

**Dated: November 20, 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: Press Release dated 19 November 2024 on the Unaudited Financial Results (Standalone and Consolidated) of the Company for the half year ended 30 September 2024**

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 19 November 2024 on the Unaudited Financial Results (Standalone and Consolidated) of the Company for the half year ended 30 September 2024.

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. Achieves 46.8% YoY Revenue Growth to Rs. 113.14 Crore in H1 FY25, with PAT Up 39.65%**

**New Delhi, India, November 19, 2024:** Vasa Denticity Limited (NSE: DENTALKART), India's fastest-growing dental e-commerce platform, announced its financial results for the half-year ended September 30, 2024, showing significant growth across key financial metrics compared to H1 FY24.

### **Key Standalone Financial Highlights for H1 FY25:**

- Revenue from Operations: Rs. 113.14 crore, up by 46.8% from Rs. 77.07 crore in H1 FY24.
- EBITDA: Rs. 12.3 crore, marking a 51.29% YoY increase from Rs. 8.13 crore in H1 FY24, with an improved EBITDA margin of 10.88% compared to 10.55%.
- Profit After Tax (PAT): Rs. 8.77 crore, a 39.65% increase from Rs. 6.28 crore in H1 FY24, with a PAT margin of 7.75%.
- Basic EPS: Rs. 5.48, up from Rs. 4.19 in H1 FY24.

### **Key Operational Highlights:**

- Total Order Volume: Reached 2.61 lakh orders, up by 29% from 2.02 lakh in H1 FY24.
- Monthly Average Users (MAU): Increased to 335,000, a 48% jump from 227,000 in H1 FY24.
- Average Order Value (AOV): INR 4269, up from INR 3804 in H1 FY24, indicating increased customer engagement and spending.

### **Management Comment:**

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

*"In H1 FY25, our revenue grew to Rs. 113.14 crore, a 46.8% increase from H1 FY24, while PAT reached Rs. 8.77 crore, up by 39.65%. Our total order volume for the period was 2.61 lakh, a 29% increase over H1 FY24, demonstrating the growing demand for our products and our ability to scale effectively.*

*The dental care market in India continues to evolve with increased digital adoption and awareness. In this period, we also integrated Smileworks Pvt. Ltd., enhancing our product portfolio and manufacturing capabilities."*

## Performance Highlights for H1 FY25

- Revenue Growth: Revenue in H1 FY25 rose to Rs. 113.14 crore, a 46.8% increase from Rs. 77.07 crore in H1 FY24, driven by a rise in order volume.
- EBITDA: EBITDA (excluding other income) was Rs. 12.3 crore, compared to Rs. 8.13 crore in H1 FY24, a 51.29% increase.
- EBITDA Margin: Improved from 10.55% in H1 FY24 to 10.88% in H1 FY25.
- PAT: PAT stood at Rs. 8.77 crore, up 39.65% from Rs. 6.28 crore in H1 FY24.

Vasa Denticity remains focused on innovation and quality, with plans to expand further in the dental care market. The company's customer-centric approach and strategic developments position it strongly for future growth.

## 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. The company's online channel hosts a wide array of dental products, exceeding 20,000 in number, representing approximately 450+ domestic and international brands. Vasa Denticity also maintains a portfolio of over 45+ 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 43,900 square feet viz. Farrukhnagar, Gurgaon, Bangalore and Mumbai.

For further information, please contact:

Mr. Akhilesh

Vasa Denticity Ltd

Email: [cs@dentalkart.com](mailto:cs@dentalkart.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.*