

Managing Director's AGM Address

22 November 2018

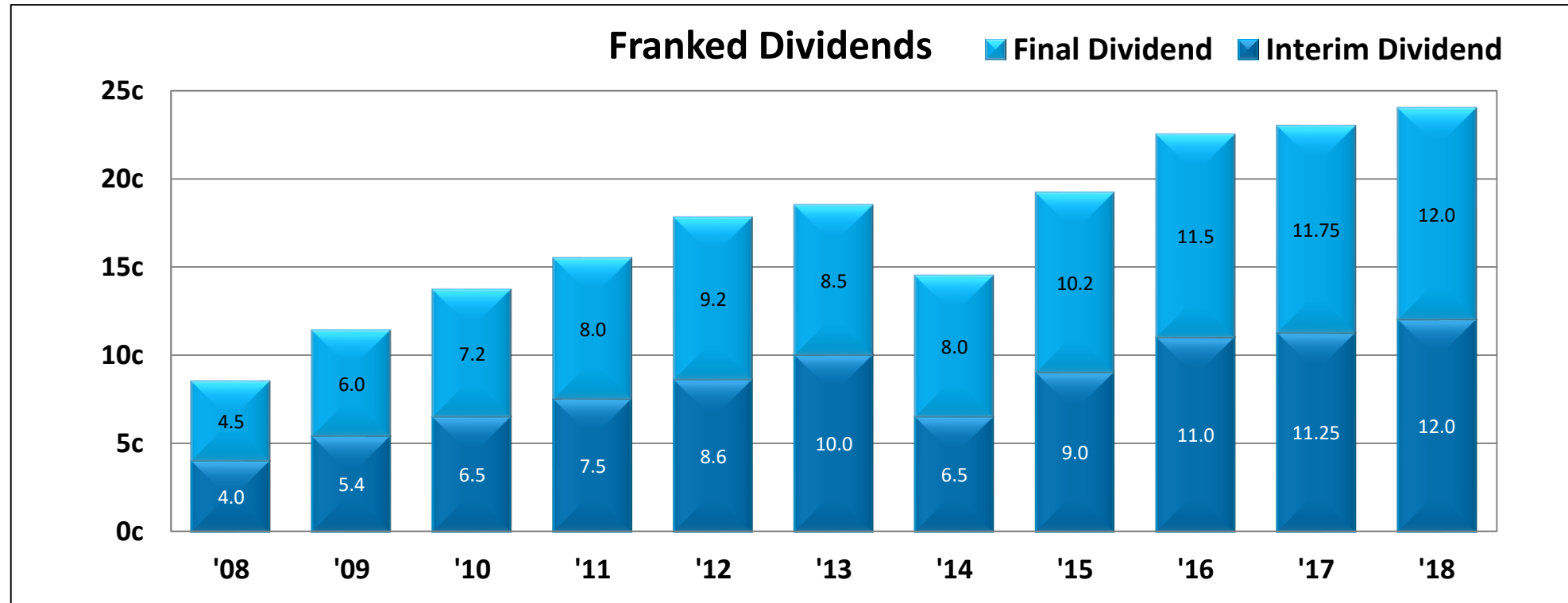
Presented By: Dr Daryl Holmes (OBE)
Founder & Managing Director



1300 SMILES
Dentists

www.1300SMILES.com.au

Franked Dividends

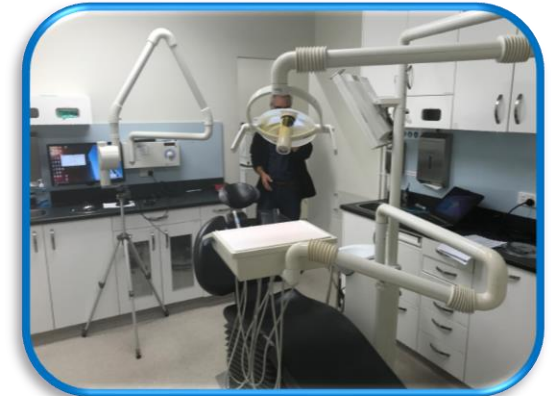


Acquisitions

1300 **SMILES**
Dentists



Buderim



Noosa



Recently Acquired & Rebranded

1300 SMILES
Dentists



Ingham



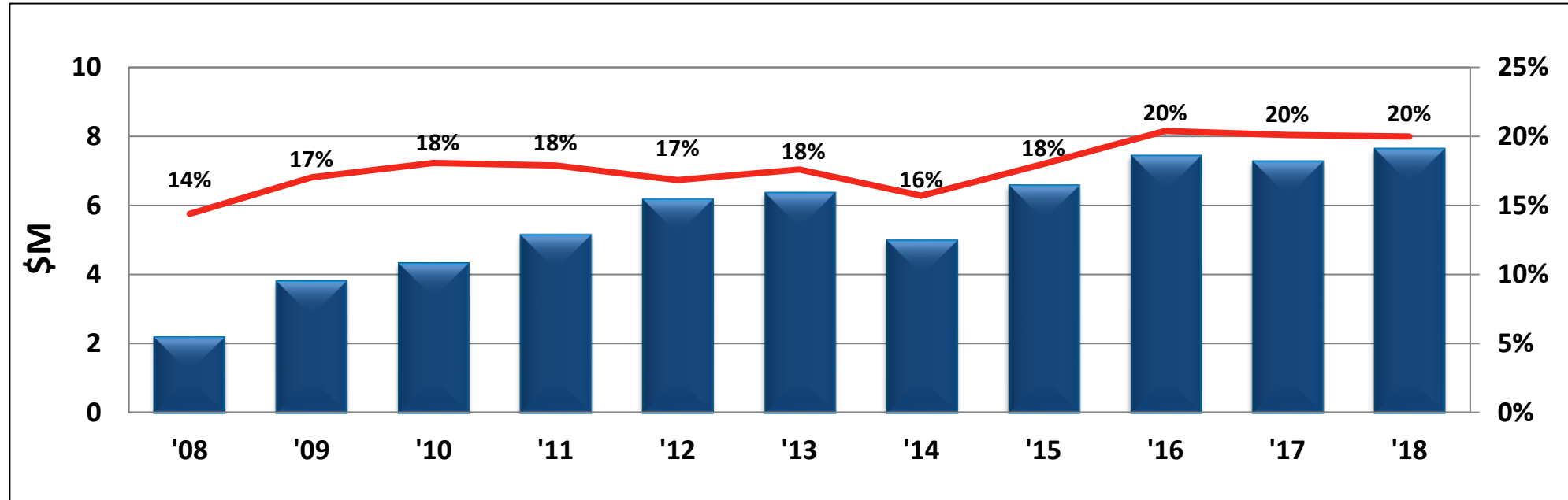
Roma



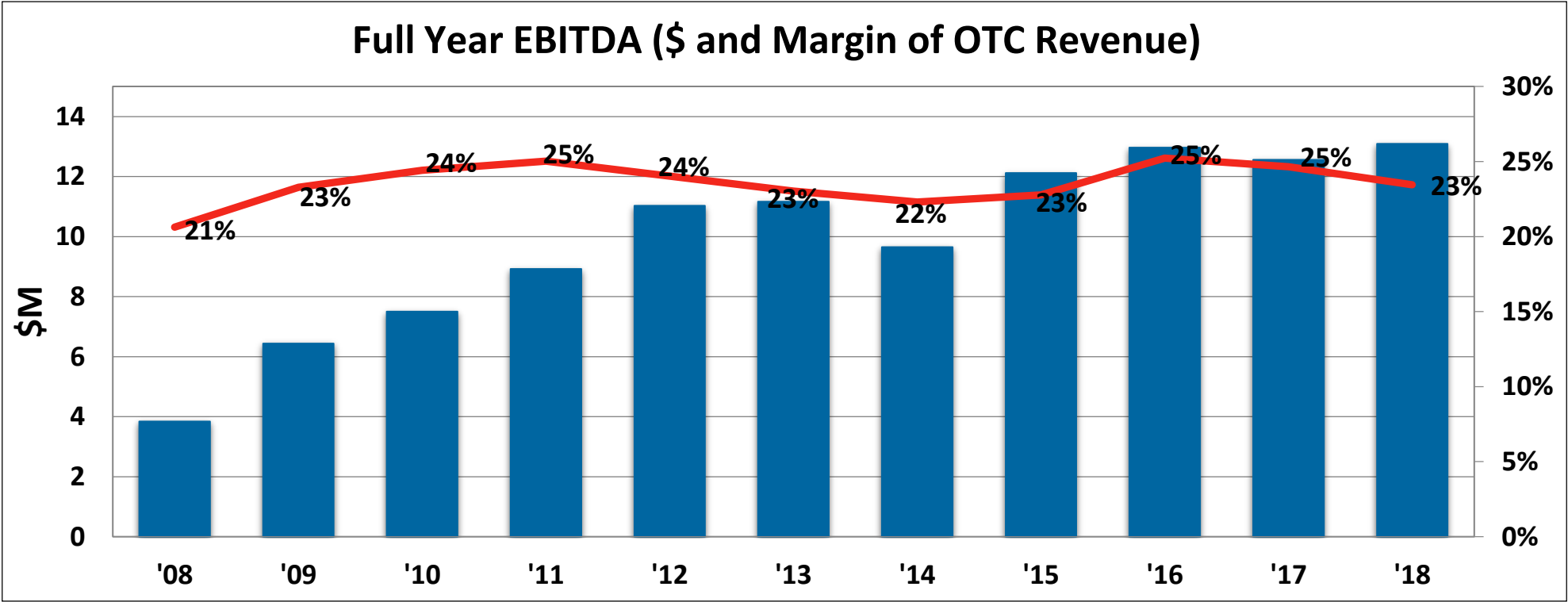
Financial Snapshot

	FY'18	FY'17	Change (%)
Revenue (OTC)	\$55.8m	\$51.0m	9.6
Revenue (Statutory)	\$39.3m	\$36.2m	8.8
EBITDA	\$13.1m	\$12.5m	4.2
EBIT	\$10.8m	\$10.3m	3.2
NPBT	\$10.7m	\$10.3m	3.4
NPAT	\$7.6m	\$7.3m	4.1
EPS	32.2c	30.7c	4.8
DPS	24.0c	23.0c	4.3

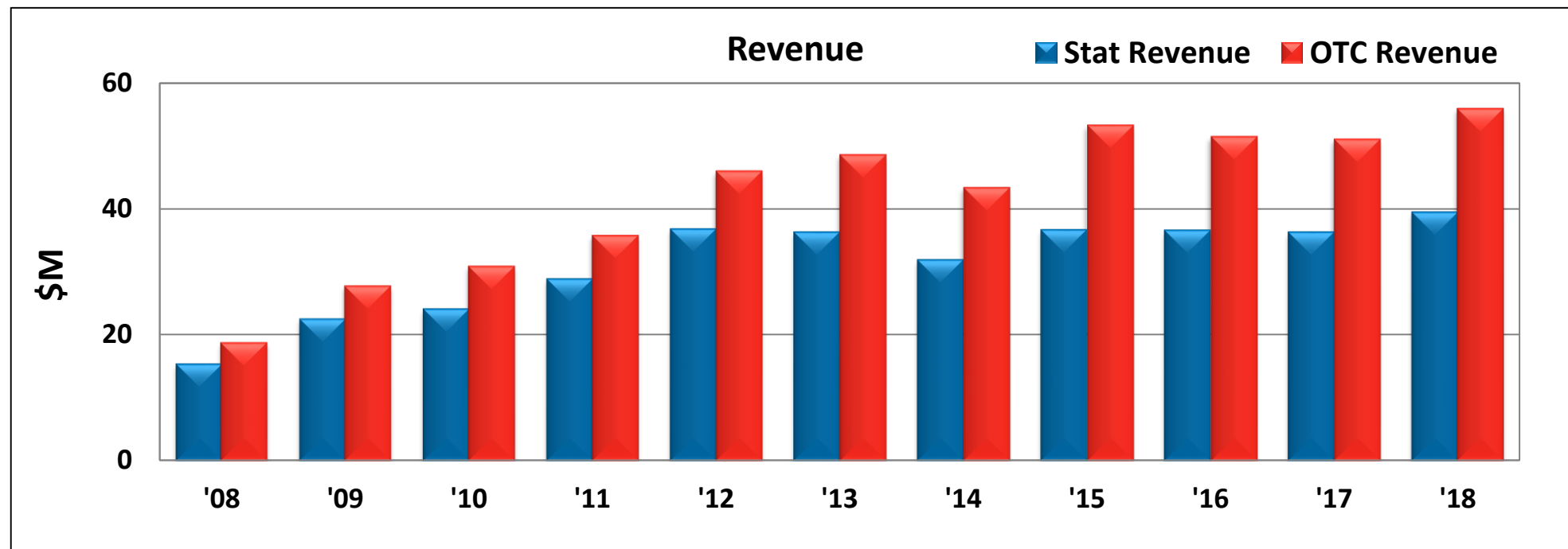
NPAT (\$, left scale) and Margin of Stat Revenue (%, right scale)



Full Year EBITDA (\$, left scale) and Margin



Revenue



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

	'08	'09	'10	'11	'12	'13	'14	'15	'16	'17	'18
OTC Revenue (\$m)	18.6	27.6	30.7	35.7	45.9	48.5	43.3	53.2	51.4	51.0	55.8
Less amount retained by self-employed Dentists (\$m)	3.4	5.3	6.8	6.9	9.2	12.3	11.5	16.6	14.9	14.8	16.5
Statutory Revenue (\$m)	15.2	22.4	23.9	28.7	36.7	36.2	31.8	36.6	36.5	36.2	39.3

Morayfield – Greenfield

opened on 21 May '18

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

- Initially 4 chair set up with potential to expand to a 9 chair facility asap
- Part of a Health Hub which include:
 - GP Clinic
 - Urgent Care Clinic
 - Allied Health
 - Day Services
 - Preventative Health Services
 - Rehabilitation Services
 - Diagnostic & Medical Imaging



Townsville City Relocation

opened on 3 September 2018

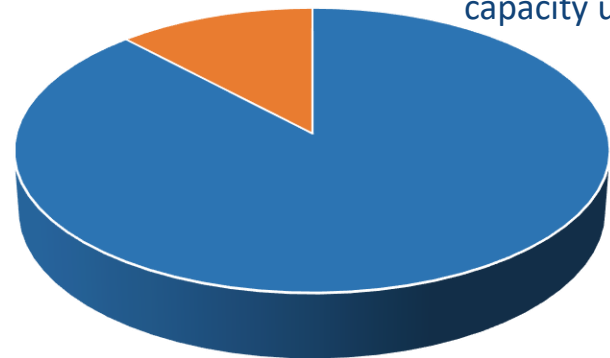
1300 SMILES
Dentists

- Relocated 4 chair facility with potential to expand to 7 chairs asap
- Establishing a health-hub by partnering with allied health professionals in prime Townsville CBD location

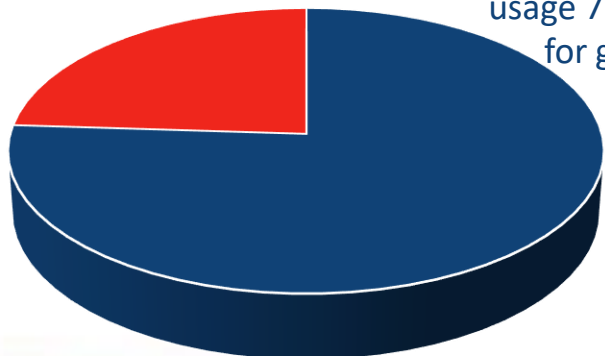


How we compare

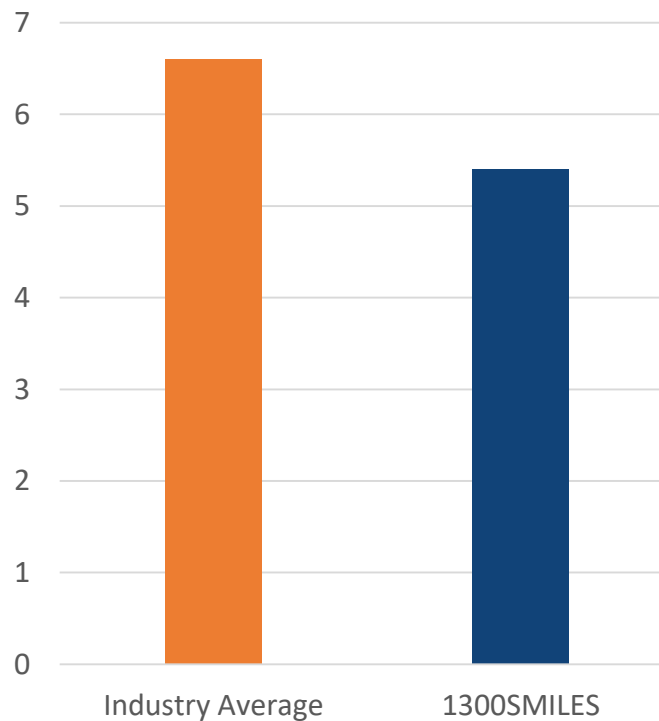
Industry average
capacity usage 88%



1300SMILES capacity
usage 76% - room
for growth

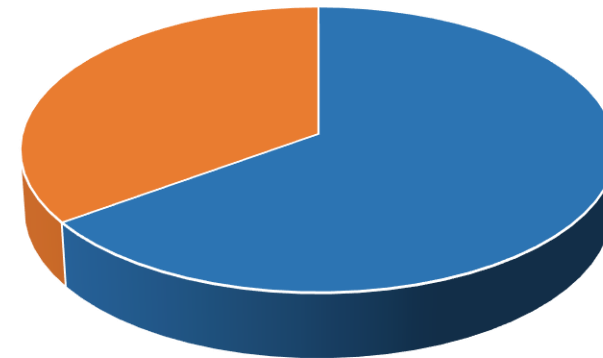


Staff per Practice

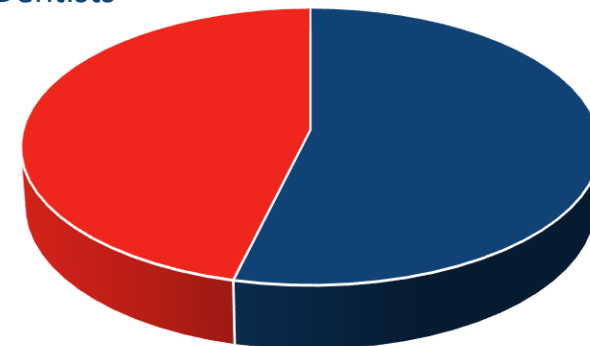


1300SMILES benchmarks at 1.6 staff per Dentist

Industry average
65% male Dentists



1300SMILES 54%
male Dentists





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Dentists

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