www.dentalkart.com
cs@dentalkart.com

Dated: March 12, 2025

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 Quarter and nine months ended on December 31st, 2024

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
Digitally signed by VIKAS AGARWAL
Date: 2025.03.12 11:26:59 +05'30'

Vikas Agarwal
DIN: 07487686
Managing Director

Encl: a/a

Dentalkart.com

Anything Dental

INVESTOR PRESENTATION

Q3 AND 9MONTHS FY-25

www.dentalkart.com | VASA DENTICITY LIMITED



DISCLAIMER

This presentation has been prepared by Vasa Denticity Limited (the "Company") 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.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the Company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

DISCLAIMER

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 Quarter 3 of the financial year ending on 31st December 2024, we achieved good results, registering a revenue of Rs. 63.29 crore—a year-over-year (YoY) growth of 70.61%—and a PAT of Rs. 3.98 crore, reflecting a 62.98% increase. Our operational performance was steady, with an EBITDA of Rs. 5.98 crore, up 59.21% YoY. Total orders also saw healthy growth, reaching 1.3 lakh in Q3 FY2025, a 27.15% 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.

We recently underwent a comprehensive credit assessment conducted by CRISL. Following a thorough evaluation of our financial standing and performance, we have been assigned a 'BBB' credit rating with a stable outlook. This rating reflects the company's strong creditworthiness and stable financial position.

This period also saw some meaningful strategic developments: We have raised ₹85 crore through a private placement of shares to Malabar Investments and WhiteOak Capital Asset Management Limited. The shares were allotted on a preferential basis, with Malabar Investments contributing ₹65 crore and White Oak Capital Asset Management Limited investing ₹20 crore. The funds will be use to expand our market presence and invest in innovative solutions which will further strengthening our position in the industry.

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.

Q3 FY24-25 PERFORMANCE HIGHLIGHTS

Dentalkart.com

FINANCIAL HIGHLIGHTS OF Q3 FY24-25

REVENUE ^70.61%YoY
Rs. 63.29 Cr

EBITDA ^59.21%YoY
Rs. 5.98 Cr

TOTAL ORDERS
1.3Lacs ^27.15%YoY

MAU*
3.7L+ ^60.60%YoY

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

01 CUSTOMER BASE GROWTH
Customer base increased by 22.59% compared to last year,with over 222k dental professionals relying on our services till date.

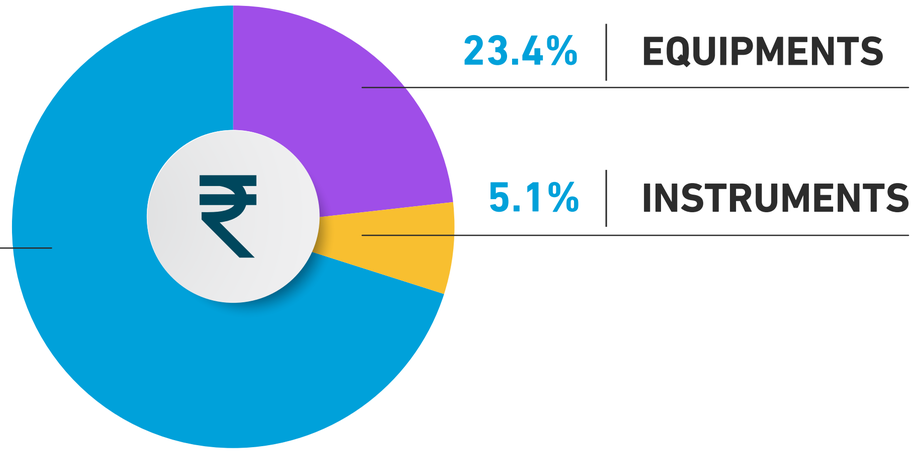
02 CUSTOMER LOYALTY
Witnessed an impressive 76% customer returning rate on the app, a testament to their satisfaction of the products.

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

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

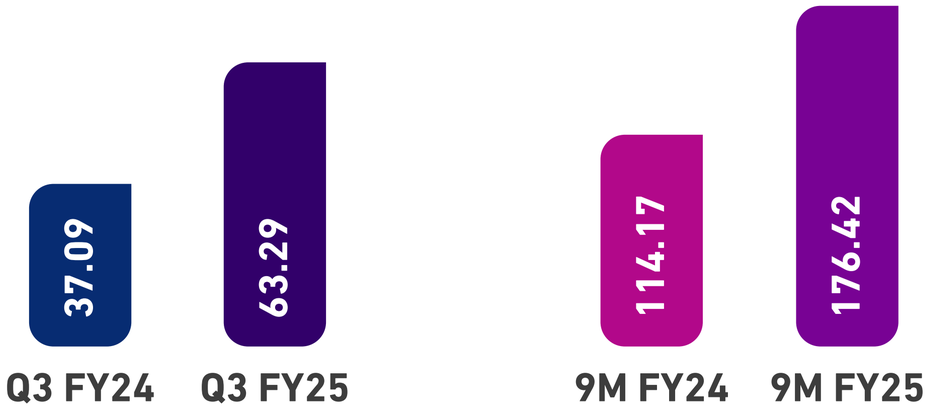
05 QUALITY ASSURANCE
Stringent quality control led to mere 0.32% product return rate, emphasizing commitment to reliable products.

REVENUE BREAK-UP (Rs. Cr)

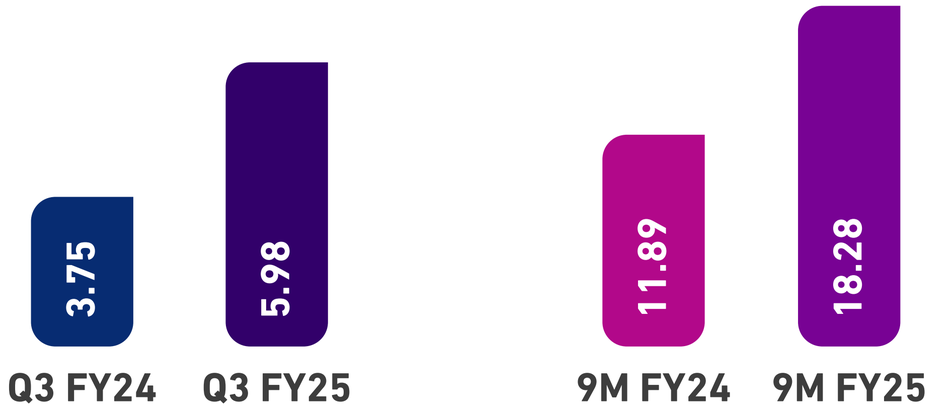


OPERATIONAL PERFORMANCE HIGHLIGHTS

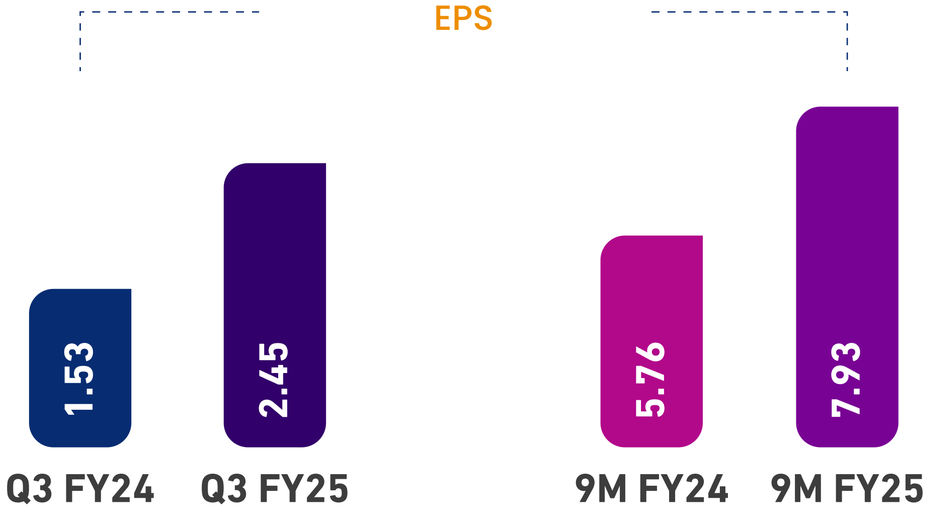
REVENUE (Cr)



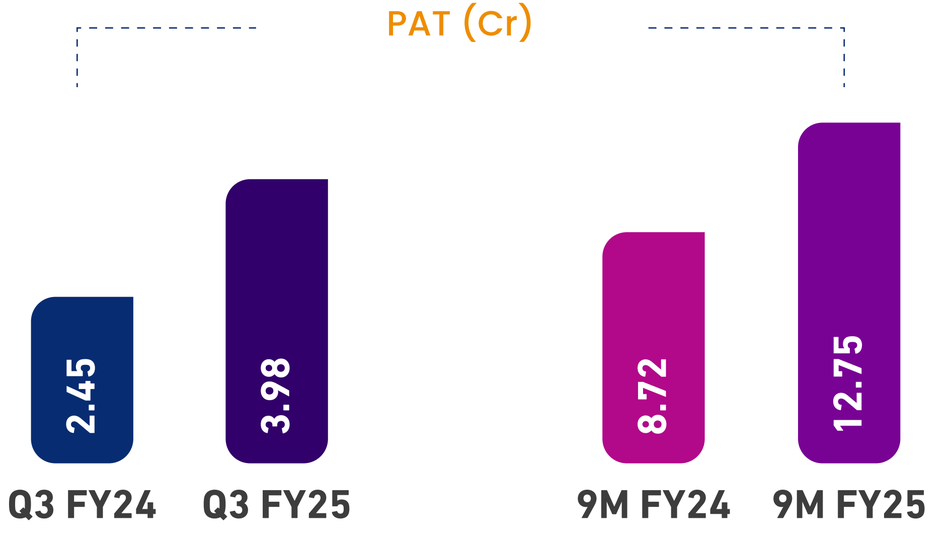
EBITDA (Cr)



EPS



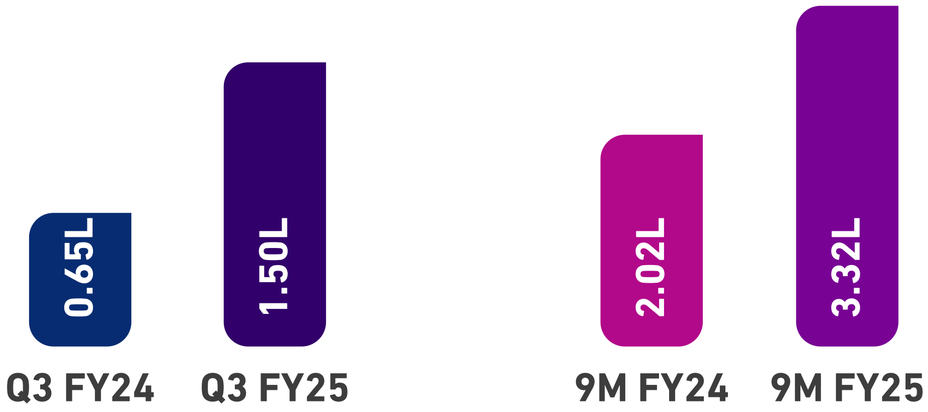
PAT (Cr)



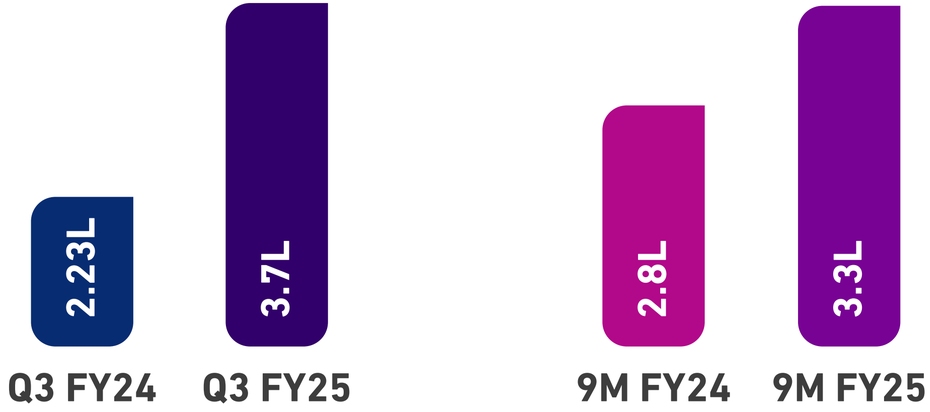
OPERATIONAL PERFORMANCE HIGHLIGHTS

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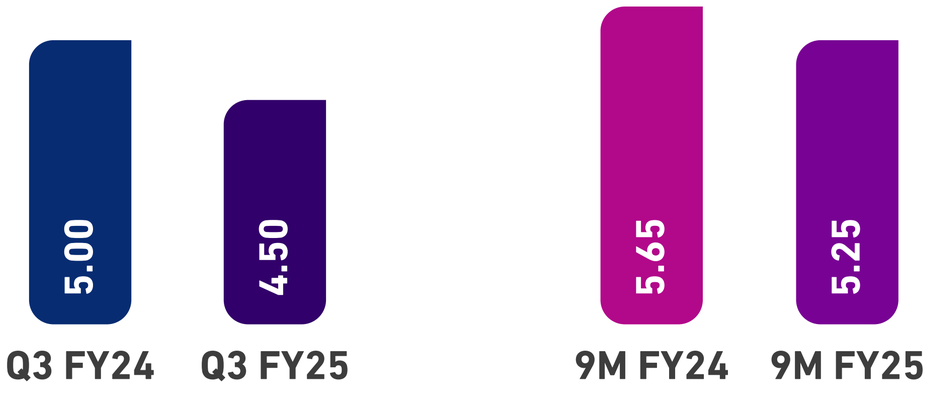
MARKETING EXPENSE (%)



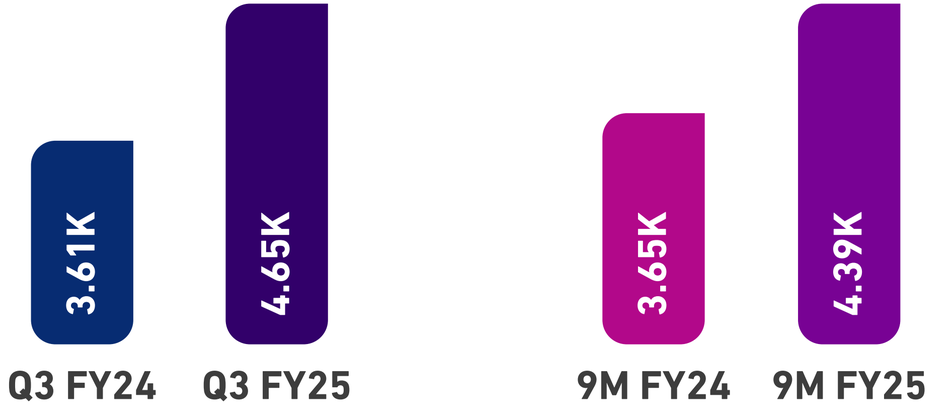
MAU - MONTHLY ACTIVE USERS*



AVG DELIVERY DAYS



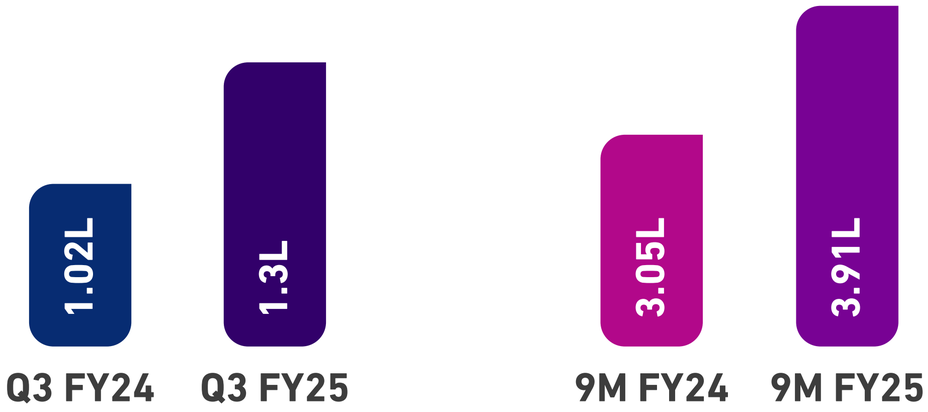
AOV - AVERAGE ORDER VALUE



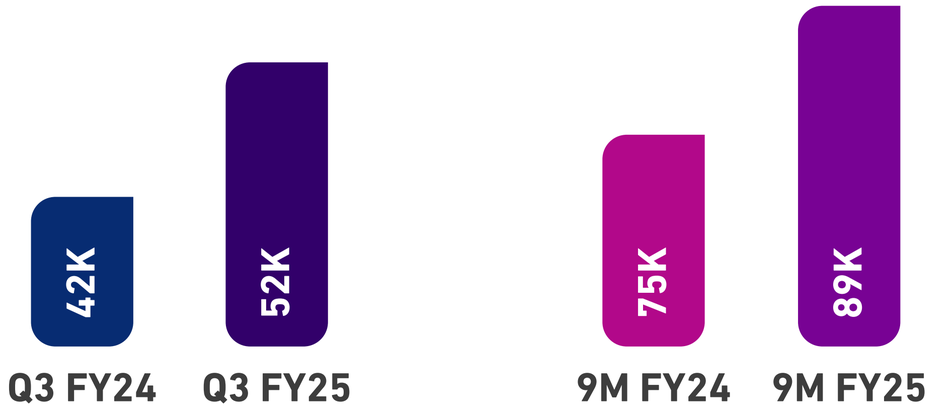
*MAU, or "Monthly Active Users," counts unique users who interact with a product at least once per month, reflecting user engagement and retention.

TRACK RECORD OF KEY METRICS

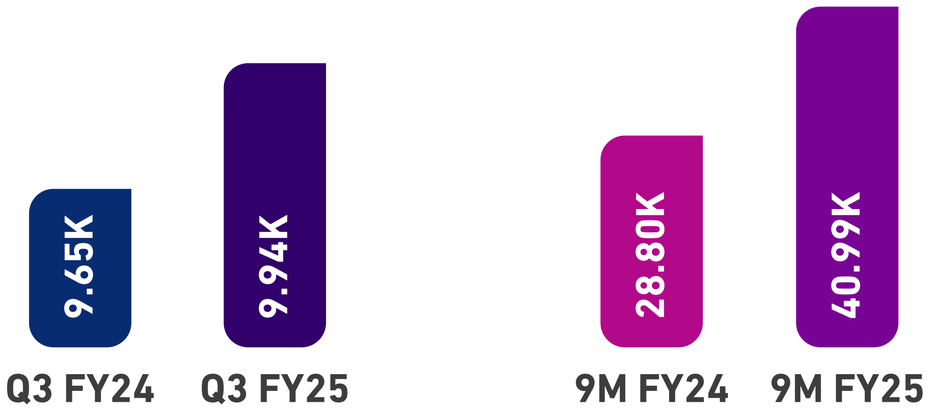
YOY ORDER GROWTH



UNIQUE CUSTOMER



TOTAL CUSTOMER BASE



YOY WAREHOUSING SPACE (Sq.ft.)



CONSOLIDATED FINANCIAL HIGHLIGHTS – HALF YEAR

(In ₹ Cr.)

PARTICULARS	Q3 FY 25*	Q2 FY 25	Q3 FY 24*	Y-o-Y%	9M FY 25*	9M FY 24	Y-o-Y%
Total Revenue	**63.29**	**59.28**	**37.09**	**70.61%**	**176.42**	**114.17**	**54.53%**
Purchases of Stocks	43.59	57.75	32.85		147.42	99.92	47.53%
Changes in Inventory	0.29	(16.90)	(6.43)		(21.24)	(15.58)	
Employee Cost	3.94	3.31	2.27		10.05	6.71	
Other Expenses	9.49	7.75	4.65		21.90	11.24	
Total Expenditure	57.31	51.91	33.34	71.89%	158.14	102.28	54.61%
EBITDA	**5.98**	**7.37**	**3.75**	**49.21%**	**18.28**	**11.89**	**53.79%**
EBIDTA Margin (%)	9.45%	12.43%	10.12%	(68) Bps	10.36%	10.41%	(5)Bps
Depreciation	0.50	0.28	0.28		1.14	0.72	
Finance Cost	0.00	0.00	0.01		0.00	0.07	
Profit Before Tax	5.48	7.09	3.47	58.18%	17.14	11.10	54.45%
Tax	1.50	1.72	1.02		4.38	2.37	
Profit After Tax	3.98	5.37	2.44	62.99%	12.75	8.72	46.22%
Profit After Tax Margin%	6.30%	9.05%	6.59%	(29) Bps	7.23%	7.64%	(41) Bps
Other Comprehensive Income	0.00	0.00	0.00			0.00	
Net Profit	**3.99**	**5.37**	**2.44**	**62.99%**	**12.75**	**8.72**	**46.22%**
Net Profit Margin %	**6.30%**	**9.05%**	**6.59%**	**(29) Bps**	**7.23%**	**7.64%**	**(41) Bps**
Basic EPS in Rs.	2.45	3.35	1.56		7.92	5.70	

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

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OUR VISION

Empowering Dental Professionals
Beyond Boundaries

MISSION

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





CORE VALUES

EVOLUTION OF COMPANY

Dentalkart.com

	FY17	FY22	FY25	FY28 Projected
Product Segments	• Clinical Dental Consumables • Clinical Dental Small Equipments	• Clinical Dental Consumables • Clinical Dental Small Equipments • Clinical Dental Instruments • Dental Lab Consumables	• Clinical Dental Consumables • Clinical Dental Small Equipments • Clinical Dental Large Equipments • Clinical Dental Instruments • Dental Lab Consumables • Dental Lab Instruments • Dental Lab Small Equipments • Dental Lab Large Equipments	**FY25 +** • Hyper Personalization • Turnkey clinical and dental hospital setups • Clinic management softwares • Dental Lab management softwares • Dental Implants • Dental Aligners • Digital workflow tools • Speciality product catagories
Warehouse Capacity	• **100 sq. ft.**	• **13,000 sq. ft.**	• **43,900 sq. ft.**	• **80,000 sq. ft.***

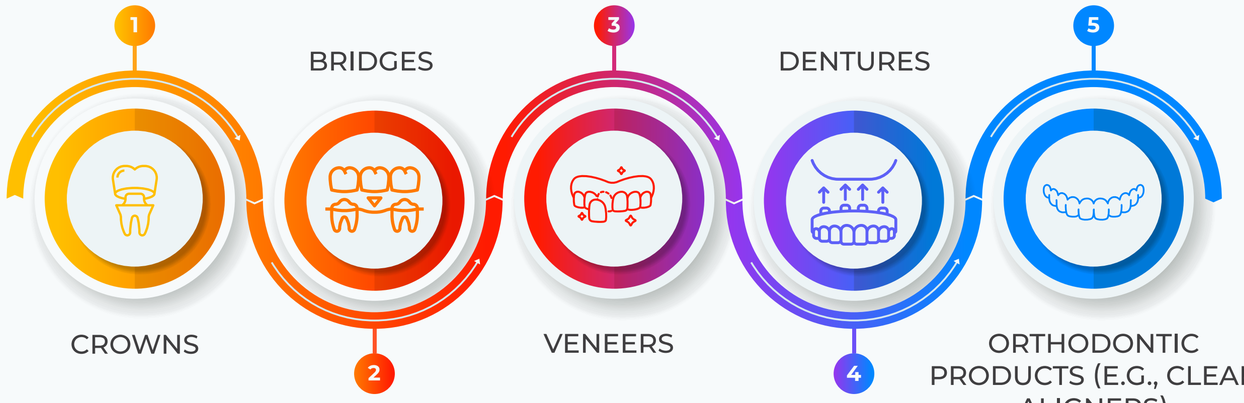
*Projected

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

Smileworks LAB

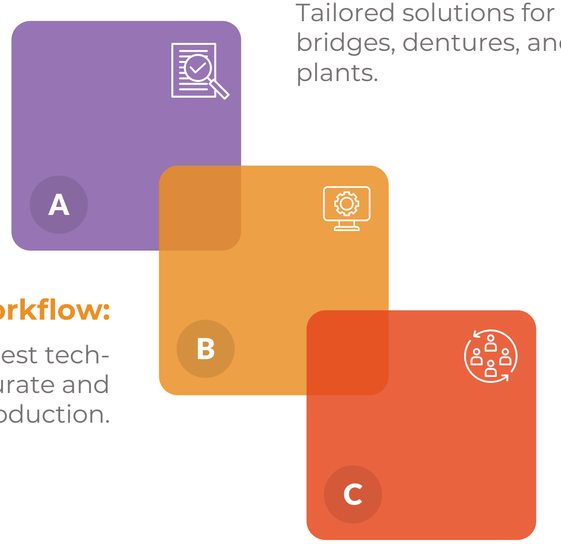
State-of-the-Art Dental Laboratory

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:

Custom Prosthetics:

Tailored solutions for crowns, bridges, dentures, and implants.



Digital Workflow:

Integration of latest technology for accurate and efficient production.

Aesthetic Focus:

Emphasis on natural-looking, patient-specific restorations.

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

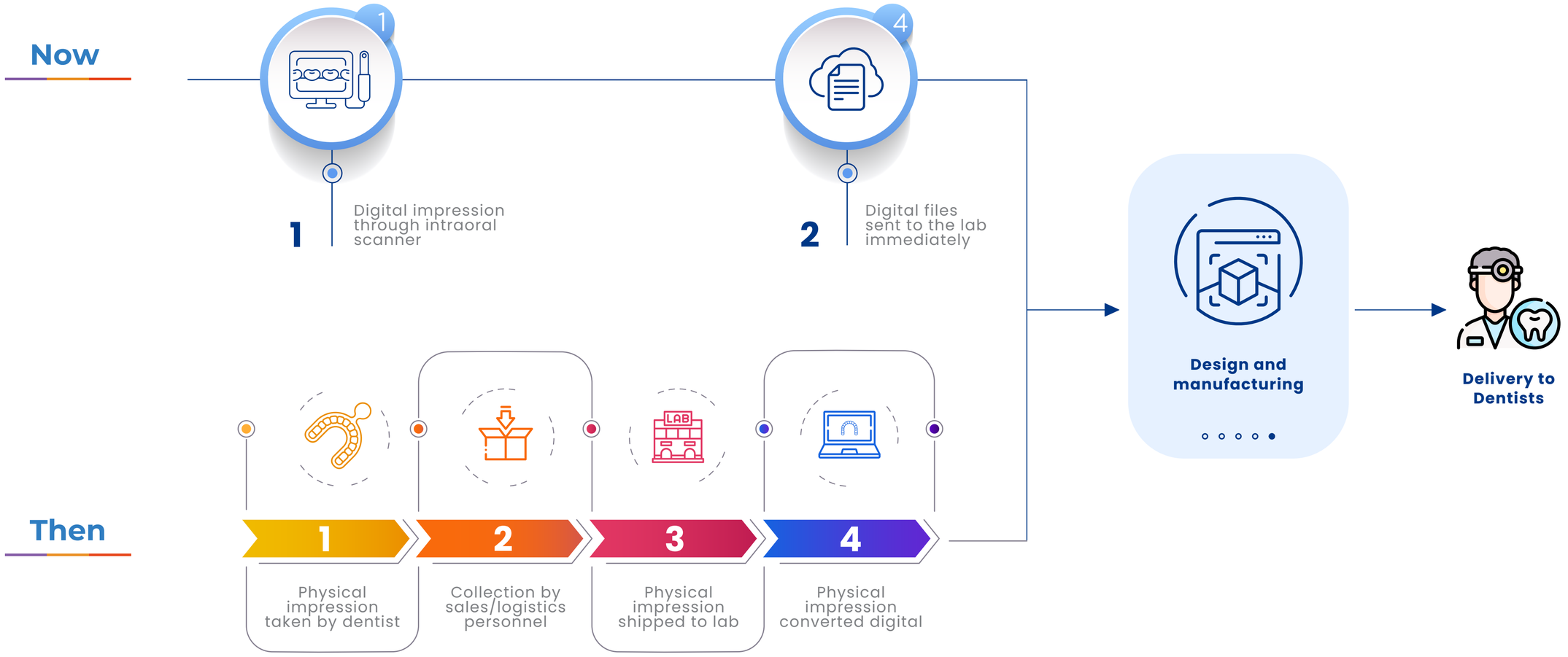
ADOPTION OF DIGITAL TECHNOLOGIES

TO SUPPORT MARKET GROWTH AND PENETRATION

Dentalkart.com

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.



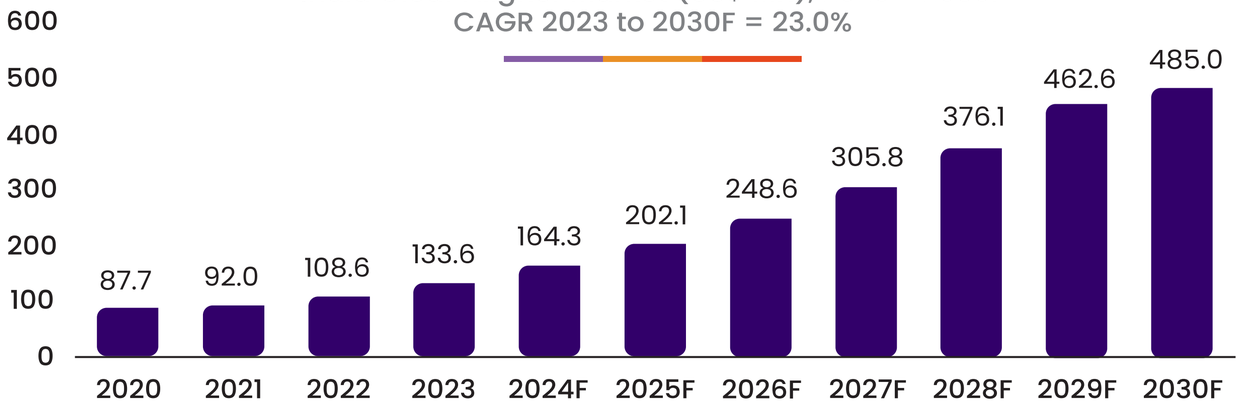
GROWTH OF DENTAL LABS IN INDIA

The Dental Lab industry in India is expected to witness consolidation due to growing emphasis on professionalization, demand for wider portfolio of products including premium products, increased regulatory scrutiny and greater emphasis on safety and quality of dental products.

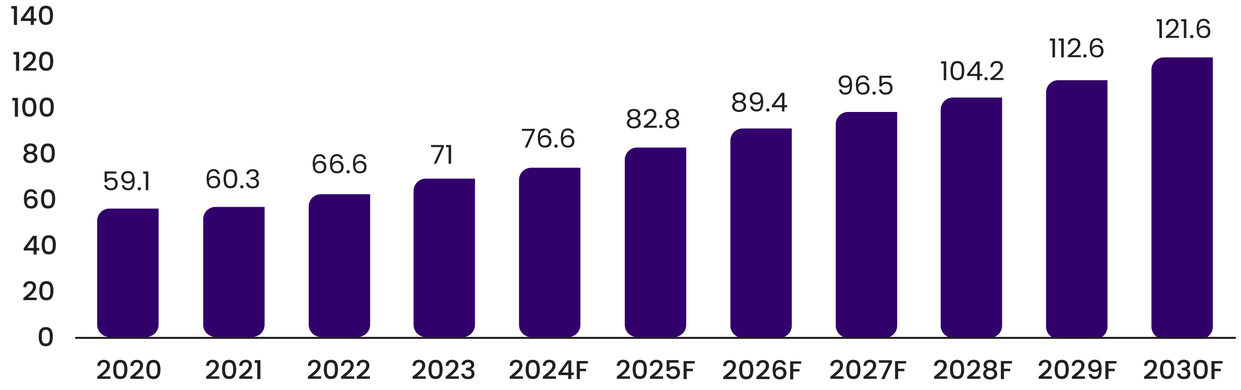
The Indian market for custom-made crowns and bridges, in terms of retail sales, is estimated to grow from US$ 1.4 Bn in 2023 to about US$ 3.1 Bn in 2030 at a growth rate of 11.8%. The major factors driving the market growth are growing adoption of dental treatments, aging population, and the need for restorative treatments, increasing prevalence of periodontal disease and tooth decay, and introduction of biocompatible and metal-free materials, such as zirconia and all-ceramic crowns offering improved aesthetics and long-lasting dental restorations

The Indian Clear Aligner market, which is relatively underpenetrated, is expected to grow from US$ 133.6 Mn in 2023 to US$ 569.0 Mn in 2030 at a much higher rate of 23.0% compared to the global market.

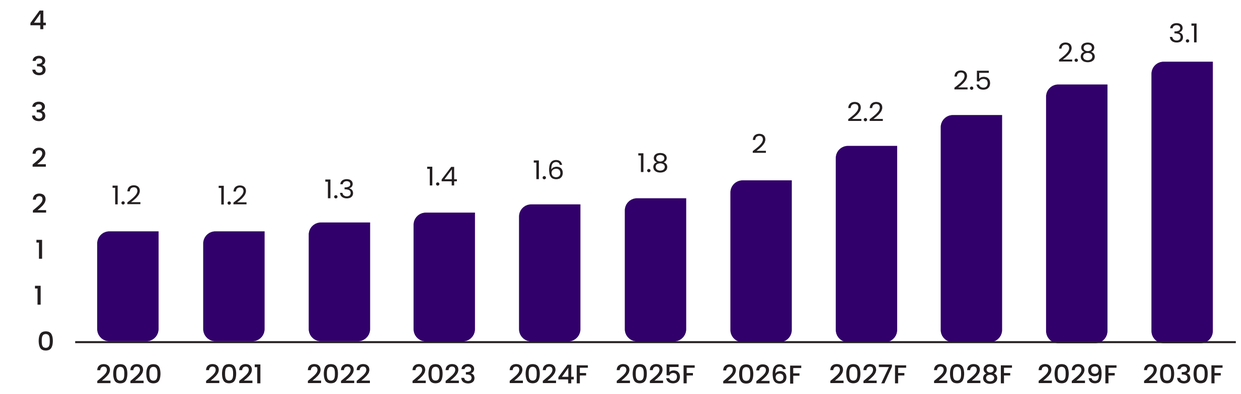
India Clear Aligner Market (US$ Mn), 2020 - 2030F
CAGR 2023 to 2030F = 23.0%



Global custom made Crowns & Bridges Market (US$ Bn), 2020 - 2030F
CAGR 2023 to 2030F = 8%



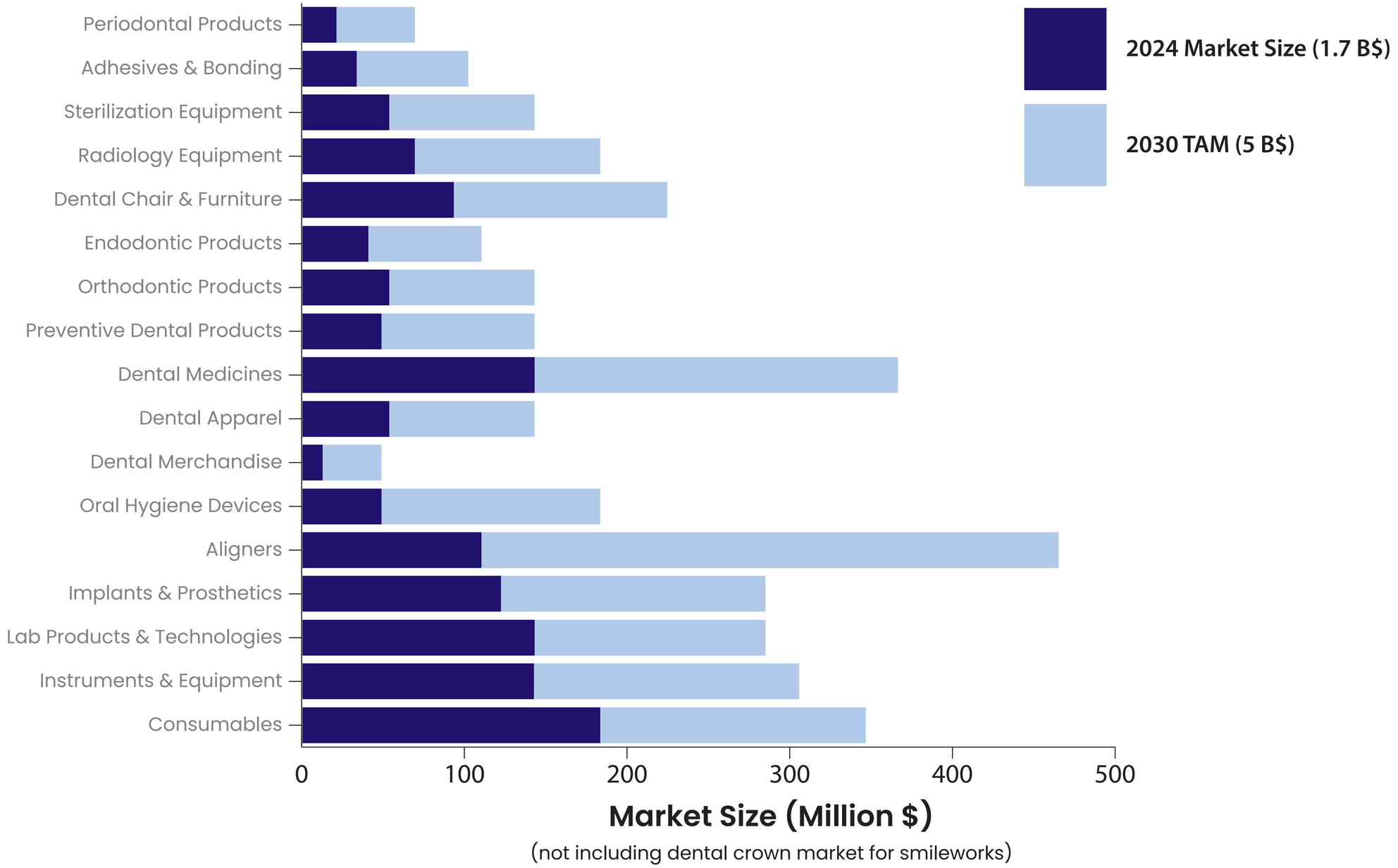
Indian custom made Crowns & Bridges Market (US$ Bn), 2020 - 2030F
CAGR 2023 to 2030F = 11.8%



CATEGORY WISE GROWTH TRENDS IN INDIAN DENTAL PRODUCT MARKET

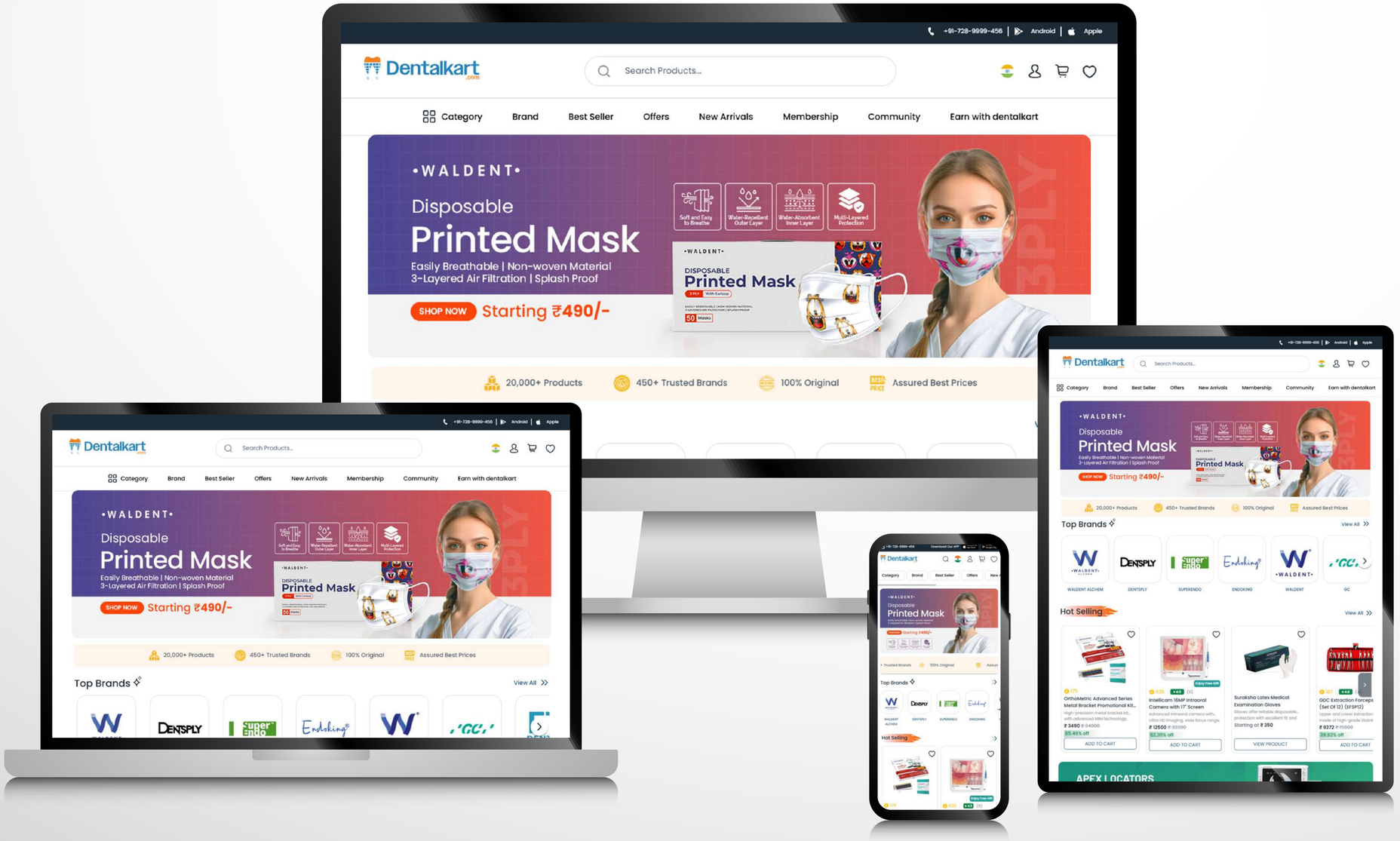
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Current Market Size (2024) vs Projected TAM (2030) for Dental Products in India (with Core Subcategories)



NEW WEBSITE LAUNCH

Dentalkart.com

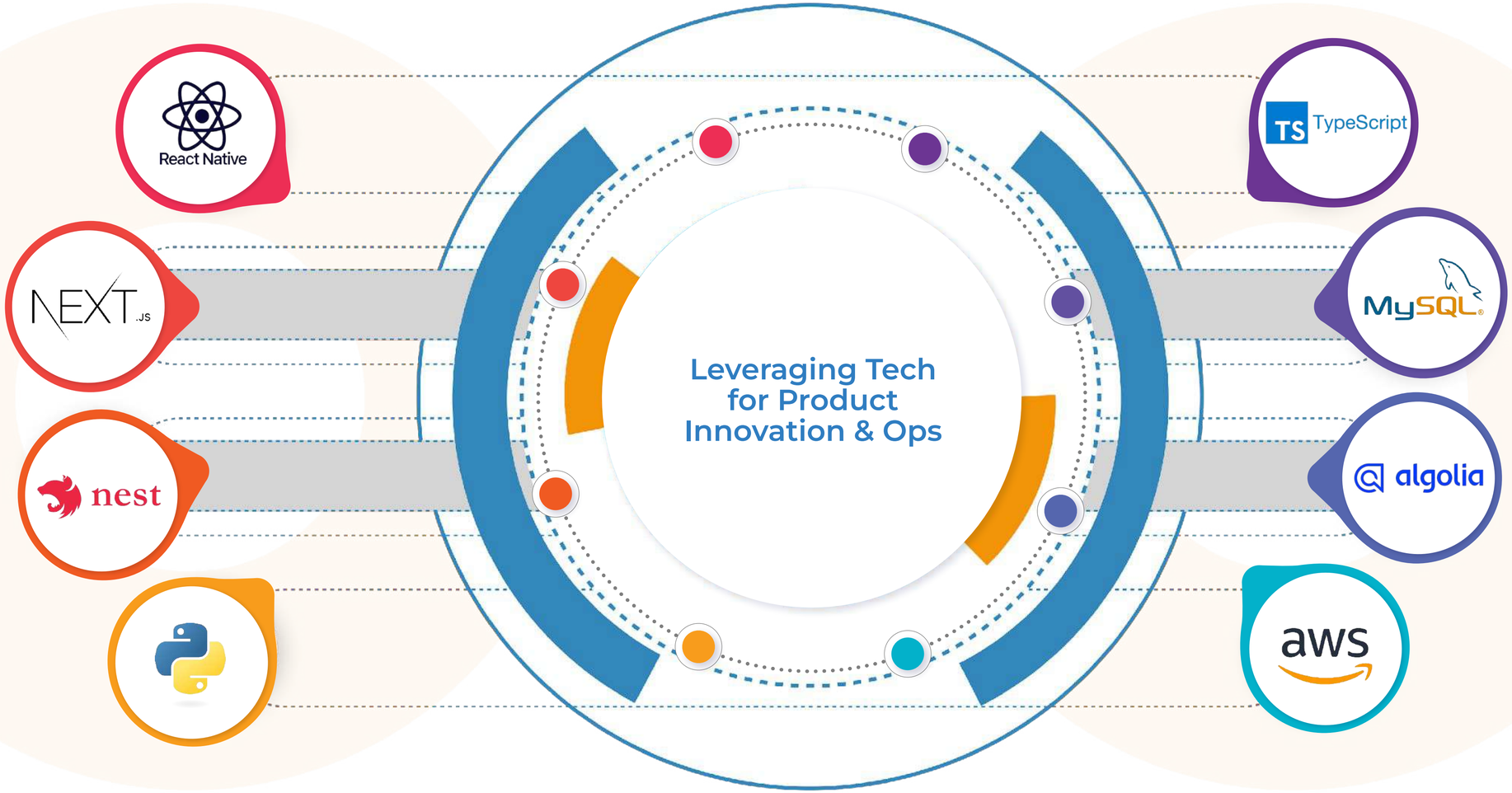


Features of **New Website**

1. **Enhanced User Experience**
2. **Improved Performance**
3. **Increased Reliability**
4. **Smoother Navigation**
5. **Seamless User Journey**

TECHNOLOGY FOR BUILDING SOLUTIONS

Dentalkart.com

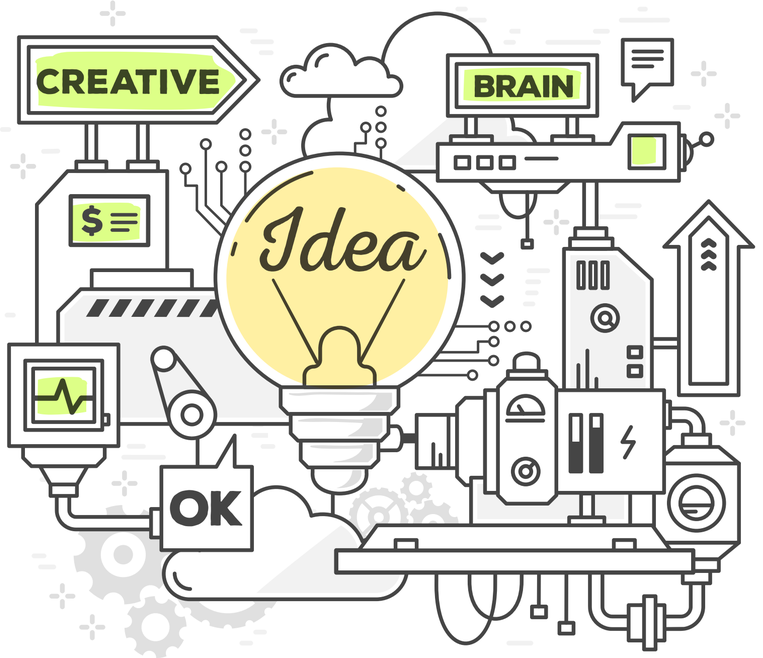


PRODUCT INNOVATION

Dentalkart.com

Product Increments

1. Buying Guide
2. Advanced Search
3. New Clinic Setup
4. Personalization



New LOBs

A. Events Platform

B. Careers Portal

C. Smile Works

BUYING GUIDE

Dentalkart.com

1. Step-by-Step Treatment Guidance
2. Customized Product Recommendations
3. Time-Saving Resource for Quick Decisions
4. Educational and Informative for All Levels
5. Enhanced Treatment Planning



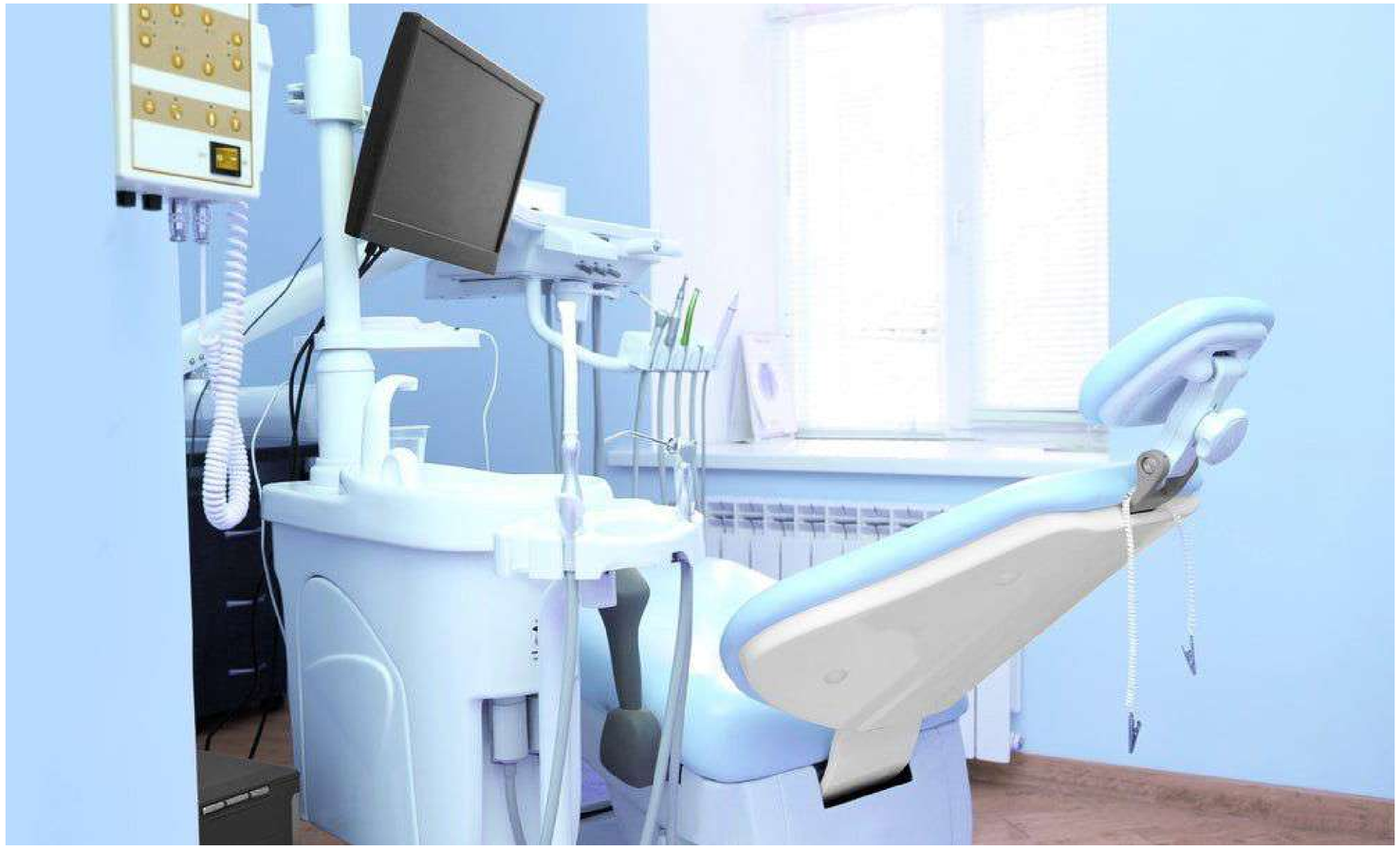
EVENTS

1. Exclusive Access to Industry-Leading Knowledge
2. On-Demand Learning and Skill Development
3. Community Building and Peer Networking
4. Customized Content Tracks Based on Interests
5. Direct Access to Product Demos and Innovations
6. Interactive Q&A and Support from Experts



NEW CLINIC SETUP

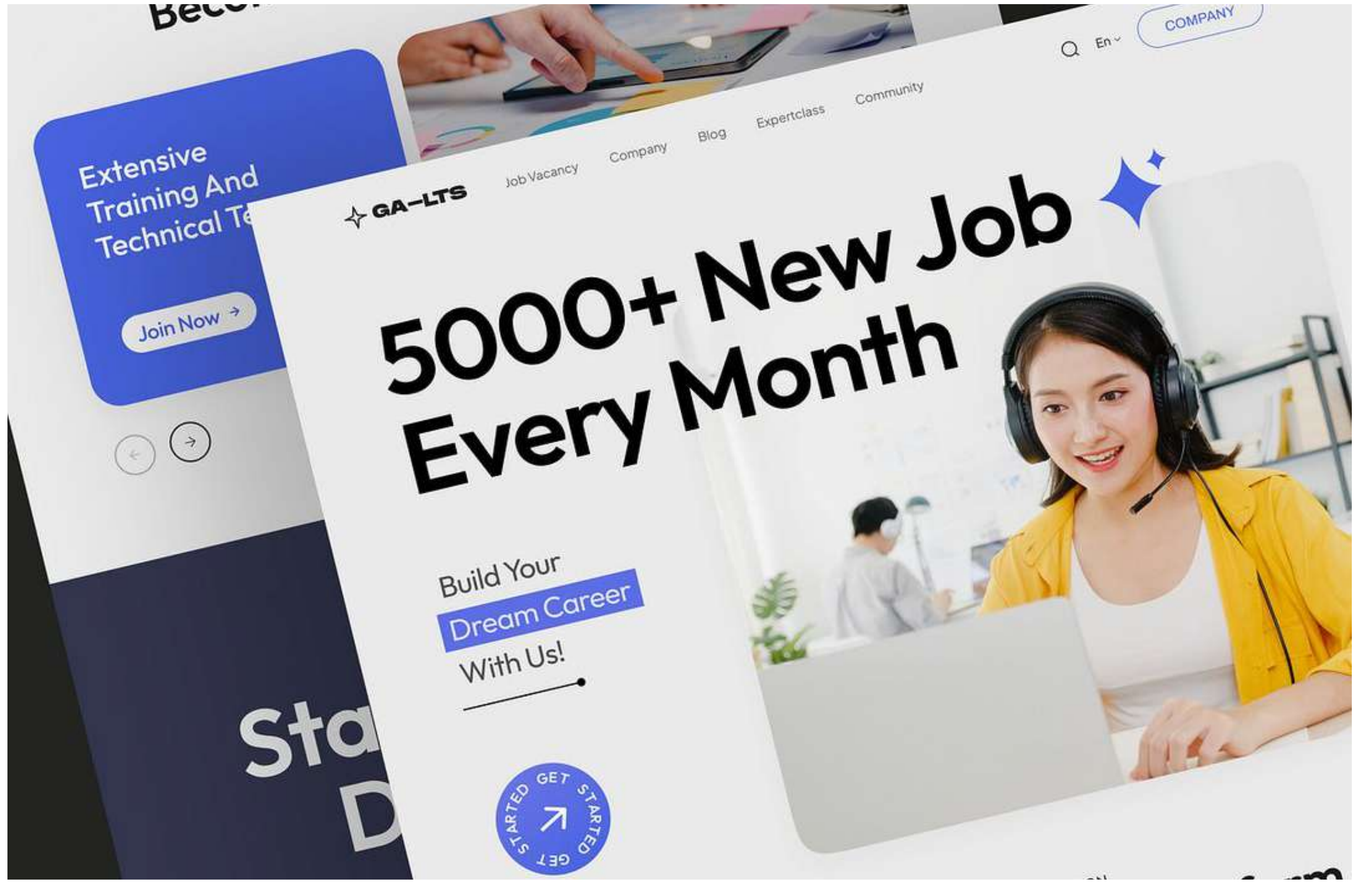
1. Comprehensive Equipment List Based on Services Offered
2. Reliable Equipment Vendor Partnerships
3. Turnkey Setup Solutions for Efficient Installation
4. Focus on Ergonomic and Space-Efficient Design
5. Backup Equipment for Essential Operations
6. Training and Orientation for Staff on New Equipment
6. Technology-Driven Solutions for Enhanced Patient Care



CAREERS PORTAL

Dentalkart.com

1. Centralized Hub for Dental Job Opportunities
2. Exclusive Network of Dental Practices and Labs
3. Streamlined Hiring Process with Pre-Screened Applicants
4. Job Matching Based on Specialized Skills
5. Professional Development and Training Resources
6. Interactive Q&A and Employer Branding and Clinic Profile Building





Dentalkart.com
VASA DENTICITY LIMITED

THANKYOU

For further information, please contact:

Nidhi
Vasa Denticity Ltd
Email: cs@dentalkart.com
Website: www.dentalkart.com