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ASX ANNOUNCEMENT

Pacific Smiles Group Limited (ASX: PSQ)

14 July 2022

JUNE 2022 PATIENT FEE PERFORMANCE AND FULL YEAR 2022 EARNINGS GUIDANCE

Consistent with previous months, PSQ discloses its total patient fee and same centre patient fee growth figures for June 2022 to assist investors in understanding how our business has traded through the ongoing disruption caused by COVID-19.

PSQ's same centre patient fees for June 2022 were up 0.6% on the same month last year, and total patient fees up 5.3%, reflecting two consecutive months of positive comparable results to the prior year and building on the positive result that occurred in November 2021 following the COVID-19 Delta lockdowns and prior to the COVID-19 Omicron outbreak.

The abatement of patient and practitioner absences that was observed in May was further improved in June, reflecting a trend towards a more normal operating environment. Furthermore, the increase in national COVID-19 infections being reported in July has not, at this time, materially impacted trading.

Over the past week, a number of our centres in the flood affected regions of Western Sydney, Central New South Wales and Northern New South Wales have experienced a minor trading impact associated with accessibility. All centres have continued to operate during this period.

Performance for the financial year to date, up to 30 June 2022, has been:

- Patient Fees YTD \$226.4m;
- Patient Fee decline YOY (5.7%); and
- Same centre patient fee decline YOY (10.1%)

PSQ opened 19 new centres in FY2022. Our new centres at Maroubra, Sylvania and Frankston opened on the 27th June, 29th June and 30th June respectively. PSQ also confirms that its centre in Lismore will not re-open in FY2023 due to the significant damage that was sustained in the major flooding event impacting that region earlier this year. The new openings have taken the number of centres in our network to 127 by the end of June (accounting for the closure of Lismore) and 6 centres in the Hbfd network.

PSQ further confirms that its unaudited underlying Earnings Before Interest Tax and Depreciation (“EBITDA”), excluding the impact of AASB16 Leases, will be approximately \$11.3 million for FY2022. This result excludes the one-off impact of closing Lismore, which is immaterial, taking into account insurance recoveries.

PSQ will release its complete full year results on 17th August 2022, as such there will not be a “Patient Fee Performance” update provided in respect of July 2022.

Authorised for release by the Board of Directors.

For further information, please contact:

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