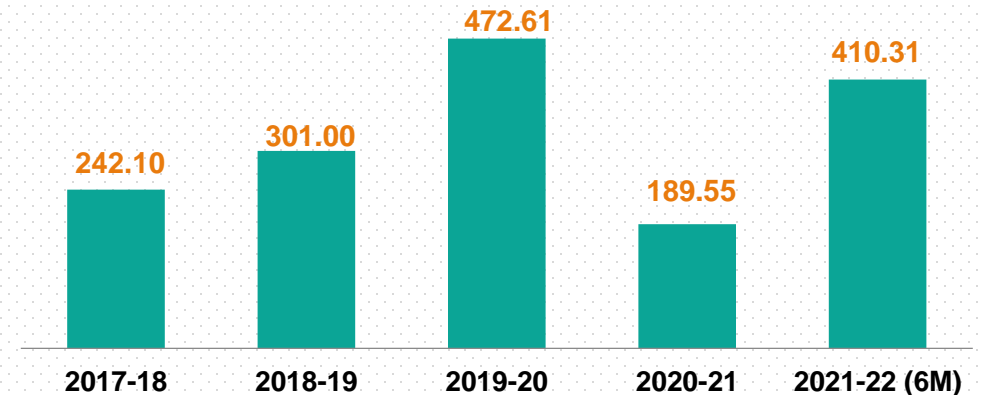
CAGR 51.9%



NET DEBTS*



OPERATING CASH FLOWS*



*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
www.prevestdenpro.com

STATEMENT OF PROFIT & LOSS

(Rs. in lakhs)



PARTICULARS	Q3 FY 2022	9M FY 2022	H1 FY 2022	FY 2021
Revenue from operations	1,112.23	2,829.19	1,716.95	2,847.60
Other Income	66.52	124.99	58.47	103.74
Total Revenue	1,178.76	2,954.18	1,775.42	2,951.35
Cost of Material Consumed	252.35	727.94	475.59	798.45
Changes in inventories of finished goods, work-in-progress and Stock-in-Trade	27.65	-4.86	-32.5	-9.07
Gross Profit	898.75	2,231.11	1,332.33	2,161.97
Employee Benefit Expenses	156.67	423.23	266.56	478.11
Other Expenses	215.58	516.58	301	684.43
EBITDA	526.51	1,291.29	764.77	999.42
Finance Cost	1.85	10.42	8.57	18.71
Depreciation and Amortisation Expenses	12.69	37.18	24.49	47.19
Profit Before Taxes	511.97	1,243.69	731.71	933.52
Current tax (including deferred tax)	137.59	330.92	193.34	212.86
Earlier Year Tax	(0.97)	2.12	3.08	-
Profit After Taxes	375.35	910.64	535.31	720.67

BALANCE SHEET - ASSETS

(Rs. in lakhs)



ASSETS	as on Dec 31, 2021	September 30, 2021	March 31, 2021 (Audited)
Non-Current Assets			
Tangible Assets	577.99	552.75	536.23
Other Non Current Assets	334.13	237.33	171.13
Total	912.12	790.08	707.35
Current Assets			
Inventories	267.22	231.09	127.32
Trade receivables	354.35	251.98	374.76
Cash and Cash Equivalents	4,371.79	4,254.92	1,642.17
Short-Term Loans And Advances	204.52	131.21	69.05
Current Investment	64.30	56.80	43.80
Other Current Assets	159.44	142.18	103.21
Total	5,421.62	5,068.19	2,360.30
Grand Total	6,333.75	5,858.27	3,067.66

BALANCE SHEET – LIABILITIES

(Rs. in lakhs)



LIABILITY	as on Dec 31, 2021	September 30, 2021	March 31, 2021 (Audited)
Shareholders' funds			
Equity Share Capital	1,200.30	1,200.30	28.50
Reserves and Surplus	4,262.46	3,875.98	2,221.10
Total	5,462.76	5,076.28	2,249.60
Non-Current Liabilities			
Long Term Borrowings	138.17	140.90	139.39
Long Term provisions			-
Deferred Tax Liabilities (Net)	27.21	25.26	24.03
Total	165.38	166.16	163.42
Current Liabilities			
Trade Payables	327.79	305.91	390.65
Other Current liabilities	284.95	233.95	193.66
Short Term provisions	92.87	75.98	70.33
Total	705.60	615.84	654.64
Grand Total	6,333.74	5,858.27	3,067.66

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