



Pacific Smiles Group Limited (ASX: **PSQ**)
Level 1, 6 Molly Morgan Drive, Greenhills NSW 2323
PO Box 2246 Greenhills NSW 2323
P: 02 4930 2000 • F: 02 4930 2099
E: investor.relations@pacificsmiles.com.au
www.pacificsmilesgroup.com.au
ABN 42 103 087 449 / ACN 103 087 449

19 October 2020

ASX ANNOUNCEMENT

Pacific Smiles Group Limited (ASX: PSQ) – FY 2021 Guidance Update

FY 2021 Trading Update

Pacific Smiles provides the following update regarding FY 2021 year-to-date trading:

- From 28 September 2020 all centres were operating at normal dental services (with COVID-19 precautions)
- 2 new centres already opened, a further 10 sites committed for FY 2021
- Same centre patient fee growth is approximately 10.5% for the financial year to date period ending 13 October 2020 (approximately 20.7% YTD, excluding VIC)

FY 2021 Outlook

In addition, Pacific Smiles provides the following update regarding the outlook for FY 2021: -

- We now expect patient fees growth of approximately 20% (previously 15%) and EBITDA (underlying) growth of approximately 25% (previously 15%), based on:
 - Strong year-to-date same centre fee growth performance as reported above
 - Net JobKeeper benefits of \$6.3m in Q1 FY 2021, offsetting COVID-19 related underperformance. We are not expecting further JobKeeper payments
 - Assuming H2 FY2021 trading without significant COVID-19 disruptions
 - The opening of approximately 12 new dental centres (previously 10)

Pacific Smiles will provide a further trading update at our Annual General Meeting on 18 November 2020, consistent with our usual approach.

Authorised for release by the Board of Directors.

Further information and enquiries

For further information, please contact:

Investor Relations

Phil McKenzie

Chief Executive Officer

Email: investor.relations@pacificsmiles.com.au

Phone: 02 4930 2000