



Dated: November 07, 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: Investor Presentation

Dear Sir / Madam,

Pursuant to Regulation 30 read with Schedule III of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed the investor presentation on the Unaudited Financial Results (Standalone and Consolidated) of the Company for the half year ended September 30, 2023

The said presentation is being uploaded on the website of the Company and can be accessed at <https://www.dentalkart.com/investors-new>

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 Limited

**Result Update
Presentation – H1 FY24**

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Key Highlights of H1 FY24


-  **Customer Base Growth:** Average Monthly Customer base increased by 22% compared to last year, with over 147000+ satisfied dental professionals relying on our services.
-  **Customer Loyalty:** Witnessed an impressive 82% customer returning rate, a testament to their satisfaction of the products.
-  **Quick Fulfillment:** Average delivery time is just less than 5.5 days, ensuring prompt access to essential dental supplies.
-  **Extensive Product Range:** Offers over 15,000 unique dental products, one of the most extensive selections. In H1 FY24, on boarded 341 brands onto platform.
-  **Quality Assurance:** Stringent quality control led to mere 3.8% product return rate, emphasizing commitment to reliable products.

Financial Highlights of H1 FY24


Revenue

 **Rs. 76.8 Cr**
34% YoY

EBITDA

 **Rs. 6.8 Cr**
58% YoY

MAU*

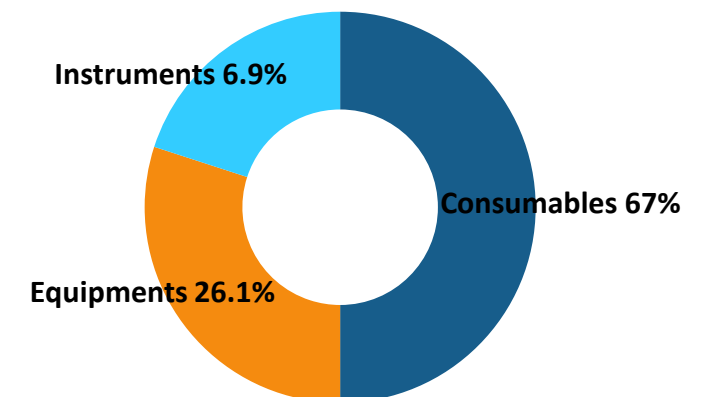
 **227K +**
22% YoY

Total Orders

 **2.02 Lacs**
37% YoY

**Standalone figures*

Revenue Break-up (%age)



**MAU – Monthly Active Users*



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 2.02 lacs in H1 FY24 a YoY increase of 36.48%.

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.

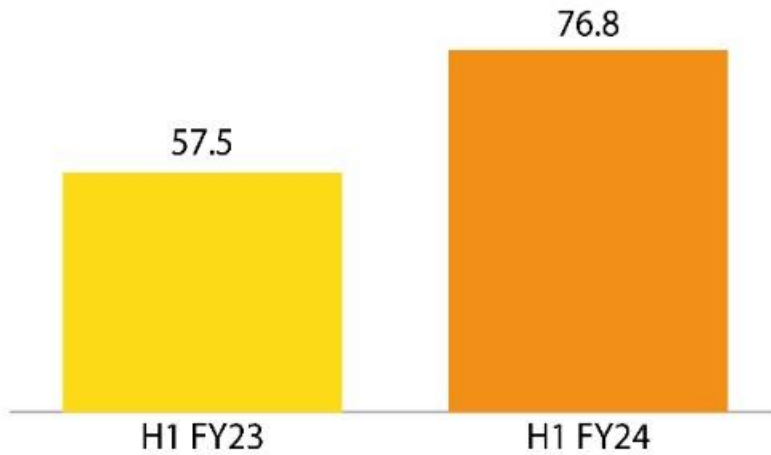
In a significant development, for this period, we entered into an Exclusive Agreement with Baldus Sedation GmbH & Co. KG, a prominent Nitrous Oxide Sedation System Manufacturer based in Germany, this represents a monumental leap forward for our company, allowing us to expand our product portfolio and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

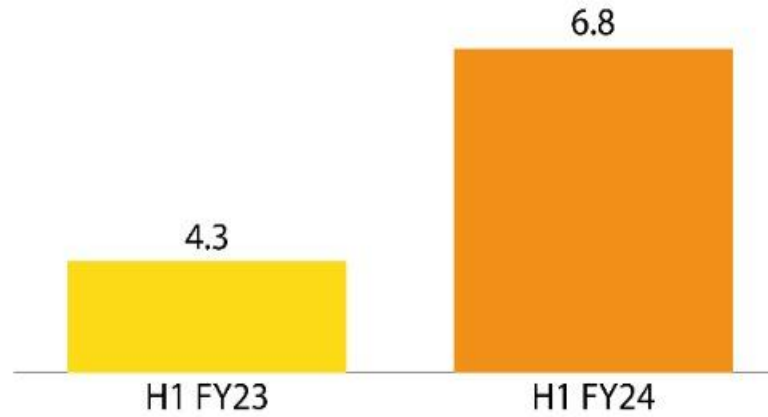
Thank you for your continued trust and support in Dentalkart. We look forward to our journey ahead with enthusiasm and unwavering commitment to our mission.

Key performance indicators – half yearly

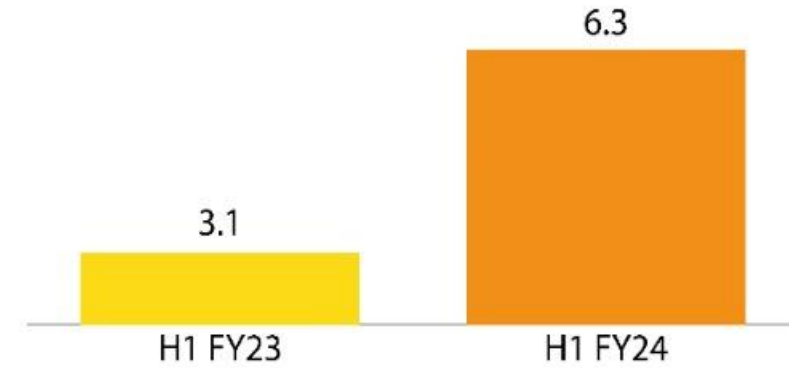
Revenue (Rs. Crore)



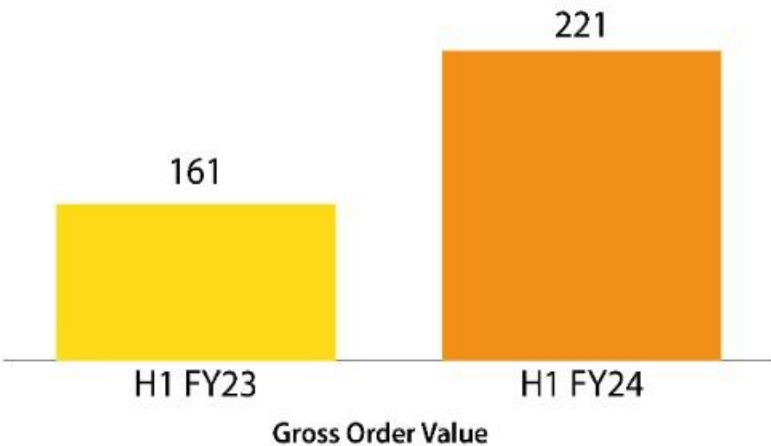
EBITDA (Rs. Crore)



PAT (Rs. Crore)



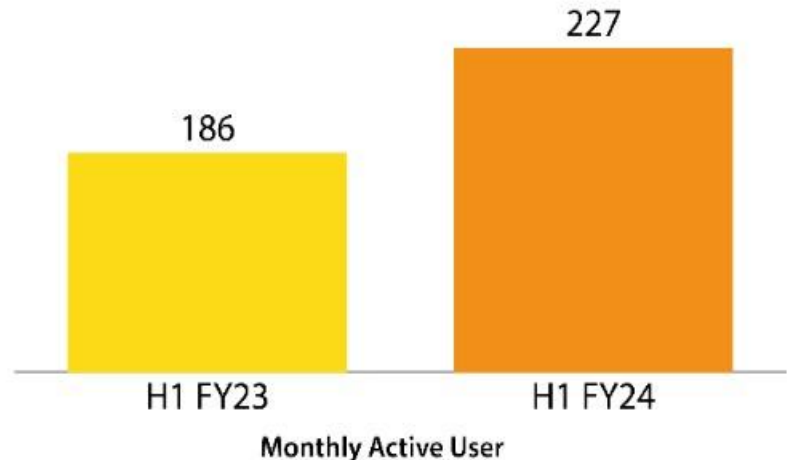
GOV (Rs. Crore)



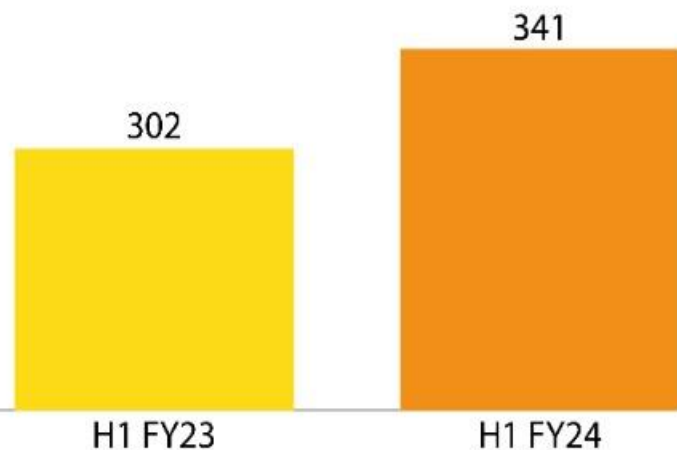
AOV (Rs.)



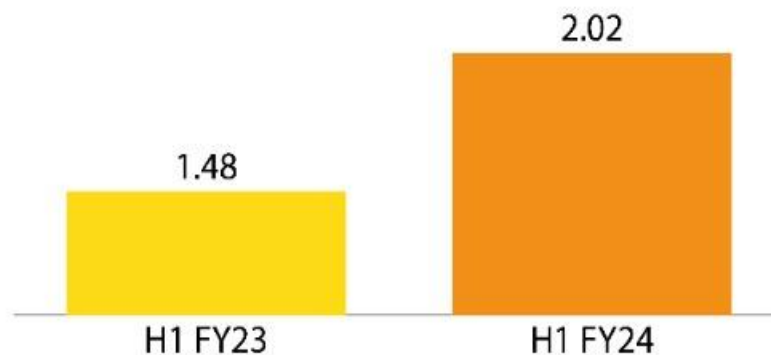
MAU ('000)



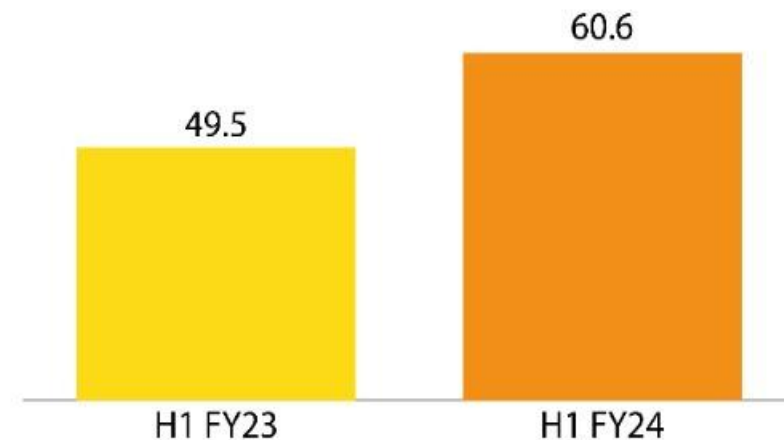
Total Brands



Total Orders (Lacs)



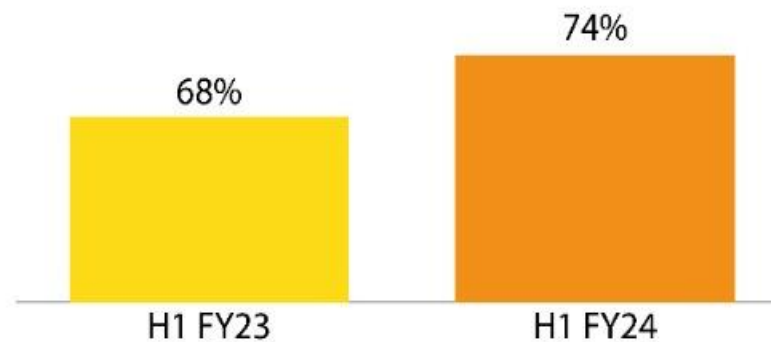
Avg. Montly Customer ('000)



Avg. Delivery Days



Customer Retention Rate



Product Return Rate



Standalone Financial Highlights – Half yearly

Rs. Crore	H1 FY24	H1 FY23	Y-o-Y %	H2 FY23	H1 FY24*
Income from Operations	76.82	57.50		65.77	76.82
Total Income	76.82	57.50	33.61%	65.77	76.82
Purchases of Stocks	67.08	50.91		49.80	67.08
Changes in Inventory	(9.15)	(7.71)		(0.14)	(9.15)
Employee Cost	4.43	3.76		4.25	4.43
Other Expenses	7.63	6.20		5.84	7.6
Total Expenditure	69.99	53.17	31.65%	59.75	69.99
EBITDA (Excluding Other Income)	6.83	4.33	57.73%	6.03	6.83
EBIDTA Margin (%)	8.89%	7.53%	136 Bps	9.16%	8.89%
Other Income	1.30	0.23		0.30	1.30
Depreciation	0.45	0.20		0.34	0.45
Interest	0.05	0.25		0.15	0.05
Profit Before Tax	7.63	4.11	85.64%	5.84	7.63
Tax	1.35	0.98		1.37	1.35
Profit After Tax	6.28	3.13	100.63%	4.47	6.28
Profit After Tax Margin%	8.17%	5.44%	273 Bps	6.79%	8.17%
Other Comprehensive Income					0.00
Net Profit	6.28	3.13	100.63%	4.47	6.28
Net Profit Margin %	8.17%	5.44%	273 Bps	6.79%	8.17%
Basic EPS in Rs.	4.19	2.44		3.48	4.19

- 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 33.61 %
- EBITDA (excluding Other Income) was Rs 6.83 crore in H1 FY24 as against Rs. 4.33 crore in H1 FY23, YoY increase of 57.73%%

Consolidated Balance Sheet – Half yearly

Rs. Crore	As on 30th September 2023	As on 31st March 2023
Shareholder's Funds	59.55	15.83
Share capital	16.02	12.84
Reserves & Surplus	43.53	2.99
Non-current liabilities	1.10	1.13
Financial Liabilities		
Long term borrowings	0.00	0.19
Other Financial liabilities	0.00	0.00
Defer Tax liabilities	0.00	0.00
Other Long-Term liabilities	0.00	0.00
Long-Term Provisions	1.10	0.94
Current liabilities	14.12	12.55
Financial Liabilities		
Short Term Borrowings	0.46	0.83
Trade Payables	7.56	7.17
Other Financial liabilities	0.00	0.00
Other Current liabilities	2.18	1.88
Short-term provisions	3.93	2.67
Income Tax Liability (Net)	0.00	0.00
Total Equities & Liabilities	74.77	29.51

Rs. Crore	As on 30th September 2023	As on 31st March 2023
Non-current assets	8.33	4.96
Property, Plant & Equipment	1.71	1.27
Intangible Assets	0.24	0.75
Capital WIP	0.45	0.00
Financial Assets		
Non-current Investments	0.1	0.00
Deferred tax assets	0.39	0.35
Long-term loans & advances	5.43	2.60
Other non-current assets	0.00	0.00
Other non-current Finan. Assets	0.00	0.00
Current assets	66.44	24.55
Inventories	26.93	17.78
Financial Assets		
Current Investments	15.04	0.00
Trade receivables	3.50	0.98
Cash & Cash equivalents	13.53	1.48
Bank Balance other than Cash	0.00	0.00
Short-term loans & Advances	5.71	3.91
Other Current Financial Assets	0.00	0.00
Other Current Assets	1.73	0.40
Total Assets	74.77	29.51



COMPANY OVERVIEW

Specializations

- Specializes in Orthodontics, Endodontics, and Oral Surgery
- Products for diagnosis, treatment, and aesthetics



Catalogue

- Over 10,000 dental products sold
- Dental consumables
- Instruments
- Equipment & accessories



Distribution & Infrastructure

- Centralized distribution hub (19,000 sq. ft, Gurugram, 4,000 sq. ft. Bangalore and 3,000 sq. ft. in Mumbai)
- 300+ employees (including off-role)



2016

- DentalKart registered as online marketing & distributing of Dental Products



Distribution & Infrastructure

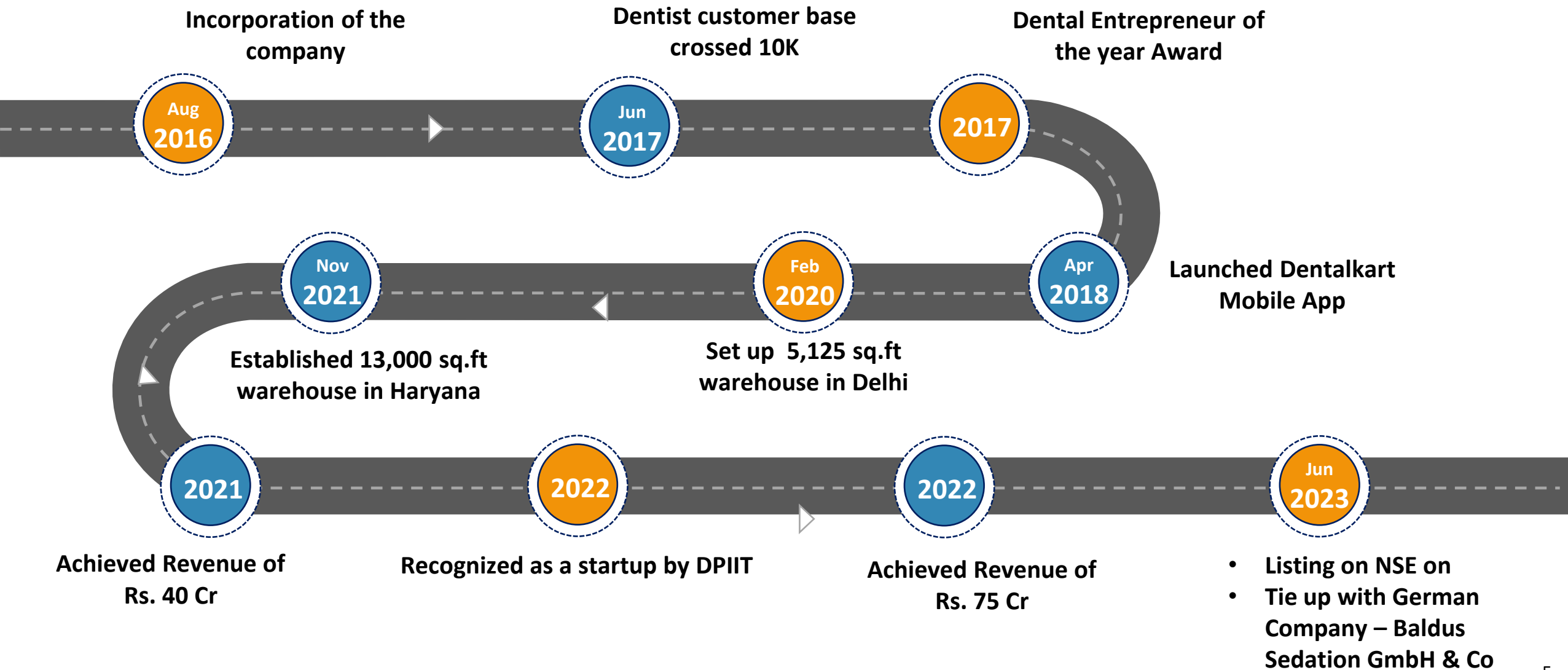
- Available on:
- Online Platform (dentalkart.com)
- Offline 40+ dealers



Target Audience

- Hospitals
- Clinics, and
- Medical Establishments





Dr. Vikas Agarwal - Managing Director



- Dr. Vikas Agarwal is a dental surgeon by profession with expertise in the health, wellness, and fitness industry
- He is an alumnus of Maulana Azad Institute of Dental Sciences
- Vikas Agarwal's entrepreneurial journey commenced during his college years



Mr. Sandeep Aggarwal - Director and Chief Financial Officer

- Mr. Sandeep Aggarwal is a tech fanatic, deeply passionate about technology and its advancements
- He is a strategic and analytical entrepreneur, known for his calculated approach to business
- He demonstrates a multi-passionate personality, with expertise spanning technical, digital, and operational domains



Mr. Manish Kumar
Chief Technical Officer



Mr. Saurabh Agrawal
Import Manager



CA. Varun Chugh
Independent Director



Dr. Akanksha Aggarwal
Director



Mr. Rajat Anand
Head Business Operations



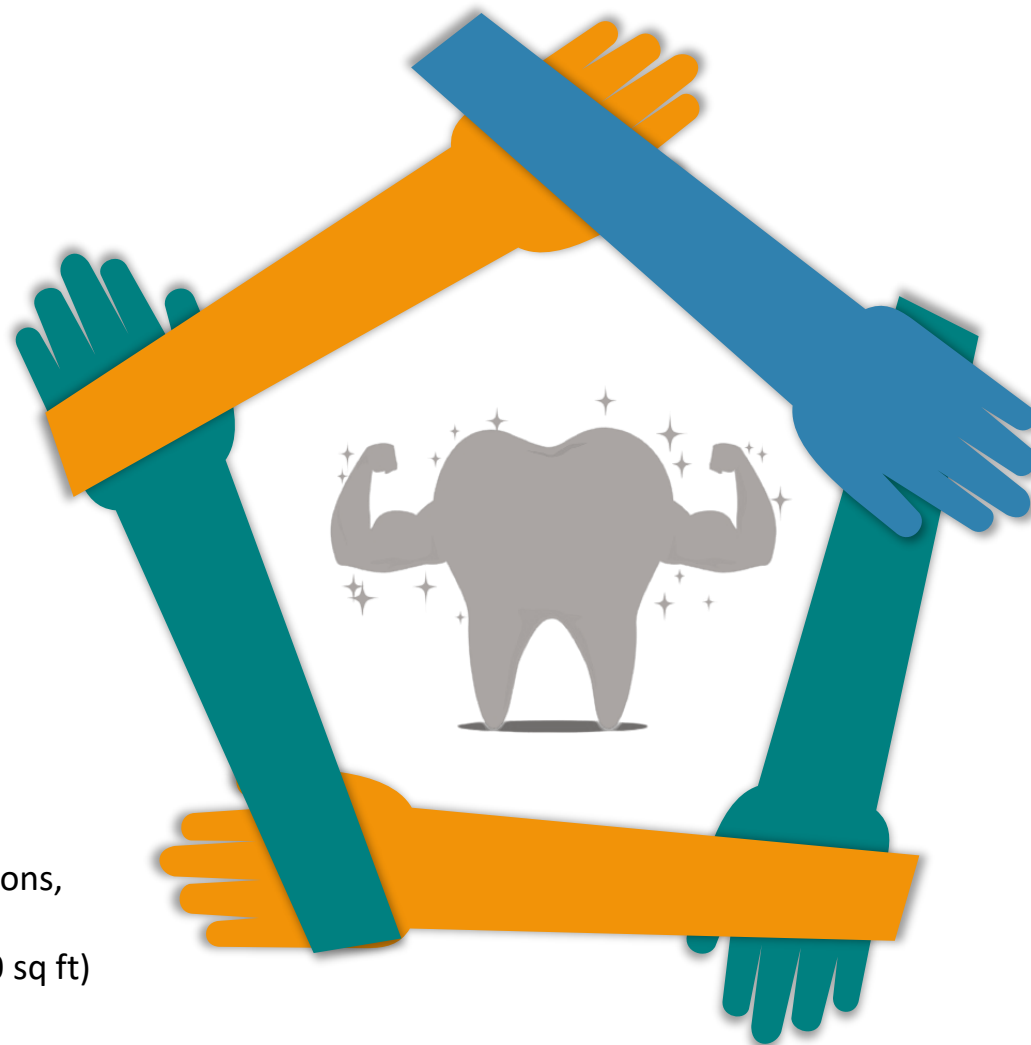
CA. Ravi Jagetia
Independent Director

Wide and Diverse Product Portfolio Offering

- Diverse product offerings across catering to wide range of sectors
- Due to integrated facilities, capability to offer complete and over 15,000 products listed

Strategic Warehouse Network

- Vasa Denticity's warehouse network strategically spans multiple key locations, including:
 - Farrukhnagar, Gurgaon (19,000 sq ft)
 - Bangalore (4,000 sq ft)
 - Mumbai (3,000 sq ft)



Rapid Audience Growth

- Vasa Denticity has experienced a significant surge in its online presence
- In FY22, the company attracted 59,000 monthly unique visitors.
- This figure soared to 195,393 in FY23, showcasing exceptional growth

Experienced Management Team

- Strong Management team with over 20+ years of combined experience
- Backed by skilled & experienced operational and marketing team

Consumables



Instrument



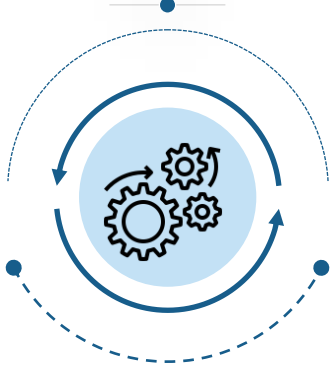
Equipments





Future Outlook

Scaling business operations



- Increasing pan India presence – online & offline
- Through more strategic tie up with global players
- Strengthen supply chain
- Continual app development to make it more innovative & user friendly
- Investing in assets – human capital

Increasing product portfolio



Through more:

- Products across various verticals catering to more sectors
- High margin, value added products
- Integrated product offerings on online platform
- Technologically advanced products

Expanding/ creating the market



Through:

- Conducting market seminars, training programs to increase consumer awareness & interest
- Bring in more global L&D programs to educate customer on new technological developments/ trends

Aims to be the world's largest Dental product company

Our Brand Videos: A Glimpse into Our Identity. We have curated a selection of videos that showcase our brand's essence. These videos cover various aspects, from **our** app latest features to brand building videos.



THANK YOU

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