

Dated: November 14, 2024

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, 2024

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

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





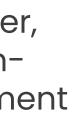
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MANAGING DIRECTOR'S MESSAGE



Dr. Vikas Agarwal

Managing Director Vasa Denticity Limited

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

During the first half of the financial year ending on 30th September 2024, we achieved good results, registering a revenue of Rs. 113.14 crore—a year-over-year (YoY) growth of 46.80%—and a PAT of Rs. 8.77 crore, reflecting a 39.65% increase. Our operational performance was steady, with an EBITDA of Rs. 12.30 crore, up 51.29% YoY. Total orders also saw healthy growth, reaching 2.61 lakh in H1 FY2025, a 29% YoY increase. These results reflect our commitment to steady and sustainable growth.

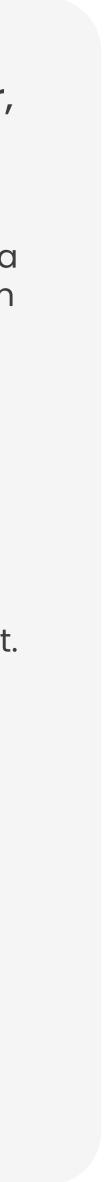
The evolving dental care market in India, driven by digital advancements and rising dental health awareness, supports our efforts to innovate and gradually expand our product range to meet the needs of our growing customer base.

This period also saw some meaningful strategic developments: we incorporated Smileworks Pvt. Ltd., entering the dental lab manufacturing space to meet the rising demand for dental crowns and prosthetics. Additionally, we launched an updated Dentalkart.com, enhancing user experience and providing easier access to our expanding portfolio.

We aim to maintain momentum and continue providing value to our investors and stakeholders. By investing thoughtfully in our people, processes, and technology, we aspire to stay well-positioned in the market. We sincerely thank you for your ongoing trust and support, and we are excited for future opportunities.

Our industry experiences seasonal fluctuations, with the second half of the year typically outperforming the first.





H1FY24-25 PERFORMANCE HIGHLIGHTS

FINANCIAL HIGHLIGHTS OF H1 FY24 - 25



RE Rs

TO 2.6

CUSTOMER BASE GROWTH

01 Customer base increased by 23% compared to last year, with over 191k dental professionals relying on our services till date.

CUSTOMER LOYALTY

Witnessed an impressive 76% customer returning rate on the app, a testament to their satisfaction of the products.

QUICK FULFILLMENT

Average delivery time is just less than 4.5 days, ensuring prompt access to essential dental supplies.

04

03

02

EXTENSIVE PRODUCT RANGE

Offers over 20,000+ unique dental products, one of the most extensive selections.

05

QUALITY ASSURANCE

Stringent quality control led to mere 1.9% product return rate, emphasizing commitment to reliable products.

70%

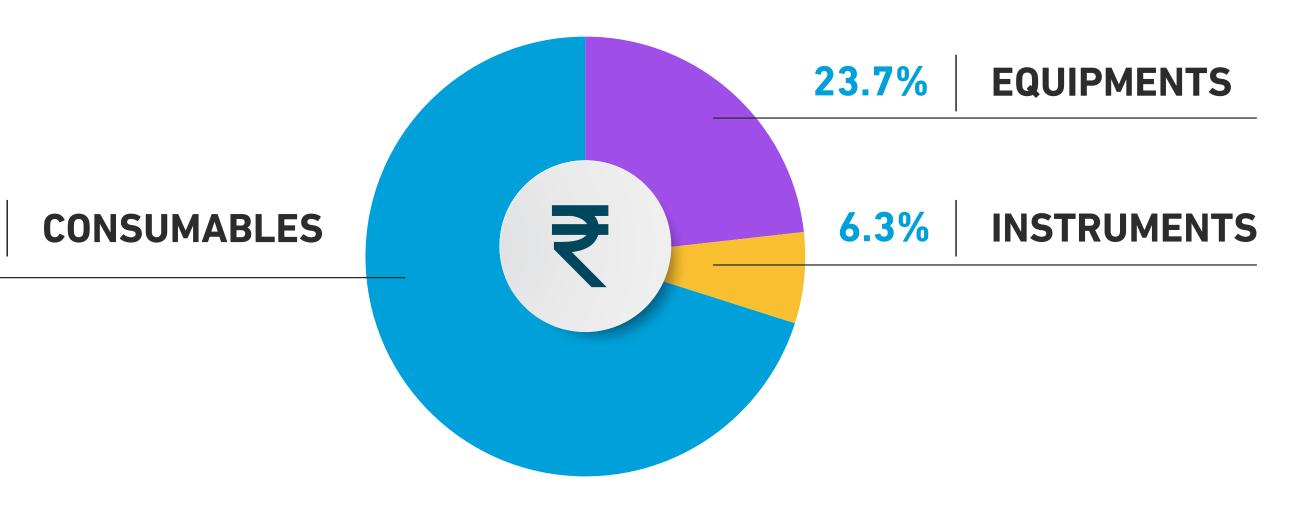




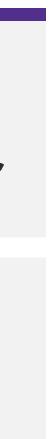
EVENUE ^46.8%YoY	^51.29%YoY	EBITDA
5. 113.14 Cr	F	Rs. 12.3 Cr
DTAL ORDERS 61Lacs^29%YoY	^48%YoY	MAU* 335K+

*MAU, or "Monthly Active Users," counts unique users who interact with a product at least once per month, reflecting user engagement and retention.

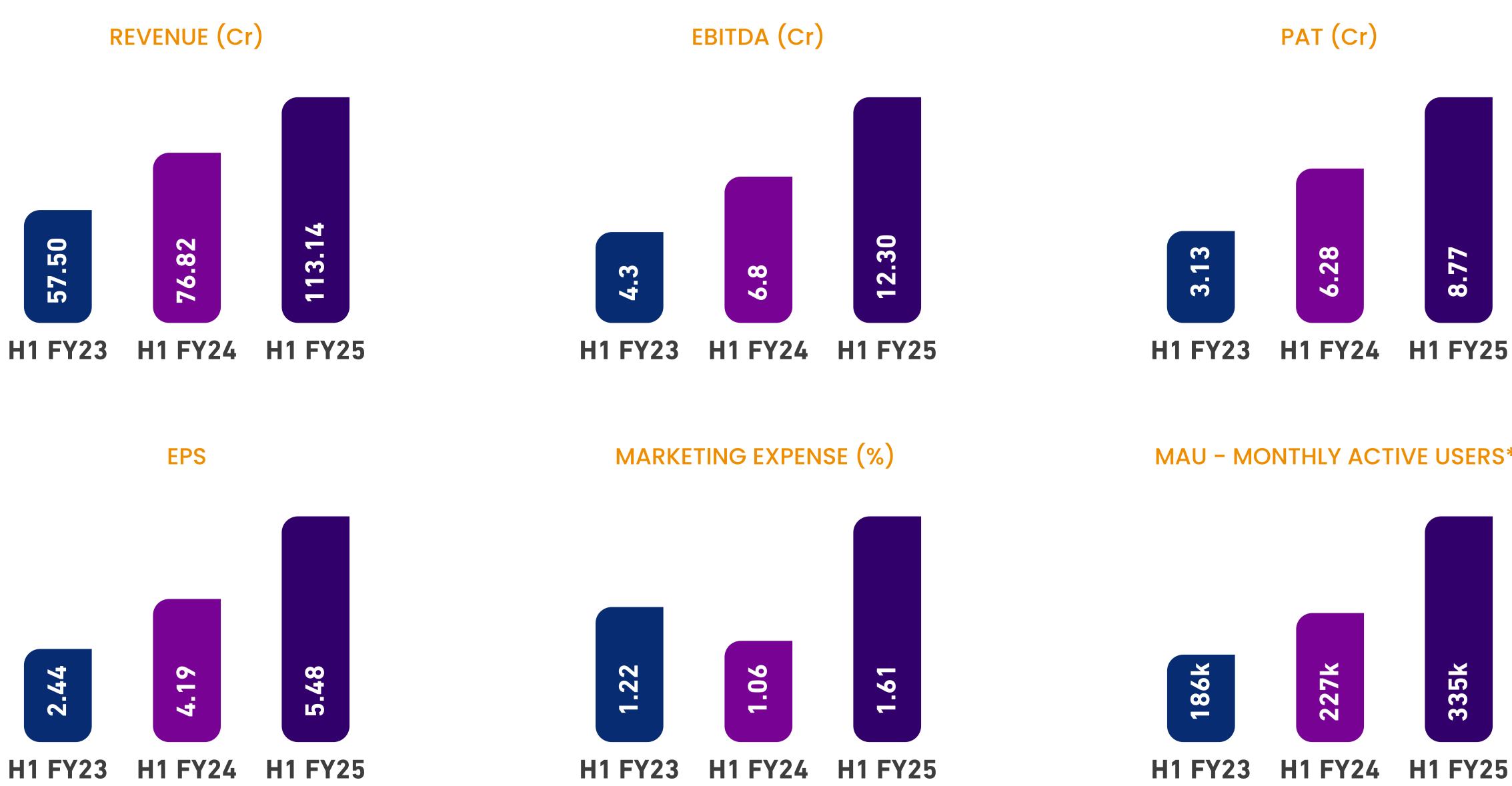
REVENUE BREAK-UP (Rs. Cr)







OPERATIONAL PERFORMANCE HIGHLIGHTS



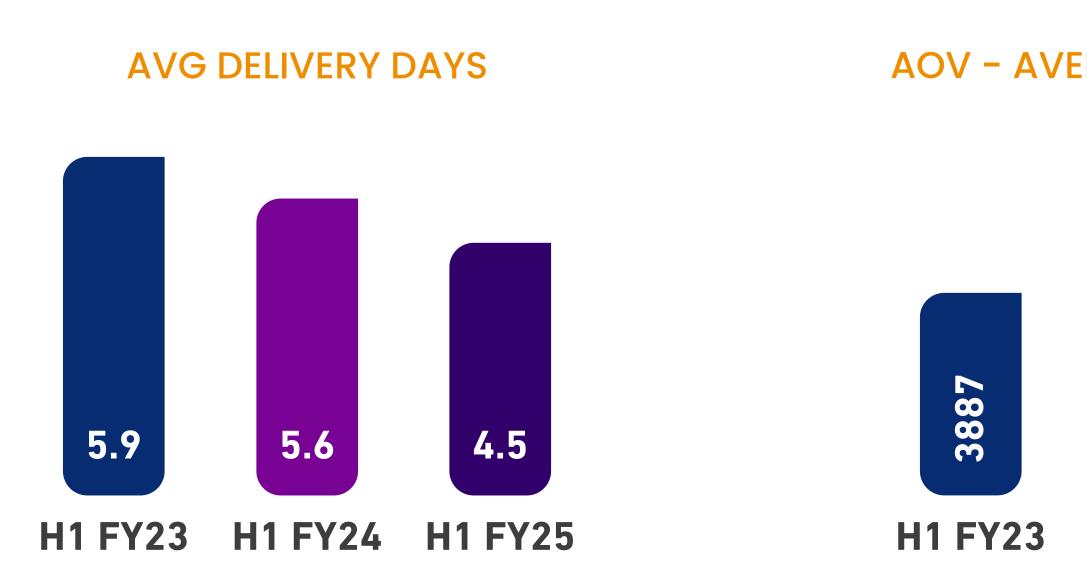
*MAU, or "Monthly Active Users," counts unique users who interact with a product at least once per month, reflecting user engagement and retention.





MAU - MONTHLY ACTIVE USERS*

TRACK RECORD OF KEY METRICS



YOY WAREHOUSING SPACE





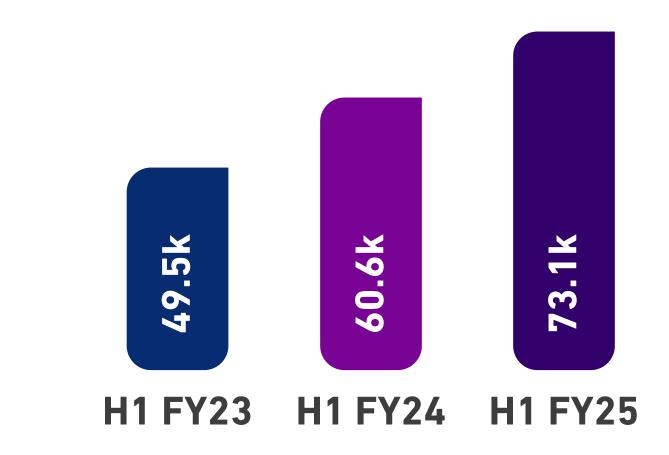
YOY ORDER GROWTH

AOV - AVERAGE ORDER VALUE



TOTAL CUSTOMER BASE







				(In ₹ Cr.)
PARTICULARS	H1 FY 25*	H2 FY 24	H1 FY 24*	Y-0-Y%
Total Revenue Purchases of Stocks Changes in Inventory Employee Cost Other Expenses Total Expenditure EBITDA	113.14 103.82 (21.53) 6.11 12.44 100.84 12.30	94.09 74.59 (7.04) 4.40 9.78 81.73 12.36	77.07 67.08 (9.15) 4.43 6.58 68.94 8.13	46.80% 46.27% 51.29%
EBIDTA Margin (%)	10.87%	13.14%	10.55%	32 Bps
Depreciation Finance Cost	0.64	0.56 0.02	0.45 0.05	
Profit Before Tax	11.66	11.78	7.63	52.82%
ax Profit After Tax	2.89 8.77 7.7506	2.98 8.80	1.35 6.28	39.65%
rofit After Tax Margin% Other Comprehensive Income	7.75%	9.35% 0.00	8.15% 0.00	-40 Bps
Net Profit	8.77	8.80	6.28	39.65%
Net Profit Margin %	7.75%	9.35%	8.15%	-40 Bps
asic EPS in Rs.	5.48	5.53	4.19	



*Unaudited Figures





CONSOLIDATED FINANCIAL HIGHLIGHTS – HALF YEAR					Dentalkart		
							(In ₹ Cr.)
SOURCE	As on 30th Sept 2024	As on 31st March 2024	As on 30th Sept 2023	UTILISATION	As on 30th Sept 2024	As on 31st March 2024	As on 30th Sept 2023
Shareholder's Funds	77.33	68.34	59.55	Non-current assets	15.26	4.45	8.33
Share capital	16.02	16.02	16.02	Property, Plant & Eqipment	2.87	1.40	1.71
Reserves & Surplus	61.31	52.32	43.53	Intangible Assets	0.46	0.48	0.24
Non-current liabilities	1.07	0.97	1.10	Capital WIP	2.84	1.27	0.45
Long term borrowings	-	-	-	Goodwill on consolidation	0.02	0.02	0.10
Defer Tax liabilities	_	-	_	Deferred tax assets	0.55	0.45	0.39
Other Long-Term liabilit	ies –	-	-	Long-term loans & advances	8.52	0.83	5.44
Long-Term Provisions	1.07	0.97	1.10	Current assets	82.79	81.29	66.44
Current liabilities	19.65	16.43	14.12	Inventories	55.50	33.97	26.93
Short Term Borrowings	_	0.08	0.46	Current Investments	3.49	12.18	15.04
Trade Payables	14.50	11.38	7.56	Trade receivables	9.30	11.27	3.50
Other Current liabilities	4.82	4.42	2.18	Cash & Cash equivalents	2.49	13.58	13.53
Short-term provisions	0.33	0.55	3.92	Short-term loans & Advances	8.81	8.73	5.71
Total Equities & Liabiliti	ies 98.05	85.74	74.77	Other Current Assets	3.20	1.56	1.73
				Total Assets	98.05	85.74	74.77





OUR VISION, MISSION, AND CORE VALUES ARE NOW FULLY REALIZED.



MISSION

Dentalkart's mission is to create a reliable global platform for dental professionals where Anything Dental is made



00 **OWNERSHIP & OPERATIONAL** EXCELLENCE ACCOUNTABILITY RESPECT **CUSTOMER** FOR TIME **OBSESSION** · ** COLLABORATIVE INCLUSIVITY GROWTH CORE





EVOLUTION OF COMPANY









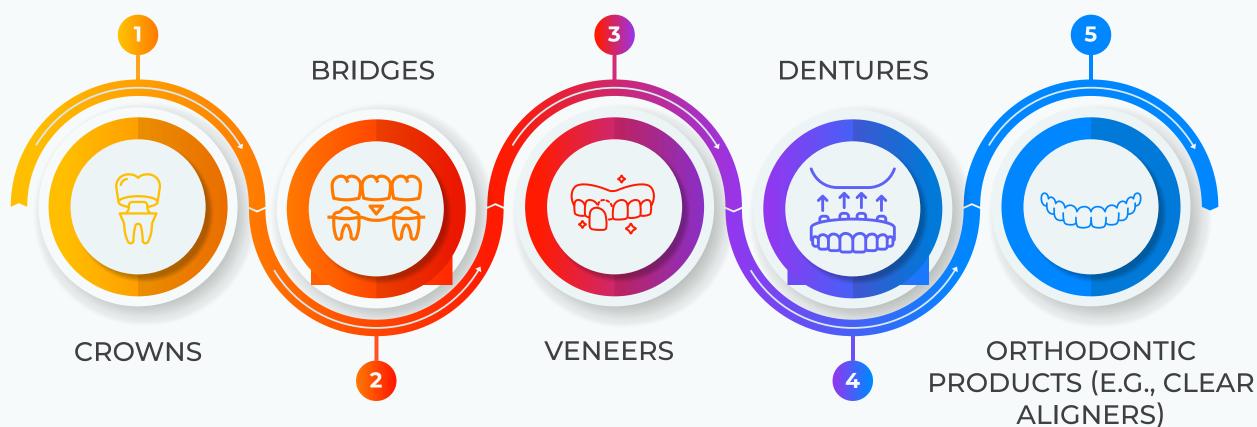
FY25 + Clinical Dental Consumables • Hyper Personalization • Clinical Dental Small Equipments • Turnkey clinical and Clinical Dental Large Equipments dental hospital setups Clinical Dental Instruments Clinic management softwares • Dental Lab Consumables • Dental Lab management softwares • Dental Lab Instruments • Dental Implants • Dental Lab Small Equipments • Dental Aligners • Dental Lab Large Equipments • Digital workflow tools • Dental Laboratory - Smileworks • Speciality product catagories • 80,000 sq. ft.* • 43,900 sq. ft.



WHY DENTAL LABORATORY?

Dentalkart has established a strong presence in the Indian dental market, selling over 20,000 dental products to dentists across the country. Many of these dentists also require Dental Lab products, such as crowns, aligners, bridges, veneers, and dentures, to meet the comprehensive needs of their patients. By expanding into the Dental Lab product segment, the company aims to offer a one-stop solution to its existing customer base, enhancing convenience for dentists while capturing additional market share in this high-demand sector.

PRODUCTS MANUFACTURED BY **DENTAL LAB**







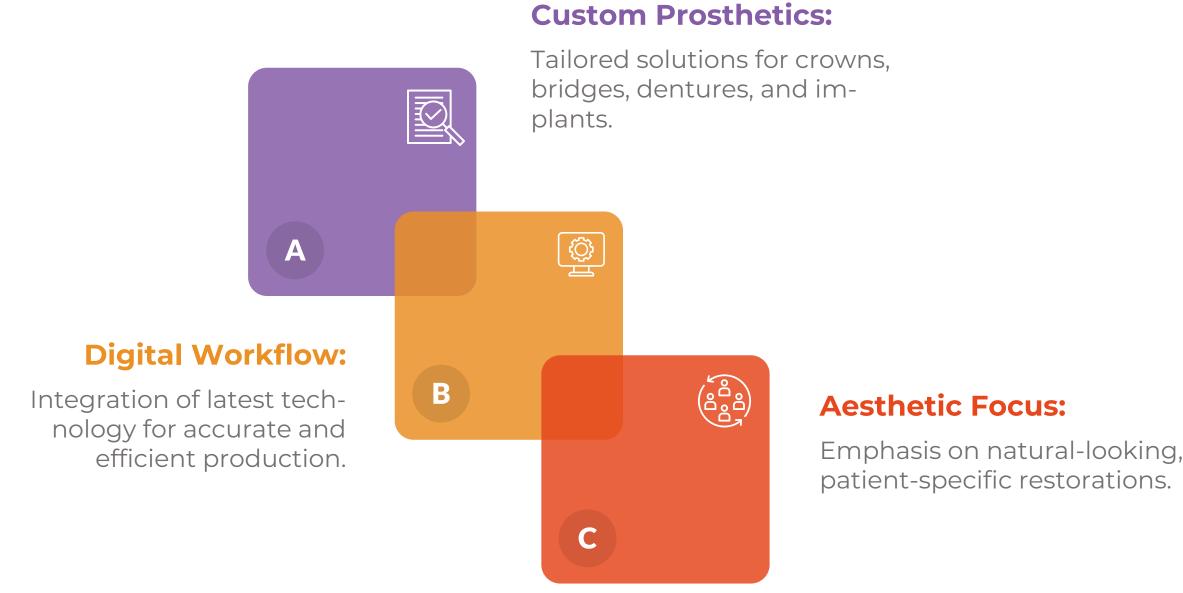
SMILE WORKS DENTAL LAB



State-of-the-Art Dental Laboratory

Smile Works Dental Lab is a facility dedicated to delivering high-quality dental prostheses and restorations. Our lab combines advanced technology with expert craftsmanship to ensure precision, durability, and aesthetics in every product we create.

Our Services:





What will make Smile Works **Dental Lab the Best Choice?**

Precision Engineering

Utilization of the latest dental materials and technology.

Quick Turnaround

Efficient processes to ensure timely delivery without compromising quality.

Experienced **Technicians**

A team of highly skilled dental technicians dedicated to quality.

Customer-Centric Approach

Tech Enabled Lab workflow with tracking of all events for customers

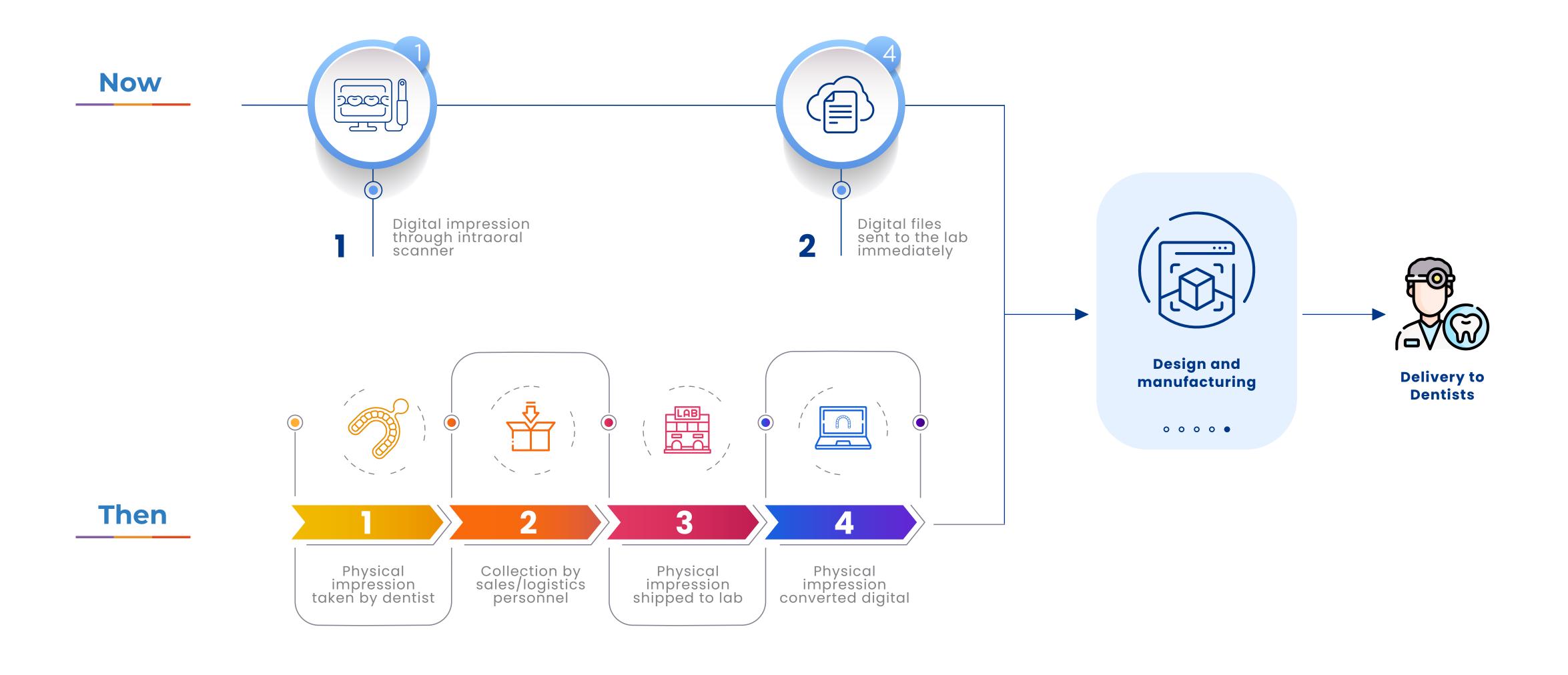




ADOPTION OF DIGITAL TECHNOLOGIES TO SUPPORT MARKET GROWTH AND PENETRATION

Digital impression eliminate one way logistics and reduces redundant steps, ensuring quick turnaround

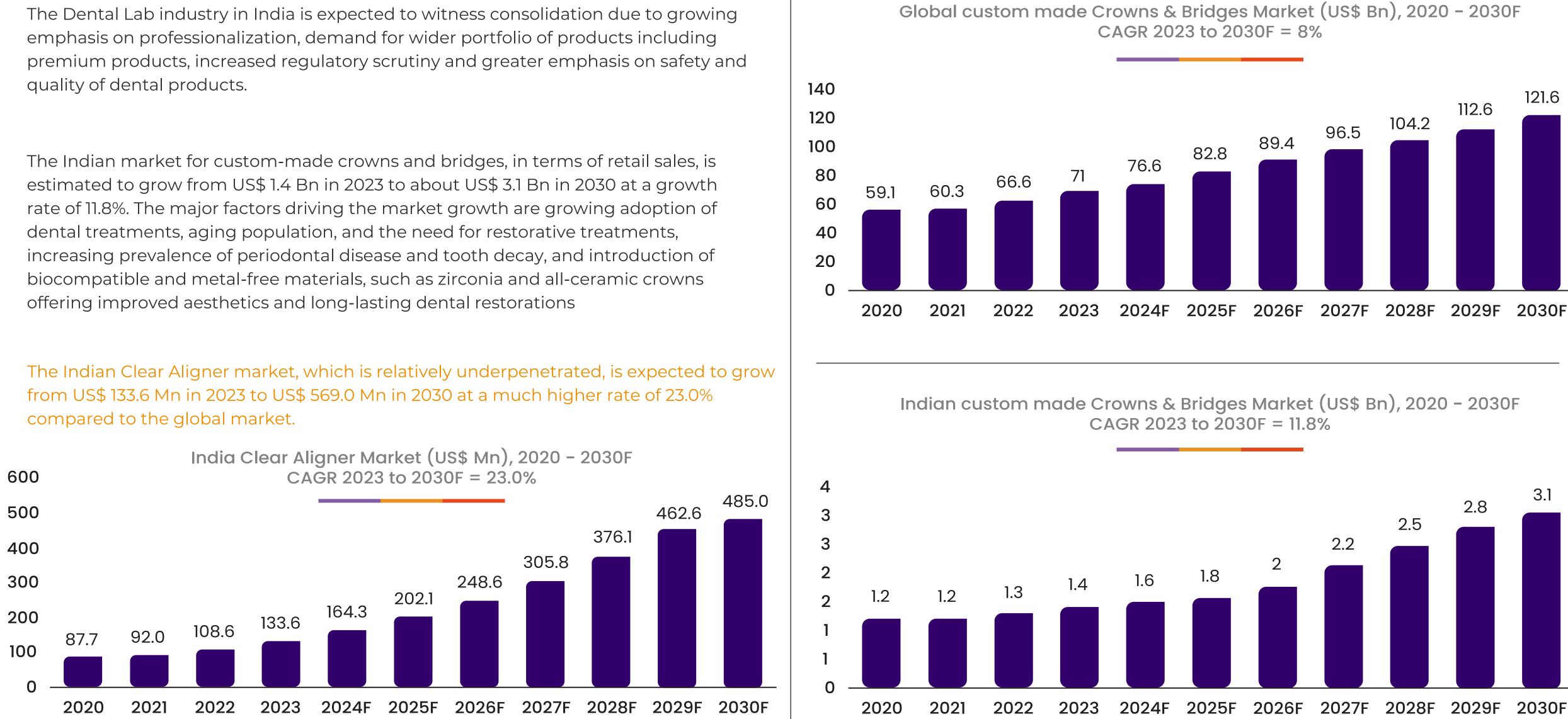
Technologies such as intraoral scanners have enabled dentists to tailor the treatment to each patient's unique needs, improve accuracy, optimize treatment planning, and predict outcomes accurately, and reduce production time and costs making dental restorations accessible to a broader range of patients (Source: F&S Report) and these factors lead to increase in operating profitability.





GROWTH OF DENTAL LABS IN INDIA

The Dental Lab industry in India is expected to witness consolidation due to growing 140

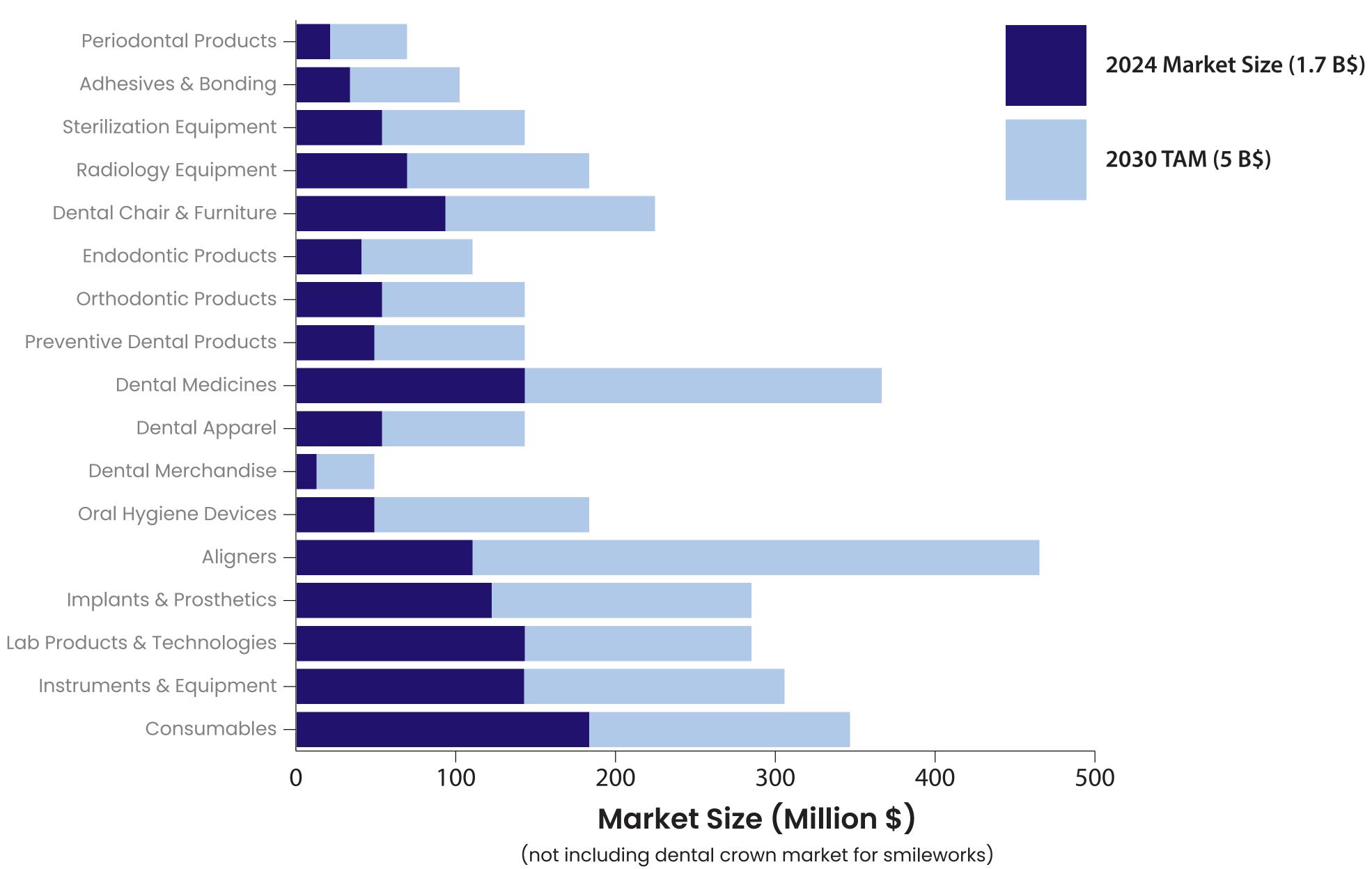






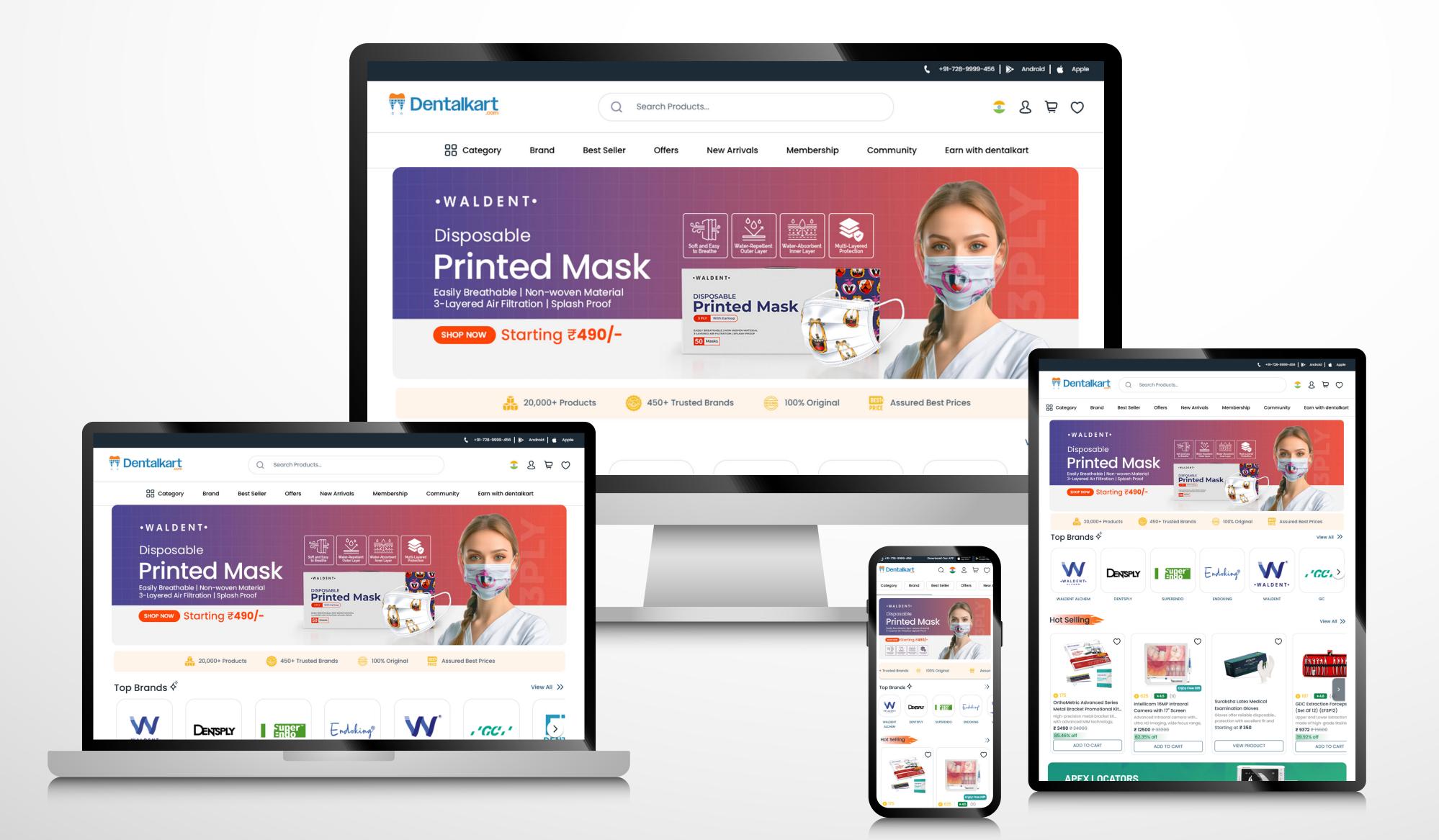
CATEGORY WISE GROWTH TRENDS IN INDIAN DENTAL PRODUCT MARKET

Subcategories) 2030 TAM Projected Core (with SV (2024)India .⊆ Ф Siz ntal Products Market ent Φ ULL \square for \bigcirc





NEW WEBSITE LAUNCH





Features of **New Website**



Enhanced User Experience



Improved Performance



Increased Reliability

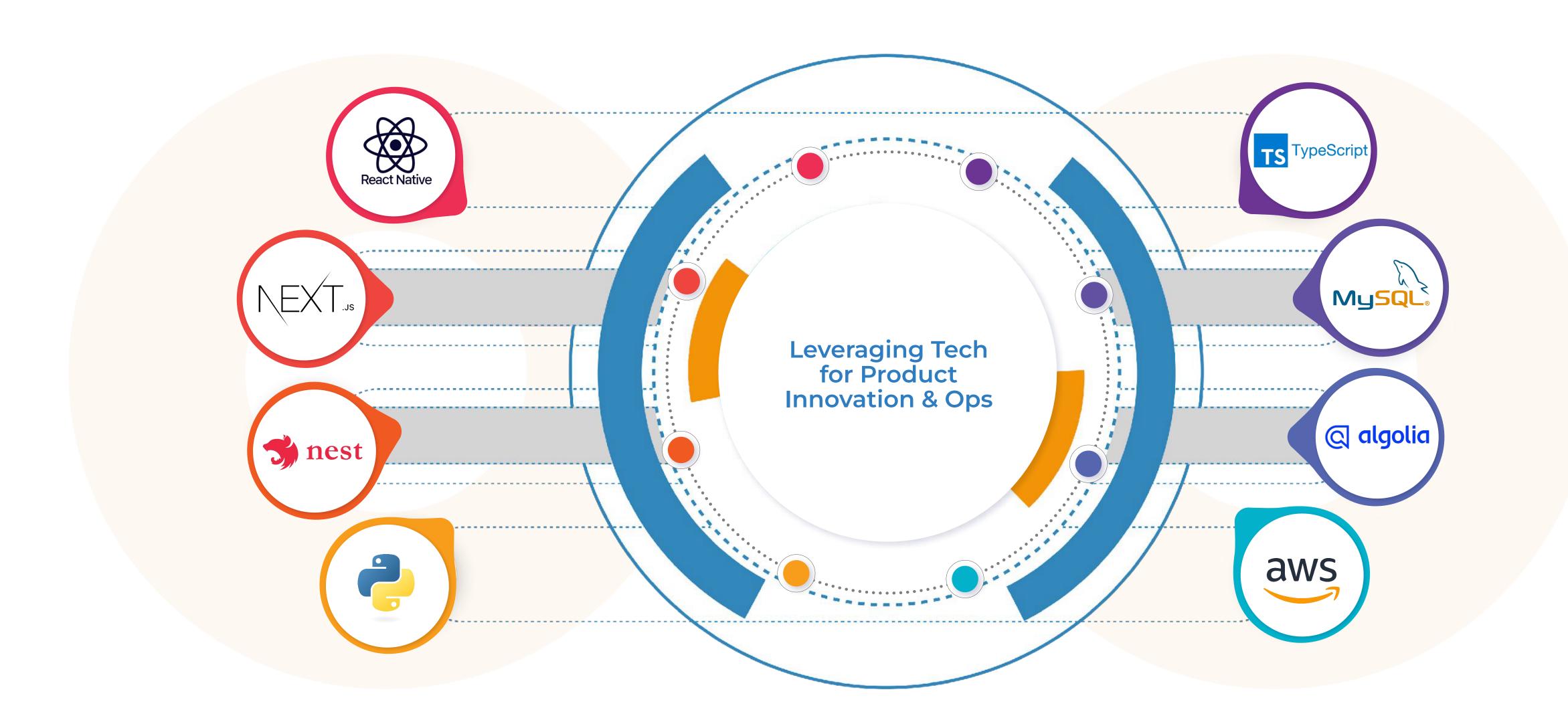


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Smoother Navigation

Seamless User Journey

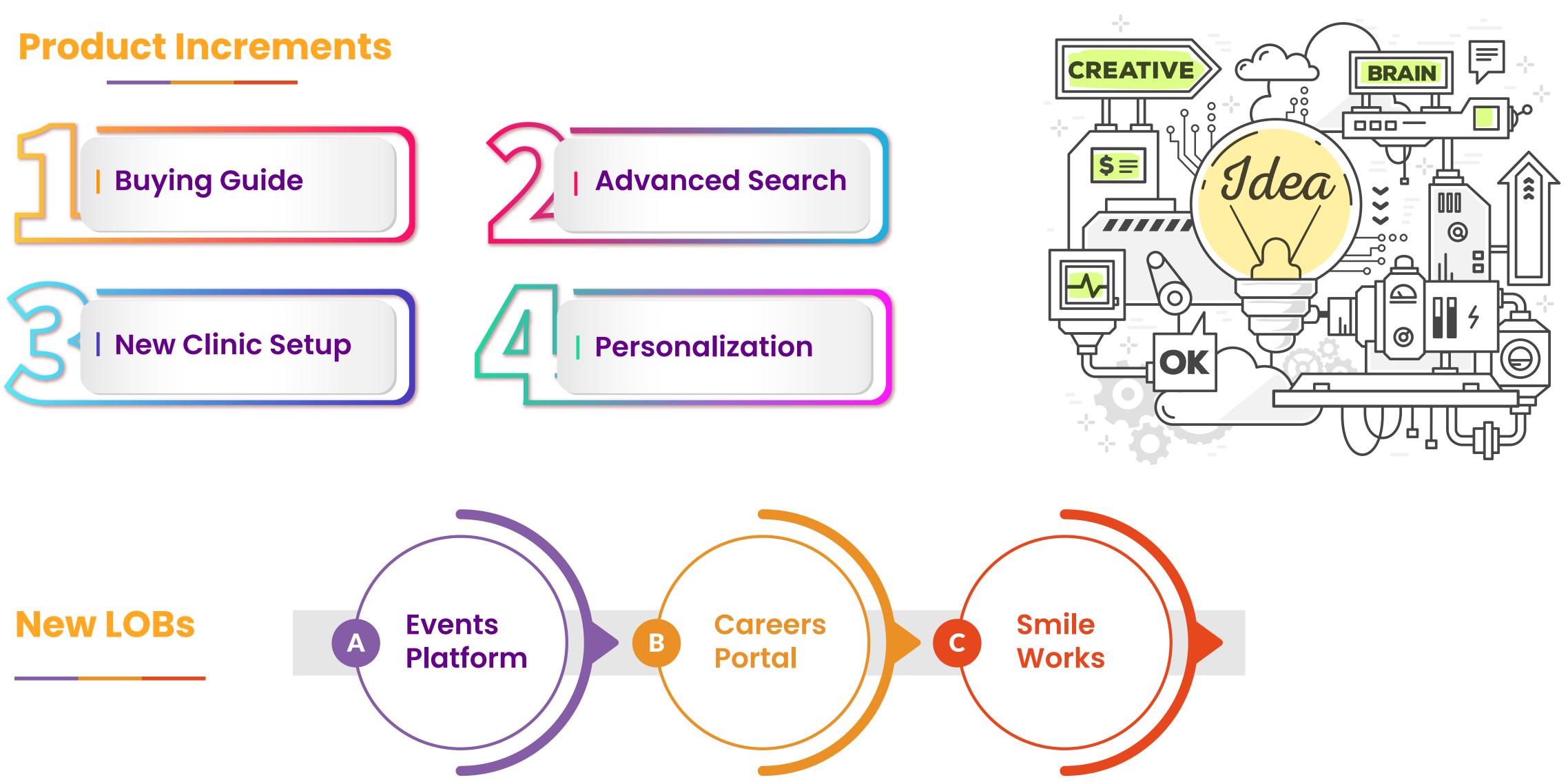
TECHNOLOGY FOR BUILDING SOLUTIONS

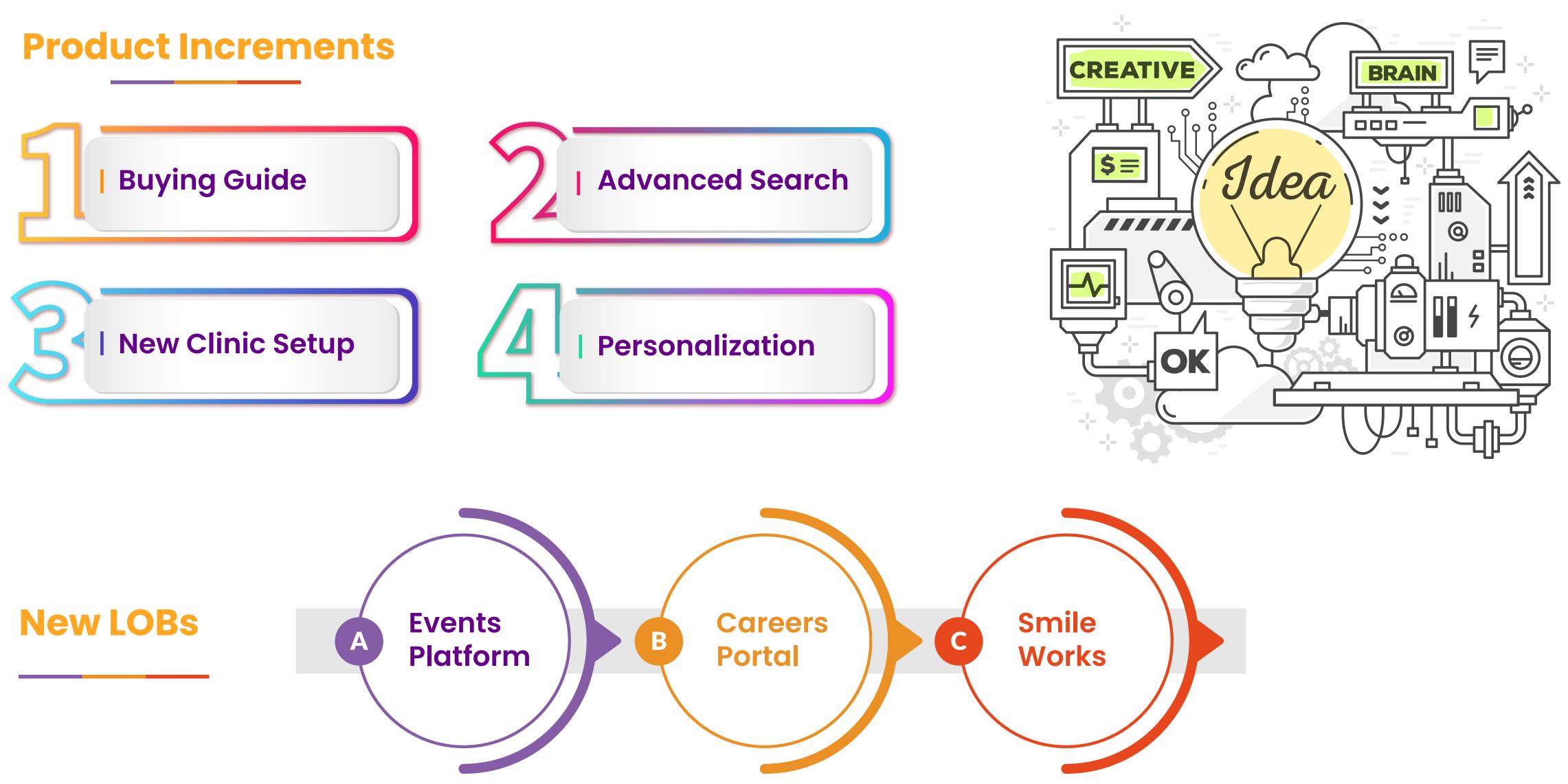






PRODUCT INNOVATION







BUYING GUIDE



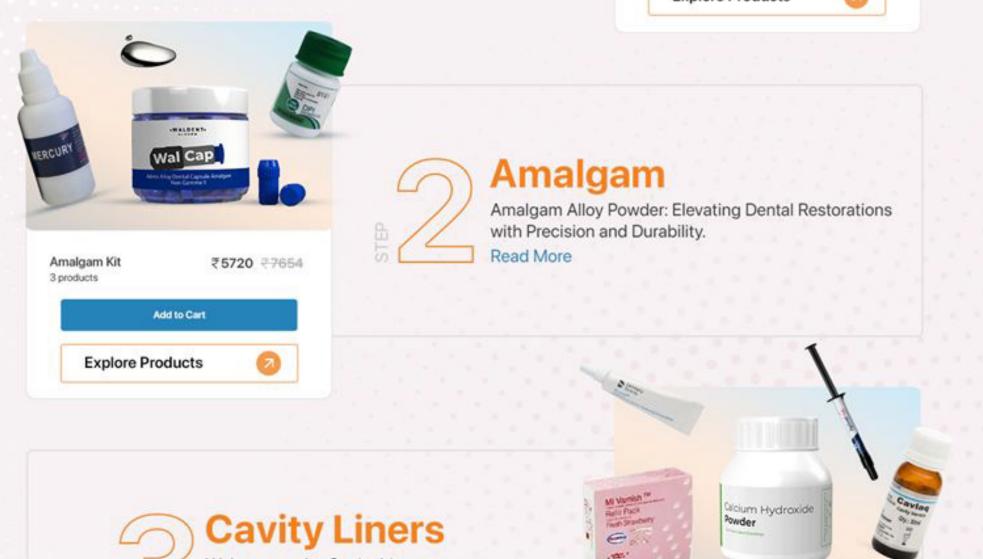


Professional Dental Restoration GUIDE

What to expect after full mouth restoration A Comprehensive Guide:







EVENTS

6

Exclusive Access to Industry-Leading Knowledge

On-Demand Learning and Skill Development

Community Building and Peer Networking

Customized Content Tracks Based on Interests

Direct Access to Product Demos and Innovations

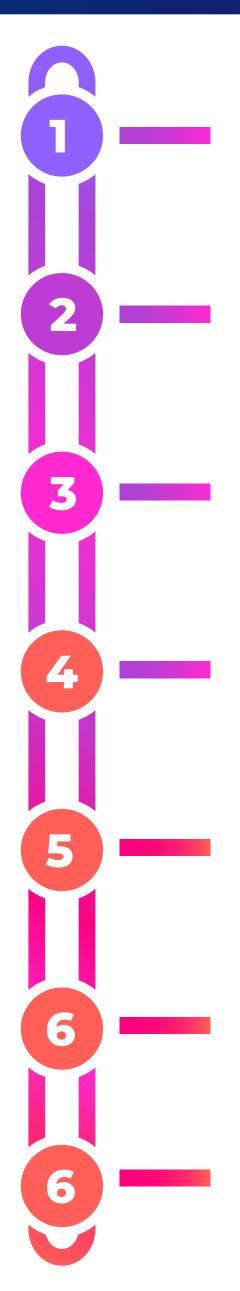
Interactive Q&A and **Support from Experts**







NEW CLINIC SETUP



Comprehensive Equipment List Based on Services Offered

Reliable Equipment Vendor Partnerships

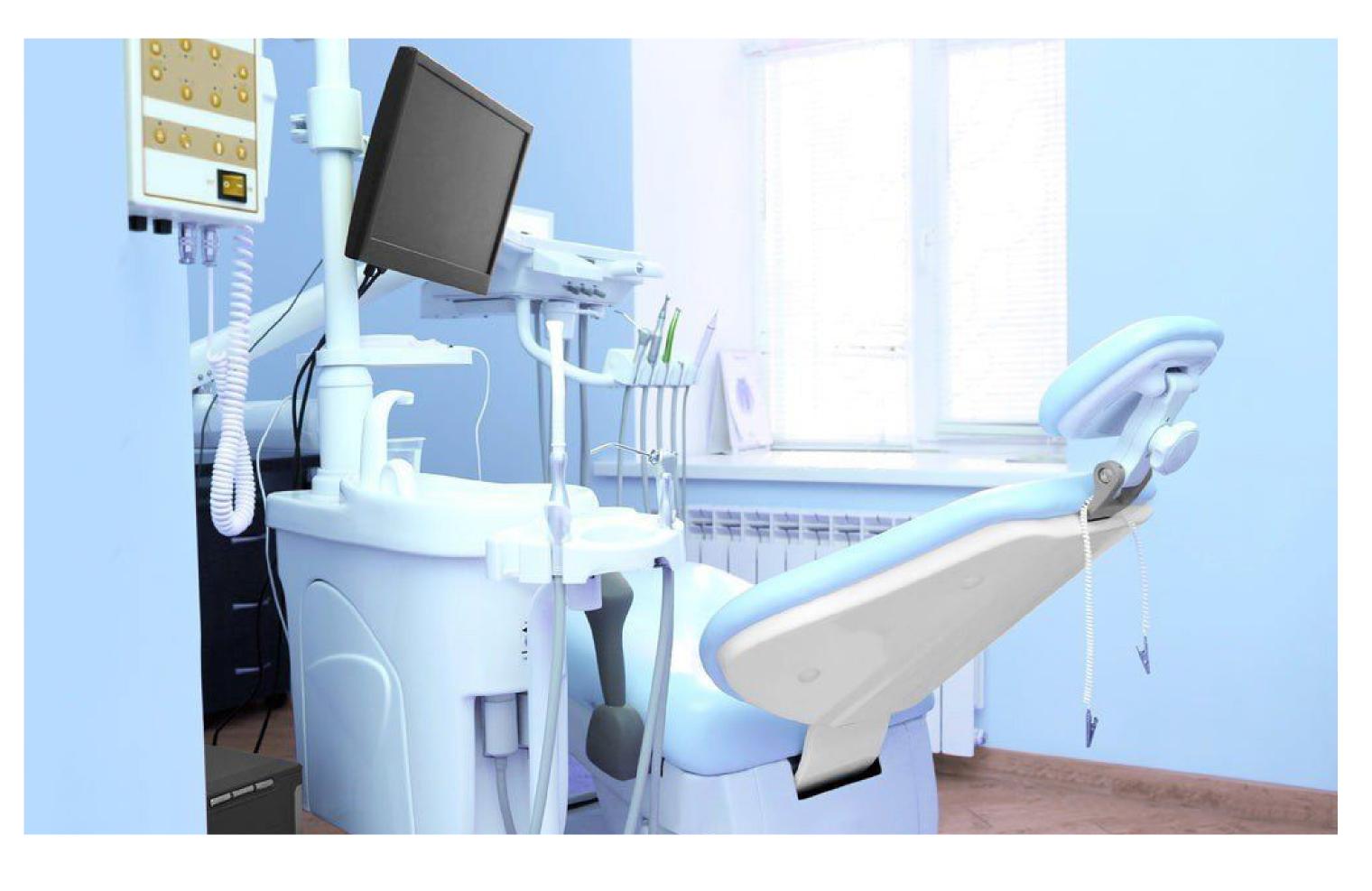
Turnkey Setup Solutions for Efficient Installation

Focus on Ergonomic and Space-Efficient Design

Backup Equipment for Essential Operations

Training and Orientation for Staff on New Equipment

Technology-Driven Solutions for Enhanced Patient Care





CAREERS PORTAL

Centralized Hub for Dental Job Opportunities

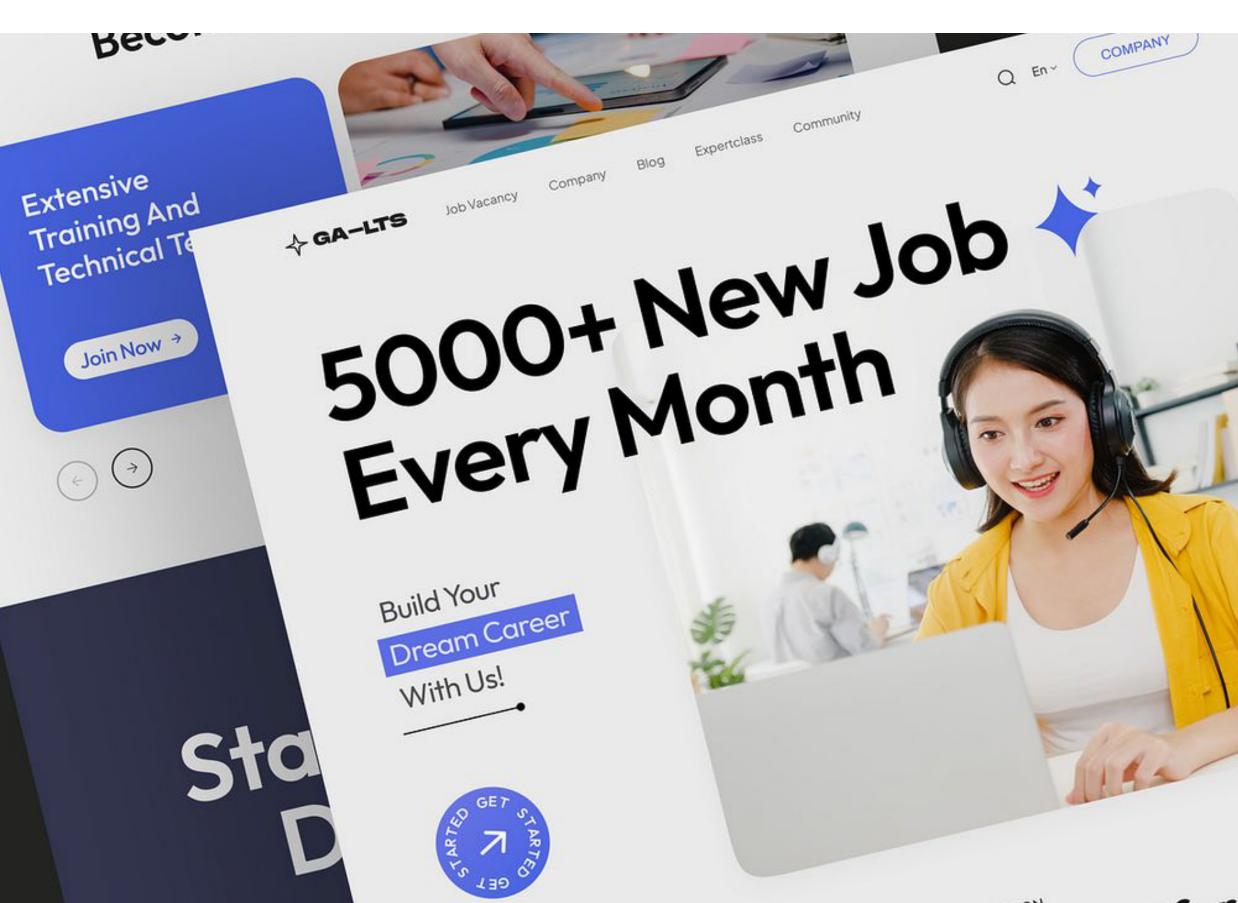
Exclusive Network of Dental Practices and Labs

Streamlined Hiring Process with Pre-Screened Applicants

Job Matching Based on **Specialized Skills**

Professional Development and Training Resources

Interactive Q&A and Employer Branding and Clinic Profile Building















FANKYOU

For further information, please contact:

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