

Welcome to

1300 SMILES

Dentists

Managing Director's AGM Address - 25 November 2019

Presented by: Dr Daryl Holmes OBE, Founder & Managing Director



www.1300SMILES.com.au

OUR VISION

*To be the leading Australian
Dental brand, providing
available, accessible
and affordable dental care
to 10% of the Australian
population by 30 June, 2021.*



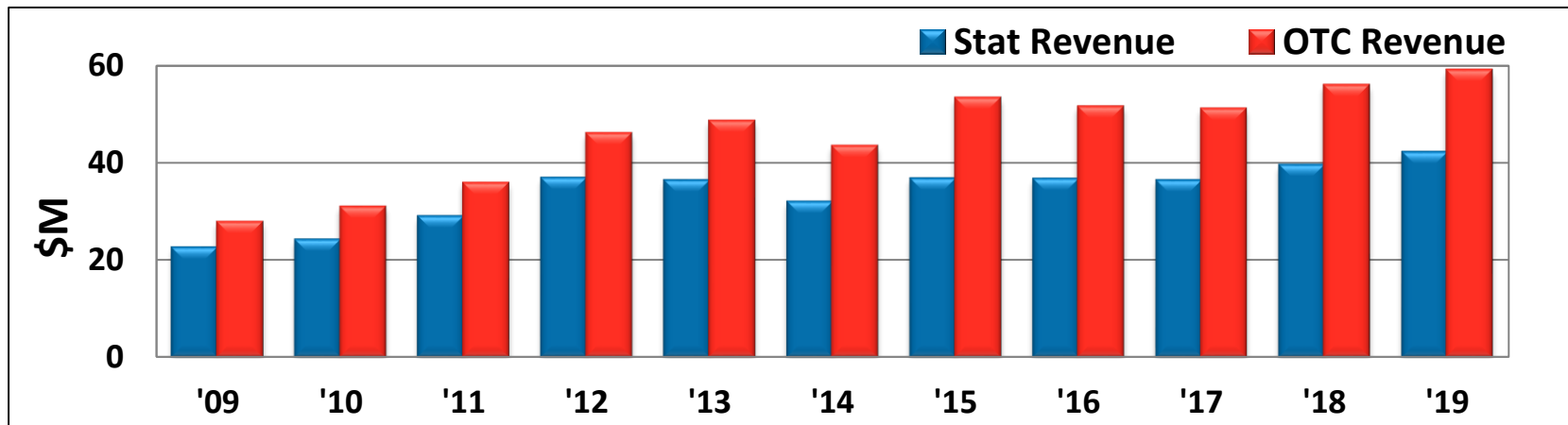
1300 **S** **M** **I** **L** **E** **S** *Dentists*



Financial Snapshot

	FY'19	FY'18	Change
Revenue (OTC)	\$58.9m	\$55.8m	5.5%
Revenue (Statutory)	\$42.0m	\$39.3m	6.6%
EBITDA	\$13.3m	\$13.1m	1.4%
EBIT	\$11.0m	\$10.8m	1.9%
NPBT	\$10.8m	\$10.7m	0.9%
NPAT	\$7.8m	\$7.6m	1.8%
EPS	32.8c	32.2c	1.8%
DPS	25.0c	24.0c	4.2%

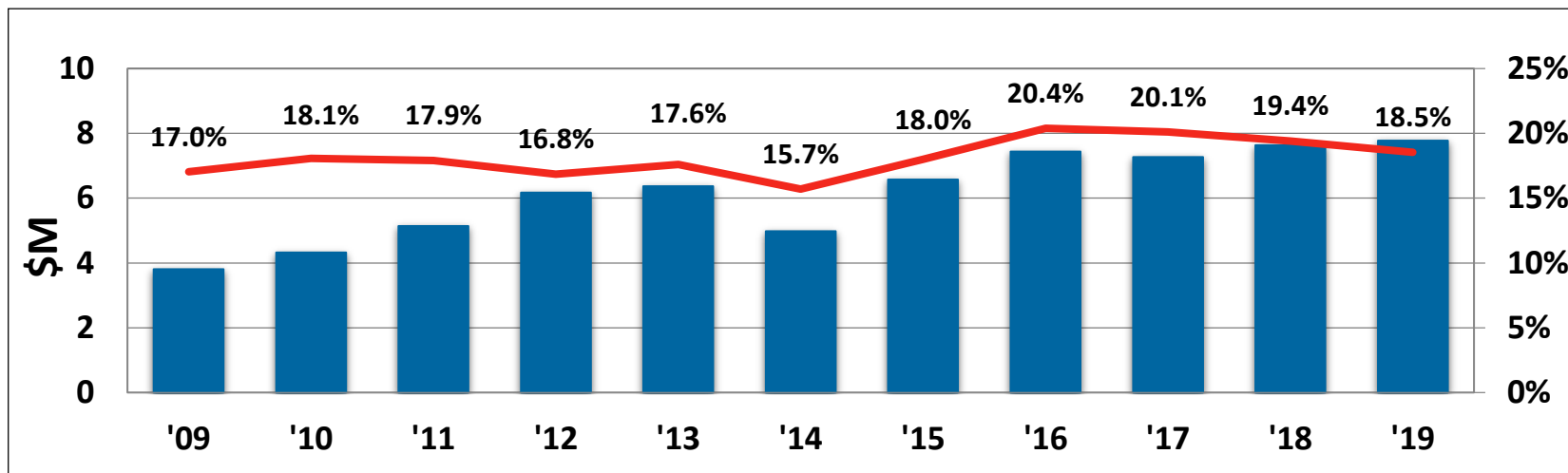
Revenue



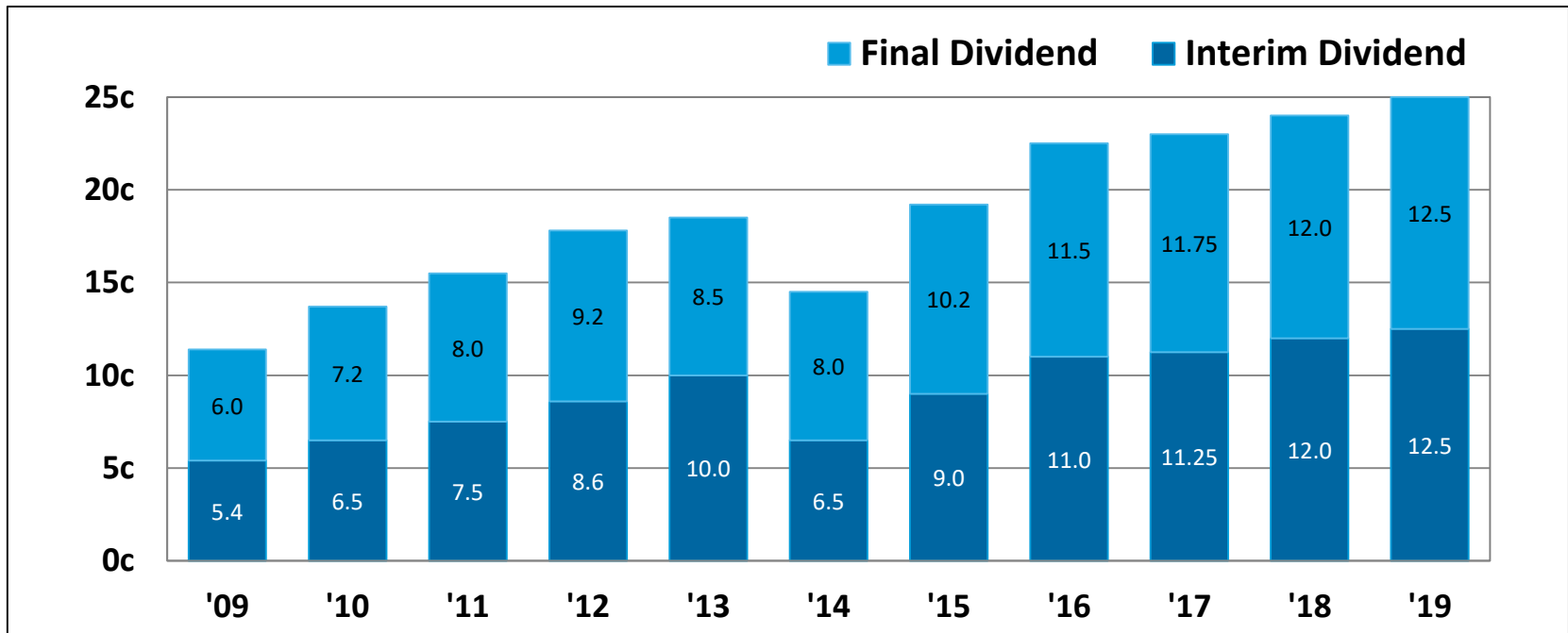
Reconciliation of OTC Revenue (non-IFRS) to Statutory Revenue per (Financial Statements)

	'09	'10	'11	'12	'13	'14	'15	'16	'17	'18	'19
OTC Revenue (\$m)	27.6	30.7	35.7	45.9	48.5	43.3	53.2	51.4	51.0	55.8	58.9
Less amount retained by self-employed Dentists (\$m)	5.3	6.8	6.9	9.2	12.3	11.5	16.6	14.9	14.8	16.5	17.0
Statutory Revenue (\$m)	22.4	23.9	28.7	36.7	36.2	31.8	36.6	36.5	36.2	39.3	42.0

NPAT (\$ left scale) & Margin of Stat Revenue (% right scale)



Franked Dividends



The Future

How will we achieve this?

A combination of organic growth in existing locations with the addition of new practice management facilities.
The key drivers for future growth:

Increase profits by attracting more dentists to our existing facilities

Expand facilities which are already at capacity

Assist dentists who already practice within the 1300SMILES system to increase their turnover and income through benchmarking, training and mentoring

Establish new practices in existing and new regions (greenfield sites)

Acquire substantial existing practices on favourable terms

Manage dental facilities owned by others

Questions & Answers
