

*Investor  
Presentation  
FY'20*

**Dr Daryl Holmes OBE  
Founder & Managing  
Director**



## Financial results FY'20

\$57.1M  
Revenue (OTC)  
down 3%

\$40.7M  
Revenue (Statutory)  
down 3%

\$16.2M  
EBITDA  
up 22%

25.75c  
Full year dividend  
up 3%

\$7.1M  
NPAT  
down 8%

30.2cps  
Earning Per Share  
down 8%

## Financial results cont.

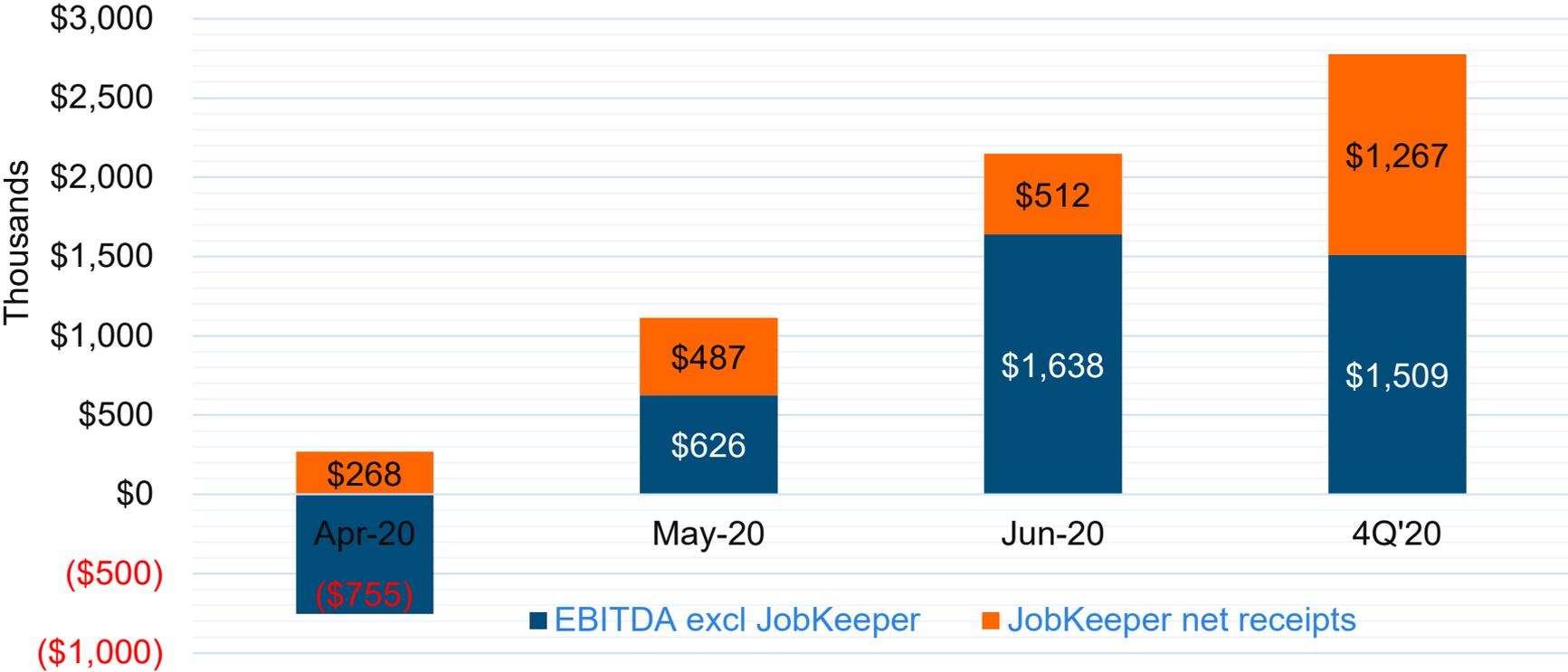
	FY'20	FY'19	Change
<b>Total Revenue</b>	<b>40,699</b>	<b>41,952</b>	<b>-3.0%</b>
<b>EBITDA</b>	<b>16,177</b>	<b>13,283</b>	<b>21.8%</b>
Depreciation and amortisation (DA)	5,507	2,268	142.8%
<b>EBIT (Earnings before interest and tax)</b>	<b>10,670</b>	<b>11,015</b>	<b>-3.1%</b>
Finance costs	884	229	286.7%
<b>NPBT (Net Profit before Tax)</b>	<b>9,786</b>	<b>10,786</b>	<b>-9.3%</b>
Income Tax Expense	2,641	3,015	-12.4%
<b>NPAT (Net Profit After Tax)</b>	<b>7,145</b>	<b>7,772</b>	<b>-8.1%</b>
Earnings Per Share (cents)	30.2	32.8	-8.1%
<b>Key Margins</b>			
EBITDA Margin	39.7%	31.7%	
EBIT Margin	26.2%	26.3%	
PBT Margin	24.0%	25.7%	
NPAT Margin	17.6%	18.5%	

# Impact of AASB 16 Leases

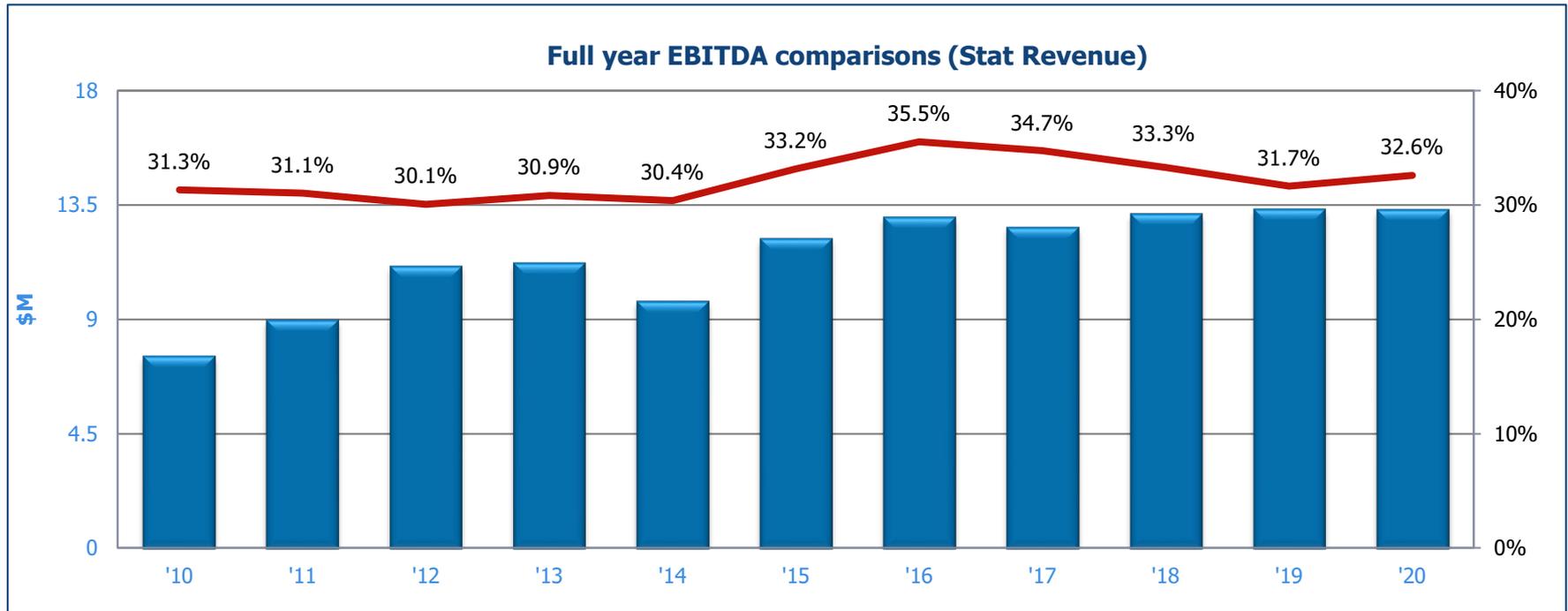
	FY'20 \$'000	FY'19 \$'000	Change
<b>EBITDA</b>	<b>16,177</b>	<b>13,283</b>	<b>21.8%</b>
Rent expense	(2,906)	-	-
<b>EBITDA (pre-AASB 16)</b>	<b>13,271</b>	<b>13,283</b>	<b>-0.1%</b>

	FY'20 \$'000	FY'19 \$'000	Change
<b>Net profit before tax</b>	<b>9,786</b>	<b>10,787</b>	<b>-9.3%</b>
Depreciation of right of use assets	2,867	-	-
Lease interest expense	277	-	-
Rent expense	(2,906)	-	-
<b>Net profit before tax (pre-AASB 16 Leases)</b>	<b>10,024</b>	<b>10,787</b>	<b>-7.1%</b>

# JobKeeper effects on EBITDA (4Q'20)

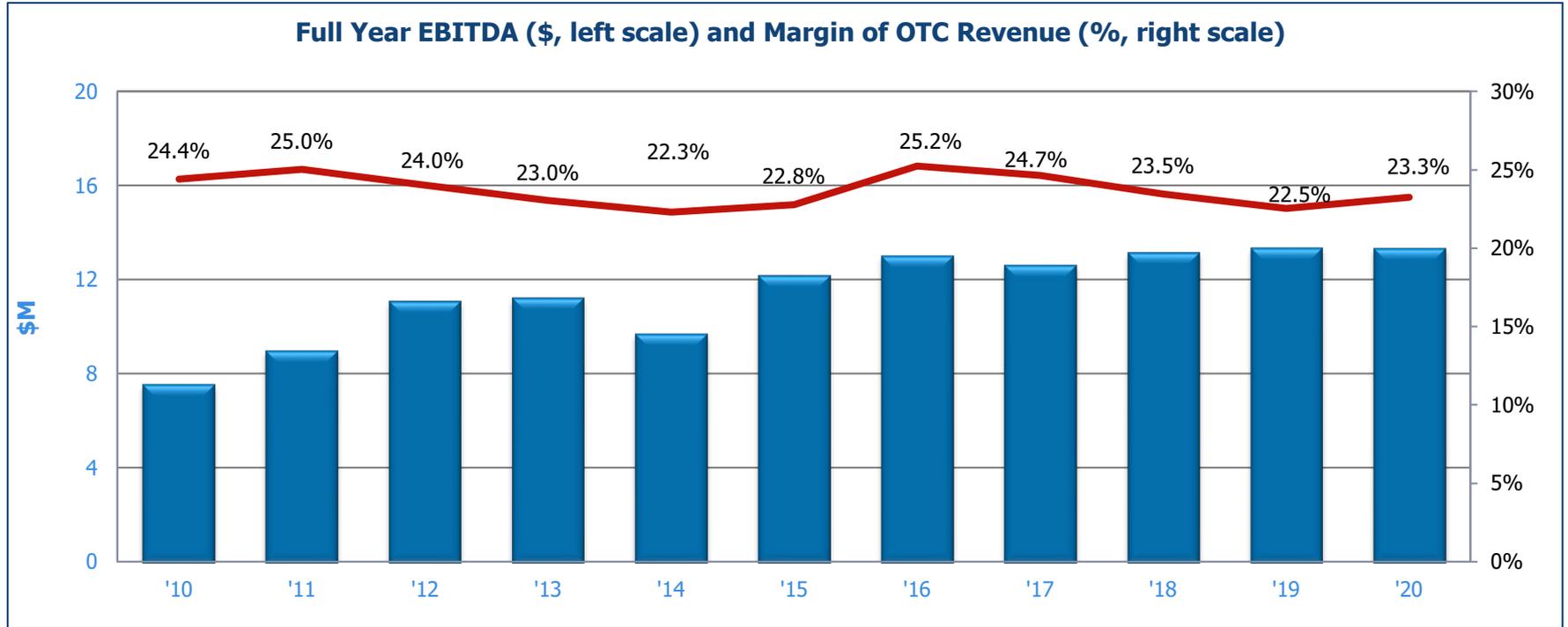


# EBITDA and Margin (of Stat. Rev.) FY'10 to '20



Note – this excludes the impact of AASB 16 Leases

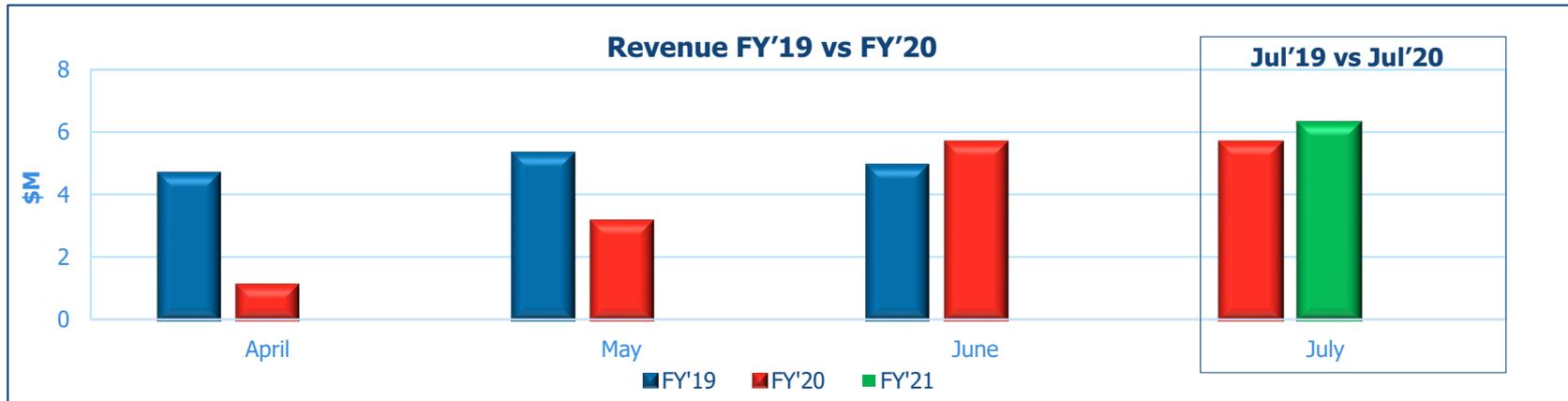
# EBITDA and Margin (of OTC Revenue) FY'10 to '20



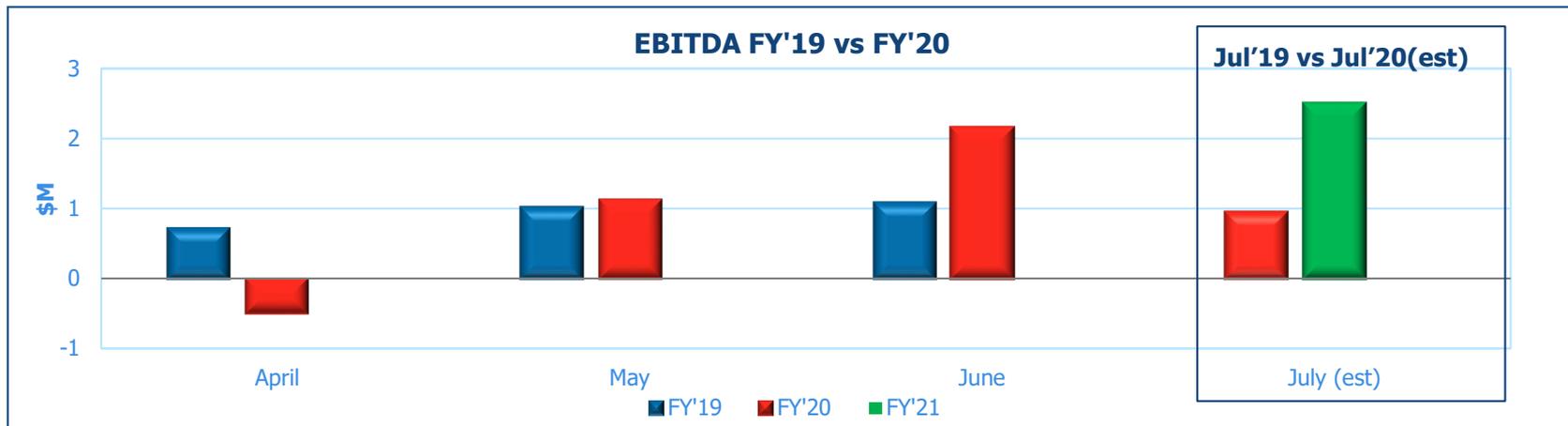
Excluding the impact of AASB 16 Leases

# COVID-19 anomalies

On 23<sup>rd</sup> March Level 2 then later Level 3 Restrictions were placed on the Australian dental industry dramatically affecting revenue for March, April and May 2020, before easing on the 11<sup>th</sup> May'2020 and rebound recovery began.

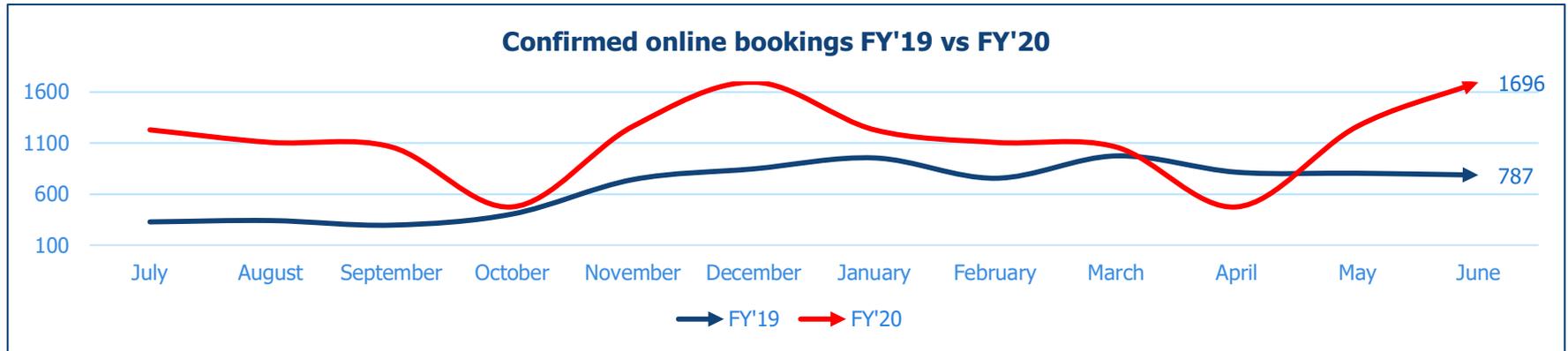


- Revenue for June FY'20 is up 15% vs June FY'19
- July is showing the same trend where revenue for FY'20 is up 11% vs FY'19

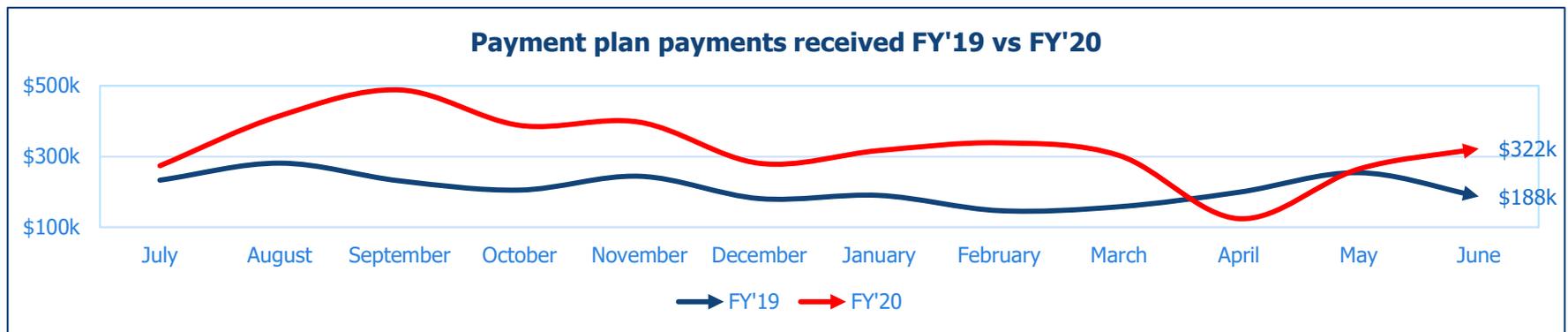


# Highlights

Online bookings have increased 70% in FY'20 vs FY'19

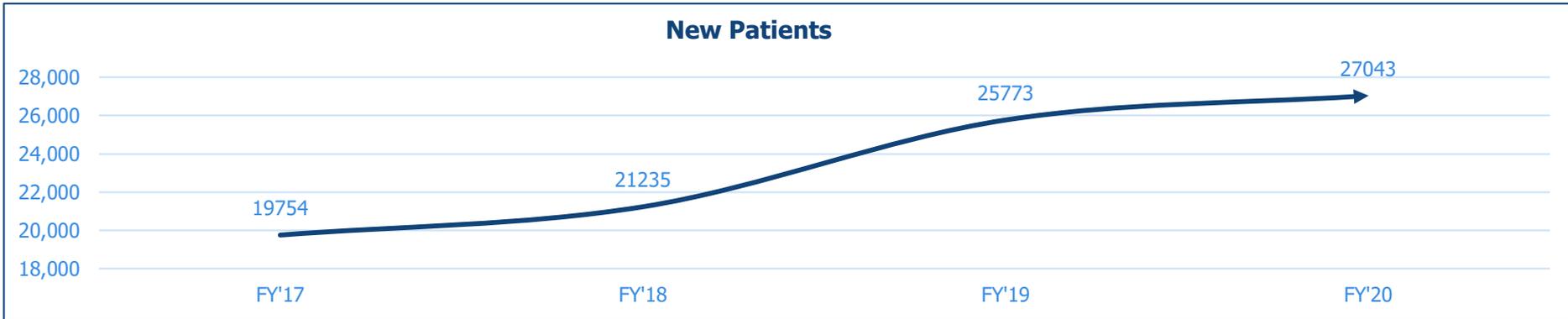


Payment plans have increased 55% in FY'20 vs FY'19

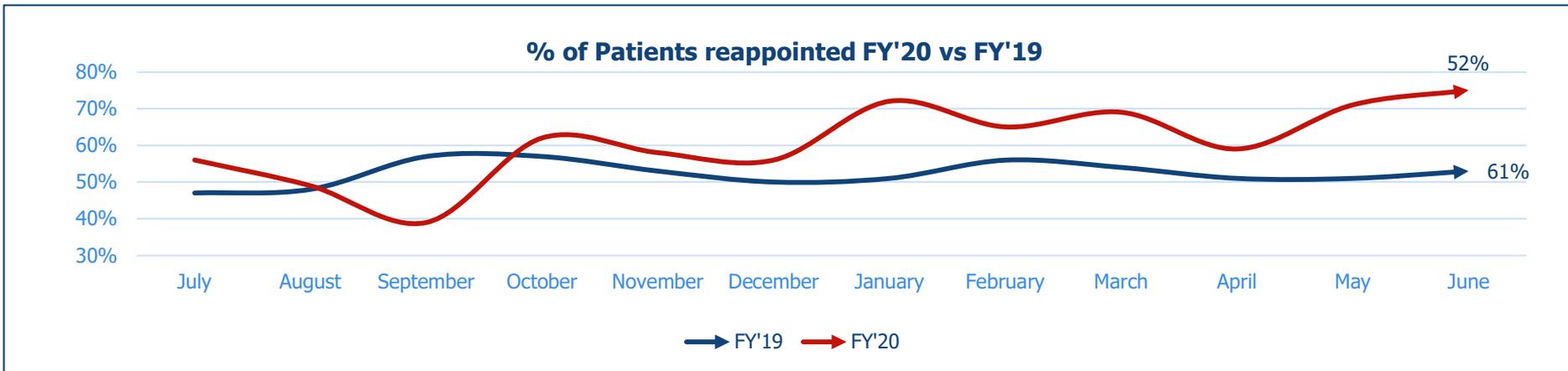


## Highlights (cont.)

- New Patients have increased 37% in FY'20 vs FY'17



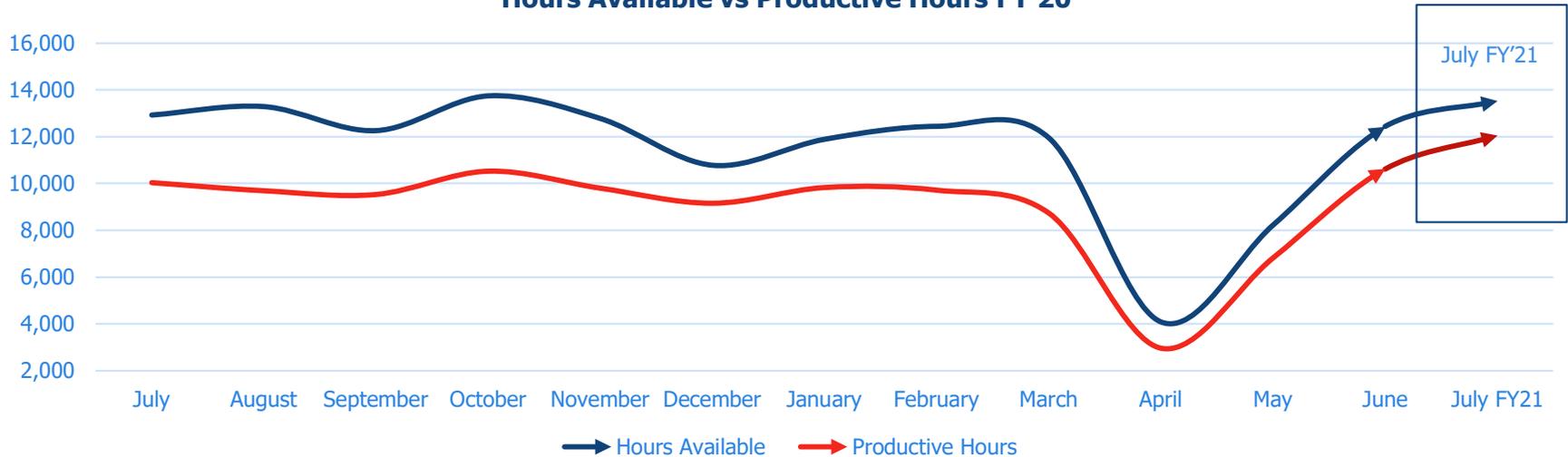
- % of Patients reappointed have increased from 52% in FY'19 to 61% in FY'20



# Highlights (cont.)

Hours Available vs Productive Hours = 78% average productivity (for FY'20)  
Continuing an upward trend into FY'21 ie greater productivity & utilisation

Hours Available vs Productive Hours FY'20



105 Denham Street Townsville Qld 4810  
PO Box 5021 Townsville Qld 4810  
tel 07 4720 1300 | fax 07 4771 5217  
email [admin@1300SMILES.com.au](mailto:admin@1300SMILES.com.au)  
ABN 91 094 508 166  
[www.1300SMILES.com.au](http://www.1300SMILES.com.au)

# Thankyou

## Any questions please?