motilal oswal Financial Services | MORNING INDIA

RESULTS FLASH

12 August 2025

Results Flash | Sector: Healthcare

Laxmi Dental

BSE SENSEX	S&P CNX
80,236	24,487

CMP: INR393

EBITDA better than estimates; earnings in line

- Laxmi Dental's 1QFY26 revenue grew 10% YoY to INR656m (in-line).
- Laboratory offering sales grew 14% YoY to INR444m.
  - The International business grew 12% YoY to INR176m.
  - The Domestic business grew 4.4% YoY to INR210m.
  - Within lab offerings for the domestic/international segment, scanner sales grew 93% YoY to INR58m.
- Aligner solution sales grew 7% YoY to INR186m.
  - The Bizdent business grew 3.3% YoY to INR93m.
  - The Vedia business grew 37% YoY to INR92m.
- Gross Margin (GM) contracted 260bp YoY to 73.3% due to the increase in raw material costs (down 260bp YoY).
- EBITDA margin contracted 530bp YoY to 18.2% (our est: 17%), largely due to a contraction in GM, supported by increased employee expenses (820bp YoY each as a % of sales).
- As a result, EBITDA declined 15% YoY to INR119m (our est: INR112m).
- Kids-e-dental's 1QFY26 revenue stood at INR 44m, down 48% YoY.
- PAT declined 21% YoY to INR83m (in line) due to ESOP as well as a decline in revenue in Kids-e-dental.

Conference Call Details

Date: 13th August 2025

Time: 12:00 pm IST

Dial-in details:

Zoom [Link]

Financials & Valuations (INR b)

Y/E March	FY25	FY26E	FY27E
Sales	2.4	3.0	3.7
EBITDA (INRm)	419	637	903
Adj. PAT (INRm)	262	494	685
EBIT Margin (%)	17.5	20.9	24.4
Cons. Adj EPS (INR)	4.8	9.0	12.5
EPS Growth (%)	4.9	88.9	38.6
BV/Share (INR)	37.9	46.9	59.4
Ratios			
Net D-E	-0.4	-0.4	-0.4
RoE (%)	20.9	21.2	23.4
RoCE (%)	18.6	19.6	22.7
Payout (%)	0.0	0.0	0.0
Valuations			
P/E (x)	82.5	43.7	31.5
EV/EBITDA (x)	49.9	32.5	22.5
Div. Yield (%)	0.0	0.0	0.0
FCF Yield (%)	1.3	0.5	1.4
EV/Sales (x)	8.7	6.8	5.5

Quarterly perf. (Consol.)

Y/E March	FY25				FY26E				FY25	FY26E	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		1QE	vs Est
Net Sales	**597**	**571**	**617**	**607**	**656**	**714**	**802**	**877**	**2,391**	**656**	**0.0%**
YoY Change (%)	N/A	N/A	29.0	10.2	9.9	25.0	30.0	44.6	23.5	10	
Total Expenditure	457	484	520	511	537	578	623	674	1,972	545	
EBITDA	**140**	**87**	**96**	**95**	**119**	**136**	**179**	**204**	**419**	**112**	**6.7%**
YoY Change (%)	N/A	N/A	144.7	-18.5	-15.0	55.5	85.9	113.9	76.1	**-20**	
Margins (%)	23.5	15.3	15.6	15.7	18.2	19.0	22.3	23.2	17.5	17	
Depreciation	34	34	40	43	36	48	52	64	150	**45**	
EBIT	**106**	**53**	**57**	**52**	**83**	**88**	**127**	**139**	**269**	**67**	**25.2%**
YoY Change (%)	N/A	N/A	728.8	-38.0	-21.7	64.6	123.9	166.5	126.7	**-37**	
Interest	14	12	15	13	5	3	2	-7	54	6	
Other Income	4	7	6	16	17	20	22	25	33	18	
PBT before EO expense	**96**	**49**	**47**	**56**	**96**	**105**	**147**	**171**	**248**	**79**	**22.1%**
Extra-Ord expense	-59	0	0	-4	0	0	0	0	-70	0	
PBT	**155**	**49**	**47**	**60**	**96**	**105**	**147**	**171**	**318**	**79**	**22.1%**
Tax	18	11	11	25	23	24	34	25	65	16	
Rate (%)	11.4	23.3	22.7	41.2	23.8	23.0	23.5	14.8	20.3	21	
MI & P/L of Asso. Cos.	-20	-22	-12	-8	10	22	22	29	64	21	
Reported PAT	**157**	**59**	**48**	**43**	**83**	**102**	**134**	**174**	**318**	**83**	**-0.4%**
Adj PAT	**105**	**59**	**48**	**40**	**83**	**102**	**134**	**174**	**262**	**83**	**-0.4%**
YoY Change (%)	N/A	N/A	133.2	-51.0	-21.3	73.3	178.7	331.7	4.9	-21	
Margins (%)	17.6	10.3	7.8	6.7	12.6	14.3	16.7	19.9	10.9	13	