LAXMI DENTAL LIMITED
Registered Office: 103, Akruti Arcade, Opposite A H Wadia High School, Near Azad Nagar Metro Station, Andheri (West), Mumbai –400058.
Tel: 022 61437991 | **Email:** info@laxmidentallimited.com | **Website:** www.laxmidentallimited.com
CIN No: L51507MH2004PLC147394 | **GST No:** 27AABCL0001A1ZL

Date: August 11, 2026

To,

Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400001
BSE Scrip Code: 544339

Listing & Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No. C/1, "G" Block
Bandra-Kurla Complex
Bandra (E), Mumbai – 400 051
Symbol: LAXMIDENTL

Re: LAXMI DENTAL LIMITED - ISIN: INE0WO601020

Dear Sir(s)/Madam(s),

Sub: Investor Presentation on Q1FY27 Earnings Conference Call of Laxmi Dental Limited ("the Company").

Pursuant to Regulation 30(6) read with Schedule III Part A Para A of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended from time to time, we enclose herewith the copy of Investor Presentation for Q1FY27 Earning Conference Call on unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended June 30, 2026.

The aforesaid shall also be available on the website of the Company i.e. https://www.laxmidentallimited.com/for-investors.

Kindly take the above on record.

Thanking you,

For Laxmi Dental Limited

SUMAN SAHA
Digitally signed by SUMAN SAHA
Date: 2026.08.11 17:27:40 +05'30'

Suman Saha
Company Secretary and Compliance Officer
ICSI Membership Number: A33035

Encl.: As above.

LAXMI DENTAL LIMITED

Q1FY27 Investor Presentation

August 2026

Safe harbour

LAXMI DENTAL LIMITED

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Laxmi Dental Limited** (the “Company”), have been prepared solely for information purposes and do 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 whatsoever. 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.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Table of contents

01 Performance Highlights

Management commentary

LAXMI DENTAL LIMITED

Rajesh Khakhar
Chairperson and Whole-Time Director

"We are pleased to report a strong start to FY27, with Q1 revenue reaching our highest-ever quarterly level of around ₹75.0 crore, representing year-on-year growth of 13.9%. The performance was broad-based, led by healthy momentum in our Dental Laboratory business and our Aligner Solutions business. Our profitability during the quarter witnessed some improvement largely on account of a better product mix.

We are strengthening our on-ground leadership presence in the U.S. to sharpen our market-focused strategy and sustain healthy growth in this market. In India, we have established 3 new support facilities across multiple cities to deepen our regional presence, enhance market penetration and provide better service to our existing dental partners.

Going forward, a focus on core dental portfolio, deeper market penetration, AI-led automation, and improving operational efficiencies enables Laxmi Dental to deliver healthy and sustainable performance."

Sameer Merchant
Managing Director and CEO

"Our robust performance in Q1FY27 reflects the sustained efforts of our sales and operations teams, supported by scanner deployments in the past, training programs, promotional activities, participation in dental events and digital initiatives.

For the quarter our dental laboratory business grew by 23.5% year-on-year, with international operations registering particularly strong growth of 37.4%, reflecting our relationships and market presence across global markets.

Aligner Solutions business also maintained its momentum, growing 28.6% year-on-year, with both Bizdent and Vedia delivering healthy growth of 27.8% and 29.3% respectively.

With continued progress in digitalization, innovation, branding and dental network expansion, we remain well positioned to deliver sustainable and profitable growth for the upcoming years."

Statement of Profit & Loss

LAXMI DENTAL LIMITED

Figures in INR mn

Consolidated P&L (INR Mn)	Q1FY27	Q1FY26	YoY	Q4FY26	Q-o-Q	FY26
Revenues	747.0	656.0	13.9%	739.5	1.0%	2,778.6
Cost of Goods Sold	160.0	175.1		218.3		821.9
Gross Profit	587.0	480.9	22.1%	521.3	12.6%	1,956.7
Gross Profit Margin	78.6%	73.3%		70.5%		70.4%
Employee Cost	284.2	236.3		267.6		1,021.0
Other Expenses	159.2	125.5		118.7		501.7
EBITDA	143.6	119.1	20.6%	135.0	6.4%	434.0
EBITDA Margin	19.2%	18.2%		18.3%		15.6%
Depreciation & Amortization	43.2	35.7		43.8		158.8
Other Income	23.0	17.2		23.6		85.5
EBIT	123.4	100.5	22.7%	114.8	7.5%	360.7
EBIT Margin	16.5%	15.3%		15.5%		13.0%
Finance Cost	3.0	4.6		3.5		13.7
Exceptional Items	0.0	0.0		0.0		-57.8
Profit before Tax	120.4	95.9	25.5%	111.4	8.1%	289.3
Tax	24.9	22.9		5.0		25.0
PAT before share of profit/loss from JVs	95.5	73.1	30.7%	106.3	-10.2%	264.3
PAT Margin	12.8%	11.1%		14.4%		9.5%
Share of Profit from JVs	7.7	10.2		-5.4		24.9
PAT after share of profit/loss from JVs	**103.2**	**83.3**	23.8%	**100.9**	2.2%	**289.2**
PAT Margin	13.8%	12.7%		13.6%		10.4%
Basic EPS (in INR)	1.87	1.53		1.83		5.27
Diluted EPS (in INR)	1.87	1.52		1.83		5.26
Adjusted EBITDA	159.6	147.7	8.0%	130.9	21.9%	511.5

Q1FY27 Performance Highlights:

- Highest-ever quarterly revenue with **13.9% YoY growth.**
- Gross margins stood at **78.6%,** which is a year-on-year and sequential improvement; driven by **change in product mix.**
    - Gross Margins for the Core Dental Business excluding scanner sales has marginally improved.
    - Scanner sales contribution for the quarter was minimal.
- Sequential increase in employee costs is mainly due to appointment of new CEO for USA business and addition of people in sales and other important areas.
- ESOP expenses, which are non-cash in nature, amounted to INR 8.3 Mn in Q1FY27 as against INR 18.4 Mn in Q1FY26.
- Other expenses increased largely on account of higher freight cost and ECL (provisions) as well as spending towards AI led automation initiatives which are important for efficient scalability in future.

Notes: 1. As per Ind AS norms revenue does not include revenue from Kids-e-Dental and IDBG AI Dent as they are jointly controlled entity . 2. Adjusted EBITDA is calculated as Reported EBITDA + ESOP expenses (non-cash in nature). + 60% of Kids-e-dental PAT + 49% of IDBG AI Dent PAT.

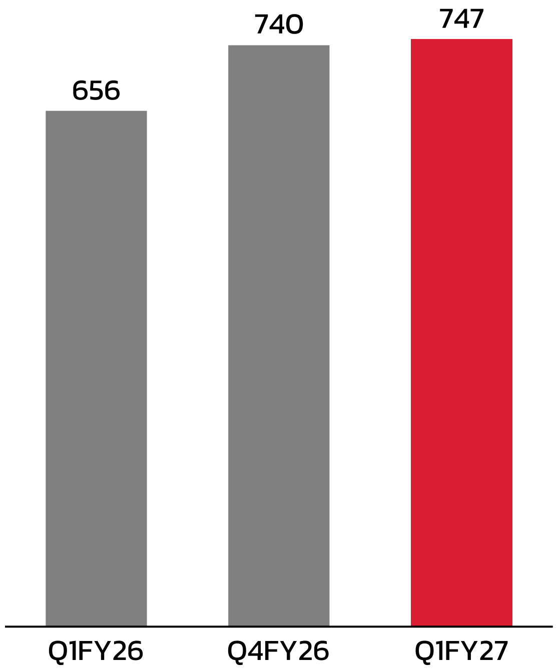
Financial performance

LAXMI DENTAL LIMITED

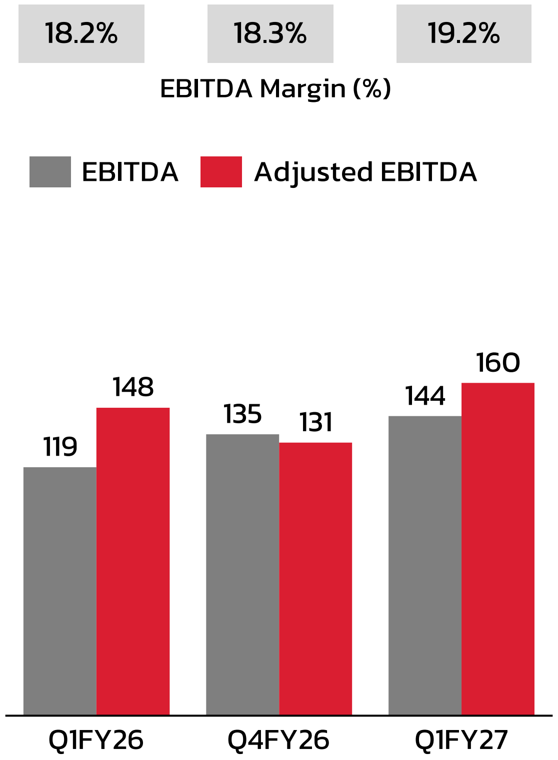
(INR mn)

Q1FY27

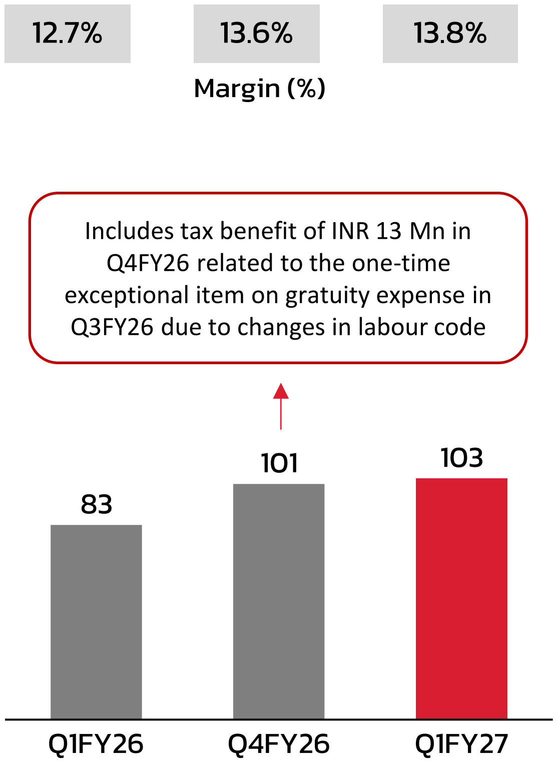
Revenue from operations[1]



EBITDA & adjusted EBITDA[2]



PAT & PAT margin



Notes: 1. As per Ind AS norms revenue does not include revenue from Kids-e-Dental and IDBG AI Dent as they are jointly controlled entity . 2. Adjusted EBITDA is calculated as Reported EBITDA + ESOP expenses (non-cash in nature). + 60% of Kids-e-dental PAT + 49% of IDBG AI Dent PAT.

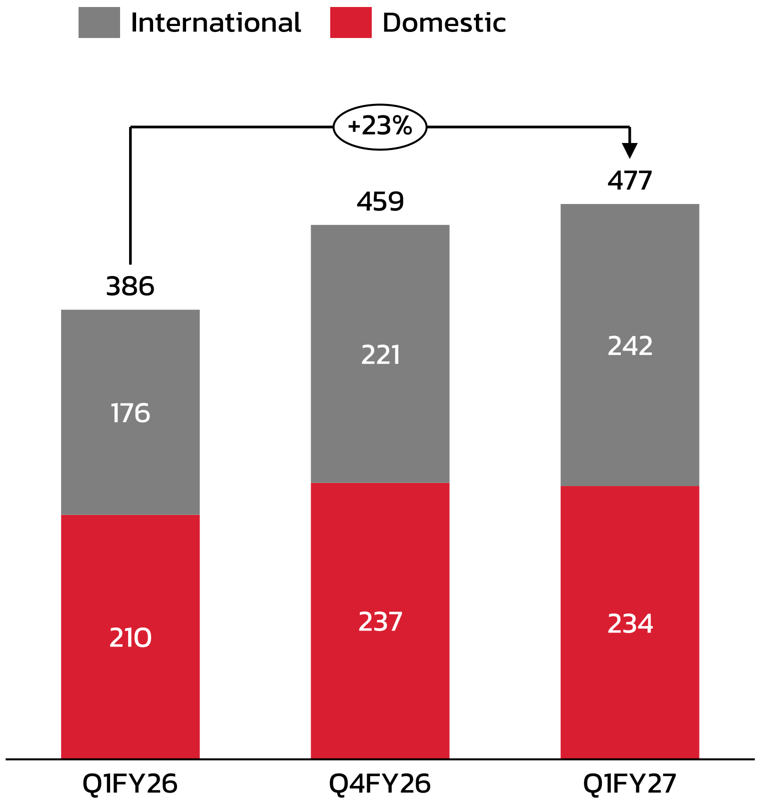
Revenue Mix

LAXMI DENTAL LIMITED

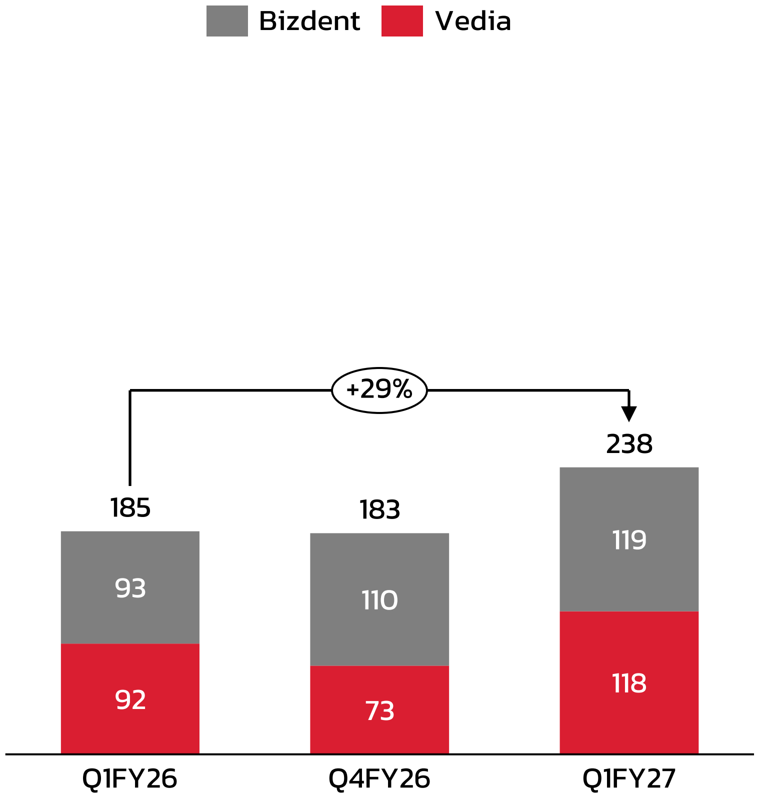
(INR mn)

Q1FY27

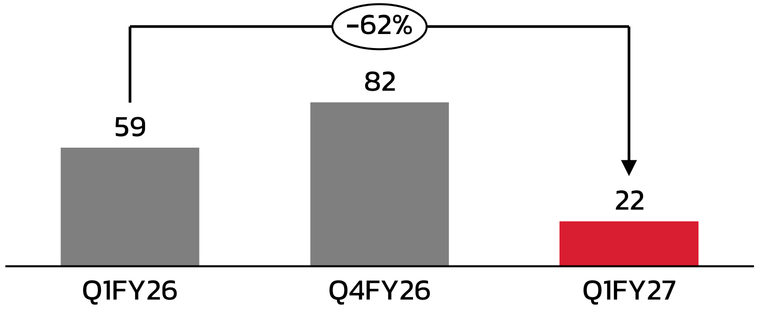
Laboratory offerings*



Aligner Solutions*



Scanner Sales



Notes: 1. As per Ind AS norms revenue does not include revenue from Kids-e-Dental and IDBG AI Dent as they are jointly controlled entity .

**Excluding Scanner Sale*

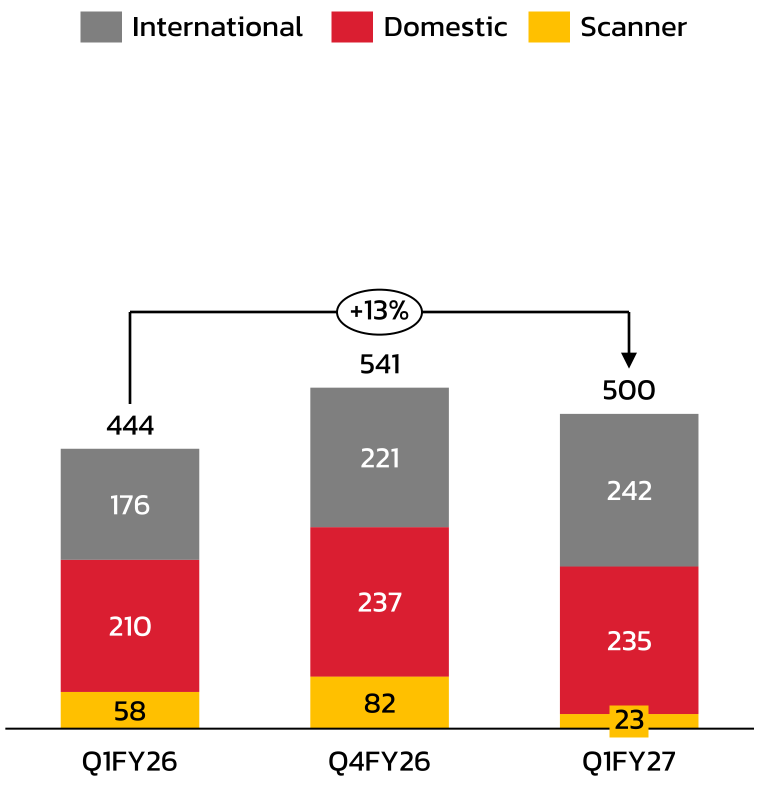
Revenue Mix (Including Scanners)

LAXMI DENTAL LIMITED

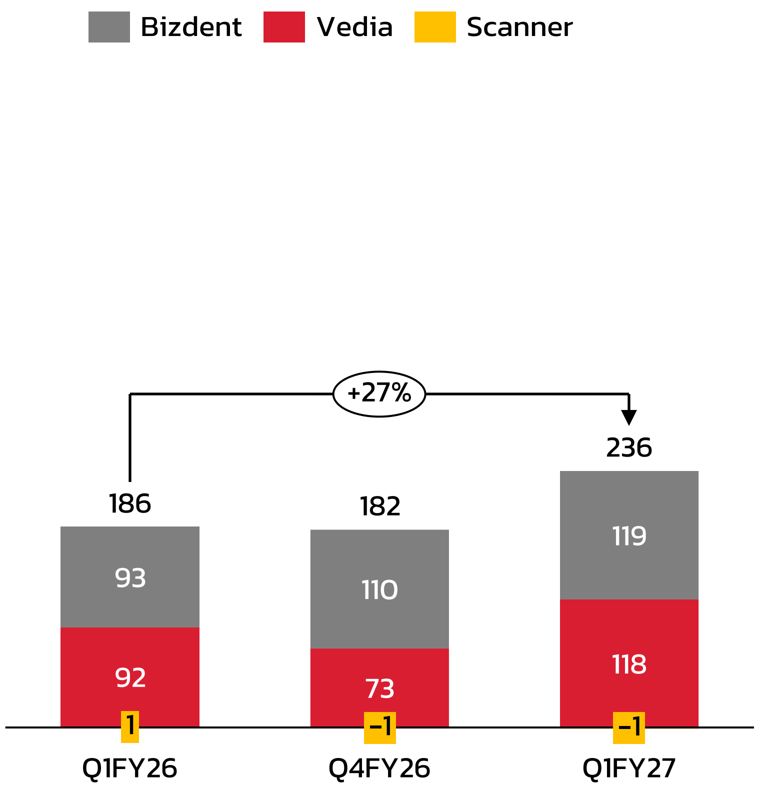
(INR mn)

Q1FY27

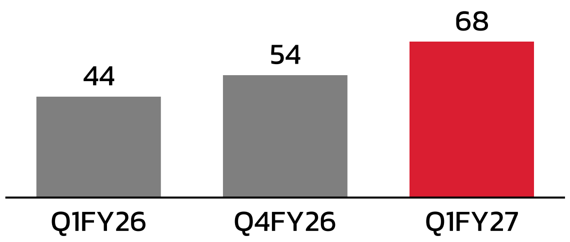
Laboratory offerings



Aligner Solutions



100% Revenue – Paediatric: Kids-E-Dental[2]



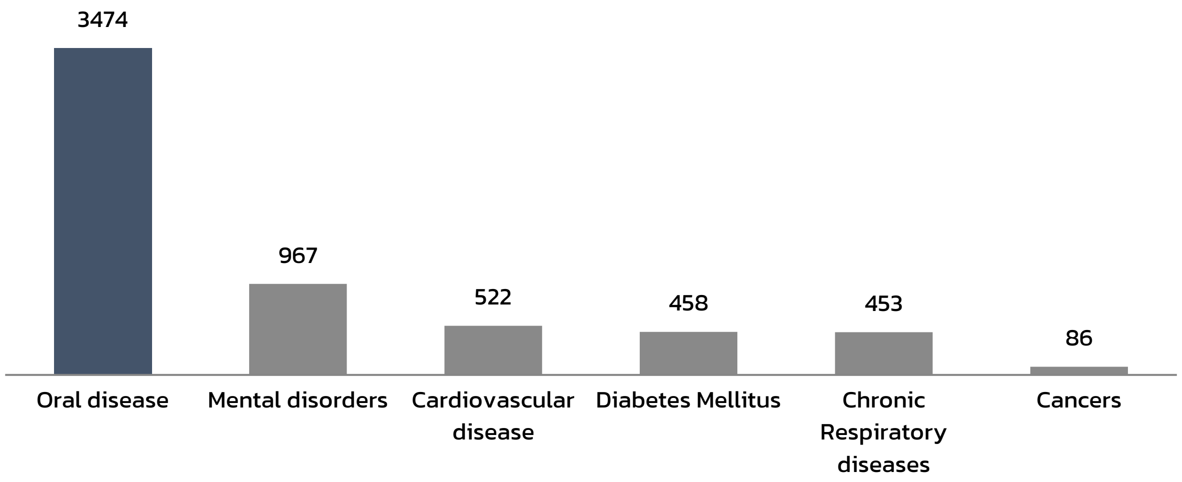
Notes: 1. As per Ind AS norms revenue does not include revenue from Kids-e-Dental and IDBG AI Dent as they are jointly controlled entity .

02 Industry Overview

Dental disease burden is high globally and in India, dental care is underpenetrated

LAXMI DENTAL LIMITED

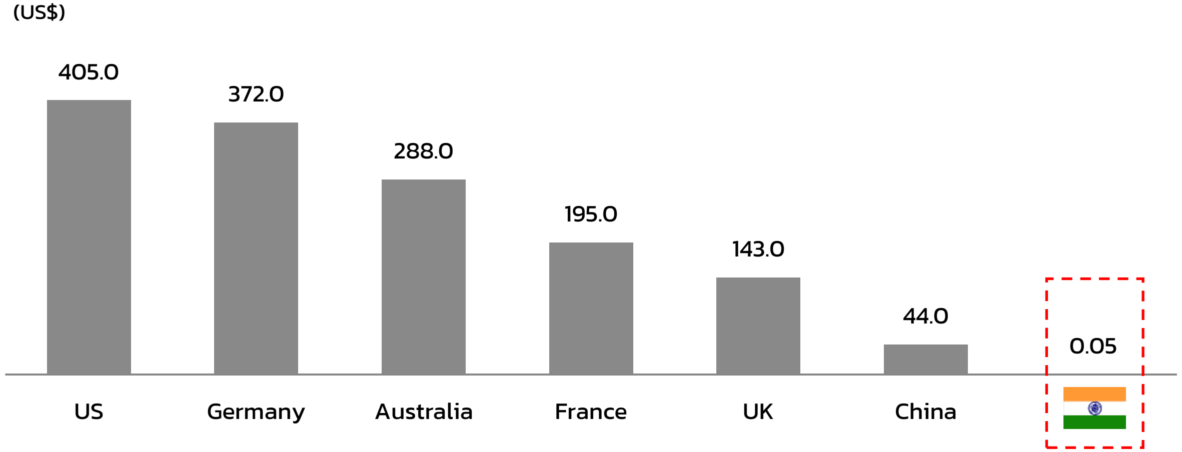
Global case number for select non-communicable diseases (mn), 2019



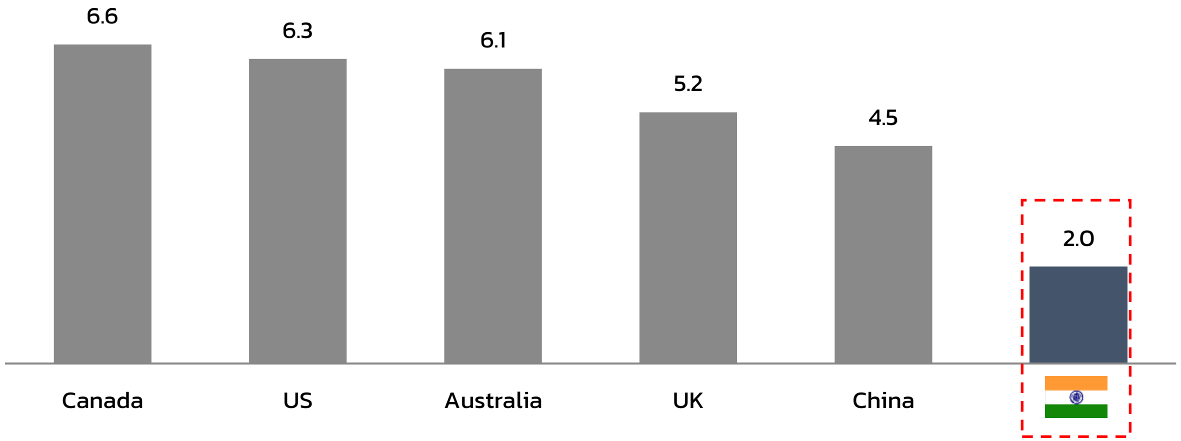
Oral disease burden in India and other key countries, 2022

Parameter		China	US	UK	France	Australia	Ger
Prevalence of untreated caries of deciduous teeth (%)	43.3	47.2	42.6	19.5	29.2	38.9	29.1
Prevalence of untreated caries of permanent teeth (%)	28.8	24.6	24.3	30.6	36.8	29.5	31.7
Prevalence of severe periodontal disease	21.8	17.5	15.7	10.6	16.2	14.5	27.4
Prevalence of Edentulism (%)	4.0	5.7	10.2	12.0	12.6	13.5	11.7
Incidence of lip and oral cavity cancer (per 100,000 population)	9.8	1.3	4.2	5.1	5.4	6.5	4.3

Per capita dental healthcare expenditure, 2022



Dentists per 10,000 population across key countries

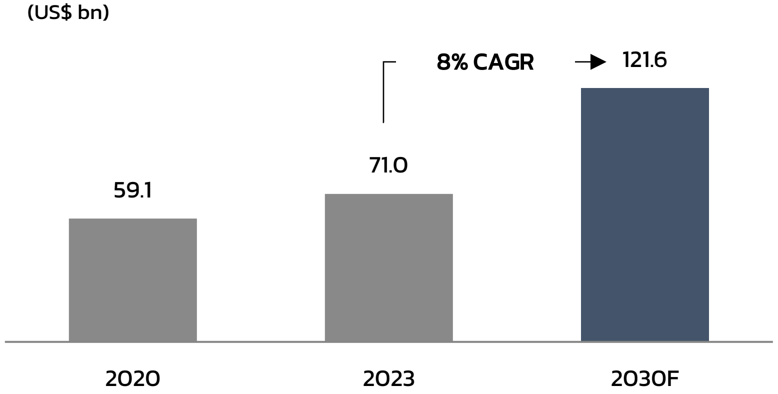


Source: F&S Report, WHO, Oral Health Country Profile, 2022

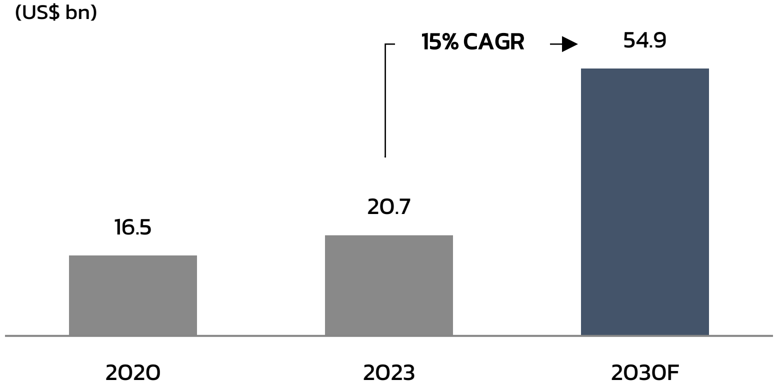
The market for Laxmi Dental's offerings are sizeable and growing

LAXMI DENTAL LIMITED

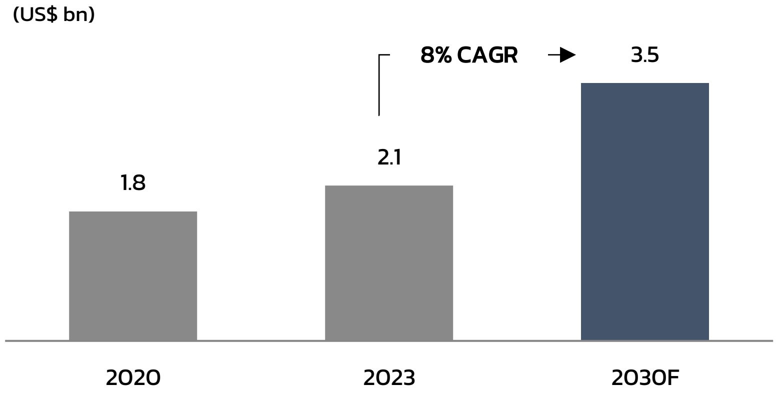
Global custom-made crowns and bridges market[1]



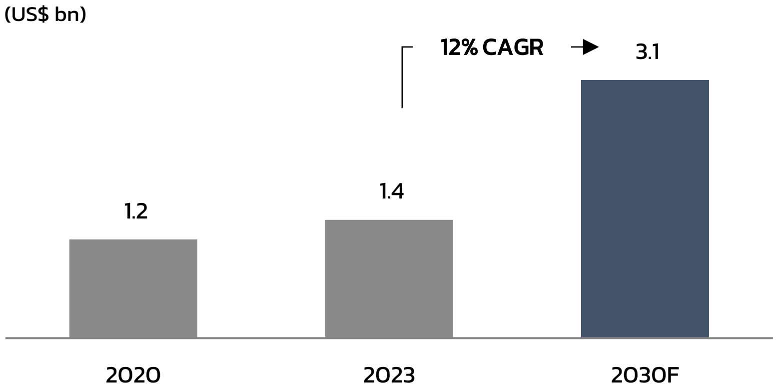
Global clear aligner market



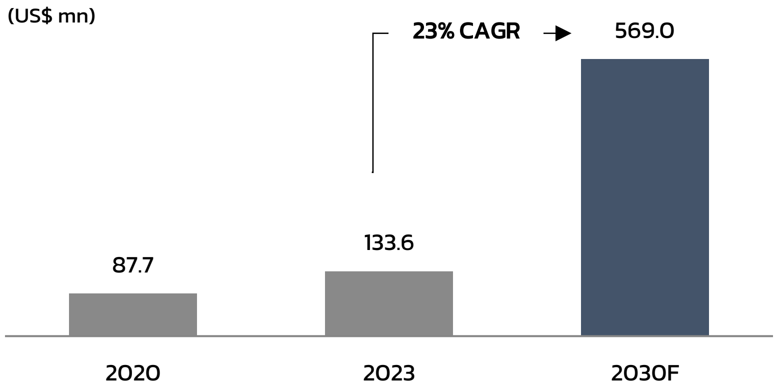
Global paediatric dental crown market



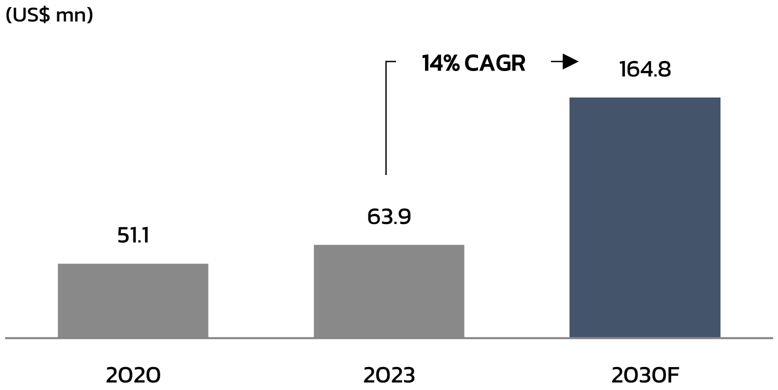
India custom-made crowns and bridges market[1]



Indian clear aligner market



Indian paediatric dental crown market



Key growth drivers for the market

- Growing awareness of oral healthcare and cosmetic dental procedures
- High prevelance of dental problems and underpenetration of dental care
- Technological advancements 3D Printing, CAD/CAM technology and teledentistry

Notes: 1. In terms of retail sales. Figures have been rounded off wherever appropriate
Source: F&S Report

03 Business Overview

Laxmi Dental – India's only end to end integrated dental products company[1]

LAXMI DENTAL LIMITED

- LAXMI DENTAL LIMITED
  - Laboratory Offerings
    - Domestic
      - ILLUSION Zirconia: Manufacturing of crowns, bridges & prosthesis for Dental Network in India
    - International
      - Manufacturing of crowns, bridges & prosthesis for Dental Network across US, UK and Europe
  - Aligners Solutions and Paediatric Dental Products
    - Aligner Solutions
      - TAGLUS: Branded aligner sheets, automated thermoforming machines
      - ILLUSION Aligners: Branded clear aligners with a dentist-led prescription
    - Paediatric Dental Products
      - Kids-e-Dental™: Range of pre-formed pediatric dental crowns & Silver Diamine Fluoride

Key Stats

- **20+** Years
- **22,000+** Dental Network
- **95+** Countries
- **320+** Cities
- **6** Manufacturing facilities
- **~2,400** Employees

INR mn	Revenue	Adj EBITDA[1]	PBT before Exceptional Item	PAT
FY26	2,779	512	347	289
FY25	2,391	516	248	318
FY24	1,936	327	86	252

Notes: 1. Adjusted EBITDA is calculated as Reported EBITDA + ESOP expenses (non-cash in nature). + 60% of Kids-e-dental PAT + 49% of IDBG AI Dent PAT + IDS event expense (Recorded in Q4FY25).

Laxmi Dental – Key highlights

LAXMI DENTAL LIMITED

01 The **only integrated dental products company** in India, well-positioned to capture industry tailwinds

02 **Second largest player in domestic laboratory business** and **largest export laboratory** with increasing adoption of digital dentistry

03 Vertically integrated **diverse branded product portfolio**

LAXMI DENTAL LIMITED

04 **Large Dental Network** providing us with competitive advantage in the market

05 Robust **technologically advanced capabilities** with stringent regulatory compliance ensuring high quality standards

06 **Experienced management team** with significant industry experience

Evolved into an end-to-end dental company with a comprehensive portfolio of dental products

LAXMI DENTAL LIMITED

1989

Start of this journey

Mr. Rajesh Khakhar – Chairperson and Whole-Time Director, started with a small dental Lab

July 2004

Incorporated as 'Laxmi Dental Export Private Limited' with a focus on exports dental business

2004

International Markets

Received first EOU certificate & US FDA registration for approval for products manufactured

2019

Launched TAGLUS

Established Vedia Solutions division, through our brand Taglus, offers aligner and retainer material, dental thermoforming machines, biocompatible 3D printing resins and consumables

2021

Kids-e-Dental™ **Launched**

Acquired 60% stake in JCE[1] for engaging in business of dental services and products in the paediatric division

510(k) clearance

Received FDA 510(k) US- FDA under our brand ILLUSION Aligners

2023

ILLUSION Zirconia

Launched an actress as the brand ambassador for Illusion Zirconia

2025

BSE / NSE

Got listed on Indian stock exchanges on January 20, 2025.

Notes: 1.JCE = Jointly Controlled Entity
Source: F&S Report

1 Only integrated dental products company in India, well-positioned to capture industry tailwinds

LAXMI DENTAL LIMITED

Comprehensive product portfolio

Company Type	Company	Custom-made Fixed Prosthesis (Crowns, abutment)	Removable Prosthesis (Dentures)	Clear Aligners	Aligner Sheet	Thermo-forming Machine	Intraoral Scanner	Paediatric Crowns
Global dental product company	Company 1	✗	✗	✓	✗	✗	✓	✗
	Company 2	✗	✗	✓	✓	✗	✓	✗
Indian dental product company	LAXMI DENTAL LIMITED	✓	✓	✓	✓	✓	✓	✓
	Company 1	✗	✗	✓	✗	✗	✗	✗
	Company 2	✗	✗	✓	✗	✗	✗	✗
	Company 3	✗	✗	✓	✗	✗	✗	✗
	Company 4	✓	✓	✓	✗	✗	✗	✗

Integration giving us edge over quality, process efficiency, cost effectiveness and explore cross-selling opportunities and increase wallet share

Backward integration

Manufacturing of key raw materials


Thermoforming sheets


3D printing resins


Thermoforming machines

Finished products


ILLUSION Aligners

Forward integration

Direct connect with Dental Network with B2B2C model

22,000+

Dental clinics, dental companies and dentists

Enables cross-selling opportunities

Solutions to patients via Dental Network

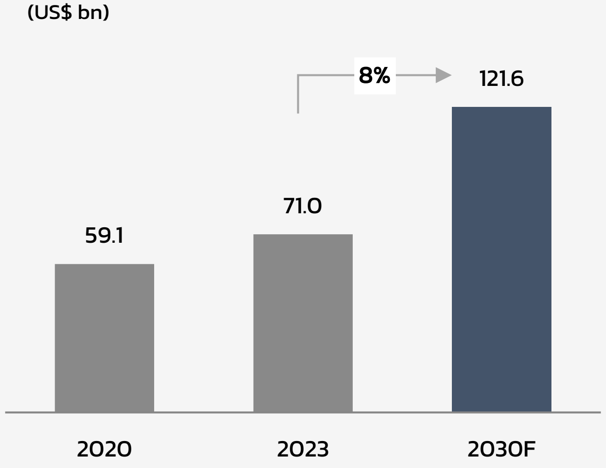

iScanPro branded scanner

Source: F&S Report

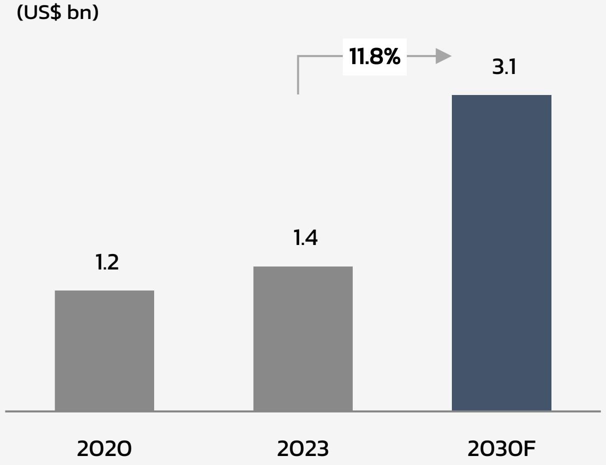
2 Second largest player in domestic laboratory business and largest export laboratory

LAXMI DENTAL LIMITED

Global custom-made crowns & bridges market in terms of retail sales



India custom-made crowns and bridges market in terms of retail sales



Highly fragmented dental labs in India, shift from unorganised to organised labs

2	< 50	> 5,000
Large Labs	Medium Labs	Small Labs
AR[1]: INR 25 – 100+ Cr	AR: INR 1 – 25 Cr	AR: Less than INR 1 Cr

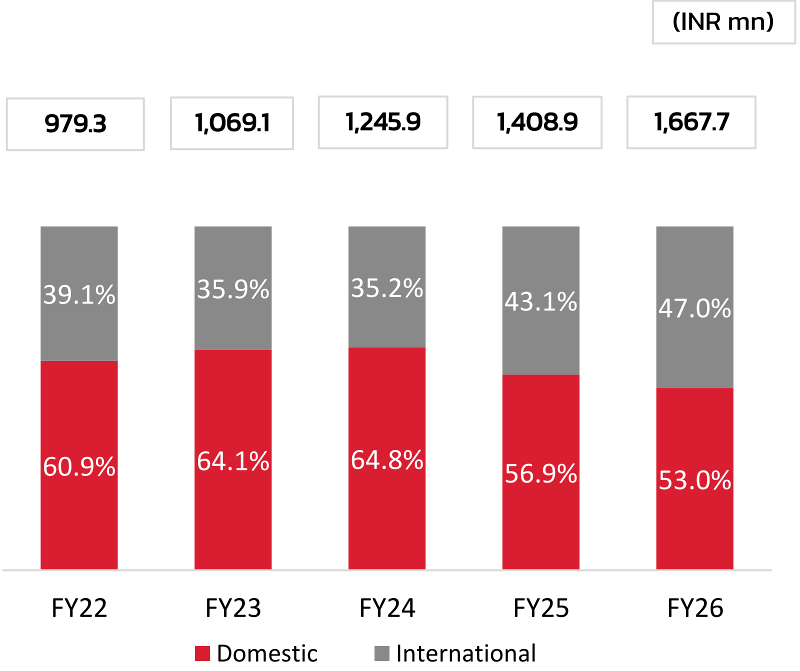
- Inclusion of dental crowns, bridges and resins as **Class B** risk Medical Device by the regulatory authority CDSCO
- Compliance with ISO 13485
- Valid license from the CDSCO

Growth of organised dental lab network

India is increasingly exporting dental lab products to other countries

1. **35%** lab work sold in USA comes from outside the country
2. **Dental labs decreased by more than 20%** from 2001 to 2022 in USA
3. **India's exports of artificial dental teeth and fittings grew at 14%** (2018-2023)
4. **Increase in number of DSOs** (13% of dentists in 2023 vs 8.8% in 2017)

Laxmi Dental's revenues from laboratories business[2]



Notes: 1 AR = Annual Revenues; 2. Net revenue for domestic laboratory business refer to revenue from dental lab catering to the Indian market, and Net revenue for international laboratory business refers to dental lab catering to international markets; Figures have been rounded off wherever appropriate; Source: F&S Report

2 Shift towards premium products, with a significant rise in the share of metal-free crowns

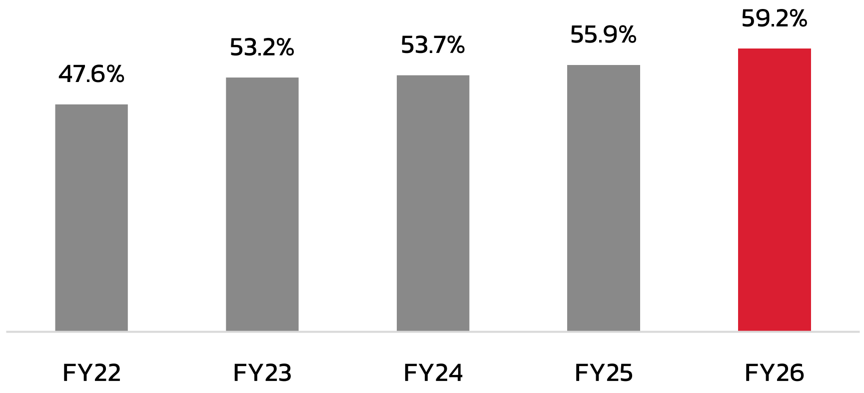
LAXMI DENTAL LIMITED

Crowns made of Zirconia increasingly being preferred by dentists and patients

Crown Type	Material	Strength	Aesthetics	Durability	Preparation
Zirconia	**Zirconia**	Very high	High	Very high	Low
PFM	Metal + Porcelain	High	High	Moderate	Moderate
Emax	Lithium Disilicate	High	Very high	Moderate	Moderate
Metal	Metal Alloy	High	Low	Very high	Moderate

Very high · High · Low · Moderate

Laxmi Dental's domestic laboratory metal-free revenue share[1]



ILLUSION
Zirconia

- Less brittle
- High tensile strength
- Fabricated with full-digital workflow

Notes: Metal free revenue share for domestic lab is calculated as revenue from metal free units divided by total revenue from domestic lab;
Source: F&S Report

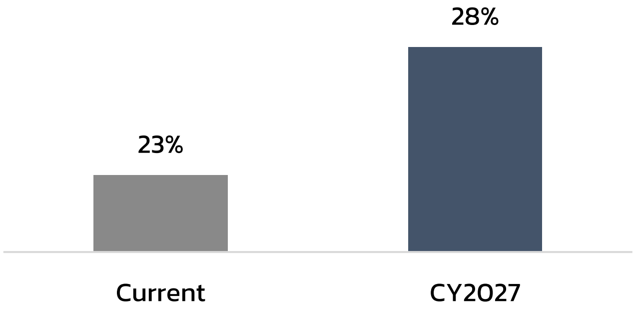
2 Increased adoption of digital dentistry enabling reduced turnaround time and costs

ILLUSION DENTAL LAB

LAXMI DENTAL LIMITED

Increasing usage of Intraoral Scanners (IOS):

Global penetration of IOS



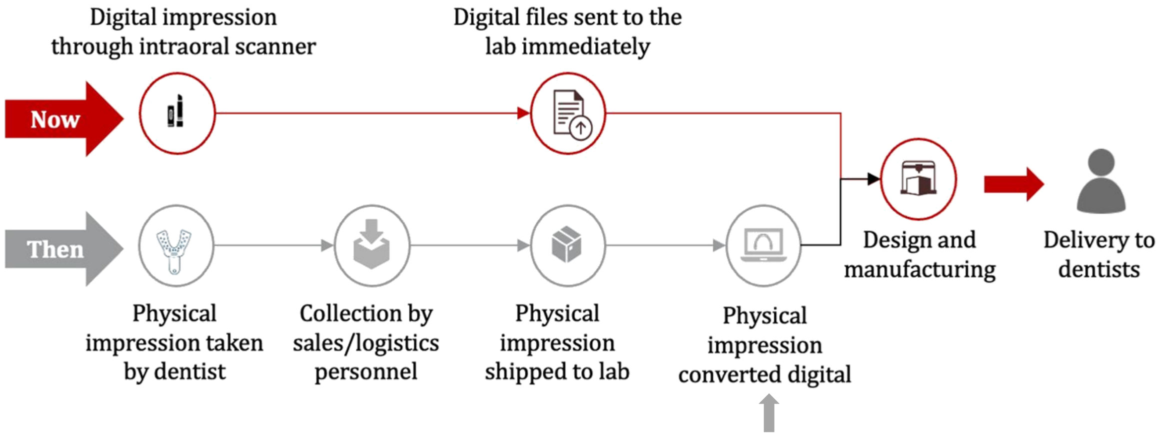
Advantages of digital impressions over analog:

- ✓ Requires less than a minute of dentist's time
- ✓ Saves logistic costs
- ✓ Reduces turnaround time and remake rate by 50%

Laxmi Dental has employed more than 160 intraoral scanners in India

- ✓ Launched iScanPro, branded intraoral scanners for Dental Network to optimize workflow
- ✓ Digital impressions are instantly transmitted to dental laboratory

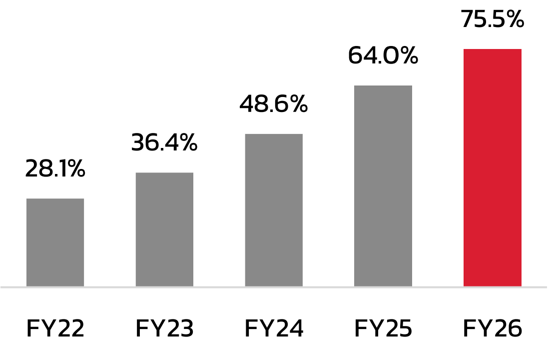
Digital impressions eliminates one way logistics and reduces redundant steps, ensuring quick turnover

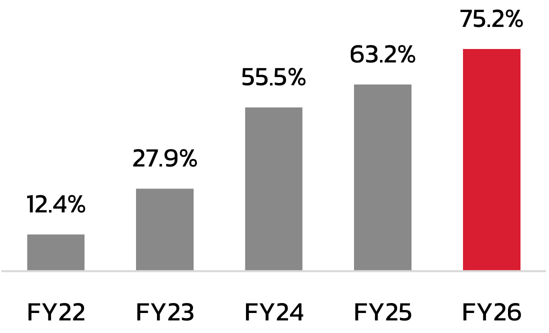


This process consists of 6 additional steps.

Laxmi Dental's digital units penetration[1]

Domestic Lab	International Lab



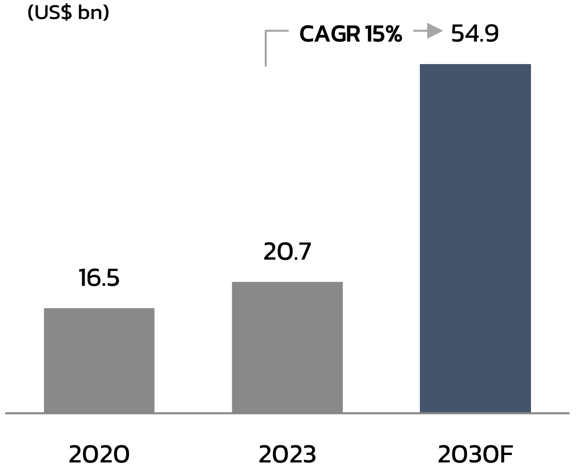


Note: 1) Digital units penetration is digital units sold divided by the total units for the respective lab,
Source: F&S Report

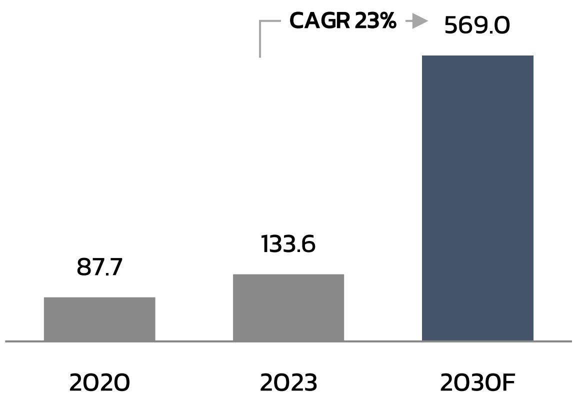
2 Consumer emphasis on aesthetics & rising disposable income driving growth for aligners

ILLUSION DENTAL LAB · LAXMI DENTAL LIMITED

Global clear aligner market



Indian clear aligner market



Increasing acceptance for clear aligners

Particulars	Metal Braces	Clear Aligners
Duration	18 – 24 months	8 – 24 months
Yearly Visits	10 – 11 times	4 – 5 times
Duration per visit	30 – 45 minutes	10 – 15 minutes
Aesthetics	Noticeable	Invisible
Comfort level	Rub against surfaces	Removable with comfort
Hygiene	Difficult to clean	Easy to clean
Dentist Skills required	High	Low

Key growth drivers for adoption of clear aligners in India

1. Prevalence of malocclusion in India is higher than the US (75% vs. 67%)
2. Penetration of orthodontic and the clear aligner treatment is very low in India compared to the US (<15% vs. 30%)
3. Growing emphasis of dental aesthetics
4. Rising disposable income & propensity to spend
5. Huge pool of general dentists (3 lakh) catering to Orthodontic needs (7,700)
6. Increased utilization of intraoral scanners

Source: F&S Report

2

Laxmi Dental – largest and most profitable B2B2C indigenous dental aligner company[1]

ILLUSION DENTAL LAB

LAXMI DENTAL LIMITED

Business models of clear aligner sales

B2B2C – effective way to penetrate the existing pool of dentists

Metric	B2B2C
Higher Treatment Quality	✓
Lower CAC	✓
Cross Selling Opportunities	✓
Manufacturing Efficiency	✓
Better market penetration	✓

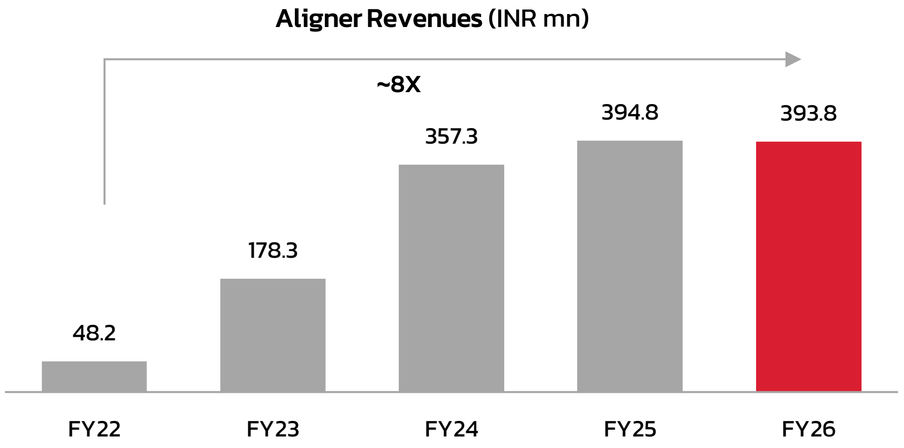
Successful companies globally are built doctor-led or B2B2C modal

*Companies which have **D2C** models have struggled to establish in the market*

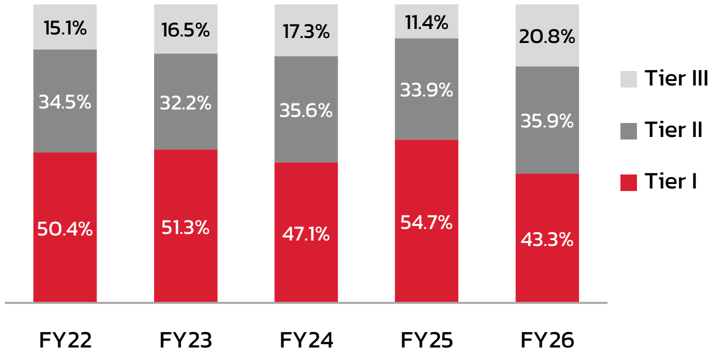
Key highlights

- First Indian Company to get US FDA 510K approval[2]
- B2B2C Model
- Flexible payments upfront/ Pay-as-you-go

Laxmi Dental's revenues from aligner solutions grew ~8x over FY22-26



Laxmi Dental's revenues flowing from different tiers[1]

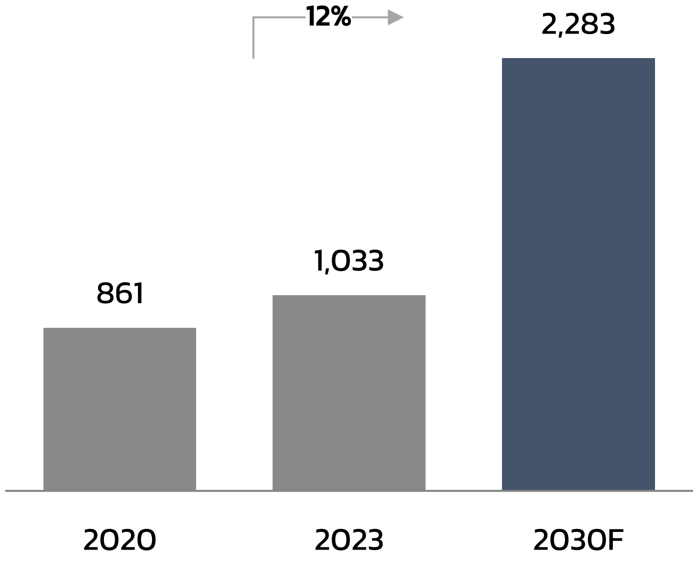


Notes: 1. Total aligner cases refer to total number of cases of aligners sold by Subsidiary, Bizdent Devices Private Limited. Customers served refer to total dental clinics, dental companies and dentists served by Subsidiary, Bizdent Devices Private Limited, Figures have been rounded off wherever appropriate Source: F&S Report

2 Vertically integrated approach to clear aligners manufacturing and additional branded sales through 'Taglus'

TAGLUS LAXMI DENTAL LIMITED

Global aligner sheet market



Laxmi Dental is one of the very few manufacturers of aligner materials in India

First mover advantage

*Certificate of conformity under Regulation **EU 2017/745***

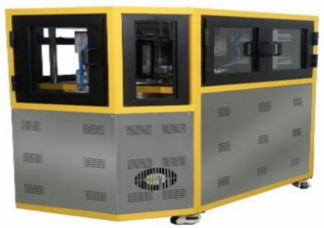
In-house production of raw materials and manufacturing equipment

INR 338 mn
Revenue FY26
INR 289 Mn in FY25

TAGLUS

Thermoforming sheets

3D printing resins



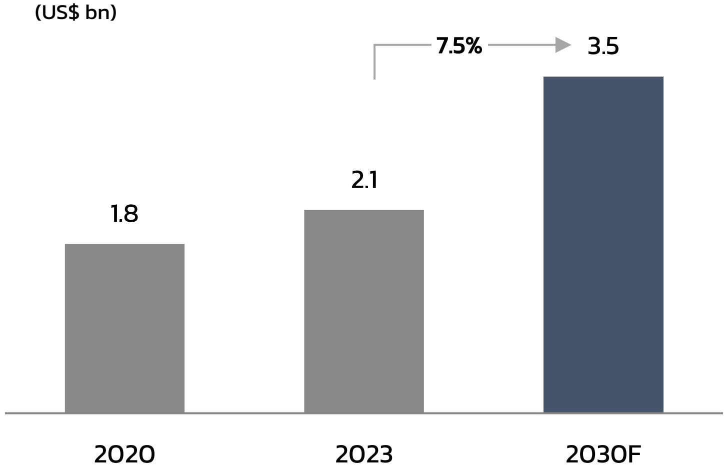
Thermoforming machines

Source: F&S Report

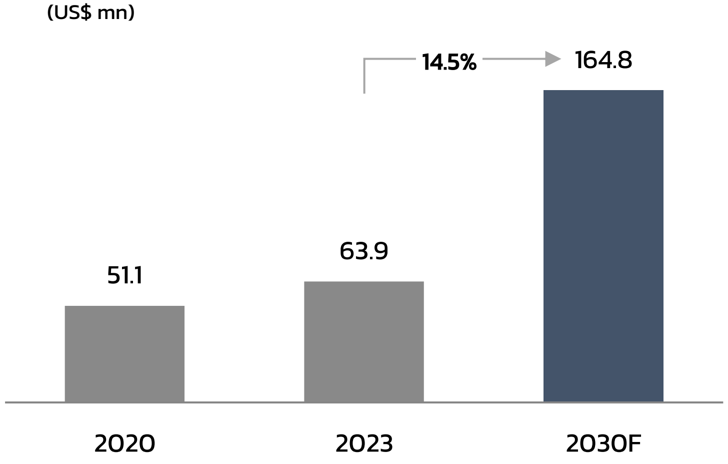
2 The only Indian co. specialized in paediatric dental products[1]

Kids-e-Dental LAXMI DENTAL LIMITED

Global paediatric dental crown market



Indian paediatric dental crown market



Materials used in dental crowns

Metric	Steel*	Composite	Zirconia
Durability	High	Low	High
Cost-effectiveness	High	Moderate	Moderate
Bio-Compatability	Low	Moderate	High
Aesthetics	Low	Moderate	High
Market Share	45%	20%	18%
Projected Growth%	6%	4.5%	8.5%

High Moderate Low

Comprehensive range of product offerings

Registered design of semi-flexible tooth coloured pre-formed crown

Silver Diamine Fluoride (SDF) to treat dental caries

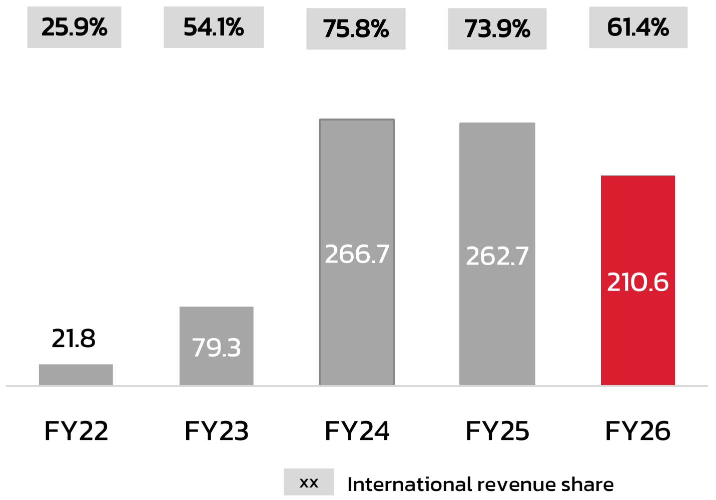
Other Offerings

- Zirconia crowns
- Space maintainers
- Fissure sealant
- Reinforced splint
- Mineral trioxide

One of the **leading paediatric dental product brands in India**

Partnered with a leading paediatric dental company for distribution of manufactured by us globally across 81 countries

Kids-e-Dental revenue & share of International Business



Note: 1. Acquired 60% stake in Kids-E-Dental LLP in 2021; 2. International revenue share for Kids-E refers to number of units sold in international market by Kids-E Dental LLP; Figures have been rounded off wherever appropriate;

3 Engaging in efforts to establish a well-recognized brand

Laxmi Dental's branded product portfolio

Lab Business

ILLUSION Zirconia

Vi ScanPro

Aligner Business

ILLUSION Aligners

TAGLUS

Paediatric Business

Kids-e-Dental™

Continuous increasing in share of revenues from branded offerings for Laxmi Dental

In addition, 100% of revenues for Kids-E-Dental are from branded products

Note: 1. Represents revenue from operations derived from sale of branded dental products, that is Illusion Zirconia, Illusion Aligners, and Taglus. In addition, Source: F&S Report

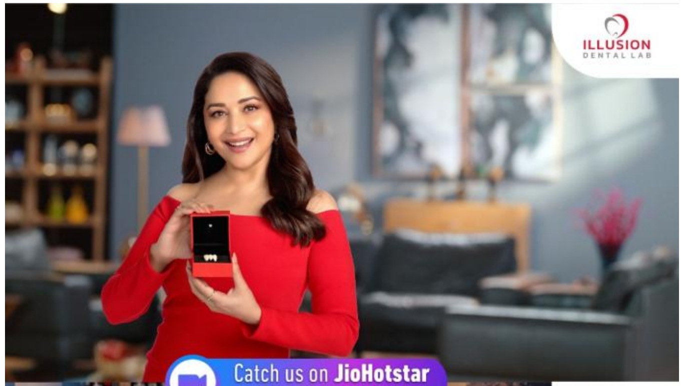
Focus on Advertisement and Promotional Activities

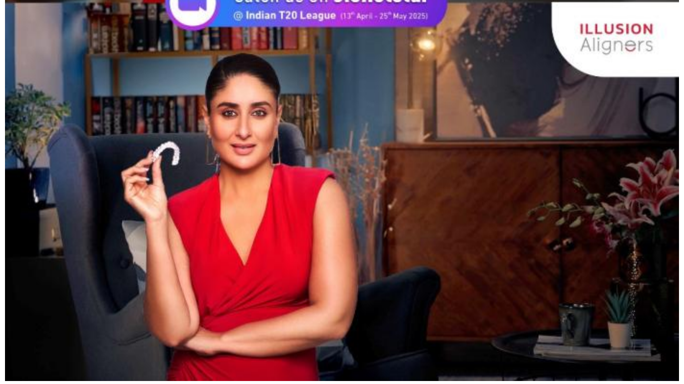
LAXMI DENTAL LIMITED

IDS Event Germany
The International Dental Show

Celebrity Endorsements

Advertisement in IPL





3 Engaging in efforts to establish a well-recognized brand

LAXMI DENTAL LIMITED

Multi-channel approach in marketing

B2C	B2B
➢ Print	➢ Key opinion leaders' tie-ups
➢ Electronic Media	➢ In-clinic branding (ICB)
➢ Digital Marketing	➢ Hands-on workshop
➢ Celebrities Endorsements	➢ Exhibition & events
➢ Influencer Marketing	

20+ years
Brand presence

~4% of sales is typically spent on A&P

311
Member sales team

36
Member marketing team

Note: Numbers are as of 31st March 2026.

4 Large Dental Network providing competitive advantage in the market

LAXMI DENTAL LIMITED

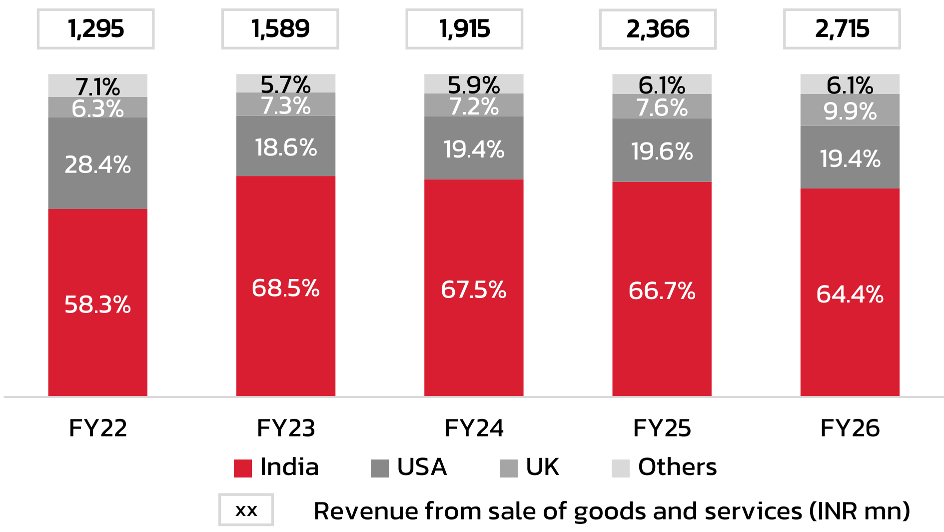
Global presence

22,000+
Dental clinics, dental companies and dentists

320+
Cities

95+
Export countries

Laxmi Dental's geographical spread



	FY22	FY23	FY24	FY25	FY26
Revenue from sale of goods and services (INR mn)	1,295	1,589	1,915	2,366	2,715
Others	7.1%	5.7%	5.9%	6.1%	6.1%
UK	6.3%	7.3%	7.2%	7.6%	9.9%
USA	28.4%	18.6%	19.4%	19.6%	19.4%
India	58.3%	68.5%	67.5%	66.7%	64.4%

Large Dental Network **boosts brand visibility** and attracts more dentists and adds **credibility** to dental products

Growing international Dental Network[1] creates **greater synergies** and enables **cross-selling opportunities**

Preferred partner for **one of the largest DSO** in the USA indicating headroom for **significant expansion of network**

Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.
Source: F&S Report

5 Robust technologically advanced capabilities with stringent regulatory compliance ensuring high-quality standards

LAXMI DENTAL LIMITED

6 Mfg Facilities

2 Mira Road, MH 54,468 sq ft (ISO)	3 Boisar, MH 88,906 sq ft (ISO)	1 Kochi, Kerala

~1,47,000 square feet

8 Supporting Facilities

2 Mumbai	1 Delhi	1 Bengaluru	1 Ahmedabad
1 Surat	1 Vadodara	1 Chennai	

Certifications

- ISO 13485:2016
- US FDA
- EU-MDR 2017/745 — Regulation EU 2017/745
- 510(k) US FDA
- ISO 45001:2018
- CDSCO
- ANVISA

Snapshot of facilities




Note: MH = Maharashtra; SEZ = Santacruz Electronics Export Processing Zone; CDSCO = Central Drugs Standard Control Organization

6 Experienced management team with significant industry experience...(1/2)

LAXMI DENTAL LIMITED

Promoters

Rajesh Vrajlal Khakhar
Chairperson and Whole-Time Director

- Responsible for managing business partnerships with leading international customers and oversees business development activities
- Higher secondary education from Narsee Monjee College of Commerce and Economics, Mumbai
- Associated since 1989
- Received the ICONS 2020-2021 certificate from the Economics Time for extraordinary service and dedication in the field of dentistry

Sameer Kamlesh Merchant
Managing Director and CEO

- Responsible for the overall business strategy, operations, financial performance and management
- completed dental mechanic course from SDM College of Dental Sciences & Hospital, Dharwad
- Associated since 2001
- Certificate of achievement from Laser Star learning Center, certificate of achievement from Shofu Inc. and certificate of excellence in the second Style Italiano Endodontics Conference, India

Dharmesh Dattani
Chief Financial Officer

- Qualified chartered accountant of the Institute of Institute of Chartered Accounts of India
- Associated since 2008
- Previously associated with Enterprise Nexus Communication and Federal Express India Private Limited

6 Experienced management team with significant industry experience…(2/2)

LAXMI DENTAL LIMITED

Directors

Rajesh Shashikant Dalal

- Bachelor's degree in mechanical engineering from the Indian Institute of Technology, Madras
- 34+ years of experience
- Was associated with OrbiMed Advisors India Private Limited and Johnson and Johnson Private Limited

Anjana Rajendra Grewal

- Bachelor's degree in chemical engineering from the University of Bombay, a master's degree in management services from the University of Bombay and a doctor of philosophy (Arts) from the University of Mumbai
- 23+ years of experience
- Currently a Professor at SDA Bocconi Asia Center, was associated with Birla Sun life Insurance Global Trust Bank, ANZ Grindlays Bank and Colgate-Palmolive (India) Limited.

Devesh Ghanshyam Chawla

- Bachelor's degree in computer engineering from the University of Mumbai and a post graduation degree in management and business administration (insurance and finance) from MET Asian Management Development Centre
- 15+ years of experience
- Was associated with Client Associated and M/s. Universal Sompo General Insurance Company Limited

Anil Tilakraj Arora

- He holds a Bachelor of Dental Surgery (B.D.S.) and a Master of Dental Surgery (M.D.S.) from Mumbai University and the National Dental Boards, USA.
- 40+ years of experience as a dental practitioner and a dental entrepreneur
- Introduced many 'firsts' in the Indian dental community - including India's largest private dental magazine, hosted largest private Dental conferences & exhibitions, Won Dentistry Awards, running the largest network of private dental workshops. He is on Board of various Dental Companies

KMP & SMP

Suman Saha
Company Secretary & Compliance Officer

- Qualified Company Secretary and a Law Graduate from the University of Mumbai, with extensive experience in corporate laws, secretarial compliance, corporate governance, and regulatory matters under the Companies Act, 2013
- Associate Member of the Institute of Company Secretaries of India (ICSI), bearing Membership No. A33035
- Previously worked as Assistant General Manager – Company Secretary with the Lodha Group and as Head – Company Secretarial and Legal with OPPO Mobiles

Amrish Mahendrabhai Desai
Vice-President

- Vice-President, Head of Operations, USA & India of the international dental laboratory, laboratory division

Sarfaraz Nasir Merchant
Vice-President

- Vice-President, Head of Operations of the domestic dental laboratory, laboratory division
- Completed dental mechanic Course from SDM College of Dental Sciences & Hospital, Dharwad

Arun B John
Chief Revenue Officer

- Chief Revenue officer, Illusion Dental, a division of Laxmi Dental Limited
- Obtained a master's degree of business administration from Madurai Kamaraj University
- Was associated with DentaCare Dental Lab Private Limited

04 Strategies

Corporate strategies

LAXMI DENTAL LIMITED

1. **Deepen our penetration** amongst existing Dental Network while also expanding our Dental Network
2. Continue to **scale up our branded product offerings**
3. Undertake **product enhancements** of existing dental products and **launch new dental products**
4. **Enhance manufacturing capacities** with increasing focus on automation and adoption of new technologies
5. Continue to follow a **multi-channel approach in marketing**

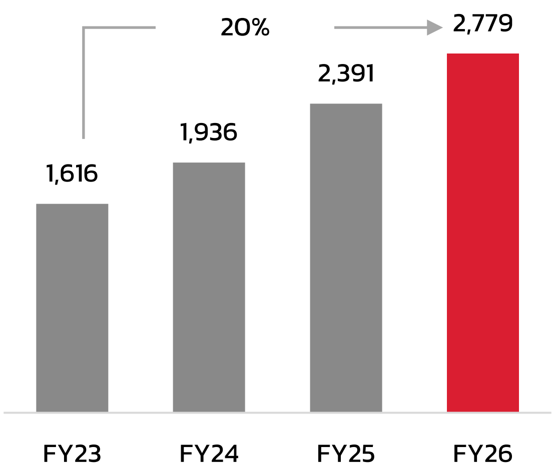
05 Financial & Operational Performance

Financial performance

LAXMI DENTAL LIMITED

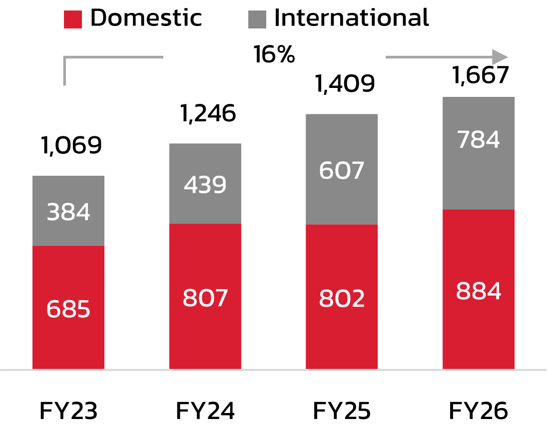
(INR mn)

Revenue from operations[1]

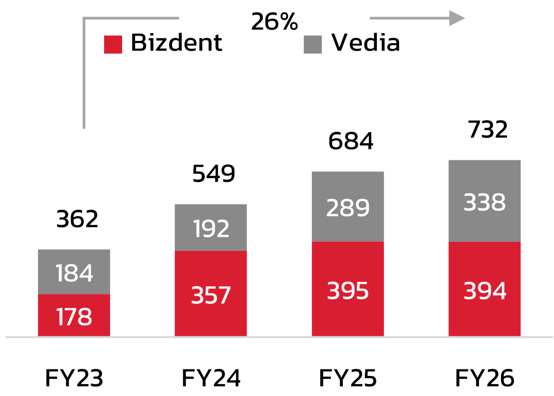


Revenue by segment

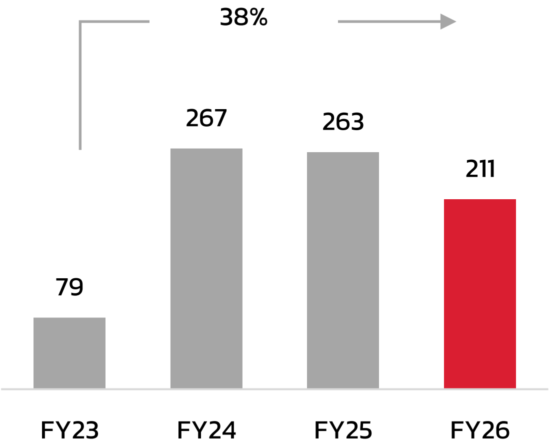
Laboratory business



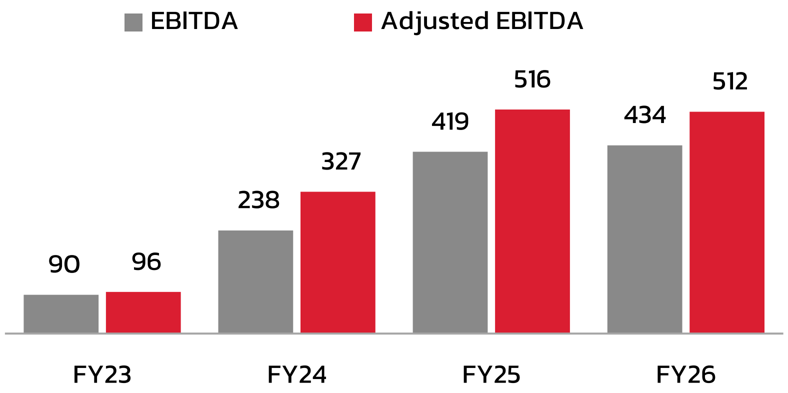
Aligners



Paediatric – Kids-E-Dental[2]



EBITDA[5] & adjusted EBITDA[3] (INR mn)



PAT (INR mn) & PAT margin

Notes: 1. Revenue does not include Kids-e-Dental's revenue as per Ind AS norms w.r.t to jointly control entity. 2. Net revenue for paediatric division refers to revenue of jointly controlled entity Kids-E Dental LLP.
3. Adjusted EBITDA is calculated as Reported EBITDA + ESOP expenses (non-cash in nature). + 60% of Kids-e-dental PAT + 49% of IDBG AI Dent PAT + IDS event expense (Recorded in Q4FY25)

Statement of profit and loss

LAXMI DENTAL LIMITED

Figures in INR mn

Consolidated P&L (INR mn)	FY26	FY25	FY24	FY23	FY22
Revenue from operations[1]	2,778.6	2,391.1	1,935.6	1,616.3	1,368.5
Cost of Goods Sold	821.9	572.4	484.9	418.0	396.6
Gross Profit	1,956.7	1,818.7	1,450.7	1,198.3	972.0
Gross Profit Margin	70.4%	76.1%	74.9%	74.1%	71.0%
Employee Cost	1,021.0	857.7	715.1	653.4	530.8
Other Expenses	501.7	542.2	497.7	455.3	387.0
EBITDA	434.0	418.7	237.9	89.6	54.2
EBITDA Margin	15.6%	17.5%	12.3%	5.5%	4.0%
Depreciation & Amortization	158.8	150.2	119.4	109.9	84.0
Other Income	85.5	33.4	17.1	22.7	12.3
EBIT	360.7	301.9	135.6	2.4	-17.5
EBIT Margin	13.0%	12.6%	7.0%	0.1%	-1.3%
Finance Cost	13.7	53.9	49.5	40.9	35.7
Exceptional Items	-57.8	70.3	-0.9	3.5	93.9
Profit before Tax	289.3	318.3	85.2	-42.0	-147.0
Tax	25.0	64.5	-94.2	1.9	23.7
PAT before share of profit/loss from JVs	264.3	253.8	179.4	-43.9	-170.7
PAT Margin	9.5%	10.6%	9.3%	-2.7%	-12.5%
Share of Profit from JVs	24.9	71.7	88.9	6.0	-1.5
Loss after tax from discontinuing operations (I)	0.0	7.1	16.0	3.2	14.5
PAT after share of profit/loss from JVs	289.2	318.3	252.3	-41.1	-186.7
PAT Margin	10.4%	13.3%	13.0%	-2.5%	-13.6%
Basic EPS (in INR)	5.27	6.07	5.11	-0.71	-3.56
Diluted EPS (in INR)	5.26	6.05	5.11	-0.71	-3.56
Adjusted EBITDA[2]	511.5	516.1	326.8	95.6	52.8

Notes: 1. Revenue does not include Kids-e-Dental's revenue as per Ind AS norms w.r.t to jointly control entity. 2. Adjusted EBITDA is calculated as Reported EBITDA + ESOP expenses (non-cash in nature). + 60% of Kids-e-dental PAT + 49% of IDBG AI Dent PAT + IDS event expense (Recorded in Q4FY25)

Statement of assets and liabilities

LAXMI DENTAL LIMITED

Figures in INR mn

Particulars (As at)	31-Mar-26	31-Mar-25	31-Mar-24	31-Mar-23	31-Mar-22
ASSETS					
1) Non-Current Assets					
Property, Plant and Equipment	467.2	411.3	364.3	312.6	299.9
Right of Use Assets	125.3	78.0	72.2	68.9	86.9
Investment property	-	-	7.5	7.8	8.1
Intangible assets under development	0.0	2.1			
Other Intangible assets	34.3	16.1	16.2	11.4	2.8
Capital work-in-progress	-	-	0.0		
Investments in joint ventures and associates	145.7	103.8	55.6	3.0	1.5
Financial Assets					
Other Financial Assets	136.3	264.1	25.6	24.8	25.3
Income Tax Assets (net)	26.3	36.2	0.3	3.7	3.1
Other non-current assets	13.8	-	0.0	-	-
Deferred Tax Assets (net)	103.7	64.4	112.6	1.5	1.4
Total Non-Current Assets (A)	**1,052.5**	**976.1**	**654.2**	**433.7**	**428.9**
2) Current Assets					
Inventories	217.5	186.5	247.2	242.3	295.0
Financial Assets					
Current Investment	127.0	0.0			
Trade Receivables	455.4	366.8	249.0	204.2	203.7
Cash and Cash Equivalents	84.0	908.2	7.0	9.6	10.5
Other Bank Balances	11.4	185.4	2.8	6.2	3.8
Loans	2.4	1.7	2.5	3.2	6.3
Other Financial Assets	818.1	61.1	14.2	9.4	40.0
Other Current Assets	171.5	160.9	118.5	56.8	39.3
Total Current Assets (B)	**1,887.2**	**1,870.6**	**641.2**	**531.7**	**598.6**
Group's Assets classified as held for sale (C)	-	-	49.8	0.0	0.0
Total Assets (A+B+C)	**2,939.7**	**2,846.7**	**1,345.3**	**965.4**	**1,027.5**

Particulars (As at)	31-Mar-26	31-Mar-25	31-Mar-24	31-Mar-23	31-Mar-22
EQUITY AND LIABILITIES					
1) Equity					
Equity Share Capital	109.9	109.9	3.1	3.1	3.1
Other Equity	2,323.3	1,975.5	421.6	174.8	207.6
Total equity attributable to shareholders of the Group	**2,433.2**	**2,085.4**	**424.7**	**177.9**	**210.7**
Non-Controlling Interest	7.9	1.6	21.1	16.9	18.8
Total Equity (D)	**2,441.1**	**2,087.0**	**445.7**	**194.8**	**229.4**
2) Liabilities					
Non-Current Liabilities					
Financial Liabilities					
Borrowings	0.0	106.1	151.4	113.0	103.8
Lease Liabilities	90.7	46.5	33.8	40.7	62.1
Other Financial Liabilities	6.9	5.4	8.1	9.5	11.5
Provisions	93.1	34.6	35.4	34.7	26.7
Total Non-Current Liabilities (E)	**190.7**	**192.6**	**228.6**	**197.9**	**204.1**
Current Liabilities					
Financial Liabilities					
Borrowings	0.0	7.6	268.8	201.4	192.5
Lease Liabilities	39.4	34.9	43.7	32.0	28.4
Trade Payables					
i) Total outstanding dues of micro enterprises and small enterprises	20.0	15.3	25.2	16.3	21.1
ii) Total outstanding dues of creditors other than micro enterprises and small enterprises	86.8	305.3	132.9	208.8	245.3
Other Financial Liabilities	85.8	70.4	66.1	51.0	41.4
Other Current Liabilities	51.5	110.8	108.6	62.0	61.6
Short Term Provisions	24.3	12.0	6.4	1.2	3.5
Current Tax Liabilities (net)	0.0	10.8	4.0	-	-
Group's liabilities associated with assets classified as held for sale	-	-	15.1	-	-
Total Current Liabilities (F)	**307.9**	**567.1**	**670.9**	**572.7**	**593.9**
Total Liabilities (E+F)	**498.6**	**759.7**	**899.5**	**770.6**	**798.0**
Total Equity and Liabilities (D+E+F)	**2,939.7**	**2,846.7**	**1,345.2**	**965.4**	**1,027.5**

Statement of cash flows

LAXMI DENTAL LIMITED

Figures in INR mn

Particular (Rs. Mn)	Mar-26	Mar-25	Mar-24	Mar-23	Mar-22
Profit before tax	347.0	310.2	69.2	(45.8)	(161.6)
Adjustments	(95.3)	(133.8)	(178.2)	(153.1)	(232.2)
Operating profit before working capital changes	442.3	444.0	247.4	107.3	70.6
Changes in working capital	425.5	(19.3)	155.6	(39.7)	90.4
Cash generated from operations	16.9	463.3	91.9	147.1	(19.8)
Direct taxes paid (net of refund)	(66.8)	(24.9)	(10.4)	(2.6)	(0.2)
Net Cash from Operating Activities	**(50.0)**	**438.3**	**81.5**	**144.4**	**(20.0)**
Net Cash from Investing Activities	**(795.8)**	**(292.4)**	**(108.1)**	**(93.9)**	**30.4**
Net Cash from Financing Activities	**(177.5)**	**1,106.4**	**(26.6)**	**(14.5)**	**(40.3)**
Net Change in cash and cash equivalents	(1,023.3)	1,252.3	(53.2)	36.0	(29.8)
Effect if exchange rate changes on cash	13.7	0.4	(1.8)	(1.2)	(0.4)
Cash and cash equivalents at the beginning of the year	1,093.6	(159.1)	(104.1)	(138.9)	(108.8)
Cash and cash equivalents at the end of the period	**84.0**	**1,093.6**	**(159.1)**	**(104.1)**	**(138.9)**

06 Annexures

Abbreviations

LAXMI DENTAL LIMITED

Term	Description
B2B	Business-to-Busines
B2B2C	Business-to-Business-to-Consumer
B2C	Business-to-Consumer
CAGR	Compounded Annual Growth Rate
CAD	Computer Aided Design
CAM	Computer Aided Manufacturing
CDSCO	Central Drugs Standard Control Organization
EBITDA	EBITDA refers to earnings before interest, tax, depreciation and amortization and is calculated as restated profit before income tax and exceptional items added with finance cost, depreciation, and amortization, and deducted by other income
EOU	Export Oriented Unit
E-SDF	E-Silver Diamine Fluoride
EU 2017/745	The Medical Devices Regulations (European Union) 2017/745
F&S Report	The report titled Global and Indian Dental Labs and Branded Products prepared and issued by Frost & Sullivan (India) Private Limited
FDA	Food and Drug Administration
PAT	Profit After Tax
PBT	Profit Before Tax
SDF	Silver Diamide Fluoride

Company:

LAXMI DENTAL LIMITED

CIN: L51507MH2004PLC147394

Mr. Suman Saha

Email id: co.sec@laxmidentallimited.com

Investor Relations Advisor:

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt Ltd.

CIN: U74140MH2010PTC204285

Dharmik Kansara / Shikha Puri

Email id: dharmik.k@sgapl.net / shikha.puri@sgapl.net

Tel No: +91 7208179323 / +91 9819282743