

ASX ANNOUNCEMENT

27 June 2017

1300SMILES acquires NSW Orthodontic Practices

1300SMILES Ltd has entered into a contract to acquire two orthodontic practices, known as Family Care Orthodontists, located in Chatswood (northern Sydney) and Bathurst, NSW. Settlement is scheduled to occur on Friday, 30 June 2017, subject to final conditions.

The long-established, multi-chair Chatswood practice was originally owned by Dr Dick Abbott, father of Tony Abbott, until his retirement in 2002. The current owner, Dr John Coolican, Orthodontist (BDS, MDS, FRACDS, MRACDS, FICD), worked with Dr Abbott for fourteen years before taking over.

Dr Coolican established the Bathurst Orthodontics Practice in 1989, maintaining a life-long relationship with rural NSW, having grown up in Bourke.

Dr Coolican will continue to provide Orthodontic care within the practices. He said: "This is a great opportunity to join a renowned Australian dental group. We look forward to growing and expanding our practices further, in partnership with 1300SMILES, and providing orthodontic care—enhancing smiles—for many years into the future."

"Teamwork is very important for success" Dr Coolican continued, "as I found in my many years playing rugby--locally, for NSW, & for the Wallabies--and during my recent two year term as President of the Australian Rugby Union. 1300SMILES is a team we can work with."

The acquired practices produce revenue of more than \$2 million on margins which meet the strict requirements imposed by 1300SMILES. The acquisition is expected to make an immediate positive contribution to Net Profit, EBITDA, and Earnings Per Share.

1300SMILES managing director Dr Daryl Holmes said: "We are thrilled to have such a well-respected orthodontic group on board, and look forward to both in-house referrals and growing external referrals in the North Sydney and Bathurst areas, to build these already-excellent businesses to their fullest potential."

This announcement and further information about 1300SMILES Ltd can be found on the company's web-site www.1300SMILES.com.au.

Any enquires to Dr Daryl Holmes at 1300SMILES Ltd on 0418 451 220 or md@1300smiles.com.au

ABOUT 1300SMILES LTD

OVERVIEW OF THE COMPANY'S BUSINESS

1300SMILES Ltd owns and operates full-service dental facilities at its sites in New South Wales, South Australia, and in the ten major population centres in Queensland. The company continually seeks to expand its presence into other geographical areas throughout Australia. It does so both by establishing its own new operations and by acquiring existing dental practices. The administrative and corporate offices are in Townsville.

1300SMILES enables the delivery of services to patients by providing the use of dental surgeries, practice management and other services to self employed dentists who carry on their own dental practices. The services provided by the company allow the dentists to focus on the delivery of dental services rather than on the administrative aspects of carrying on their businesses. The dentists pay fees to the company for the provision of these services under a Dental Service Agreement with the company. In some circumstances the company also employs qualified dentists.

The dentists who use the company's services range from new graduates to experienced dental professionals. Several dentists who use the company's services have special interests and experience in such areas as endodontics, oral surgery, implants and periodontics and cross-refer work to other dentists who use the company's services.

The company provides comprehensive services in the areas of marketing, administration, billing and collections, and facilities certification and licensing to all participating dentists. The company also provides all support staff, equipment and facilities, and sources all consumable goods using the buying power which derives from such a large group of dental businesses.

FUTURE DEVELOPMENTS

The company's core objective is to continue to increase profits and shareholder returns while providing a rewarding environment for our staff and the dentists using our facilities.

The company aims to achieve a combination of organic growth in its existing locations and the addition of new practice management facilities.

The key drivers for future growth of the company are:

- Increasing profits by attracting more dentists to our existing facilities and expanding those facilities which are already at full capacity;
- Assisting dentists who already practice within the 1300SMILES system to increase their turnover and income through benchmarking, training, and mentoring;
- Establishing new practices in existing and new regions (greenfield sites);
- Acquiring substantial existing practices where we can do so on favourable terms; and
- Managing dental facilities owned by others.

DENTIST ENQUIRIES

Owners of dental practices who are interested in unlocking the goodwill value of their businesses (or freeing themselves from all the management hassles) are invited to contact Dr. Daryl Holmes, Managing Director, on +61 (7) 4720 1300 or md@1300SMILES.com.au.

Qualified dentists who wish to know more about joining one of our established facilities are encouraged to contact Dr. Holmes directly or email dentalcareers@1300smiles.com.au or visit our website www.1300smiles.com.au/careers.