

IPO NOTE



LAXMI DENTAL LIMITED

10.01.2025



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- ◆ The Company was incorporated as 'Laxmi Dental Export Pvt. Ltd' on July 8, 2004, at Mumbai, Maharashtra. The name was changed to 'Laxmi Dental Pvt. Ltd', on 18 June 2024. Subsequently, on conversion to public limited company the name was changed to 'Laxmi Dental Limited', on August 02, 2024.
- ◆ Offering a comprehensive portfolio of dental products, they are India's only end-to-end integrated dental products company as of September 2024.
- ◆ Their offerings include custom-made crowns and bridges, branded dental products such as clear aligners, thermoforming sheets and aligner-related products as a part of aligner solutions, and paediatric dental products.
- ◆ They have had a presence of more than 20 years and according to the F&S Report, based on revenue for Fiscal 2024, they are amongst the top two largest Indian dental laboratories.
- ◆ Based on the revenue from operations and PAT Margin for Fiscal 2023 and the product offered, they are the largest and most profitable vertically integrated and indigenous B2B2C dental aligner solutions company.
- ◆ They manufacture their dental products across their six manufacturing facilities spread across 147,029.63 square feet.
- ◆ As per the F&S Report, in terms of retail sales, the Indian market for custom-made crowns and bridges is estimated to grow from USD 1.4 billion in 2023 to USD 3.1 billion in 2030 at a higher rate of 11.8% compared to the global market which is estimated to grow from USD 71 billion in 2023 to USD 121.6 billion in 2030 at a rate of 8.0%.
- ◆ As per the F&S Report, in terms of retail sales, the Indian clear aligner market is estimated to grow from USD 133.6 million in 2023 to USD 569.0 million in 2030 at a much higher rate of 23.0% compared to the global market which is estimated to grow from USD 20.7 billion in 2023 to USD 54.9 billion in 2030 at a rate of 15.0%.
- ◆ As per the F&S Report, in terms of retail sales, the Indian paediatric dental crown market is estimated to grow from USD 63.9 million in 2023 to USD 164.8 million in 2030 at a higher rate of 14.5% compared to the global market which is estimated to grow from USD 2.1 billion in 2023 to USD 3.5 billion in 2030 at a rate of 7.5%.
- ◆ As of September 30, 2024, the company's dental network includes over 22,000 clinics and dentists across more than 320 cities nationwide.

Issue Details

Price Band (in ₹ per share)	407-428
Issue size (in ₹ Crore)	670.58-698.06
Fresh Issue (in ₹ Crore)	138.00
OFS (in ₹ Crore)	532.58-560.06
Issue open date	13.01.2025
Issue close date	15.01.2025
Tentative date of Allotment	16.01.2025
Tentative date of Listing	20.01.2025
Total number of shares (lakhs)	164.76-163.10
No. of shares for QIBs (75%) (lakhs)	123.57-122.32
No. of shares for NII (15%) (lakhs)	24.71-24.46
No. of shares for S-HNI (33%) (lakhs)	8.24-8.15
No. of shares for B-HNI (66%) (lakhs)	16.48-16.31
No. of shares for retail investors (10%) (lakhs)	16.48-16.31
No of shares for Employee Reservation (lakhs)	NA
Minimum order quantity	33
Face value (in ₹)	2.00
Amount for retail investors (1 lot) (in ₹)	13431-14124
Maximum no. of shares for Retail investors at Lower Band	462 (14 lots)
Maximum no. of shares for Retail investors at Upper Band	462 (14 lots)
Maximum amount for retail investors at lower band - upper band (in ₹)	188034-197736
Minimum no. of shares for sHNI (2 Lakhs) at upper band	495 (15 lots)
Maximum no. of shares for sHNI (10 Lakhs) at upper band	2310 (70 lots)
Minimum number of shares for bHNI at upper band	2343 (71 lots)
Exchanges to be listed on	BSE & NSE

Promoters

- RAJESH VRAJLAL KHAKHAR
- SAMEER KAMLESH MERCHANT
- DHARMESH BHUPENDRA DATTANI

Objects of the Offer

- ◆ Repayment/prepayment, in full or in part, of certain outstanding borrowings availed by the Company up to Rs. 22.98 crores
- ◆ Investment in certain Subsidiaries for the repayment/prepayment, in full or in part, of certain outstanding borrowings up to Rs. 4.6 crores
- ◆ Funding the capital expenditure requirements for purchasing new machinery for the Company up to Rs. 43.50 crores
- ◆ Investment in their subsidiary, Bizdent Devices Private Limited, is needed for the capital expenditure requirements for the purchase of new machinery up to Rs. 2.5 crores

General corporate purposes.



BRIEF FINANCIALS

PARTICULARS (Rs. Cr) *	H1FY25	FY24	FY23	FY22
Share Capital ^{^^}	5.56	0.31	0.31	0.31
Net Worth	67.08	44.57	19.48	22.94
Revenue from Operations	116.78	193.55	161.63	136.84
EBITDA	22.73	23.79	8.96	5.41
EBITDA Adjusted**	27.98	32.67	9.56	5.26
EBITDA Margin (%)	19.47	12.29	5.55	3.96
Profit/(Loss) After Tax	22.74	25.23	(4.16)	(18.68)
EPS (in Rs.)	4.39	4.80	(0.77)	(3.56)
Net Asset Value (in Rs.)	12.97	8.63	3.77	4.44
Total borrowings	40.90	42.02	31.43	29.63
P/E [#]	48.75 [^]	89.17	NA	NA
P/B [#]	33.00	49.59	NA	NA

*Restated consolidated financials; #Calculated at upper price band; ^Annualised; ^^Bonus issue of equity share of 26,270,100 in the ratio of 17 Equity Shares for every 1 Equity Share held and issue of 51,737,850 to OrbiMed Asia II Mauritius Limited (Allotment pursuant to conversion of CCPS) **difference between adjusted EBITDA and EBITDA is due to share of profits of associates

Profit & Loss Statement

Particulars (In Crores)	FY2022	FY2023	FY2024
INCOME			
Revenue from operations	136.84	161.63	193.56
Other Income	1.23	2.21	1.71
Total Income	138.07	163.84	195.26
YoY Growth (%)	-	18.67%	19.18%
Cost of Raw Materials Consumed	30.64	30.63	46.42
Cost of Materials Consumed-% of Revenue	22.39%	18.95%	23.98%
Purchase of Stock-in-Trade	10.06	10.07	3.84
Changes in Purchase of Stock-in-Trade-% of Revenue	7.35%	6.23%	1.98%
Changes in Inventory of Finished Goods	-1.04	1.10	-1.76
Changes in Inventory of Finished Goods-% of Revenue	-0.76%	0.68%	-0.91%
Employee benefit expenses	53.08	65.34	71.51
Employee Expenses-% of Revenue	38.79%	40.42%	36.95%
Other expenses	38.70	45.53	49.77
EBITDA	5.41	8.96	23.79
EBITDA Margin (%)	3.92%	5.47%	12.18%
Depreciation and amortisation expense	8.40	10.99	11.94
EBIT	-1.76	0.18	13.56
EBIT Margin (%)	-1.27%	0.11%	6.95%
Finance costs	3.57	4.09	4.95
Exceptional Items- Loss on dissolution of a subsidiary	9.39	0.35	0.09
Profit before tax	-14.71	-4.26	8.52
Tax expenses			
Current tax		0.20	1.79
Adjustment of tax relating to earlier periods	1.45	0.00	-0.01
Deferred Tax	0.92	-0.01	-11.19
Total tax expenses	2.37	0.19	-9.42
Profit for the year	-17.08	-4.45	17.94
PAT Margin (%)	-12.5%	-2.75%	9.27%
Share in Profit After Tax of Joint Venture	-0.15	0.60	8.88
Profit/(Loss) for the year from continuing operations	-17.23	-3.85	26.82
PAT Margin (%)	-12.6%	-2.38%	13.86%
Earnings per share			
Basic earnings per share (₹)	-3.56	-0.77	4.80

Cashflow Statement

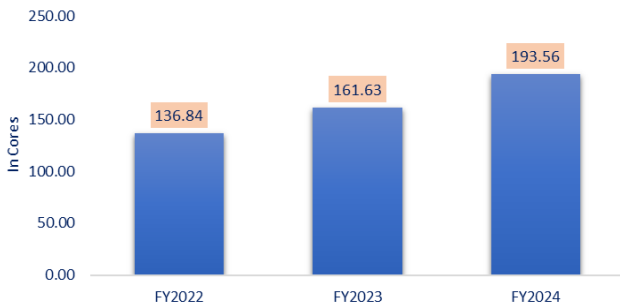
Particulars (In Crores)	FY2022	FY2023	FY2024
Cash generated from operations	-1.98	14.71	9.19
Income tax paid (net of refunds)	-0.02	-0.26	-1.04
Net cash generated from operating activities	-2.00	14.44	8.15
Net cash used in investing activities	3.04	-9.39	-14.44
Net cash used in financing activities	-4.03	-1.45	0.97
Net increase/(decrease) in cash and cash equivalents	-2.98	3.60	-5.32
Effect of Exchange Rate Changes on Cash	-0.04	-0.12	-0.18
Cash and cash equivalents at the beginning of the year	-10.88	-13.89	-10.41
Cash and cash equivalent as at year end	-13.89	-10.41	-15.91

Balance Sheet

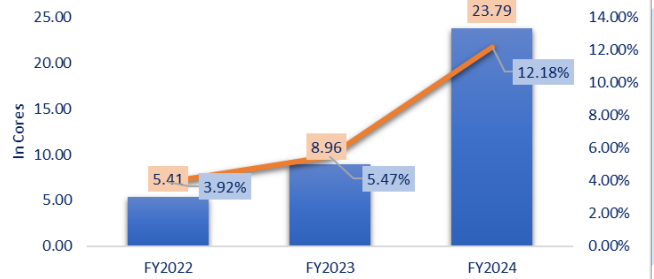
Particulars (In Crores)	FY2022	FY2023	FY2024
Assets			
Non-current assets			
Property, Plant and Equipment	29.99	31.26	36.43
Right of use assets	8.69	6.89	7.22
Investment Property	0.81	0.78	0.75
Other intangible assets	0.28	1.14	1.62
Investments in joint ventures and associates	0.15	0.30	5.56
Financial assets	0.00	0.00	0.00
Other financial assets	2.53	2.48	2.56
Income tax assets (net)	0.31	0.37	0.03
Other non-current assets	0.00	0.00	0.00
Deferred Tax Assets (net)	0.14	0.15	11.26
Total non-current assets	42.89	43.37	65.42
Current assets			
Inventories	29.50	24.23	24.72
Financial Assets			
Trade Receivables	20.37	20.42	24.90
Cash and Cash Equivalents	1.05	0.96	0.70
Other Bank Balances	0.38	0.62	0.28
Loans	0.63	0.32	0.25
Other Financial Assets	4.00	0.94	1.42
Other current assets	3.93	5.68	11.85
Total current assets	59.86	53.17	64.12
Group's Assets classified as held for sale	0.00	0.00	4.98
Total assets	102.75	96.54	134.52
Equity and liabilities			
Equity			
Equity Share Capital	0.31	0.31	0.31
Other Equity	20.76	17.48	42.16
Total equity attributable to shareholders of the Group	21.07	17.79	42.47
Non-Controlling Interest	1.88	1.69	2.11
Total equity	22.94	19.48	44.57
Liabilities			
Non-Current liabilities			
Financial Liabilities			
Borrowings	10.38	11.30	15.14
Lease liabilities	6.21	4.07	3.38
Other Financial Liabilities	1.15	0.95	0.81
Provisions	2.67	3.47	3.54
Total Non-Current liabilities	20.41	19.79	22.86
Current liabilities			
Financial liabilities			
Borrowings	19.25	20.14	26.89
Lease liabilities	2.84	3.20	4.37
Trade payables	0.00	0.00	0.00
Due to MSME	2.11	1.63	2.52
Due to other than MSME	24.53	20.88	13.29
Other financial liabilities	4.14	5.10	6.61
Other current liabilities	6.16	6.20	10.86
Short Term Provisions	0.35	0.12	0.64
Current tax liabilities (net)	0.00	0.00	0.40
Group's liabilities associated with assets classified as held for sale	0.00	0.00	1.51
Total current liabilities	59.39	57.27	67.09
Total liabilities	79.80	77.06	89.95
Total equity and liabilities	102.75	96.54	134.52

PERFORMANCE THROUGH CHARTS

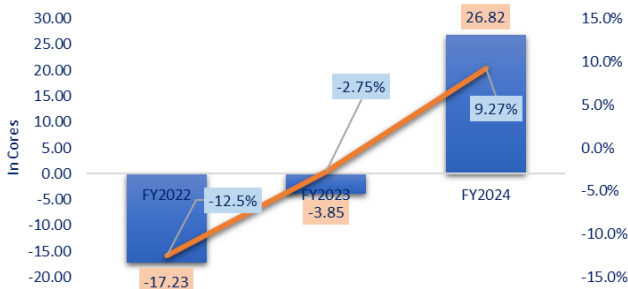
REVENUE HAS GROWN BY 19% (CAGR 2 YR)



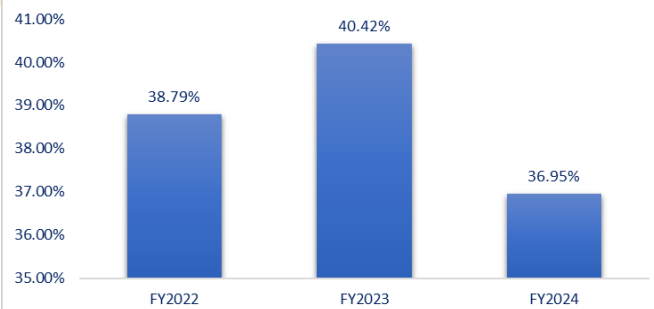
EBIDTA GREW BY 110% (CAGR 2 YR) WITH IMPROVING EBIDTA MARGIN



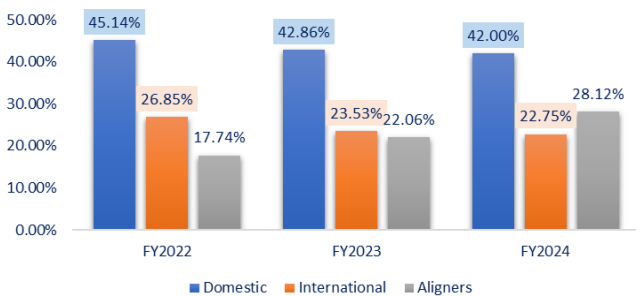
PAT CONTINUING OPERATIONS AND MARGINS TURN AROUND THEIR LOSSES POST COVID



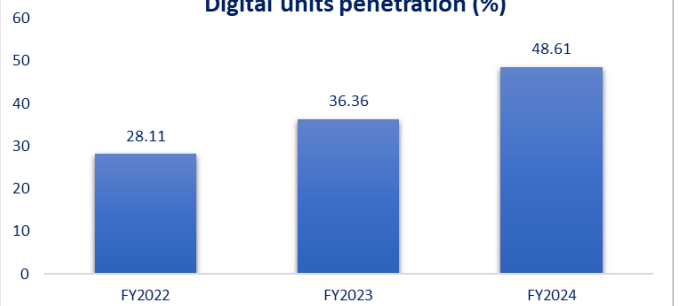
EMPLOYEE EXPENSE AS % TO REVENUE IS MARGINALLY DECREASING



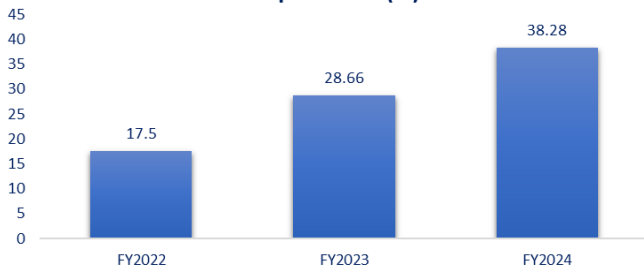
Revenue Mix(%)



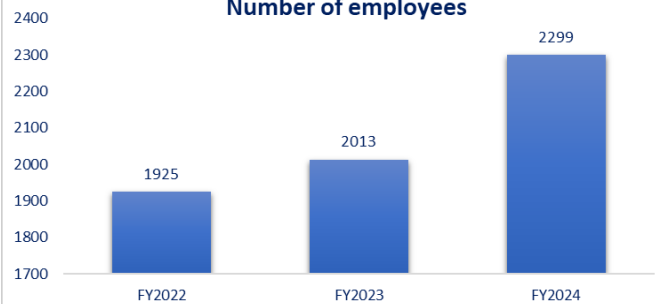
Digital units penetration (%)



Branded sales as a percentage of revenue from operations (%)



Number of employees



INDUSTRY REVIEW

Global Current Healthcare Expenditure;

- Current healthcare expenditure (CHE) as a percentage of GDP is on an upward trajectory with rising economies, increased accessibility and affordability, advances in medical technology, growing prevalence of chronic diseases, ageing population, post-pandemic behavioural changes, and heightened focus on wellness and self-medication.
- In the five years between 2015 and 2021 CHE per Capita increased at a CAGR of 6.0%, reaching 7.3% of GDP in 2021, up from 6.5% in 2015.
- Globally, nearly 63.4% of healthcare expenditure is shouldered by domestic general government sources, with 36.4% coming from domestic private sources. External sources contribute a minimal 0.24% to global healthcare spending.
- Furthermore, in 2020, 16.4% of healthcare expenditure was paid out-of-pocket, reflecting a significant financial burden borne by individuals and households.

Indian Medical Device industry;

- Major segments of the Indian Medical device industry include Equipment and Electronics, Disposables and Consumables, IVD equipment and Reagents, Implants, Surgical Instruments and other devices.
- India is counted among the top 20 global medical devices market.
- The Indian Medical Device market²¹ is estimated to reach US\$ 50.0 Bn by 2030 at a growth rate of 20.4% from its estimated value of US\$ 15.4 Bn in 2022.²² It is estimated to contribute 1.65% of the global medical device market.
- The export of medical devices from India increased from US\$ 2.29 Bn in 2020 to US\$ 3.40 Bn in 2022.
- The Indian medical device exports are projected to reach US\$ 18 Bn in 2030.²³ The major export countries for Indian Medical devices are the US, Germany, China, Singapore, France, Türkiye, Brazil, The Netherlands, Iran, and Belgium.
- India exported most medical devices to the US (\$668.9 Mn) in 2023, followed by exports to Germany (\$176.2 Mn), China (\$145.6 Mn), and the Netherlands (\$106.5 Mn)

Dental Market in India;

- India's dental care services market is estimated to be US\$ 3.4 Bn in 2023 and expected to grow at a rate of 12.6% to reach US\$ 7.8 Bn in 2030.
- The growth of the market is being driven by the increasing prevalence of Oral Health disorders such as Dental Caries, Malocclusion and Periodontal diseases among the population, and greater demand for general and specialized dental care due to growing awareness.
- While independent dental clinics run by individual practitioners make up most of the Indian dentistry market, there is a growing number of dental chains in metropolitan and Tier I cities²⁹ due to improved affordability for dental care, an increase in awareness and a favourable financing environment to establish network clinics.
- The share of organized dental chains is expected to grow in the coming years. The Indian Dental Market is vast comprising over 5,000 Dental Laboratories (entities manufacturing customized dental prostheses such as crowns and bridges and supplying to dentists for the treatment of patients) and 306 Dental Institutes.
- Further, the Indian Dental Market is growing due to the expansion of dental tourism and government initiatives supporting it.
- Affordable dental care combined with the high calibre of skilled dentists and treatment in India draws tourists to the country for dental care.
- India can accelerate the growth momentum in dental tourism through the implementation of advanced technology to perform procedures like implant surgery, cosmetic dentistry, Orthodontics, and Paediatric dentistry while ensuring high-quality standards in a cost-effective manner.



COMPETITIVE STRENGTHS OF THE COMPANY

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

- Primary dental products offered by their laboratory are focused on custom-made dental prostheses such as metal-free crowns and bridges, including their range of branded premium crowns under “Illusion Zirconia”, porcelain fused to metal (“PFM”) crowns, bridges, and dentures.
- As per the F&S Report, in terms of retail sales, the Indian market for custom-made crowns and bridges is estimated to grow from USD 1.4 billion in 2023 to USD 3.1 billion in 2030 at a higher rate of 11.8% compared to the global market which is estimated to grow from USD 71 billion in 2023 to USD 121.6 billion in 2030 at a rate of 8.0%.
- They have also launched iScanPro, branded intraoral scanners for digital dentistry. More than 160 intraoral scanners were deployed by their Company in the Indian market to promote digital dentistry.
- One of their divisions also undertakes the distribution of some of the dental products offered by their laboratory.
- As of September 30, 2024, their Dental Network has a reach of over 22,000 dental clinics, dental companies and dentists between Fiscals 2022 to September 30, 2024.
- Their presence across the value chain of dental products they Company Type Company Custommade fixed Prosthesis (Crowns, abutment) Removable Prosthesis (Dentures Clear Aligners Aligner Sheet Thermoforming Machine Intra-oral Scanner Paediatric Crowns Global Dental Product Company Align Technology (Invisalign) to benefit from cross-selling opportunities and increases wallet share from the existing Dental Network, which positions them well to capture the increased potential of the growing market opportunities across segments.

Vertically integrated diverse branded product portfolio;

- Owing to their presence of over 20 years and their Dental Network, they believe they have been able to build a brand for themselves and expand their offerings from custom-made crowns and bridges to branded consumer dental products including clear aligners and paediatric dental products.
- They have been engaging in efforts to establish 302 “Illusion” as a well-recognized brand which they believe along with their established market presence and experience in manufacturing quality products will help them to build and scale brands in the Indian dental consumables market.
- They have strategically selected and onboarded national brand ambassadors to build awareness and customer connections.
- Due to their experience of more than two decades in the dental industry and their high-quality dental products, they have been able to scale their branded product portfolio.

The second largest player in domestic laboratory business and largest export laboratory with increasing adoption of digital dentistry;

- Their laboratory has a presence of more than 20 years in the dental laboratories business and has evolved from a dental laboratory with a few members to an integrated dental products company.
- Their laboratory offers custom-made dental prostheses such as metal-free crowns and bridges, including their range of premium crowns under “Illusion Zirconia”, PFM crowns, bridges, and dentures.
- Further, their Dental Network has a reach of more than 22,000 dental clinics, dental companies and dentists and they have catered to over 320 cities nationally between Fiscals 2022 to September 30, 2024.
- Technologies such as intraoral scanners have enabled dentists to tailor the treatment to each patient’s unique needs, improve accuracy, optimize treatment planning, predict outcomes accurately, and reduce production time and costs making dental restorations accessible to a broader range of patients and these factors lead to increase in operating profitability.
- Dental restoration units prepared using digital impressions by their domestic laboratory business constituted 62.43%, 48.61%, 36.36%, and 28.11% and by their international laboratory business constituted 61.78%, 55.48%, 27.94%, and 12.37% in the six months ended September 30, 2024, and Fiscals 2024, 2023, and 2022 respectively depicting annual growth.

RISK FACTORS

Their Company has reported a consolidated loss after tax, negative earnings per share for Fiscals 2023 and 2022, and written-off Assets in the last three Fiscals.

- The losses for the Financial Years 2023 and 2022, had resulted consequent to the impact on the revenues of the Company and its subsidiaries subsequent to covid-19 pandemic period.
- During this period, while the revenue had started increasing, however, the same was not sufficient to cover the fixed cost, resulting in losses.
- Their high expenditure in these two Financial Years was primarily on account of the salaries, bonuses and other benefits provided to their employees, being ₹595.89 million and ₹ 480.09 million for Financial Years 2023 and 2022, respectively.
- The company had started the digitalisation process through dental scanners, but the penetration was low in the initial years resulting in higher freight charges.
- Their freight charges for Fiscal 2022 were at ₹50.17 million, which was subsequently reduced in Fiscal 2023 to ₹29.01 million and increased to ₹36.97 million in Fiscal 2024.

Their business success depends on expanding their Dental Network, recommendations by their Dental Network and increasing the wallet share per dental clinic, dental company and dentist.

- They have faced instances of dentists discontinuing their association with their Company and their Dental Network in the ordinary course of business in the six months that ended September 30, 2024, and the last three Fiscals.
- As there have been instances where their sales and marketing team have brought back business from such dentists, they are not in a position to quantify the number of such permanent discontinuations.
- These incidents did not lead to any material adverse effects on their business, operations and financial condition.
- However, there can be no assurance that such events may not occur in future that may adversely affect their business, operations and financial condition.
- They cannot assure you that they will be able to grow their Dental Network promptly or grow it at all.
- Any failure to grow or retain their Dental Network would hurt their business, reputation, financial condition and results of operations.

They are dependent on a limited number of suppliers for their key raw materials. The loss of one or more of these suppliers could adversely impact their manufacturing processes and supply timelines, in turn adversely impacting their ability to comply with delivery schedules agreed with clients resulting in an impact on their financial condition and results of operations.

- They source key raw materials from their suppliers and they have limited ability to seek preferential rates or additional discounts including for bulk purchases from these suppliers.
- Further, due to the precise requirements of their customers, they are required to source raw materials from suppliers accredited with certain of their customers, thereby limiting their ability to source raw materials from sources that may offer them preferential rates.
- The loss of one or more of these suppliers could adversely impact their manufacturing processes and supply timelines, in turn adversely impacting their ability to comply with delivery schedules agreed with clients resulting in an impact on their financial condition and results of operations.

Their business is concentrated in certain jurisdictions, globally and domestically, and any loss of business in such regions could have an adverse effect on their business, results of operations and financial condition.

- In the event of a regional slowdown in the economic activity in regions they operate in, or any other developments including social, political or civil unrest, disruption, natural calamities sustained economic downturn or changes in the policies of the governments of such regions that reduce the demand for their services in such jurisdictions, could require them to incur significant capital expenditure, change their business structure or strategy, which could hurt their business, results of operations and financial condition, which are largely dependent on the performance and other prevailing conditions affecting the economies of such regions.
- While they have not witnessed any loss of business in these regions on account of such factors in the six months that ended September 30, 2024, and the last three Fiscal years, excluding the impact of COVID-19, they cannot assure that such a loss would not occur in the future and would not have an adverse effect on their business, results of operations, and financial condition.

PEER COMPARISON

Name of the company	Total Income (in Cr.)	Face Value (Rs per share)	EPS (in Rs)	NAV (Per share Rs)	RoNW (%)	P/E*	P/B*
Laxmi Dental Limited	195.26	2.00	4.80	8.63	78.78	89.17	49.59
Poly Medicare	1434.54	5.00	26.92	153.22	19.05	102.39	17.99

*P/E & P/B ratio based on closing market price as of January 8th, 2024, at the upper price and of IPO, financial details consolidated audited results as of FY24.

KEY BUSINESS INSIGHTS

- **Company positioning:** The company ranks as the second-largest global dental laboratory with 20 years of expertise and a robust network of 22,000 dental professionals, positioning it firmly in the global market. With operations in 320 Indian cities and exports to 95 countries, it has a substantial global footprint poised for expansion.
- **Quality and Standards:** Accredited by the USFDA, the company adheres to stringent global quality standards, boosting its credibility, especially in international markets. The industry shift from a "push" to a "pull" market, driven by technological advancements and increased dental health awareness, presents growth opportunities for high-quality products.
- **Product Competitiveness:** Illusion Aligners, priced 30-40% lower than competitors like Invisalign, provide a competitive edge while maintaining superior quality. The proprietary Taglus brand ensures backward integration, improving cost efficiency. Faster production turnaround times enhance customer satisfaction, establishing the company as a leader in speed and reliability. The product portfolio includes metal-ceramic and zirconia crowns, Kidz Dental crowns, aligners, and bioflex crowns, driving market share and margin expansion.
- **Technology and Automation:** With 20% of dental scans being digital (industry average is 6%), the company leverages automation and digitization for operational efficiency and superior customer service.
- **Strategic Opportunities:** The China+1 strategy, with 35% of U.S. dental lab work outsourced to India, offers significant growth potential in the U.S. market. A recent partnership with a major dental network expands the company's reach and market penetration.
- **Market Risks:** Economic sensitivity, high product costs, and limited dental insurance coverage (outside the U.S.) pose risks to demand stability and growth. Local competition and the dilution of the promoter's stake below 50% may affect brand recognition and investor confidence.
- **Revenue Distribution:** With 65% of revenue from domestic markets and 35% from exports, the company is poised for balanced growth, particularly in India, where it currently serves only 10% of the 300,000 dentists.
- **Resilience and Growth:** The company recovered from a COVID-19 revenue drop by diversifying into high-margin products like Taglus and Kidz Dental, driving revenue growth.
- **Customer Relationships:** Strong ties with 22,000+ dental professionals ensure loyalty and cross-selling opportunities. Scalable infrastructure with six manufacturing plants and efficient digital processes positions the company for long-term success, leveraging low per capita dental expenditure in India and rising awareness for growth.
- **Financial Performance:** Revenue from operations grew from ₹136.84 Cr in FY2022 to ₹193.56 Cr in FY2024 by 19% CAGR 2 year returns. Adjusted EBITDA margins improved from 3.85% in FY2022 to 16.88% in FY2024. The company reported a net profit of ₹25.23 Cr in FY2024 compared to a net loss of ₹18.68 Cr in FY2022.

OUR VIEW

Laxmi Dental Limited, a global leader in the dental industry with 20 years of experience, offers zirconia crowns, aligners, and bioflex crowns, backed by USFDA accreditation. Key competitive advantages include cost-effective aligners, faster delivery times, and backward integration via its Taglus brand. The company is poised to benefit from increasing dental awareness in India and global outsourcing trends, particularly in the U.S. A recent partnership with a major U.S. dental network further enhances growth prospects. However, economic sensitivity, competition, and promoter stake dilution are risks that require monitoring.

Financially, the valuation is at the higher end, with a P/E of 89.17x as of FY2024 and an estimated P/E of 48.75x for FY2025E, suggesting fair pricing without direct listed competitors for comparison.

The diversified product portfolio, robust professional network, and digital adoption position the company for sustained domestic and international growth.

We recommend to **SUBSCRIBE** to this IPO for long-term gains.

Sources: Company website and red herring prospectus

Report Prepared By

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