

Dated: August 16, 2025

To,
The National Stock Exchange of India Ltd,
Exchange Plaza, Bandra-Kurla Complex,
Bandra (East), MUMBAI - 400 051

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 Un-audited Financial Results (Standalone and Consolidated) of the Company for the Quarter ended on June 30th, 2025.

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,

**Yours sincerely,
VASA Denticity Limited**

NIDHI Digitally signed
by NIDHI
Date: 2025.08.16
20:20:18 +05'30'

**NIDHI
COMPANY SECRETARY & COMPLIANCE OFFICER
MEMBERSHIP No: A74591**

Encl: a/a

Investor Presentation

Q1

FY 2025-26

Disclaimer

This presentation has been prepared by Vasa Denticity Limited solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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Managing Director's Message



Dr. VIKAS AGARWAL

Founder, Chairperson & Managing Director

Vasa Denticity Ltd

We are laying the groundwork for a future where every dental professional in India has access to the tools, technology, and trust they need to succeed

Our focus is clear: to build a complete ecosystem for dentistry in India. This means not only delivering genuine products at scale, but also working to eliminate counterfeit supplies from the industry - a challenge that impacts patient safety and erodes trust. We are committed to solving this, and to setting new benchmarks for quality and reliability.

The acquisition of IDS Denmed is a defining step in this journey. By combining India's largest offline dental dealer network with our technology-driven platform, we are creating a distribution backbone that reaches every corner of the country. Alongside this, we are bringing in exclusive brand tie-ups, expanding our portfolio, and making high-quality dental products more accessible than ever before.

But products are only part of the story. The next frontier is digital transformation - introducing software solutions that manage dental clinics efficiently, automate operations, and ultimately help dentists grow their practice. Our vision is to empower every dentist in India, not just with supplies, but with the tools to build thriving, modern clinics.

To serve this vision, we are not shying away from investing heavily in inventory. Faster and deeper penetration into the market requires having the right products ready at the right time. While we will optimise inventory levels in the future, the present calls for scale, speed, and availability. These investments are essential to build trust and reliability across the dental community.

Our gross margins are on an upward trajectory, reflecting the strength of our portfolio and pricing power. At the same time, our investments and expenses are also rising — driven by our aggressive expansion in infrastructure, top talent, automation, and AI. We see this not as a cost, but as an essential step in building a resilient and future-ready organisation.

We know this journey will require patience and guidance. We welcome the wisdom, feedback, and active involvement of our investors and partners as we navigate this growth phase. Every day, we learn, adapt, and improve — and those learnings are shaping us into a stronger, more resilient company.

Our ambition is long-term, but our commitment is immediate: to create a Dentalkart that transforms how dentistry is practiced in India, uplifts every dental professional, and sets a new gold standard for the industry. We are still in the early chapters of this story — and the best is yet to come.

Whole Time Director Message



MR. SANDEEP AGGARWAL

Co-Founder, Whole Time Director

Vasa Denticity Ltd.

Q1 FY 2026 marks the beginning of a new era for Dentalkart — a period where we not only turned vision into reality but transformed it into measurable and sustainable systems.

This quarter, we strengthened our operational capabilities, making every process faster, smarter, and more scalable. The agility of our teams, the strength of our logistics, and the excellence of our service experience have elevated Dentalkart to new heights across India.

This quarter, we took bold strides in building infrastructure for the future. We expanded our warehousing footprint across key geographies to ensure faster deliveries and higher product availability, setting new benchmarks in customer satisfaction.

The launch of Smileworks, our advanced dental lab, marks the next step in our evolution into a tech-enabled, vertically integrated dental ecosystem. This initiative is not just about offering lab services — it's about redefining clinical workflows, turnaround times, and digital precision in Indian dentistry.

Our investments in people and technology have been purposeful. We enhanced our ERP systems, streamlined procurement, and strengthened vendor partnerships to ensure resilience and scalability. While these investments influenced short-term profitability, they are already powering a more efficient, data-driven, and customer-centric Dentalkart.

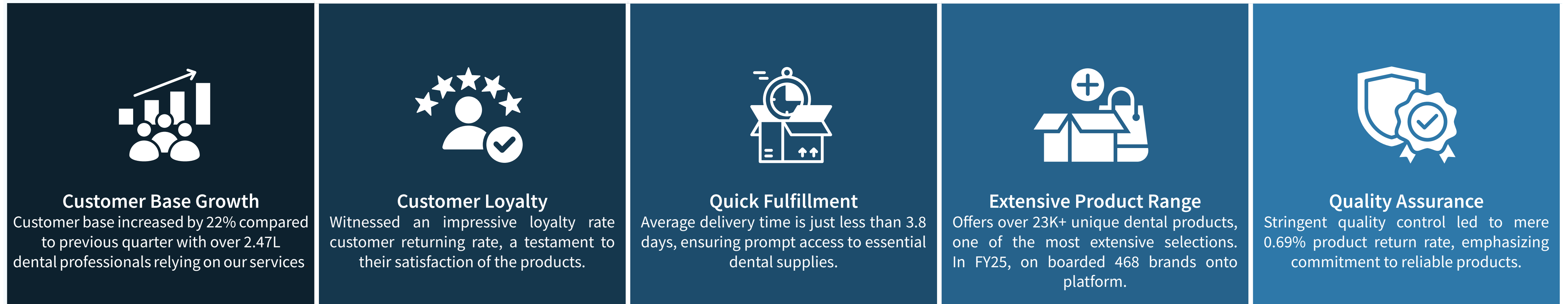
We also took important steps to bolster compliance, quality control, and last-mile delivery — ensuring that as we grow, we grow responsibly and sustainably.

Looking ahead, our focus remains sharp: deliver operational excellence, accelerate digital transformation, and empower our teams to scale Dentalkart's promise across every corner of India. We're building not just for today, but for the next decade of dentistry.

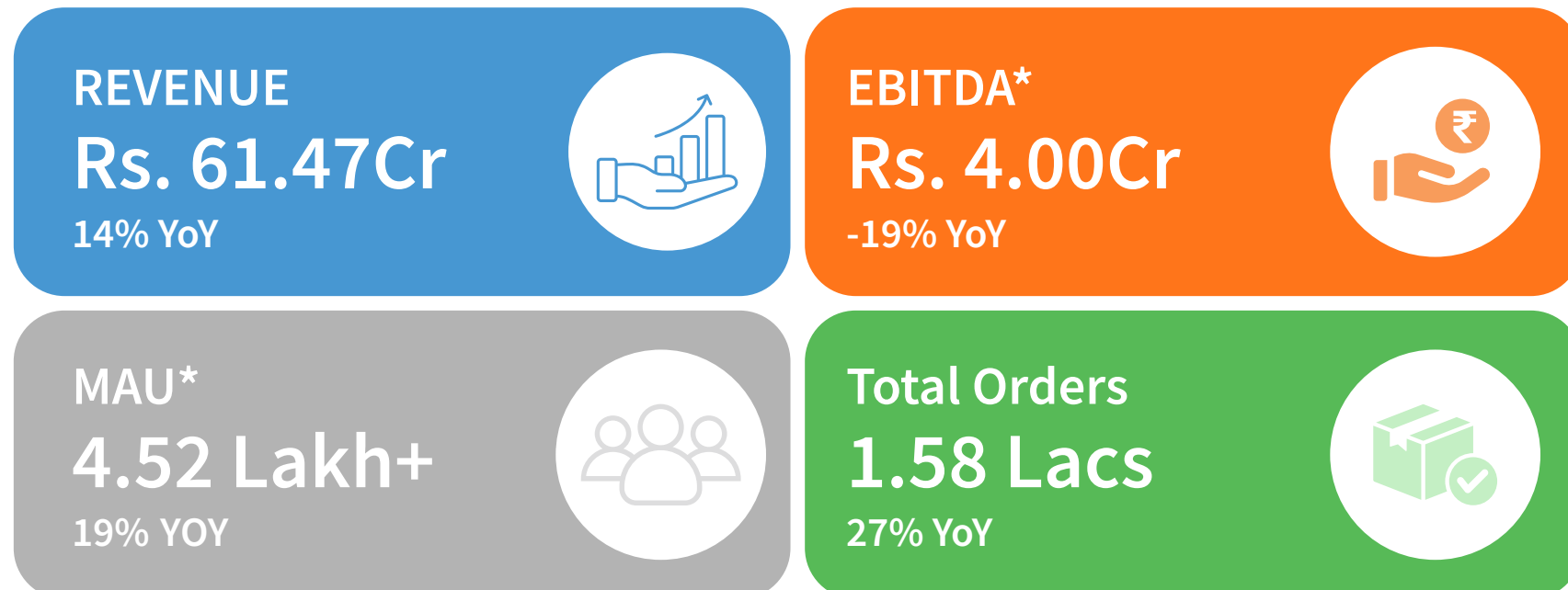
To our partners, vendors, and internal teams — thank you. Your commitment makes execution possible. The road ahead is ambitious, but with our solid operational backbone, Dentalkart is ready to lead the future of dental care.

Let's keep moving forward with purpose, precision, and passion.

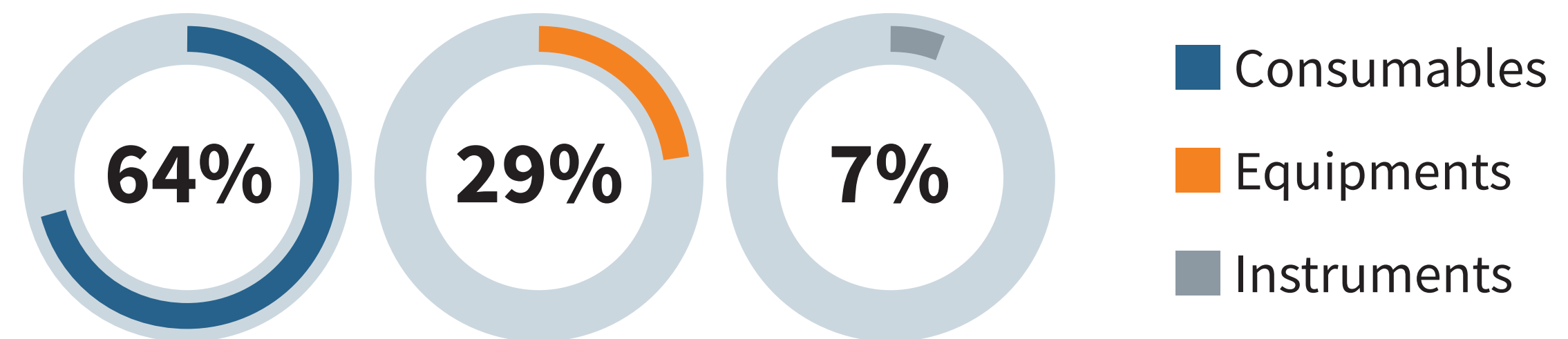
Key Highlights of Q1 FY25-26



Financial Highlights of Q1 FY26

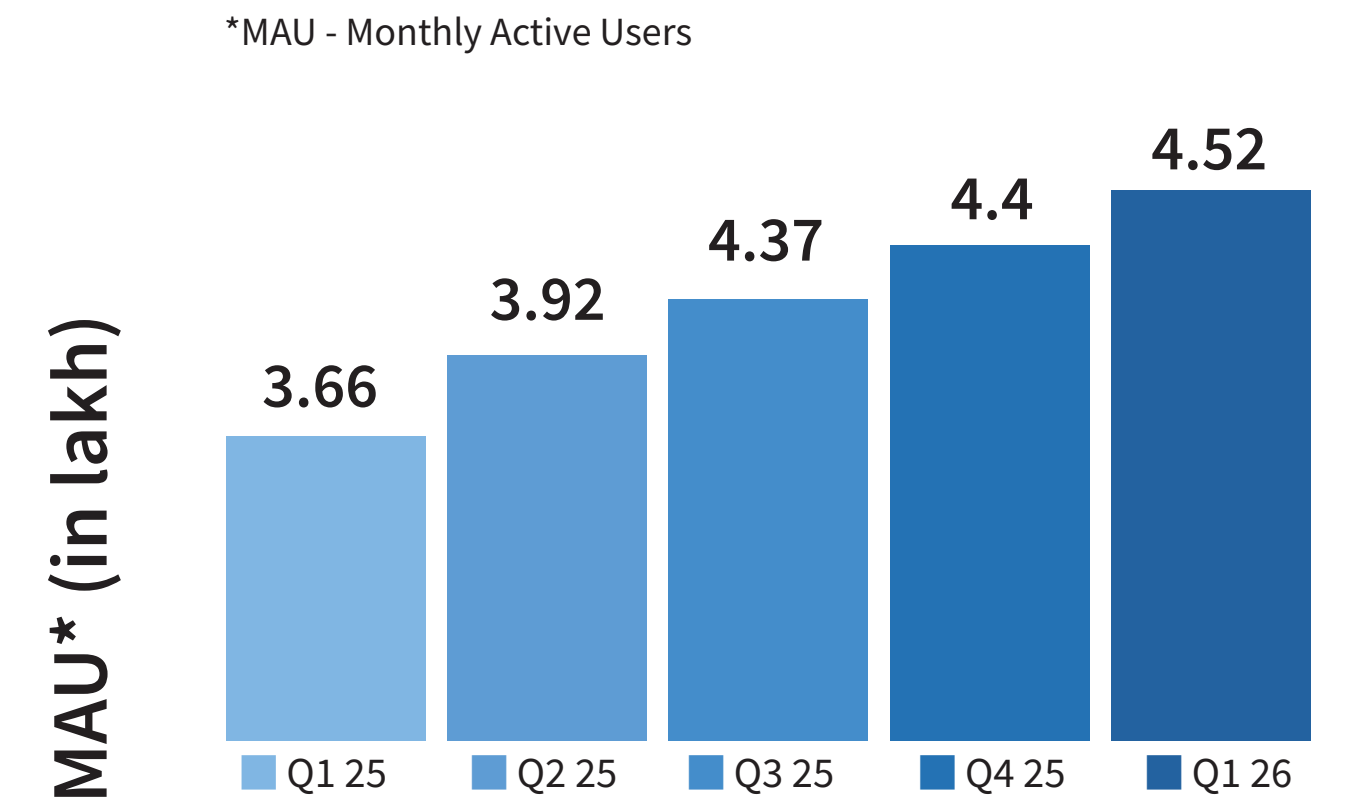
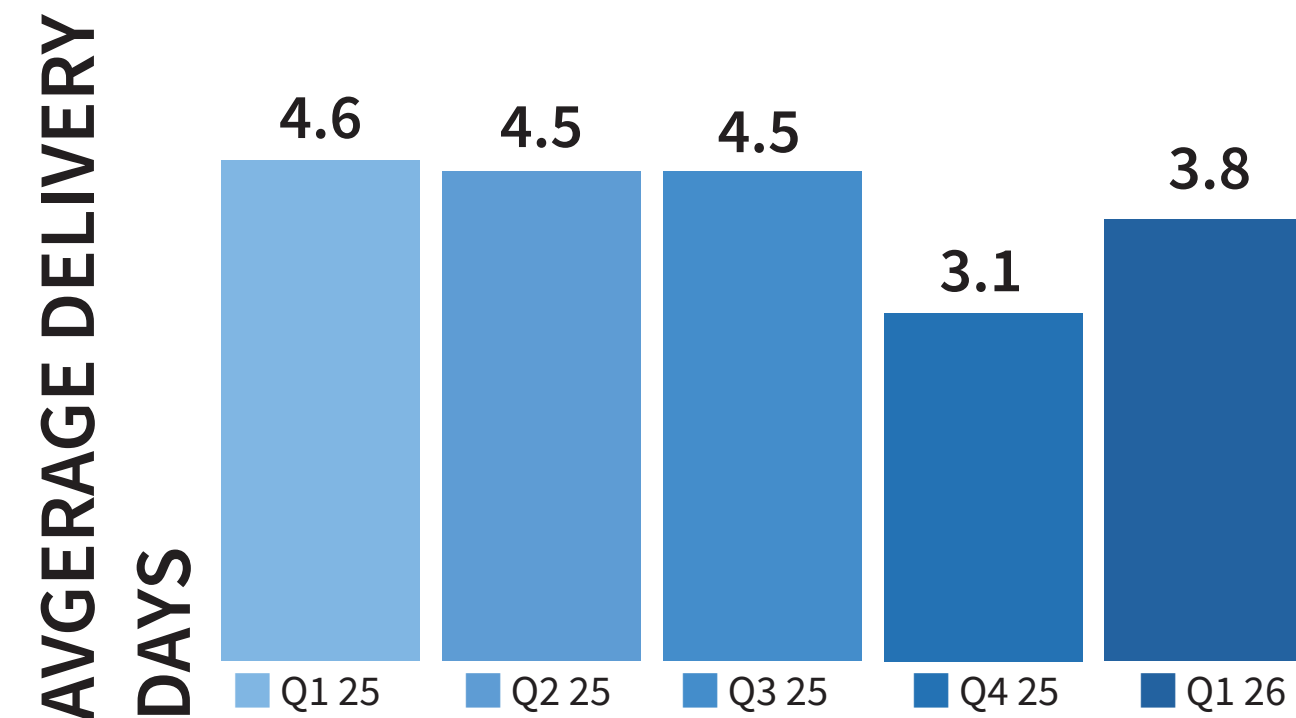
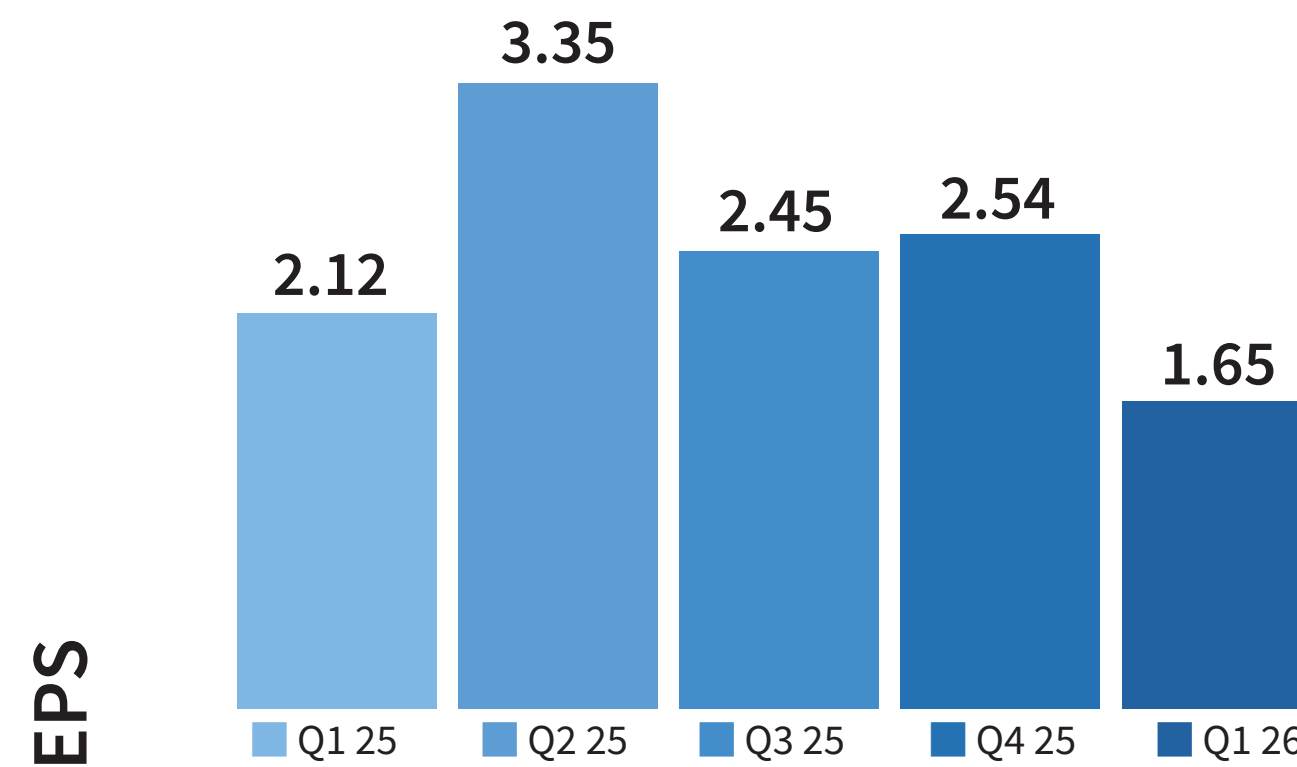
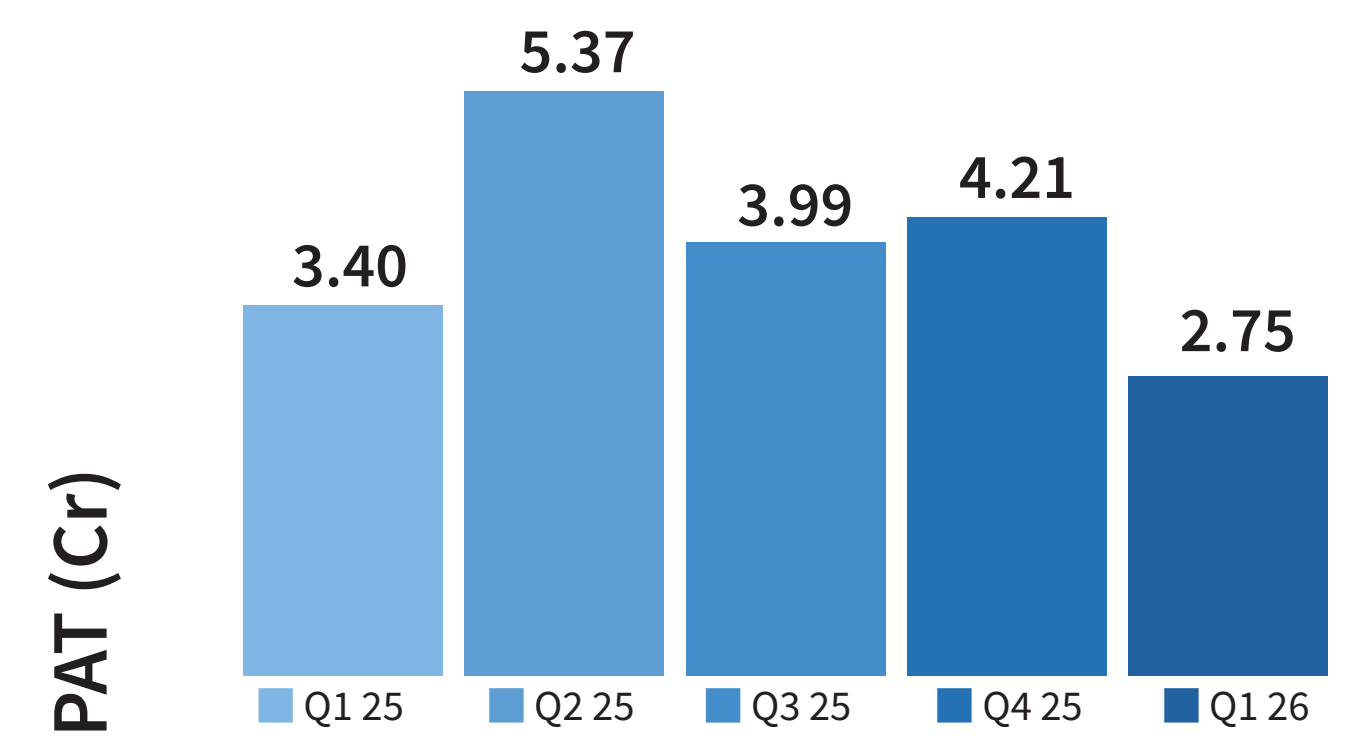
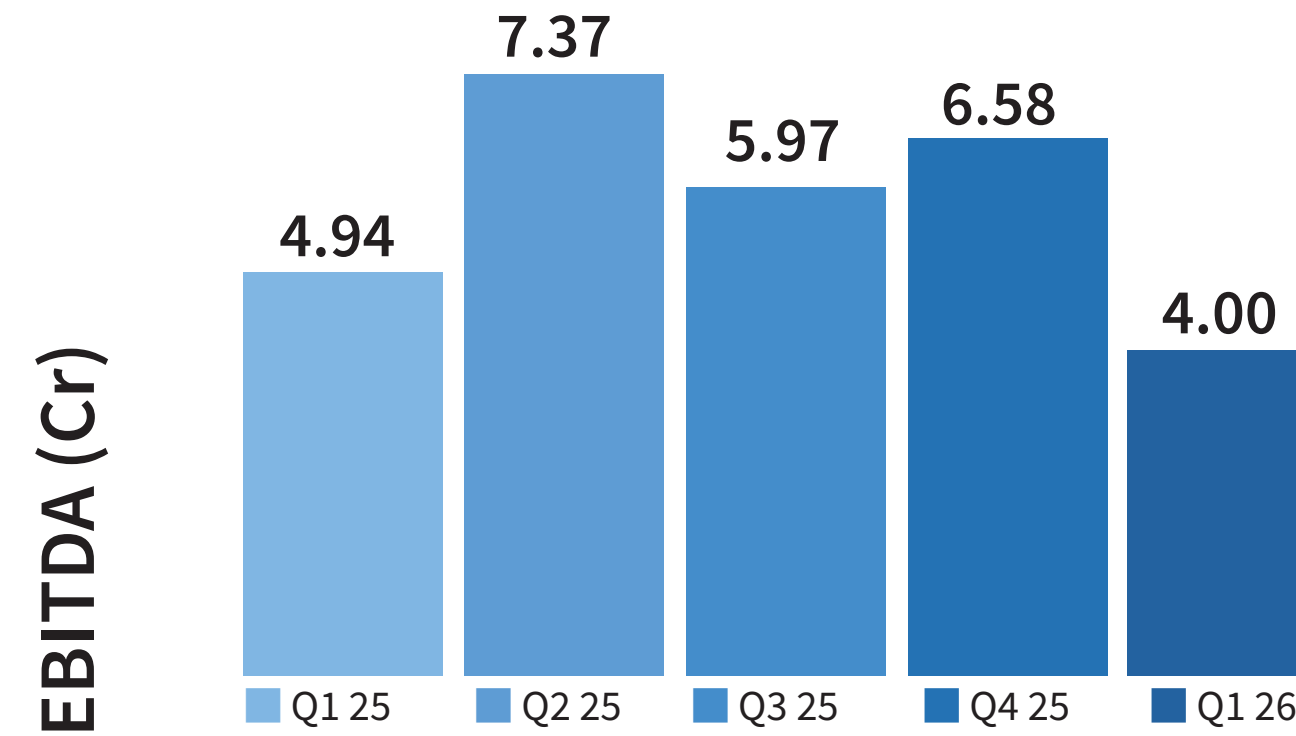
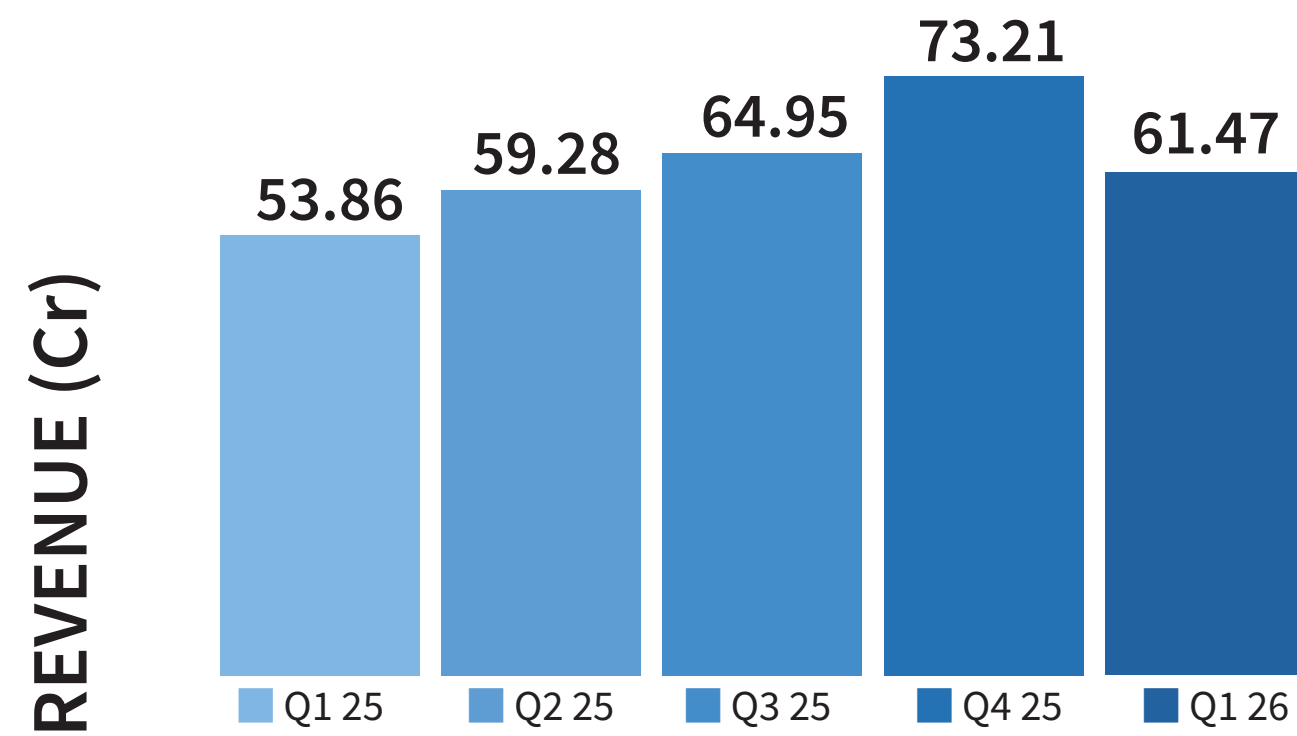


Revenue break-up (Rs. Cr)

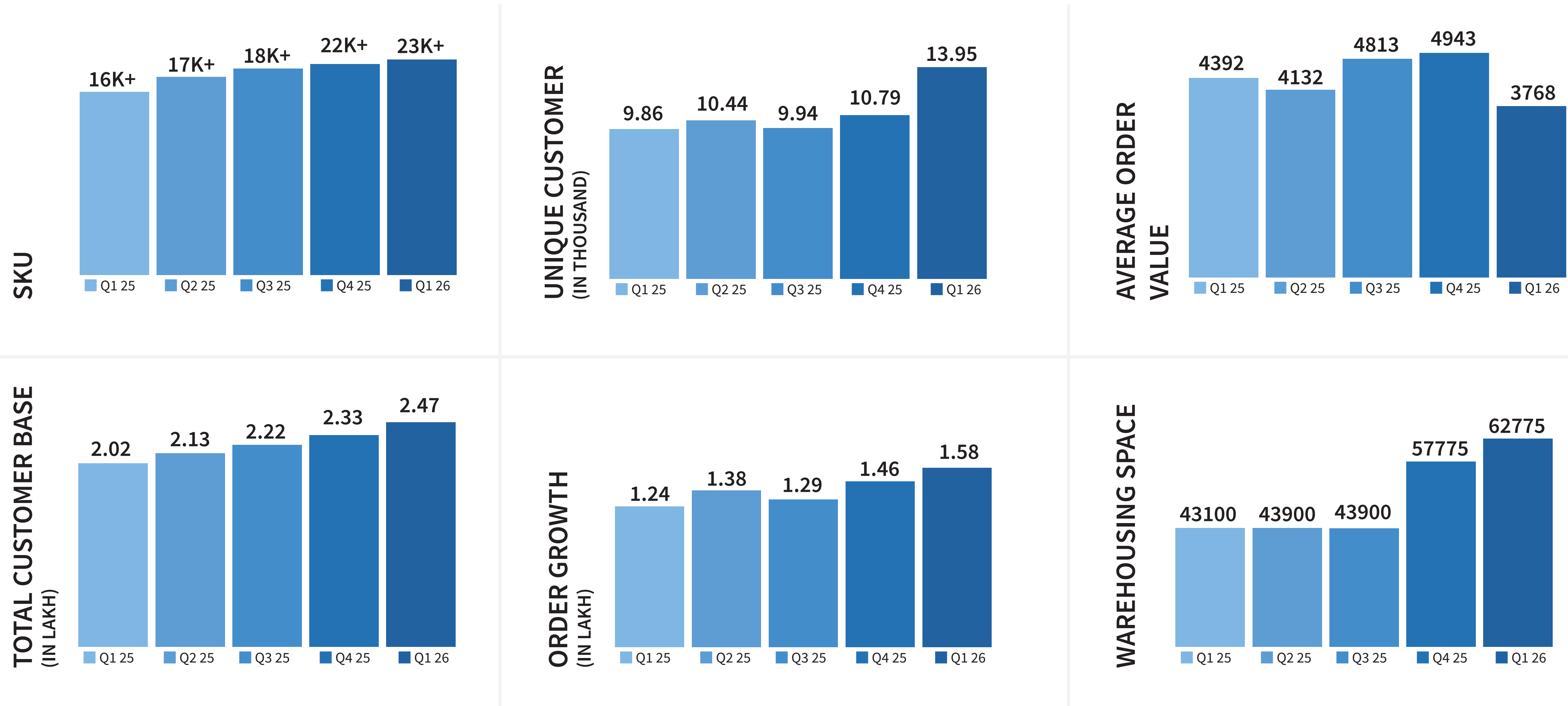


Note -The reduction in profit is temporary, as we have made strategic investments in talent, IT infrastructure, and warehousing facilities. These investments are expected to yield positive results in the coming quarters.

Q1 FY26 Performance Highlights



Operational Performance Highlights



Track Record of Key Metrics

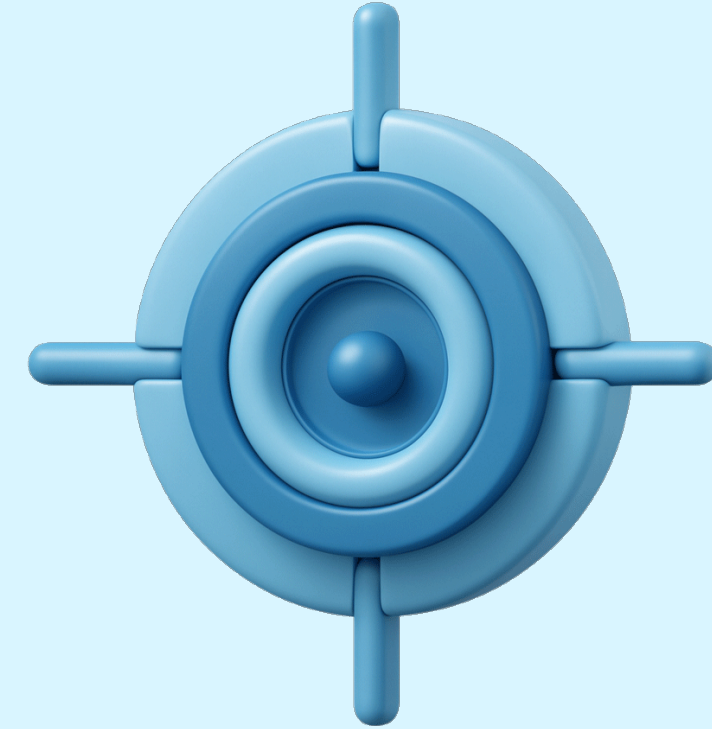
	in cr		
Metric	Q1FY26	Q1FY25	YoY % Q1
Total Revenue	61.47	53.86	14%
Cost of Material Consumed	0.29	0.0	
Purchases of Stocks	55.63	46.08	21%
Changes in Inventory	(15.76)	(4.63)	
Employee Cost	5.43	2.80	94%
Other Expenses	11.88	4.69	153%
Total Expenditure	57.47	48.93	15%
EBITDA	4.00	4.94	(20%)
EBITDA Margin (%)	6.5%	9.2%	(266) BPS
Depreciation	0.33	0.37	(20%)
Finance Cost	0.00	0.00	
Profit Before Tax	3.67	4.57	(20%)
Tax	1.00	1.17	(15%)
Profit After Tax and before minority	2.67	3.40	(19%)
Minority Interest	(0.08)	0.00	
Profit After Tax (For the period)	2.75	3.40	(20%)
Profit After Tax Margin%	4.50%	6.30%	(185) BPS
Basic EPS in Rs.	1.65	2.12	

	in cr		
	FY25	FY24	YoY % FY
	251.3	173.3	45%
	0.07	0.00	
	194.75	141.7	37%
	(19.78)	(16.19)	
	14.45	8.83	64%
	36.96	18.52	100%
	226.44	152.83	48%
	24.86	20.48	21%
	9.9%	11.8%	(192) Bps
	1.73	1.00	72%
	0.01	0.07	
	23.12	19.41	19%
	6.22	4.33	44%
	16.96	15.08	12%
	(0.07)	0	
	16.97	15.08	13%
	6.80%	8.70%	(195) Bps
	10.5	9.7	

Consolidated Financial Highlights Full Year

OUR VISION

Empowering Dental Professionals Beyond Boundaries



OUR MISSION

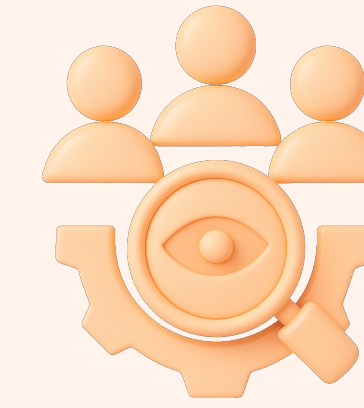
Dentalkart's mission is to create a reliable global platform for dental professionals where Anything Dental is made accessible as well as affordable with exceptional service.

OUR VALUES

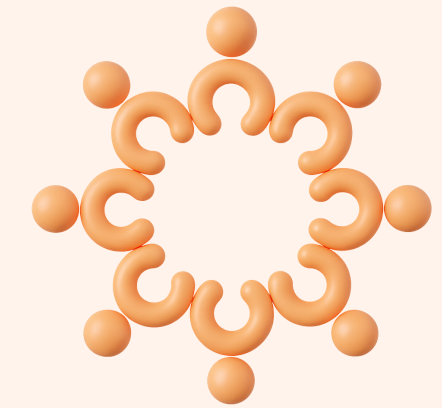
Empowering excellence through inclusivity, customer focus, accountability, operational efficiency, time respect and collaborative growth



**Customer
Obsession**



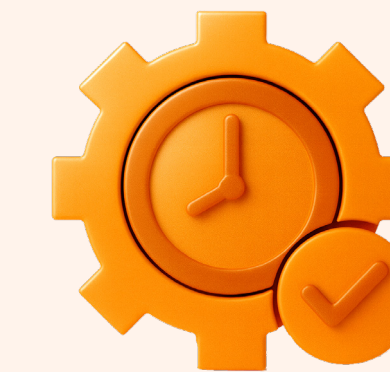
**Ownership &
Accountability**



Inclusivity



**Collaborative
Growth**



**Respect for
Time**



**Operational
Excellence**

Our Commitment and Principles

Customer Obsession

We don't just sell products—we solve problems. Whether it's urgent delivery for a procedure or simplifying the reorder process, we constantly innovate based on what matters most to our customers: reliability, speed, and ease.



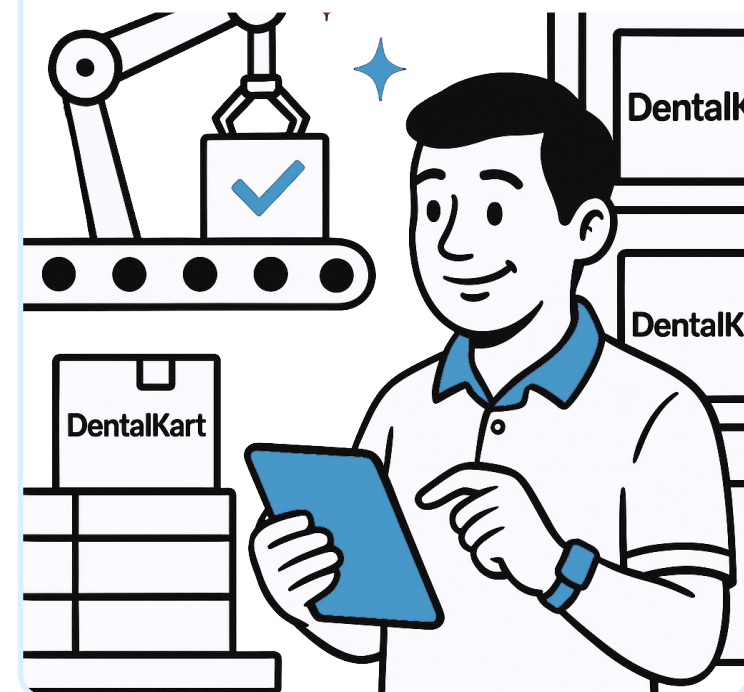
Inclusivity

Our strength comes from diversity—across regions, roles, and experiences. We encourage open dialogue, support new ideas from all levels, and foster an environment where every team member feels heard, respected, and empowered.



Operational Excellence

Dentists rely on accuracy—and so do we. From automated inventory management to optimized warehousing, we've streamlined our backend systems to ensure every order is processed efficiently and arrives correctly, every time.



Collaborative Growth

We don't grow in isolation. By working closely with dental professionals, suppliers, and clinics, we co-create solutions, run educational webinars, and design offerings that support the entire dental ecosystem—not just our own success.



Respect For Time

In dentistry, delays in supplies can directly impact patient care. By reducing our average delivery time from 4.6 in quater FY 24-25 to 3.1 days—and aiming for 2 days—we're helping clinics stay fully equipped, avoid treatment delays, and maintain smoother operations.



Ownership & Accountability

Every Dentalkart team member—from tech to delivery—takes full responsibility for their role. If something doesn't go as planned, we fix it. If something can be improved, we take initiative. It's not about blame; it's about results.



Committed to Excellence:
How Our Values Shape Success



GAURAV AGARWAL

CHIEF FINANCIAL OFFICER

Account & Finance
21 Yrs.



ANSHUL GUPTA

VICE PRESIDENT

Sales
18 Yrs.



DR. NIKHIL SAXENA

ASST. VICE PRESIDENT

Sales
12 Yrs.



ROHAN SINGH

DEPUTY MANAGER

Digital Marketing
4.5+ Years



DR.SHUBHAM SHARMA

PRODUCT MANAGER

Content
7+ Years
EX -Cosmodent



RAJAT ANAND

GENERAL MANAGER

Opertions
6+Yrs.



SAURABH AGARWAL

MANAGER

Import
8 Yrs.



AKASH BAIRWA

GENERAL MANAGER

Supply Chain
6+ Years



GURPREET WALIA

ASST.GENERAL MANAGER

Human Resource
22+ Yrs.
EX -Genpact



AAYUSHI

DEPUTY MANAGER

Inside Sales
6+ Years



DEEPANSHU SINGH

SR. PRODUCT MANAGER

Product
11+Yrs



CHU SUI MEI

GENERAL MANAGER

Customer Service
20+ Years
EX -Lenskart

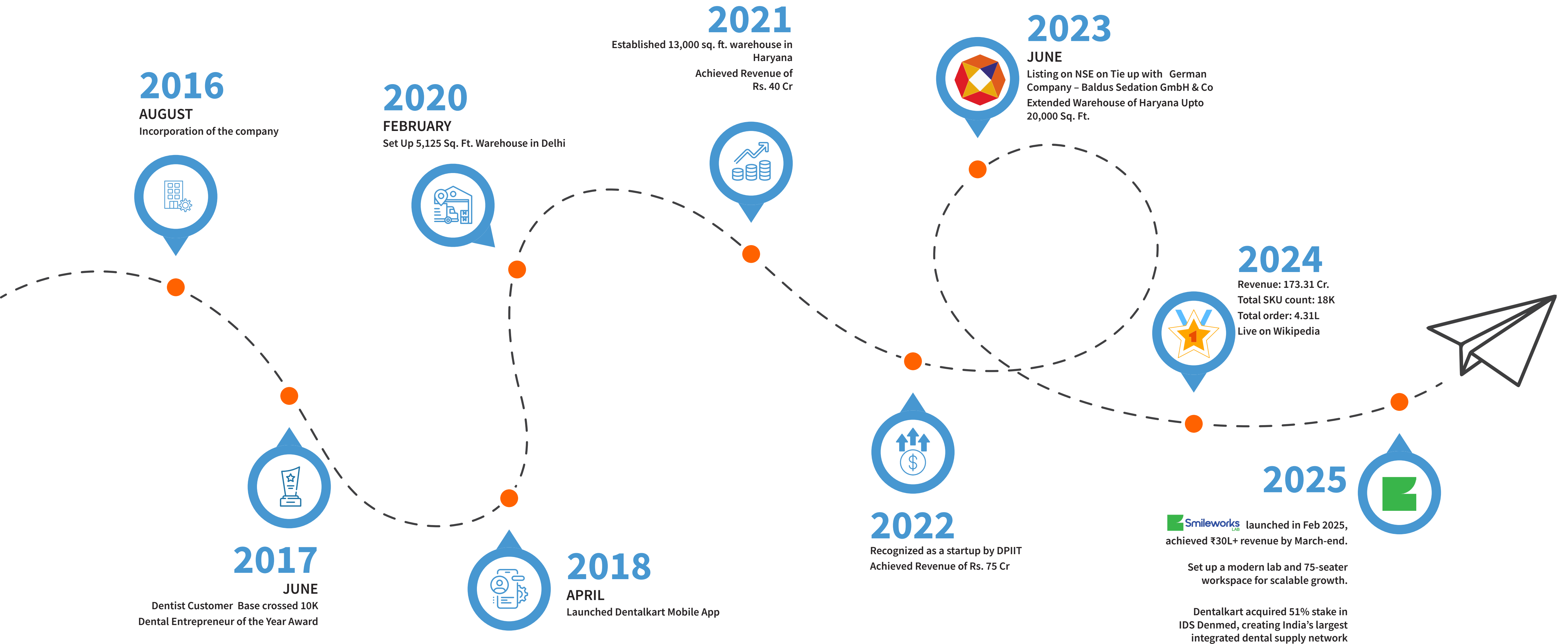


GAURAV MAURYA

MANAGER

Creative
12+ Years

Key Management Personnel



Our Evolution Journey Of Elevation

Dentalkart Acquires Majority Stake in IDS Denmed

India's Largest Integrated Dental Supply Network

- **Strategic Milestone:** Dentalkart (Vasa Denticity Ltd.) has entered into an agreement to acquire a 51% stake in IDS Denmed, a leader in premium dental equipment and solutions. Upon completion, IDS Denmed will become a subsidiary of Dentalkart.
- **Market Impact:** This strategic acquisition is expected to create India's largest and most comprehensive dental supply network, strengthening Dentalkart's leadership position across both consumables and high-end equipment.
- **Enhanced Portfolio:** Combining Dentalkart's robust online platform with IDS Denmed's expertise in premium-grade technology will enable the company to serve every dentist's needs under one roof.
- **Nationwide Reach:** Expanded distribution capabilities and customer support for faster delivery, wider product availability, and better after-sales services.
- **Future Vision:** This synergy will be leveraged to innovate, scale, and set new industry standards in dental care accessibility and quality.



x



Note: Subjected to shareholder approval

Vasa Denticity + IDS Denmed:

Strategic Growth Synergies

- **Pan-India Speed & Reach** – 12 warehouses ensure faster deliveries, better stock availability, and unmatched service reliability.
- **Expanded Product Range** – +4,000 new SKUs, strong entry into the high-growth dental lab segment.
- **Stronger Buying Power** – Combined scale drives better supplier terms, exclusive rights, and improved margins.
- **Complete Market Coverage** – Online leadership + offline dealer, institutional & government penetration.
- **End-to-End Solutions** – Full coverage of dental clinic and lab workflows under one roof.
- **Operational Excellence** – Optimized inventory, integrated sales force, and cost-efficient logistics.
- **Brand Amplification** – Omnichannel presence, stronger credibility, and higher customer trust.
- **Financial Strength** – Revenue diversification, higher profitability, and stronger customer retention.
- **Future Roadmap** – Industry's fastest deliveries, tech-led transparency, exclusive products, and manufacturing-led innovation.



Global & Indian Dental Industry Overview – 2025

Global Dental Market Size (2024)

USD 42–45 Billion

Expected CAGR 6–8 %
(2024–2030)



– key growth drivers:

- Cosmetic dentistry
- Implant demand
- Digital dentistry adoption

Indian Dental Market Size (2024)

USD 1.8–2 Billion

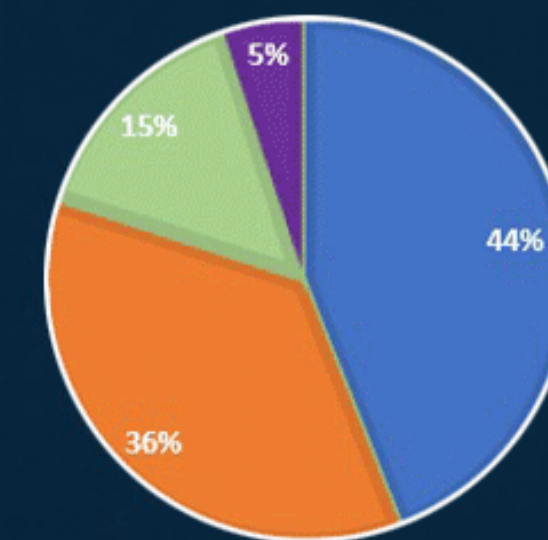
Fastest-growing
in Asia-Pacific



CAGR –9–10% till 2030

- Rising middle-class income
- Urbanization
- Insurance penetration

Industry Segmentation



- Equipment & Consumables
- Implants & Prosthetics
- Orthodontics
- Others (Software, Diagnostics)

Growth Drivers in India

- ↑ Increasing awareness of oral health
- ↑ Growing number of dental clinics & corporate chains
- ↑ Govt. health schemes and private insurance

Competitive Landscape



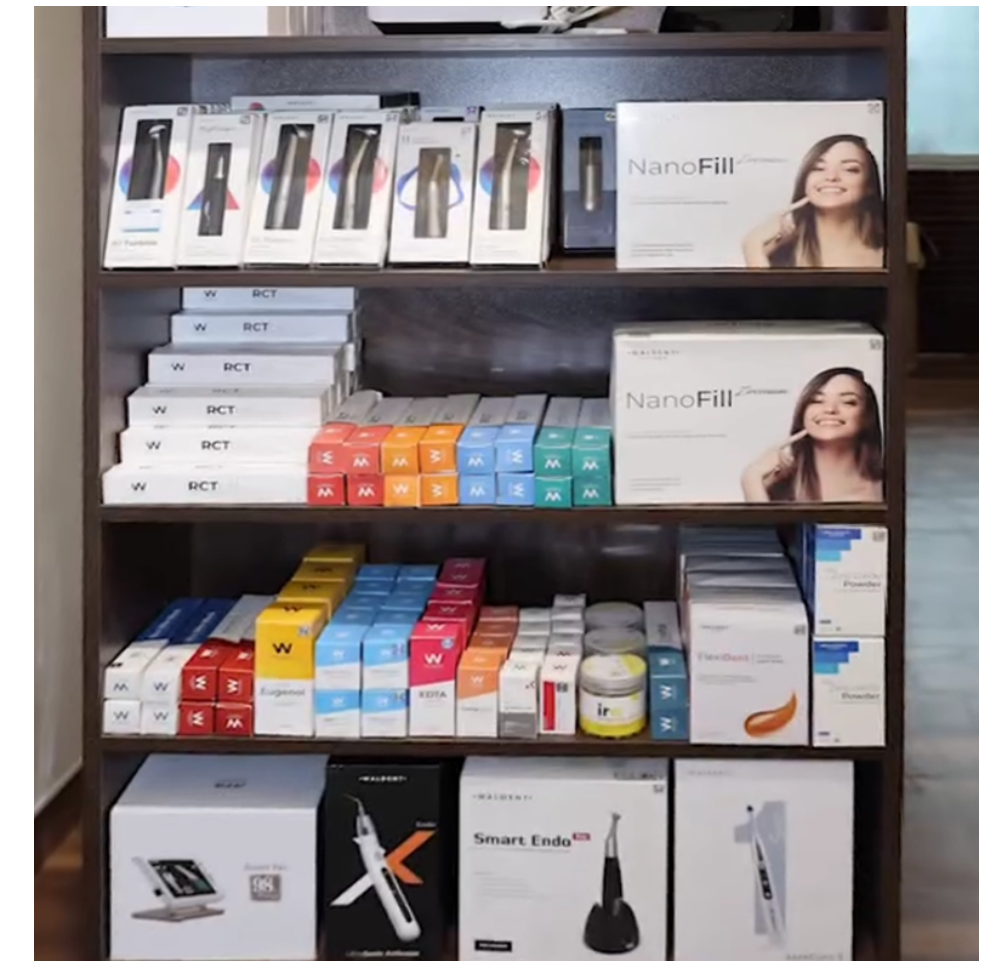
Top 5 players have less than 10% market share

Mix of multinational & domestic manufacturers

Distribution networks are the key competitive advantage

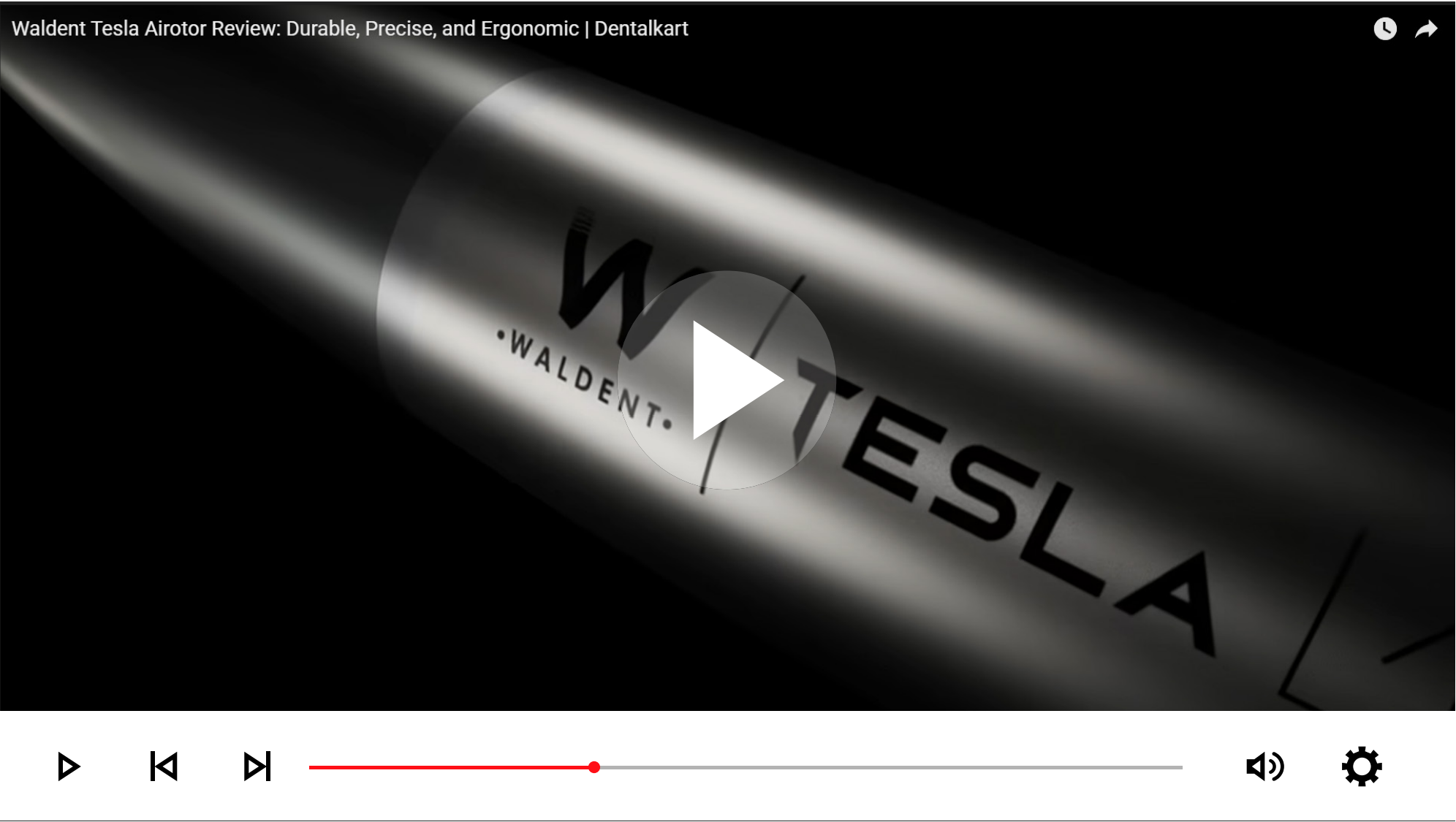
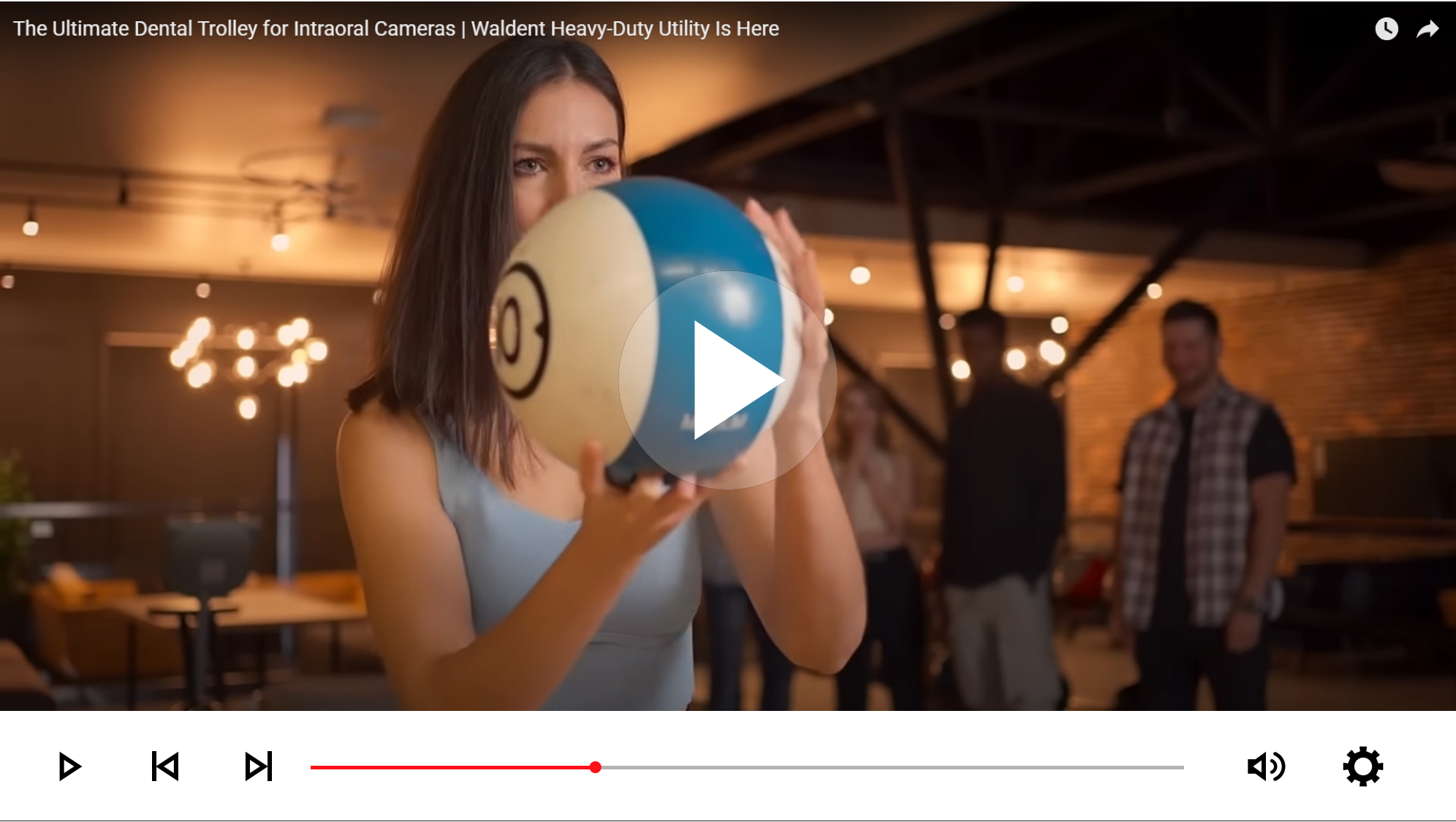
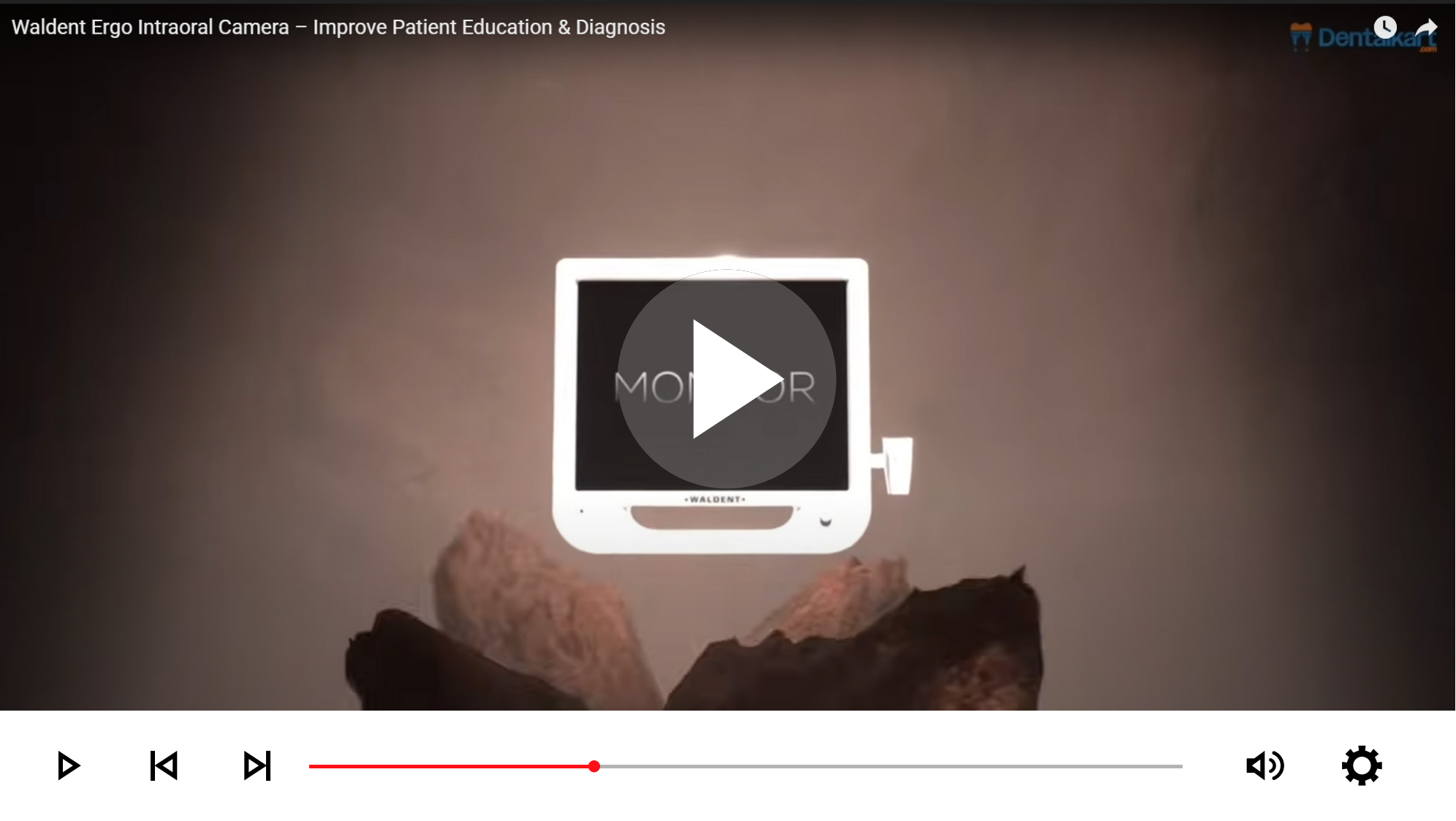
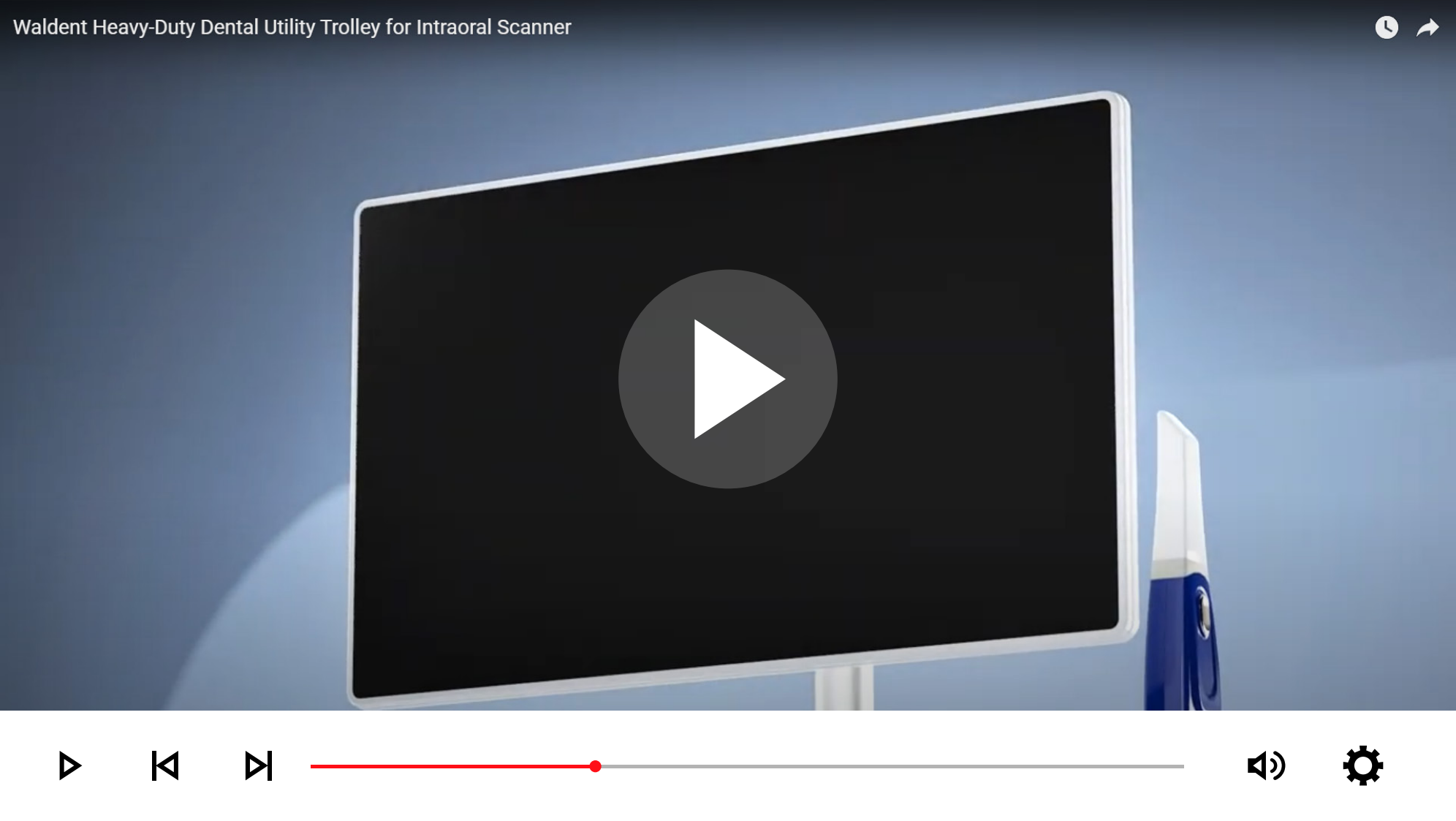
Opportunities

- 📍 Tier-2 & Tier-3 city penetration



New Showrooms in Navi Mumbai , Jaipur

Visual Guide



Mother Warehouse





Thank You

For further information, please contact:

Nidhi

Vasa Denticity Limited

Email: cs@dentalkart.com

Website: www.dentalkart.com