



**Dated: November 04, 2023**

To,

**The National Stock Exchange of India Ltd,**  
Exchange Plaza, Bandra-Kurla Complex,  
Bandra (East), MUMBAI - 400 051  
Scrip Code: DENTALKART

**Company Symbol: Dentalkart, ISIN: INE0N5801013**

**Subject: Press Release dated 04 November 2023 on the Unaudited Financial Results (Standalone and Consolidated) of the Company for the half year ended 30 September 2023**

Dear Sir / Madam,

Pursuant to the relevant provisions of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015 as amended, please find enclosed press release dated 04 November 2023 on the Unaudited Financial Results (Standalone and Consolidated) of the Company for the half year ended 30 September 2023.

This information will also be hosted on the Company's website, at <https://www.dentalkart.com/>

You are requested to please take the same on your record.

**Yours sincerely,**  
**VASA Denticity Limited**

*(Formerly known as VASA Denticity Private Limited)*

**Vikas Agarwal**  
**Managing Director**  
**DIN: 07487686**

Encl: a/a



# Vasa Denticity Ltd. reports 100% YoY growth in H1 FY24 Net Profit

New Delhi, India, November 04, 2023: Vasa Denticity Limited (NSE: DENTALKART) India's fastest growing dental e-commerce platform, yesterday on November 03, 2023 announced its financial results for the half year ended September 30<sup>th</sup>, 2023. The information mentioned in this release is based on Standalone financial statements.

## Key Standalone Financial Highlights:

### H1 FY24:

- Revenue from Operations at INR 76.82 crore, up by 34% YoY
- EBITDA at INR 6.83 crore, up by 58 % YoY with margin of 8.89 %
- PAT at INR 6.28 crore, up by 100 % YoY with margin of 8.17 %
- Basic EPS of INR 4.19, up by 72% YoY

*\*Standalone*

## Key Operational Highlights:

- **Gross Order Value** in H1 FY24 was **Rs. 220.64 crore** compared to **Rs. 161.17 crore** in H1 FY23, YoY increase of **37%**
- **Monthly Average Users** stood at **21764 users** in H1 FY24 as against **17231 users** in H1 FY23, increase of **26% YoY**
- **Total Order growth** was **2.02 lacs** in H1 FY24 compared to **1.48 lacs** in H1 FY23, YoY increase of **36.48%**
- **Total Brands Onboarded** were **341** in H1 FY24 compared to **302** in H1 FY23, YoY increase of **12.91%**
- **Returning Customers** were **82%** in H1 FY24 compared to **79%** in H1 FY23, increase of **30 bps YOY**

## Management Comment:

***Commenting on the Company's performance, Dr. Vikas Agarwal, Managing Director, Vasa Denticity Limited said:***

During the half year ended on September 30, 2023 we have registered a Revenue of Rs 76.82 crore a growth of 34% YoY, and a PAT of Rs. 6.28 crore saw a 100% increase. These numbers reflect our dedication to growth and excellence. Our operational performance witnessed a robust outcome as well, the Gross Order Value (GOV) stood at Rs 220.6 Crore, 37% YoY growth, while our total order growth was 2.04 lacs in H1 FY24 a YoY increase of 38%.

One of the driving forces behind our success is the constant evolution of the dental care market. We have witnessed a surge in digital proliferation in the Indian Markets, coupled with an awareness amongst individuals regarding dental aids and treatments aimed at improving personal health and hygiene.

In a significant development, for this period, we entered into an Exclusive Agreement with Baldus Sedation GmbH & Co. KG, a prominent Nitrous Oxide Sedation System Manufacturer based in Germany, this represents a monumental leap forward for our company, allowing us to expand our product portfolio and serve our customers with cutting-edge solutions.

Our focus on innovation, quality, reliability and accessibility forms of core pillars of strength. We continue to set our sights on venturing into untapped market, paving a way for us to be the fastest growing Dental e-commerce marketplace.

Thank you for your continued trust and support in Dentalkart. We look forward to our journey ahead with enthusiasm and unwavering commitment to our mission.

#### **Performance Highlights - For the half year ended 30th September 2023**

- Revenue from operations for the half year was Rs. 76.82 crore in H1 FY24, as against Rs 57.50 crore in H1 FY23, a YoY increase of 33.60% on account of increase in number of orders.
- EBITDA (excluding Other Income) was at Rs.6.83 crore in H1 FY24 as against Rs. 4.33 crore in H1 FY23, increase of 57.73% YoY.
- EBITDA Margin was at 8.89% as against 7.53%, YoY increase of 136 bps.
- Profit after Tax stood at Rs. 6.28 crore in H1 FY24 compared to Rs. 3.13 crore in H1 FY23, YoY increase of 100.6%.
- PAT Margin was at 8.17% as against 5.44%, YoY increase of 273 bps.

### Standalone Profit & Loss Account

In INR Crore	H1 FY24	H1 FY23	YoY%	H2 FY23
Revenue from Operations	76.82	57.50	33.61%	65.77
EBITDA	6.83	4.33	57.73%	6.03
EBITDA Margin %	8.89%	7.53%	136 bps	9.16%
PAT	6.28	3.13	100.63%	4.47
PAT Margin %	8.17%	5.44%	273 bps	6.79%

### About Vasa Denticity Limited

**Vasa Denticity Limited (NSE: DENTALKART)** is an India-based company primarily engaged in the trade of dental products. The company specializes in marketing and distributing a comprehensive portfolio of dental products, which encompass consumables, instruments, equipment, and accessories. These products are designed for the diagnosis, treatment, and prevention of dental conditions, as well as the enhancement of the aesthetics of smiles. Vasa Denticity conducts its operations through its online platform, [Dentalkart.com](https://Dentalkart.com). The company's online channel hosts a wide array of dental products, exceeding 15,000 in number, representing approximately 300 domestic and international brands. Vasa Denticity also maintains a portfolio of over 30 proprietary brands, which are either manufactured or sourced from third-party suppliers according to specified requirements. To facilitate efficient distribution, Vasa Denticity operates from multiple distribution hubs occupying 26,000 square feet viz. Farrukhnagar, Gurgaon (19,000 sq ft), Bangalore (4,000 sq ft) and Mumbai (3,000 sq ft).

For further information, please contact:

Mr. Yashank Taneja  
Vasa Denticity Ltd  
Email: [cs@dentalkart.com](mailto:cs@dentalkart.com)

Ms. Savli Mangle  
AdfactorsPR Pvt. Ltd.  
Email: [savli.mangle@adfactorspr.com](mailto:savli.mangle@adfactorspr.com)

### Safe Harbour Statement

*The statements, are as on date and may contain forward-looking statements like the words “believe”, “expect”, “anticipate”, “intend”, “plan”, “estimate”, “project”, “will”, “may”, “targeting” and similar expressions regarding the financial position, business strategy, plans, targets and objectives of the Company. Such forward-looking statements involve known and unknown risks which may cause actual results, performance or achievements to be materially different from results or achievements expressed or implied. The risks and uncertainties inter-alia, relating to these statements include (i) cash flow projections, (ii) industry and market conditions; (iii) ability to manage growth; (iv) competition;*

*(v) government policies and regulations; (vi) obtaining regulatory approvals; (vii) domestic & international economic conditions such as interest rate & currency exchange fluctuations; (viii) political, economic, legal and social conditions in India/ elsewhere; (ix) technological advances; (x) claims and concerns about product safety and efficacy; (xi) domestic and foreign healthcare reforms; (xii) inability to build production capacity; (xiii) unavailability of raw materials and failure to gain market acceptance. The Company shall not have any responsibility or liability whatsoever for any loss howsoever arising from this presentation or its contents or otherwise arising in connection therewith.*

