

Dated: November 28, 2021

PREVEST/SE/2021-22/9

To,
Department of Corporate Services
BSE Limited
P J Towers, Dalal Street,
Fort, Mumbai-400001

Sub: Disclosure under Regulations 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Ref: ISIN: INE0GA001018
Scrip Code: 543363
BSE Symbol: PREVEST

Respected Sir/Madam

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investors Presentations on Unaudited Financial Results for half year ended September 30, 2021.

We request you to take the same on your records.

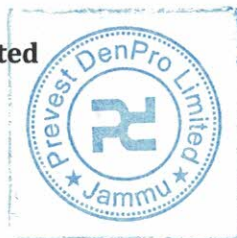
Thank you

For Prevest Denpro Limited

Namrata Modi

Namrata Modi

(Whole Time Director)



PREVEST DENPRO LIMITED

“The Future of Dentistry”

**EARNINGS
PRESENTATION:
H1 FY22**

PREVEST AT A GLANCE

With over 20 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 75 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



+75
Countries



+145
Dealers &
Agents



+57%
Revenue from
Exports



+21%
CAGR Growth
(5 yrs) in Revenue



+57%
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 27,000 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

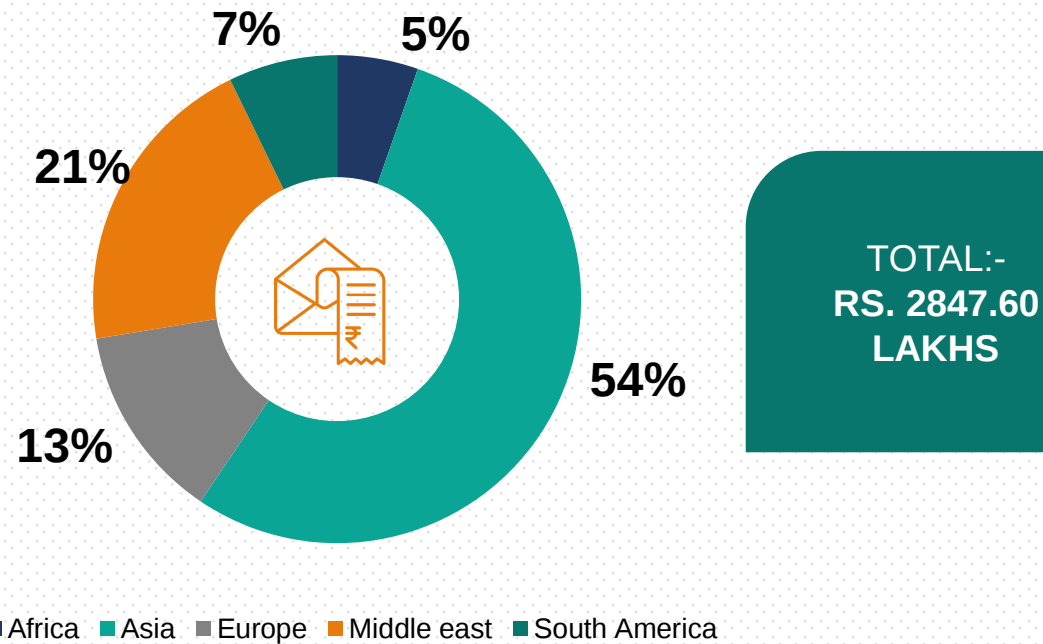


TOTAL CAPITAL INVESTMENT: +25 CRORES

- › 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 F.Y. 2021-22.

GLOBAL PRODUCT REACH

GEOGRAPHICAL WISE REVENUE FROM OPERATIONS (F.Y. 2020-21)



- › Ready to enter in the Markets of USA and Canada in F.Y. 2021-22
- › Obtained USFDA Approval for five products recently
- › Applied for ISO 13485 (MDSAP Certification), which is essential to enter in the Markets of USA ,Canada, Brazil and Australia.

DIGITAL MARKET PLATFORMS

PREVEST Direct
AN ONLINE DENTAL SHOP



Export to over
75
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. Sattha
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 75 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, haemostatic 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. 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



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 and Canada. The Company has obtained USFDA approval for five dental products and has applied for MDSAP certification. Further, Company has plans to enter in the markets of Australia and Brazil in near future.

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.

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) by end of F.Y. 2021-22

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



AWARDS AND RECOGNITIONS



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



SME Excellence 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



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



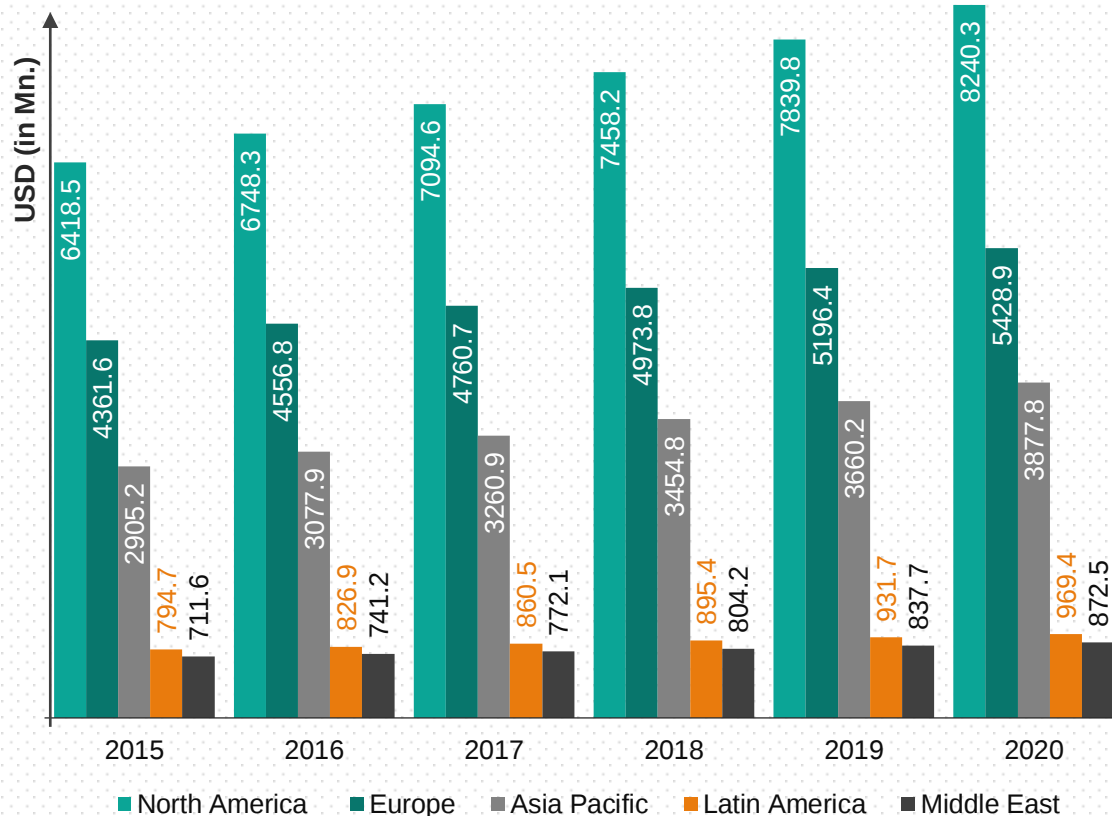
Region

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

GLOBAL DENTAL MATERIALS MARKET



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



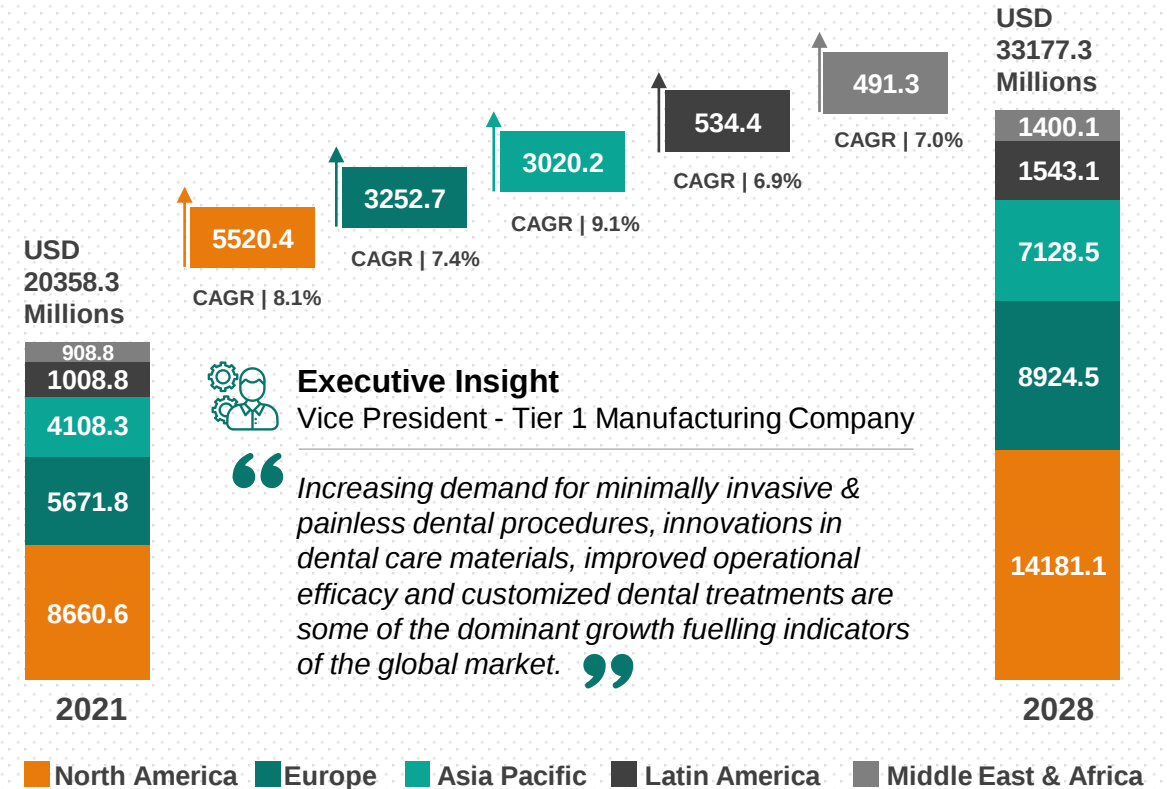
\$15192 Mn

CAGR
Growth 5%

\$19389 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.



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

www.prevestdenpro.com

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.

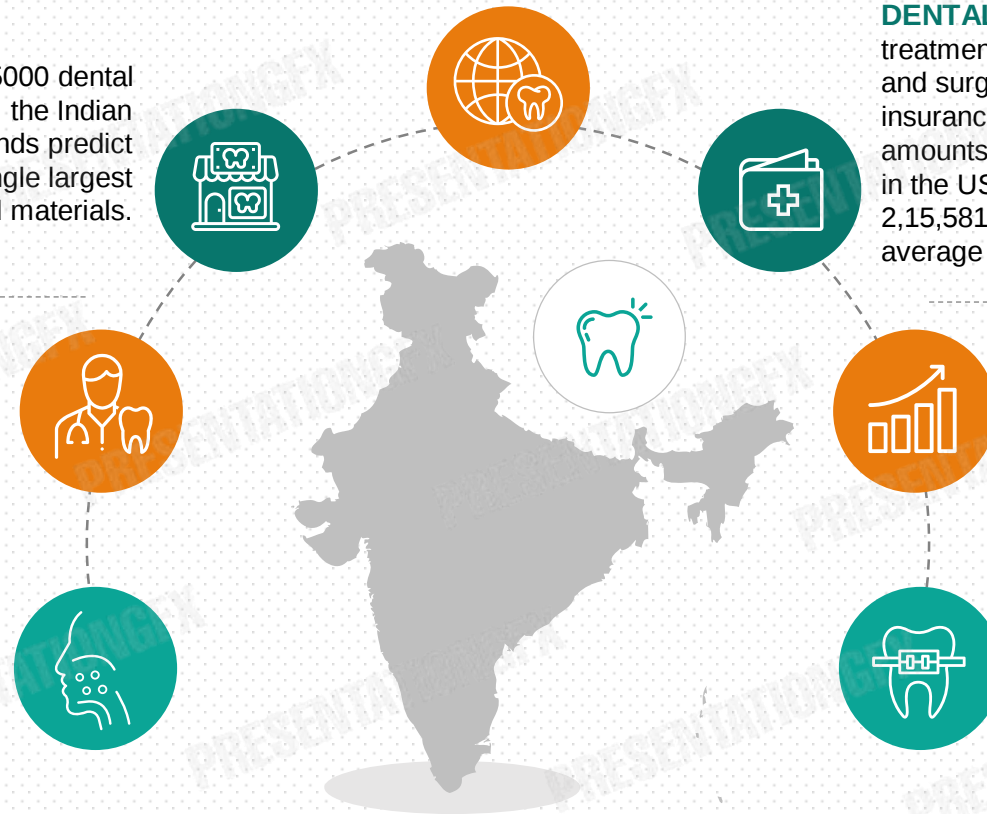
2nd HIGHEST DENTISTS - With over 3 lakh dentists, India has the second highest number of dentists in the world. The current dentist to population ratio in urban area stands at 1:9000 and in rural areas at 1:200000

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.

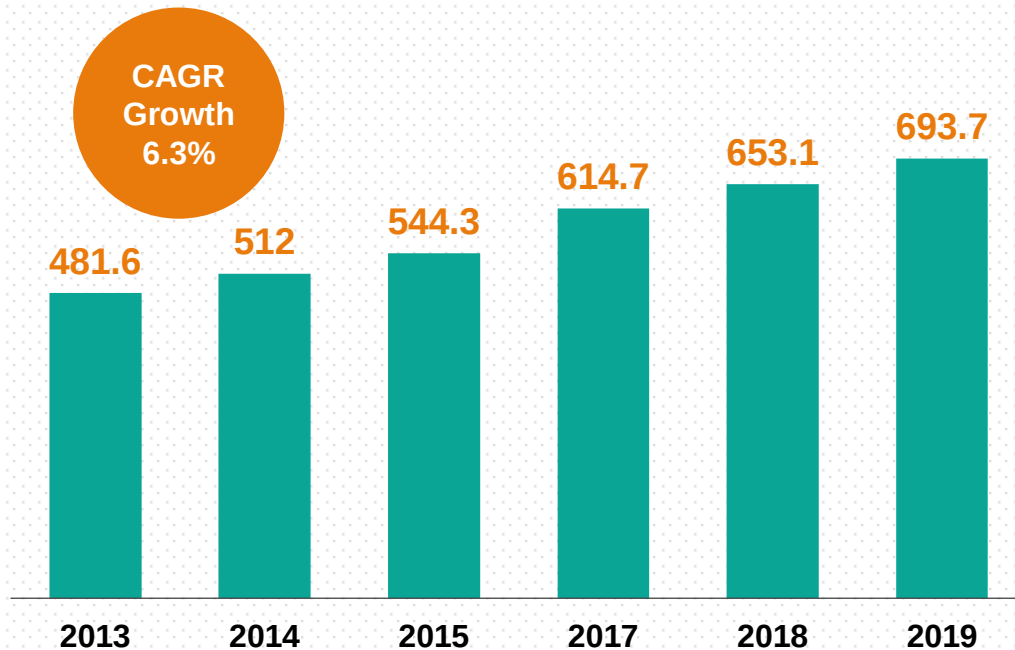
GLOBAL V/S ASIAN MARKETS - The global dental market has grown at the CAGR of 5% over the last five years with the Asian and Indian markets showing the growth of 10% and 6.3% respectively.



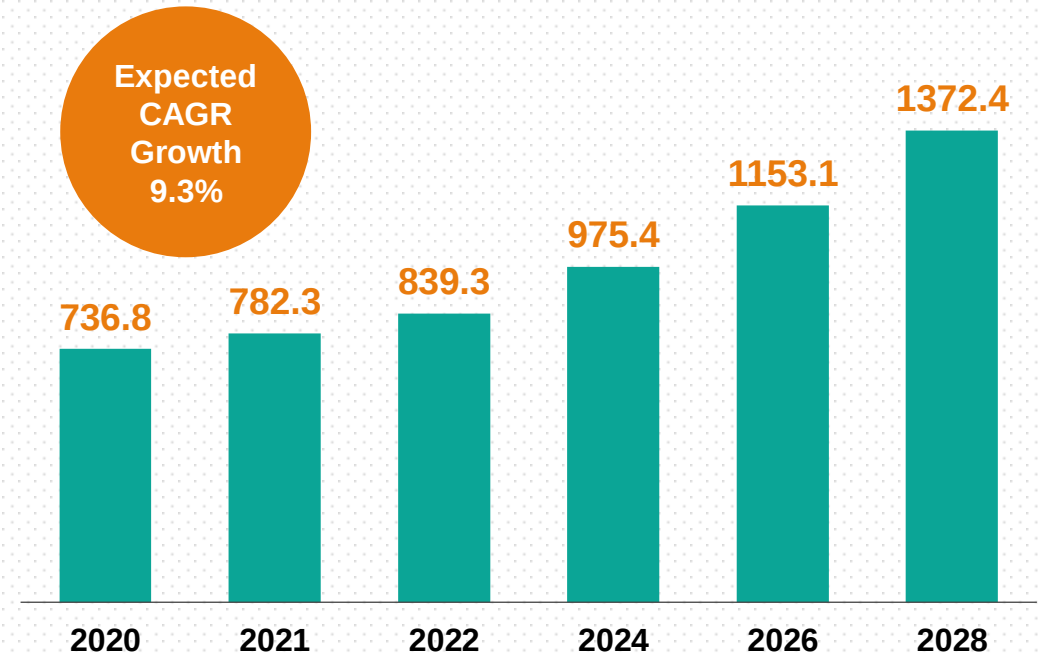
OUTLOOK OF INDIA: DENTAL MATERIALS MARKET



INDIA DENTAL MATERIALS HISTORICAL MARKET VALUE, 2013-2019 (USD MILLION)



INDIA DENTAL MATERIALS ESTIMATES AND FORECAST, 2020-2028 (USD MILLION)



it is estimated that between 2015 and 2030, the middle-class population in emerging markets will grow by approximately **1.5 billion** people i.e. from **2.0 billion to 3.5 billion**. This major demographic shift is generating a large, new customer base with increased access to dental products and services along with the resources to pay for them. The expansion of training opportunities for dental professionals in emerging markets is also leading to increased patient awareness and access to premium dental products and procedures, further facilitating the market's growth.

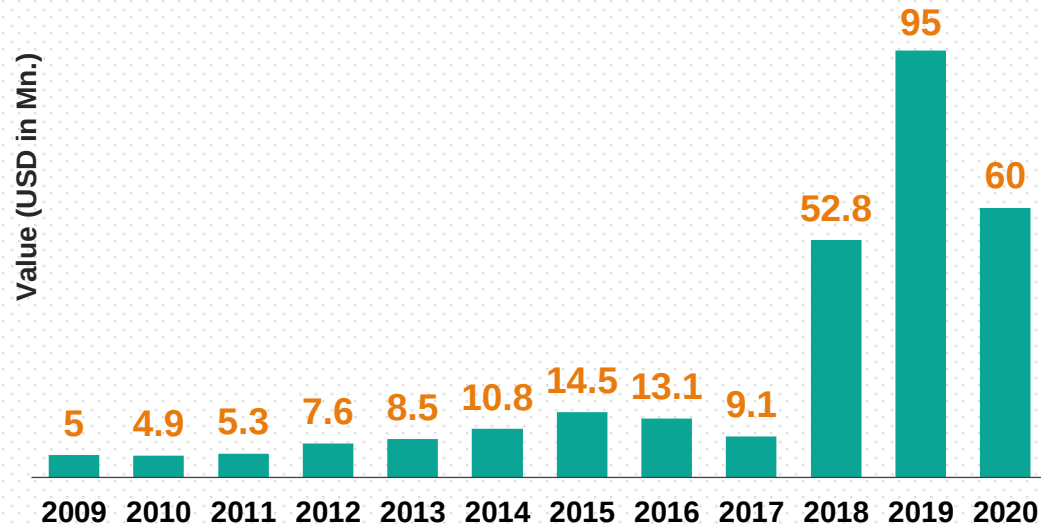
Source: "Dental Materials Market" Report dated April 26, 2021, prepared by Reports and Data

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INDIA: EXPORTS AND PEER ANALYSIS



PAST TRENDS OF EXPORT OF DENTAL PRODUCTS FROM INDIA

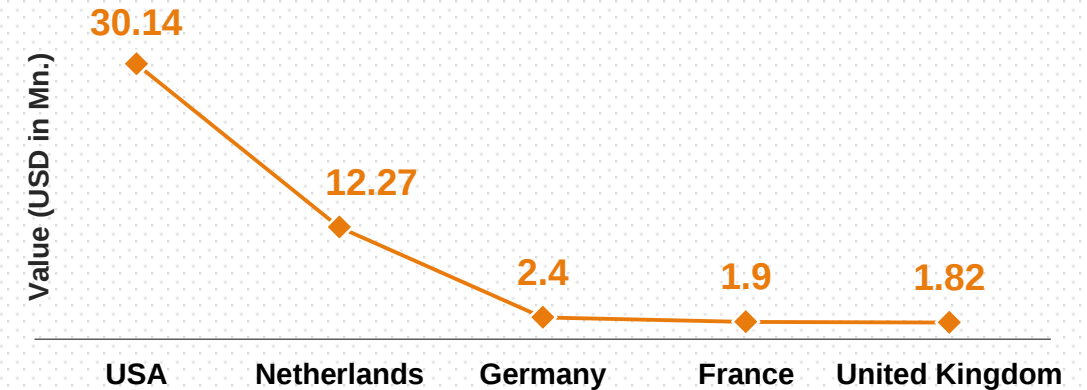


PEERS:

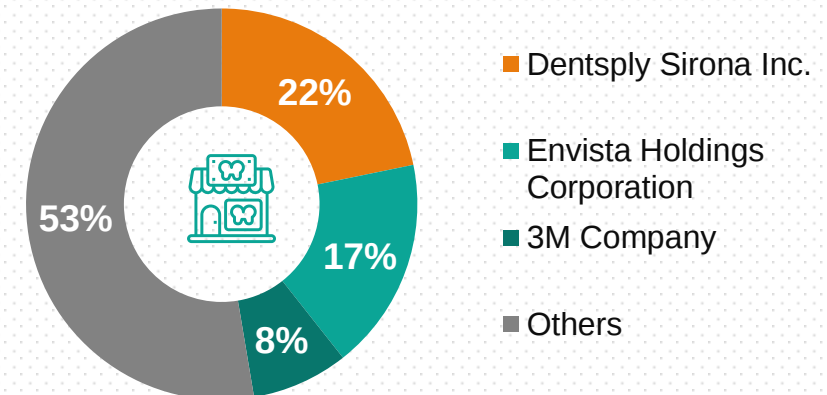
The key players for dental material market in India are Dentsply Sirona Inc. which holds a share of 21.8%, followed by Envista Holdings Corporation (17.6%), 3M Company (8.0%) and other players holds a share of 52.7% in the market which inter-alia includes Kavo Kerr (16.7%), Biohorizons IPH, Inc (6.9%), Shofu Inc (5.8%), Zimmer Biomet Holdings, Inc. (4%), Avinent Science and Technology (2.8%) and Prevest Denpro Ltd. (0.5%)



TOP COUNTRIES FOR DENTAL MATERIAL EXPORT FROM INDIA IN 2020



INDIAN DENTAL MATERIALS MARKET: SNAPSHOT 2020



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

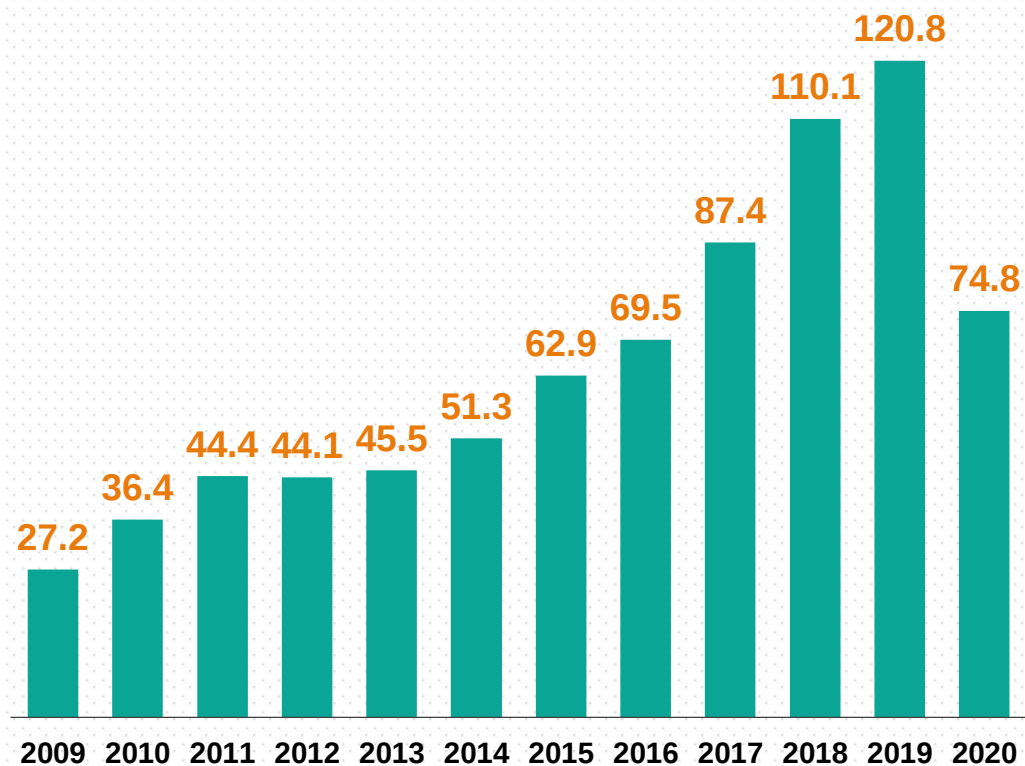
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INDIA: IMPORT ANALYSIS



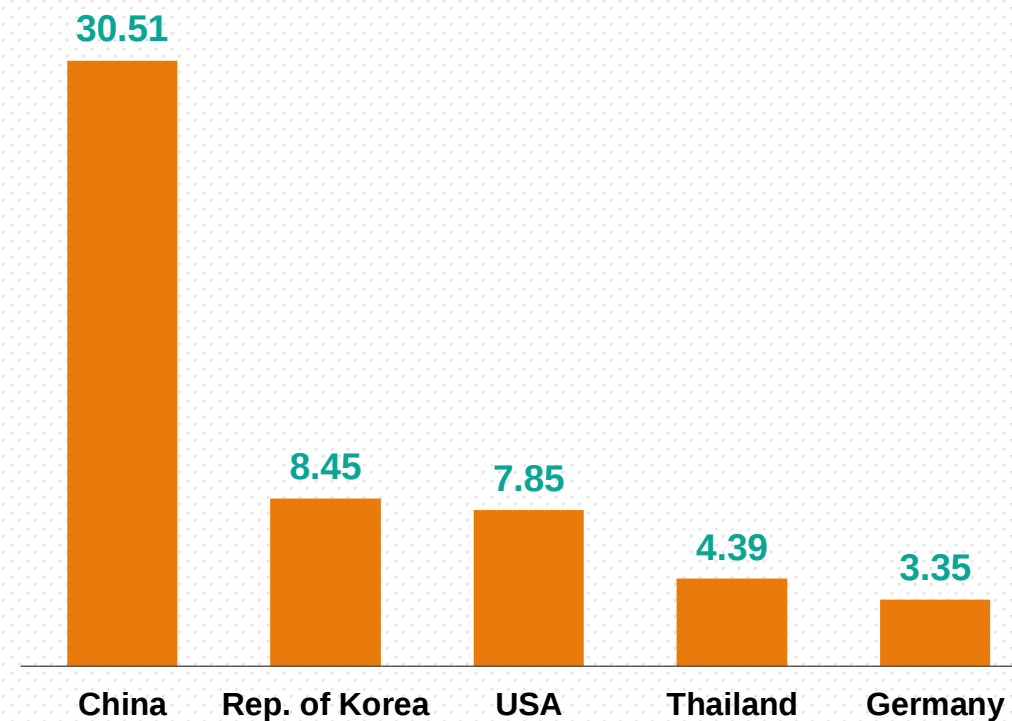
PAST TRENDS OF IMPORT OF DENTAL PRODUCTS TO INDIA

Value (USD in Mn.)



TOP COUNTRIES FROM WHERE DENTAL PRODUCTS ARE IMPORTED TO INDIA IN 2020

Value (USD Mn.)



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

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INDIA AND ASIA PACIFIC DENTAL MATERIAL MARKET



INDIAN DENTAL MATERIALS MARKET REVENUE ESTIMATES AND FORECAST, BY APPLICATION, 2020-2028 (USD MILLION)

Application	2020	2021	2022	2024	2026	2028	CAGR (2021 – 28)
Endodontics	168.0	178.6	191.9	223.5	264.6	315.3	9.4%
Prosthodontics	81.0	85.5	91.2	104.7	122.3	143.9	8.5%
Orthodontics	66.3	69.8	74.3	85.0	98.9	115.8	8.3%
Periodontics	125.3	132.6	141.8	163.8	192.5	227.8	8.9%
Restorative Dentistry	148.8	159.5	172.6	204.2	245.8	297.8	10.4%
Aesthetic Dentistry	103.1	109.7	118.0	137.7	163.4	195.2	9.5%
Other Applications	44.2	46.5	49.5	56.4	65.5	76.6	8.2%
Total	736.8	782.3	839.3	975.4	1,153.1	1,372.4	9.3%



INDIAN DENTAL MATERIALS MARKET REVENUE ESTIMATES AND FORECAST, BY PRODUCT TYPE, 2020-2028 (USD MILLION)

Product Type	2020	2021	2022	2024	2026	2028	CAGR (21-28)
Indirect Restorative Materials	361.0	380.5	405.1	463.6	539.4	631.5	8.3%
Direct Restorative Materials	257.9	276.3	299.1	353.9	425.9	516.0	10.4%
Dental Biomaterials	117.9	125.6	135.1	157.9	187.8	224.9	9.7%
Total	736.8	782.3	839.3	975.4	1153.1	1372.4	9.3%



ASIA PACIFIC DENTAL MATERIALS MARKET REVENUE ESTIMATES & FORECAST, BY COUNTRY, 2020-28 (USD MILLION)

Country	2020	2021	2022	2024	2026	2028	CAGR (21-28)
India	736.8	782.3	839.3	975.4	1153.1	1372.4	9.3%
China	1202.1	1279.9	1377.1	1610.6	1917.5	2299.8	9.7%
Japan	814.3	865.3	929.2	1082.4	1283.5	1533.3	9.5%
RoA	1124.6	1180.7	1252.6	1424.5	1649.0	1923.0	8.0%
Total	3877.8	4108.3	4398.1	5092.9	6003.0	7128.5	9.1%

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

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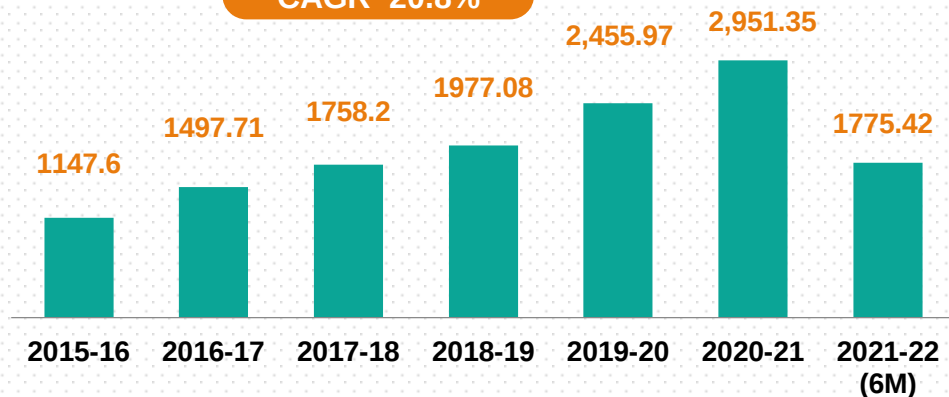


FINANCIAL OVERVIEW

EXPONENTIAL GROWTH IN REVENUE AND PROFITABILITY

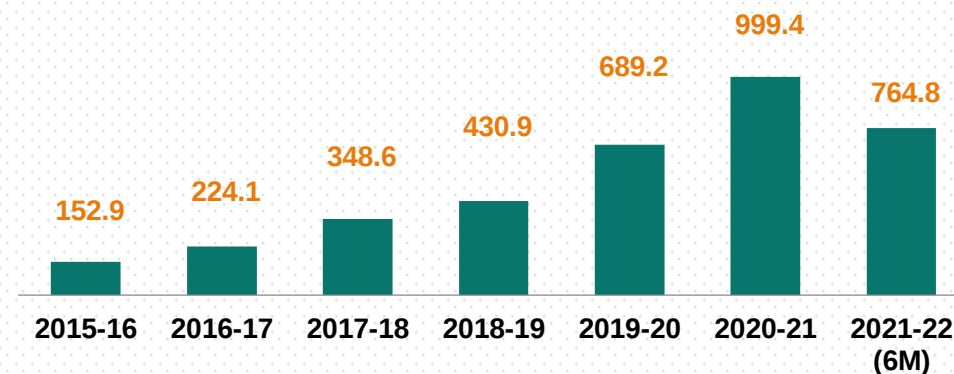
TOTAL REVENUE (Rs. in lakhs)

CAGR 20.8%



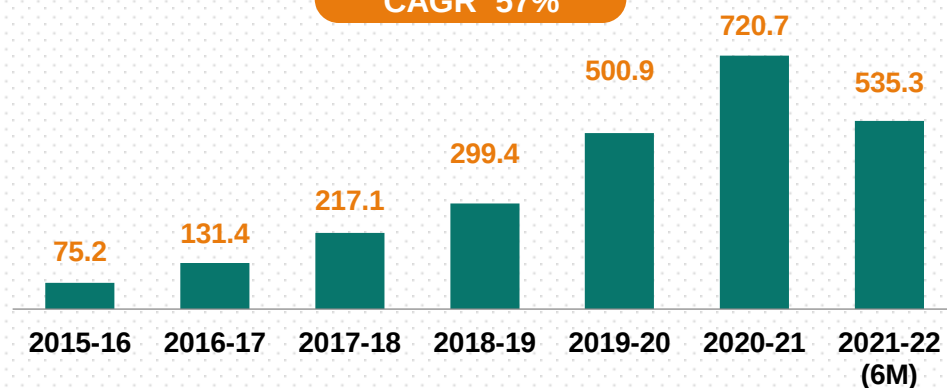
EBITDA (Rs. in lakhs)

CAGR 46%

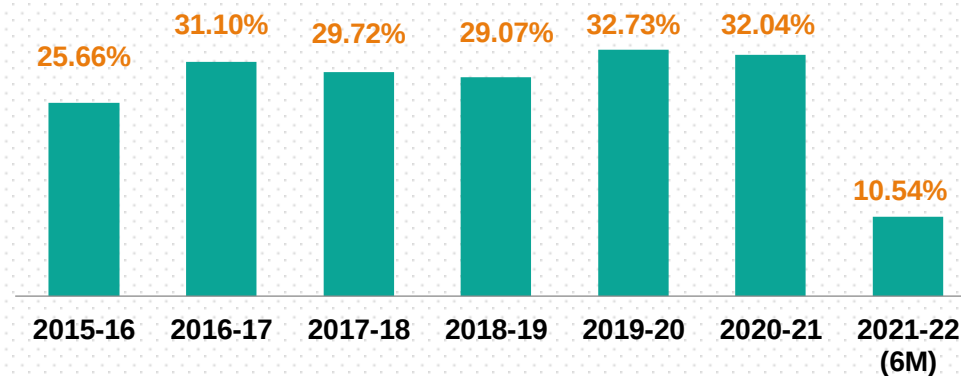


PAT (Rs. in lakhs)

CAGR 57%



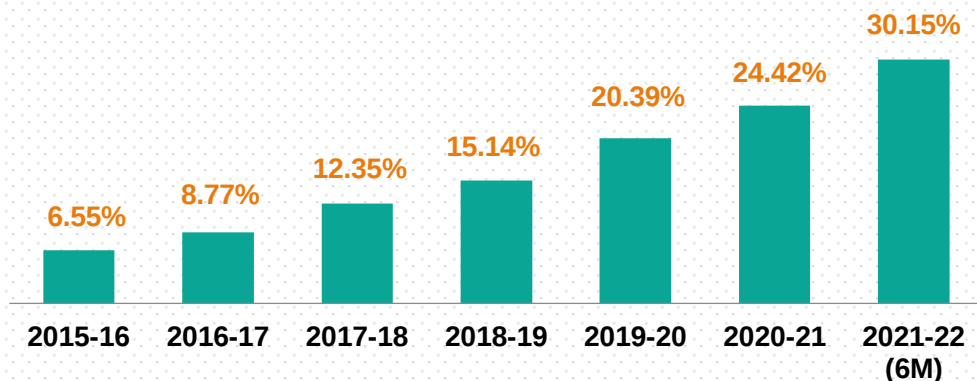
RETURN ON EQUITY (in %)



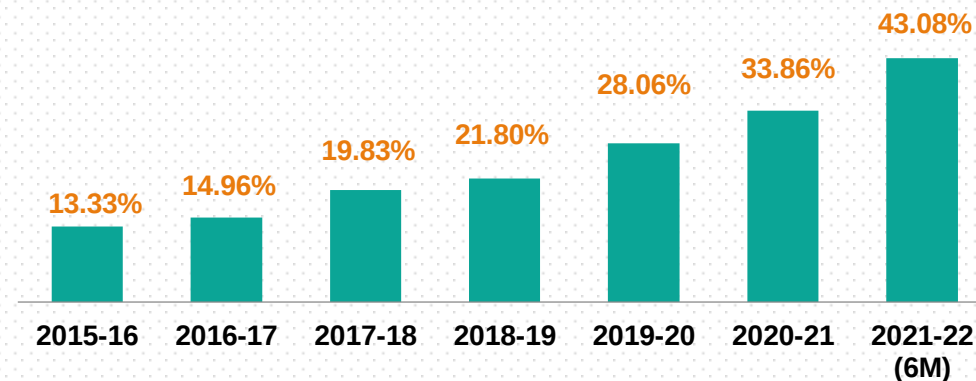
Figures based on restated and audited financial statements ; CAGR relates to FY 16 to FY 21

KEY RATIOS: ON A CONTINUOUS FINANCIAL GROWTH

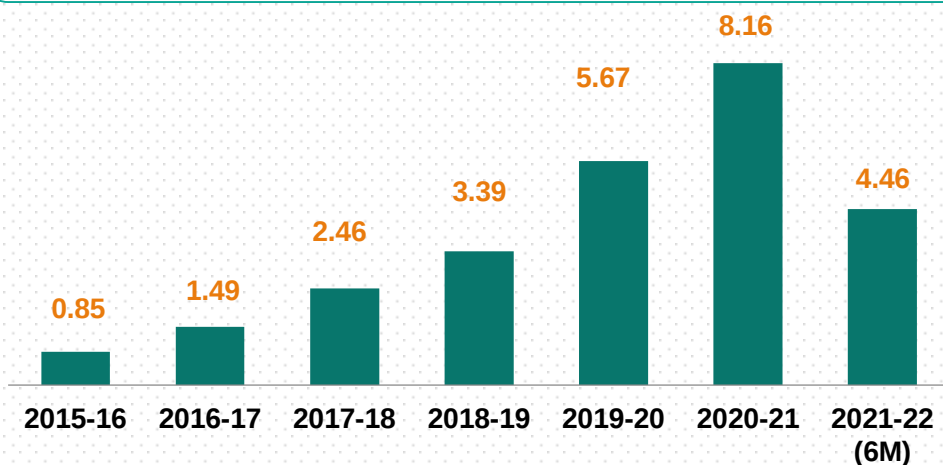
PAT RATIO (IN %)



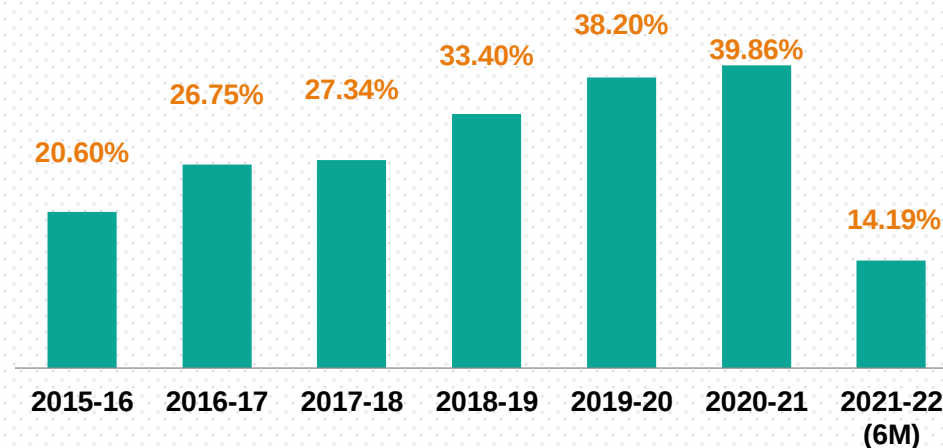
EBITDA RATIO (IN %)



EPS (IN RS.)



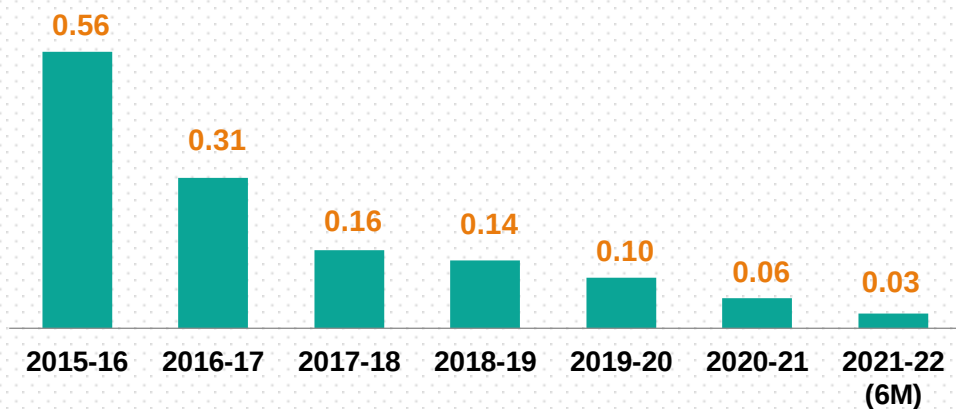
RETURN ON CAPITAL EMPLOYED (IN %)



Figures based on restated and audited financial statements

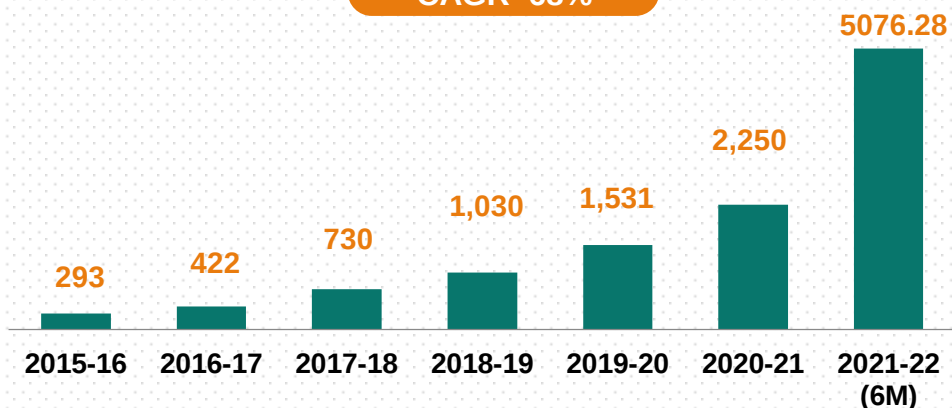
IMMENSE VALUE CREATION WITH NEGLIGIBLE DEBT

DEBT EQUITY RATIO



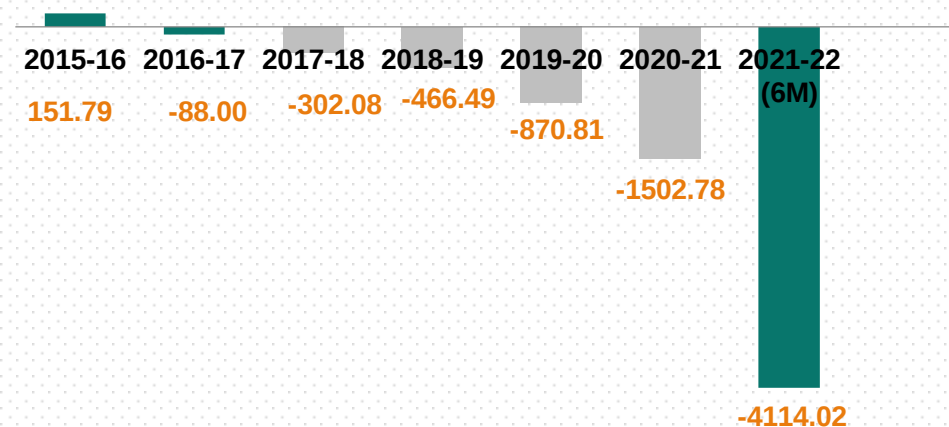
NET WORTH (RS. IN LAKHS)

CAGR 68%

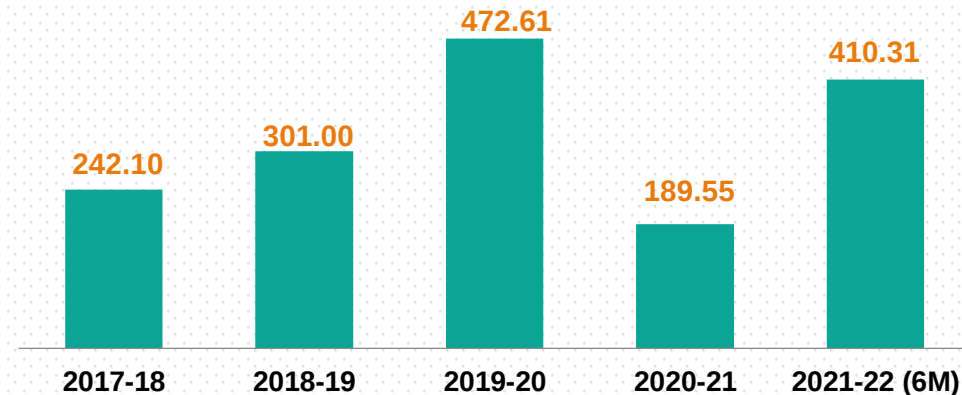


**Net debt represents total debt as reduced by cash and cash equivalents
Figures based on restated and audited financial statements*

NET DEBTS*



OPERATING CASH FLOWS



STATEMENT OF PROFIT & LOSS

(Rs. in lakhs)

PARTICULARS	H1 FY 2021-22	F.Y. 2020-21
Revenue from operations	1716.95	2,847.60
Other Income	58.47	103.74
Total Revenue	1775.42	2,951.35
Cost of Material Consumed	475.59	798.45
Changes in inventories of finished goods, work-in-progress and Stock-in-Trade	-32.5	-9.07
Gross Profit	1,332.33	2,161.97
Employee Benefit Expenses	266.56	478.11
Other Expenses	301	684.43
EBITDA	764.77	999.42
Finance Cost	8.57	18.71
Depreciation and Amortisation Expenses	24.49	47.19
Profit Before Taxes	731.71	933.52
Current tax (including deferred tax)	193.34	212.86
Earlier Year Tax	3.08	-
Profit After Taxes	535.31	720.67



BALANCE SHEET - ASSETS

(Rs. in lakhs)



ASSETS	As on 30 th Sept.,21	As on 31 st Mar.,21
Non-Current Assets		
Tangible Assets	552.75	536.23
Other Non Current Assets	237.33	171.13
Total	790.08	707.35
Current Assets		
Inventories	231.09	127.32
Trade receivables	251.98	374.76
Cash and Cash Equivalents	4254.92	1,642.17
Short-Term Loans And Advances	131.21	69.05
Current Investment	56.80	43.80
Other Current Assets	142.18	103.21
Total	5068.19	2360.30
Grand Total	5858.27	3067.66

BALANCE SHEET – EQUITY & LIABILITIES

(Rs. in lakhs)

LIABILITY	As on 30 th Sept.,21	As on 31 st Mar.,21
Shareholders' funds		
Equity Share Capital	1,200.30	28.50
Reserves and Surplus	3,875.98	2,221.10
Total	5,076.28	2,249.60
Non-Current Liabilities		
Long Term Borrowings	140.90	139.39
Long Term provisions		-
Deferred Tax Liabilities (Net)	25.26	24.03
Total	166.16	163.42
Current Liabilities		
Trade Payables	305.91	390.65
Other Current liabilities	233.95	193.66
Short Term provisions	75.98	70.33
Total	615.84	654.64
Grand Total	5,858.27	3,067.66



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