



2014 AGM



Your Smile. Our Vision.

Chairman's Address



Your Smile. Our Vision.



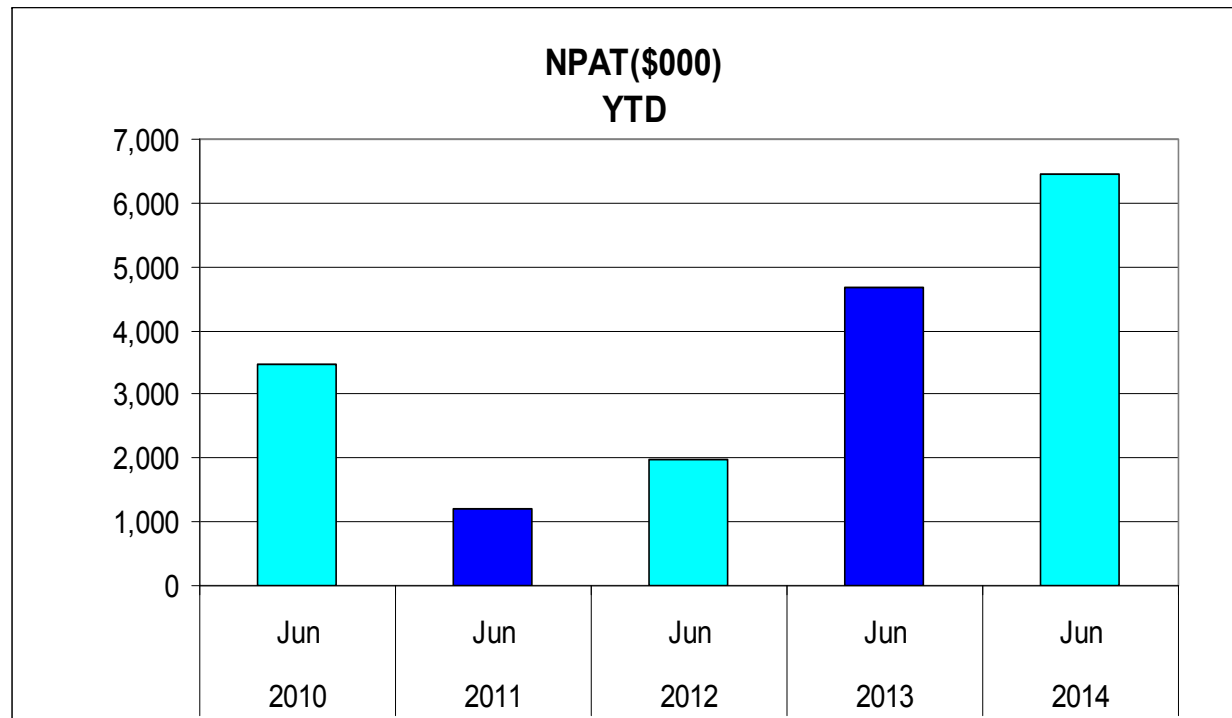
Highlights

- Sales +15.4%
- NPAT + 38%
- ROE + 2.2%
- Cash + \$0.3m
- Debt (\$1.4m)
- Dividends + \$0.3m
- Capex + \$3.1m



Your Smile. Our Vision.

NPAT



Your Smile. Our Vision.



Currency

- Profit after Tax: +\$1.8m
- Currency Movements:
 - Sales: \$6.6m
 - Expenses: \$1.9m
 - Debtor's / Creditor's Revaluation: \$0.4m
(Unrealised Loss)



Your Smile. Our Vision.



Operating Expenses

Operating Expenses:

Net of currency movements: + 11.3% (\$2.7m)

- Variable Selling & Marketing Expenses + 11.6% (\$0.9m)

- Increased sales
- Changing market conditions
- Investment into future sales



Your Smile. Our Vision.

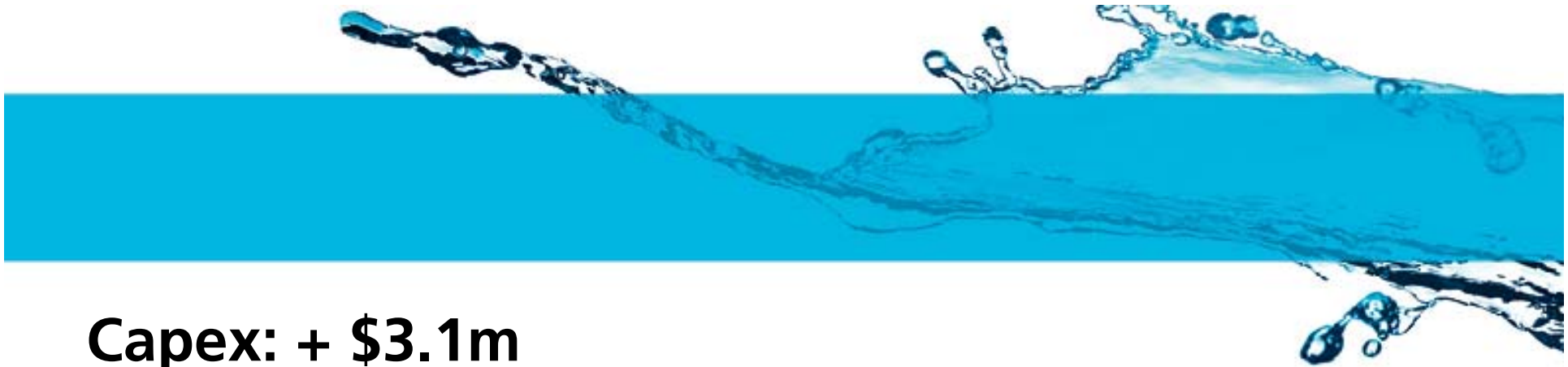


Operating Expenses

- Other Operating Expenses + 11.2% (\$1.8m)
 - Normal CPI
 - Investment in future growth:
 - Increased management – Local & Overseas
 - Additional sales representatives



Your Smile. Our Vision.



Capex: + \$3.1m

- Upgrade of computer hardware & software: \$0.7m
- Production facility upgrade: \$0.4m
- Production Machinery: \$2.0m

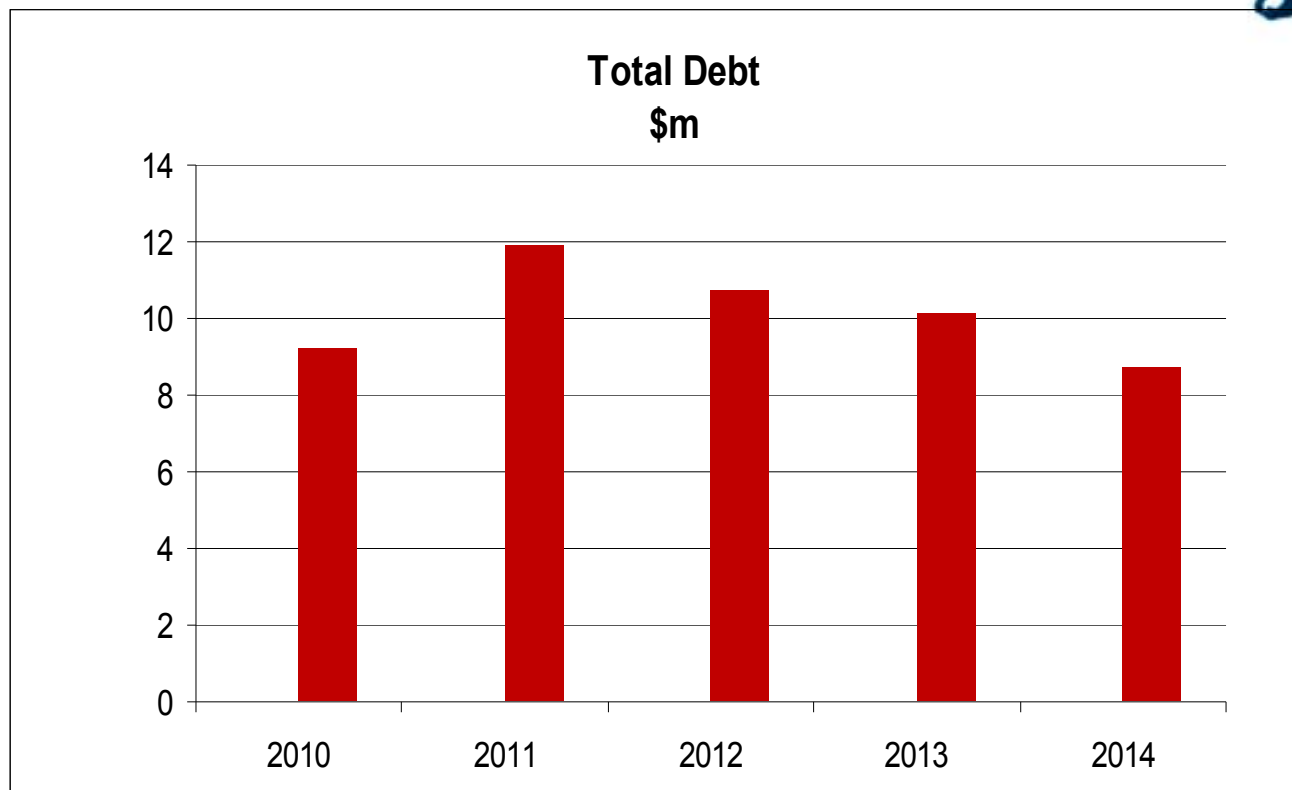
Intangibles: + \$1.9m

- Research & Development: + \$1.5m
- Trademarks & Licences: + \$0.4m



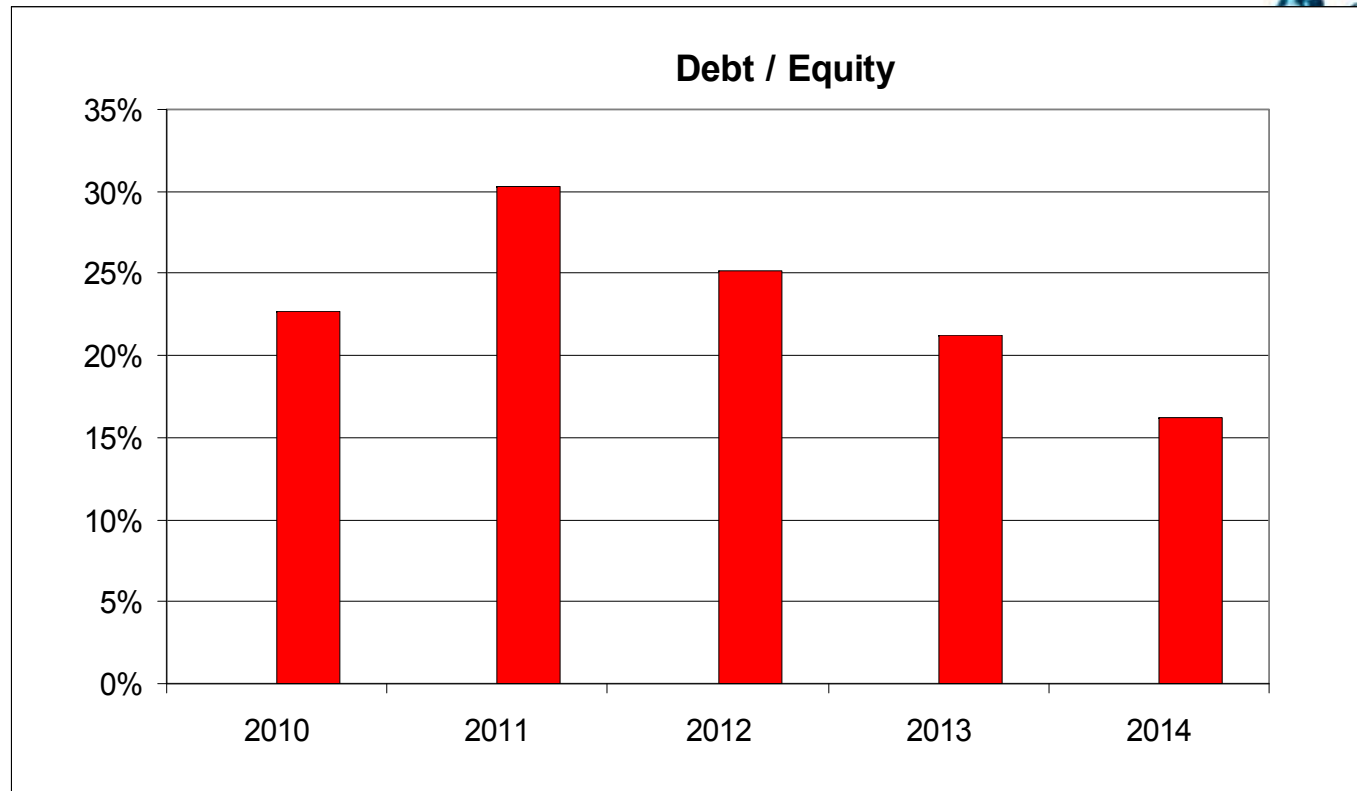
Your Smile. Our Vision.

Total Debt



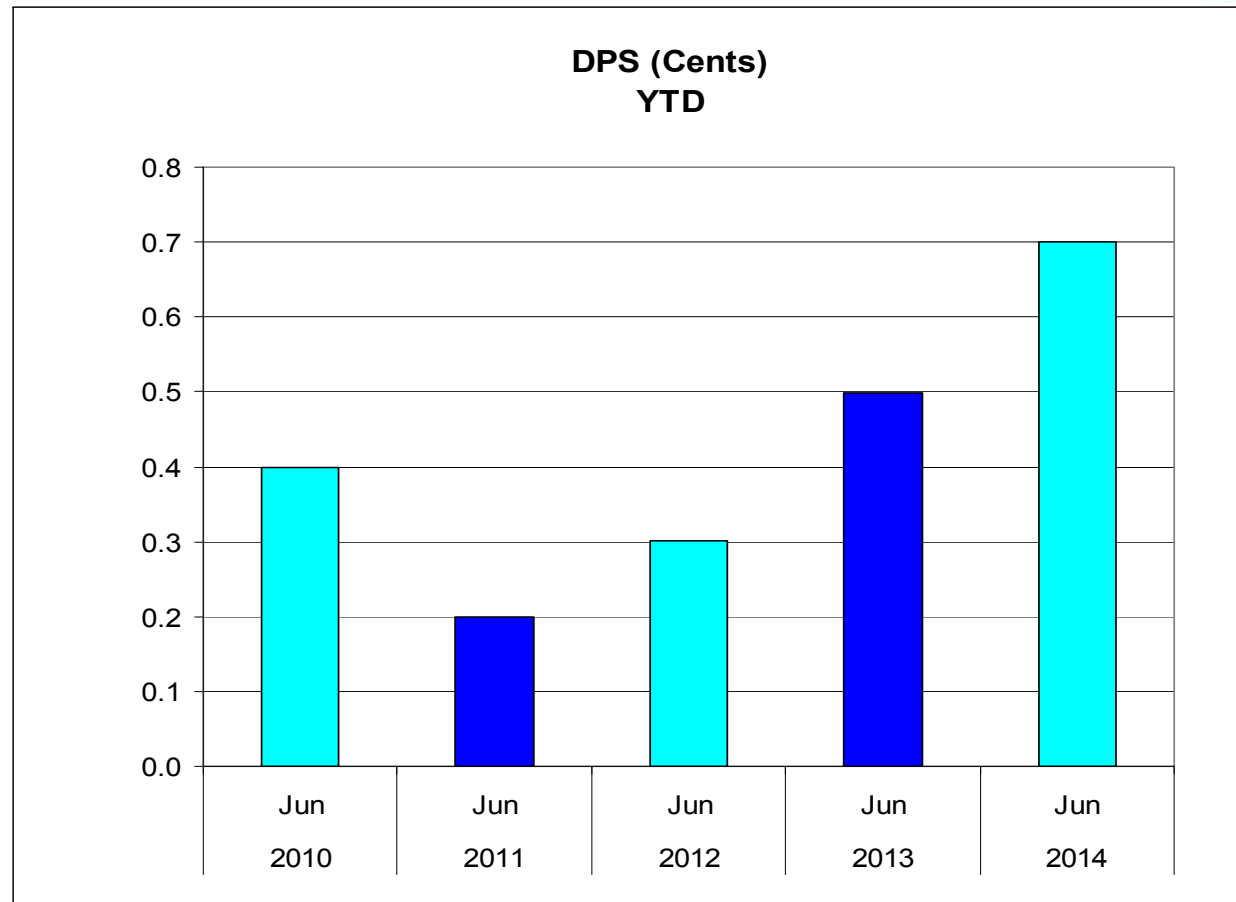
Your Smile. Our Vision.

Debt/Equity



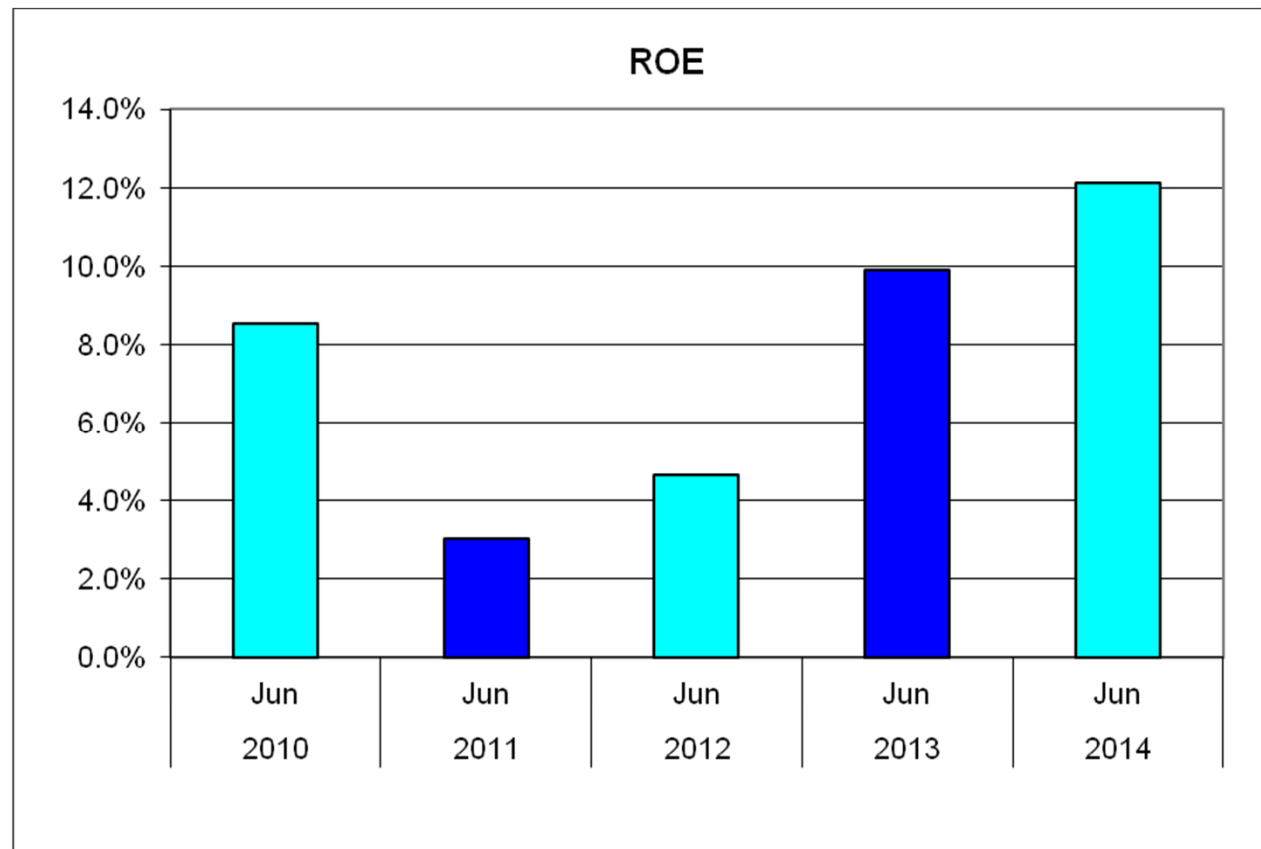
Your Smile. Our Vision.

DPS



Your Smile. Our Vision.

ROE



Your Smile. Our Vision.

A decorative graphic at the top of the slide featuring a blue horizontal bar with a white water splash effect. The splash consists of several droplets and a central wave-like shape, with some droplets appearing to be in motion, creating a sense of freshness and energy.

Thank You!!



Your Smile. Our Vision.

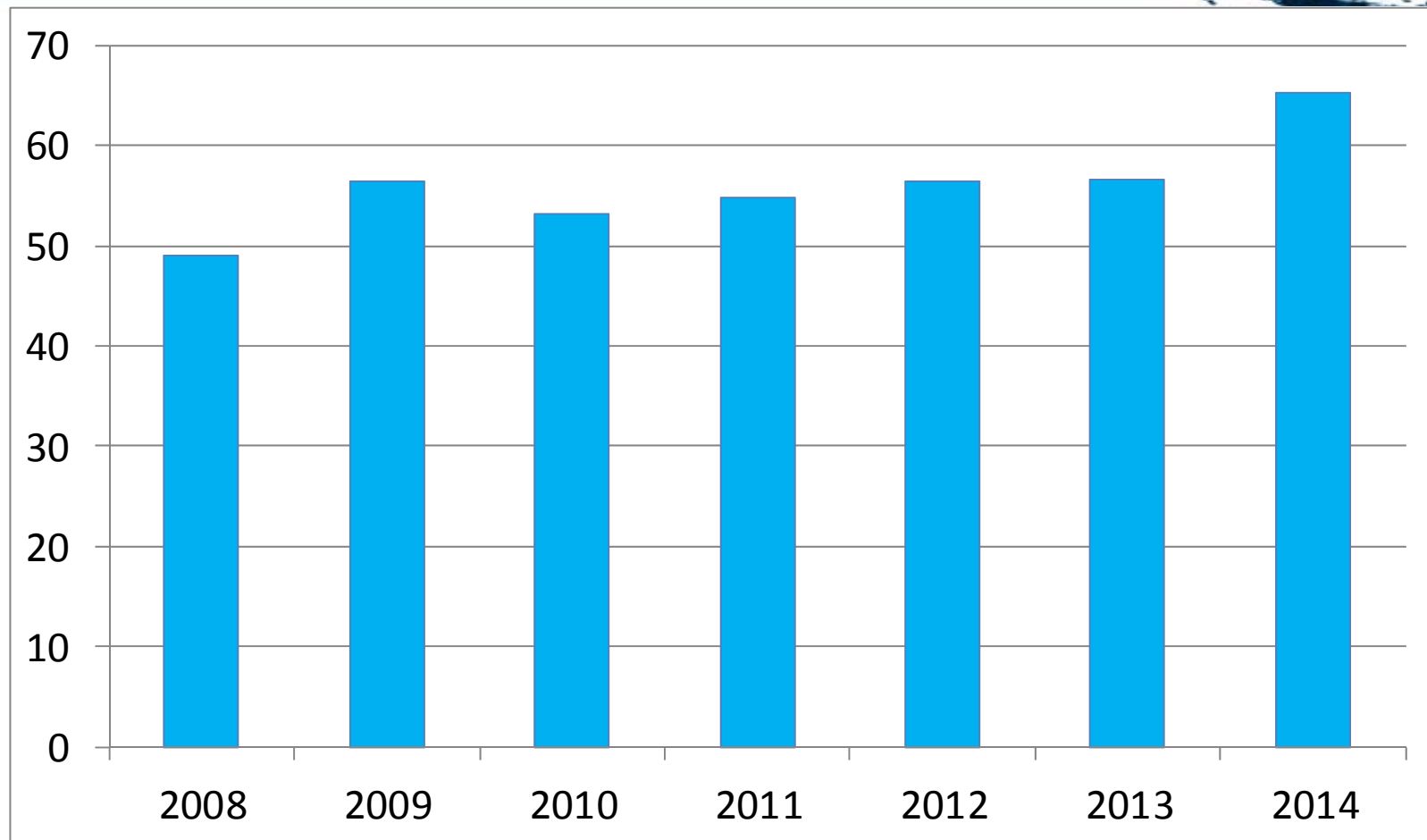
SDI

- Innovative Australian manufacturer of dental restoratives
- Amalgams, composites, glass ionomers, small equipment, tooth whitening, accessories.



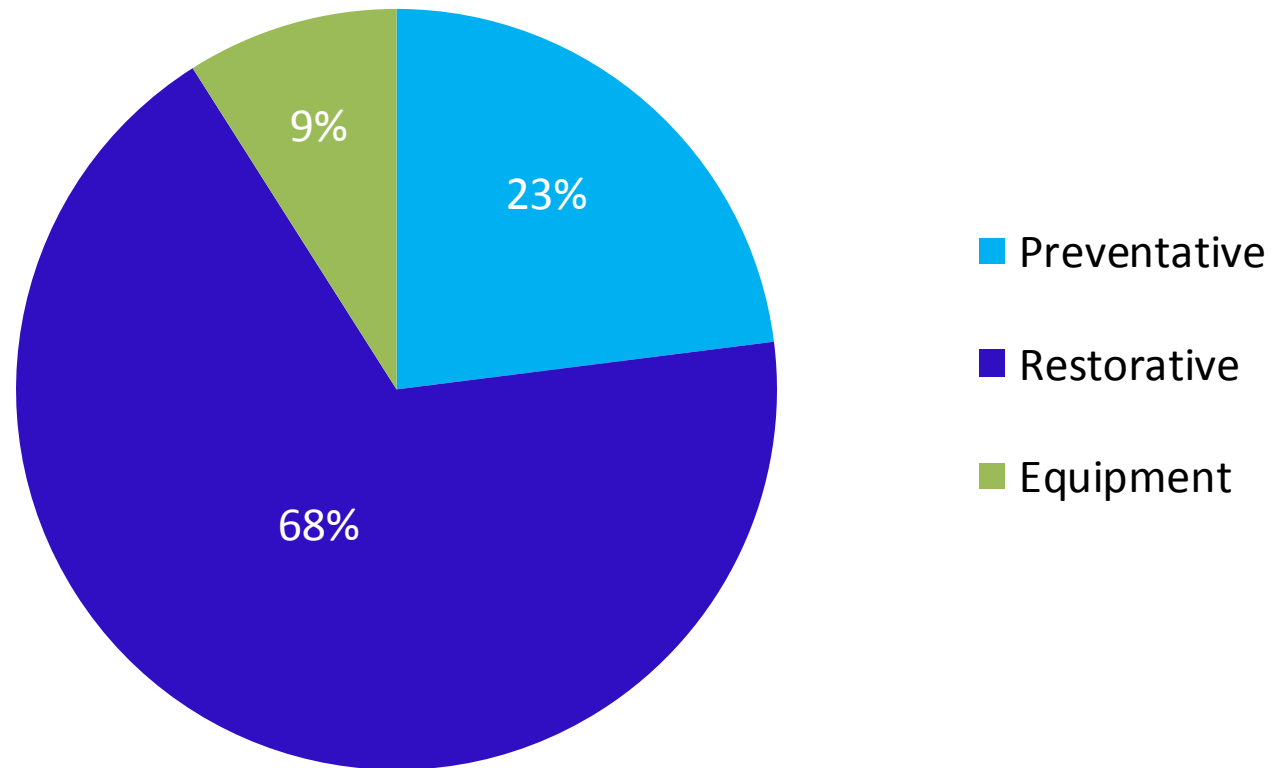
Your Smile. Our Vision.

Sales (\$m)



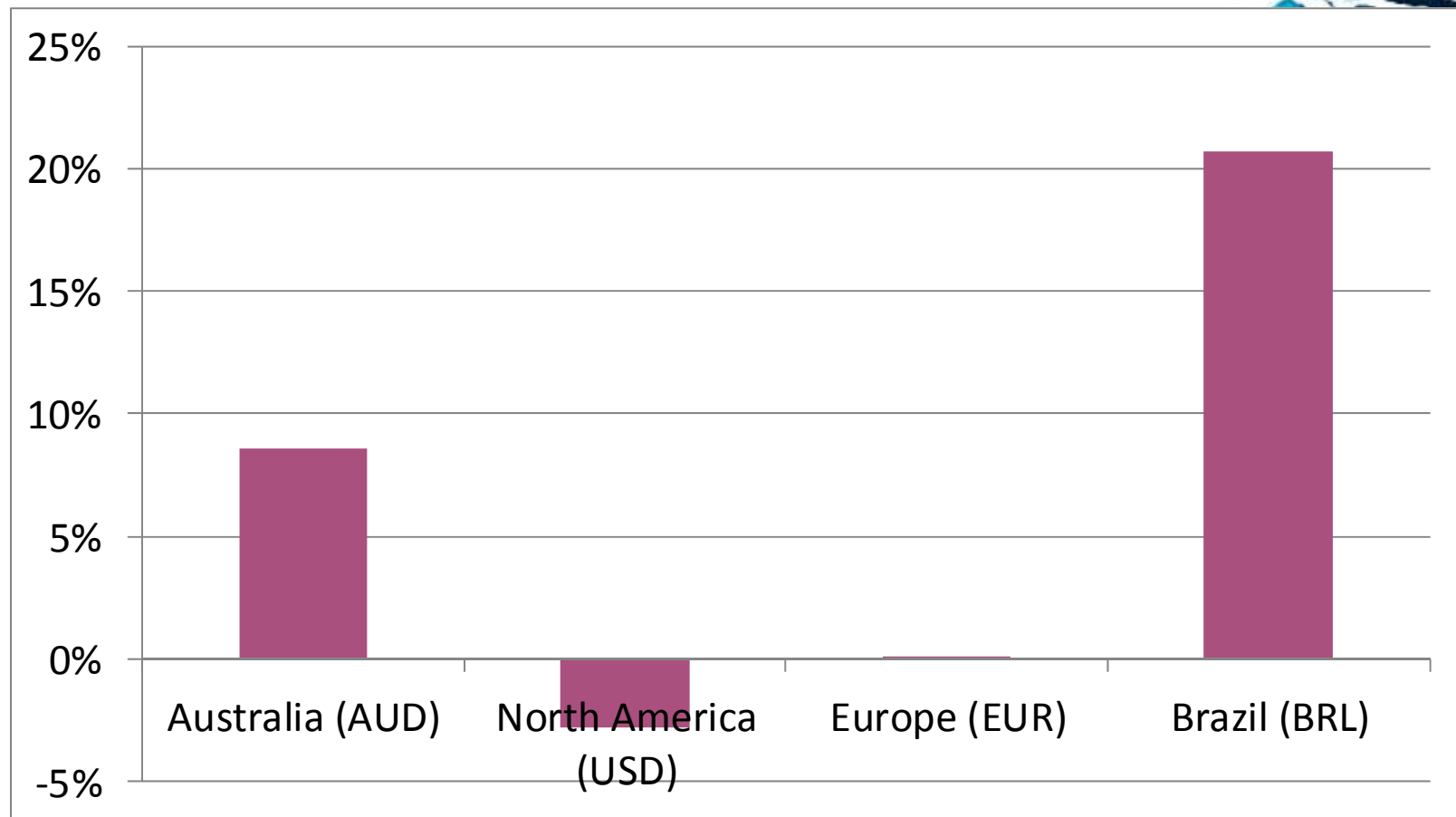
Your Smile. Our Vision.

Sales mix



Your Smile. Our Vision.

Sales growth by region



Your Smile. Our Vision.

A decorative graphic of a water splash in shades of blue and white, positioned at the top of the slide and partially overlapping the green header bar.

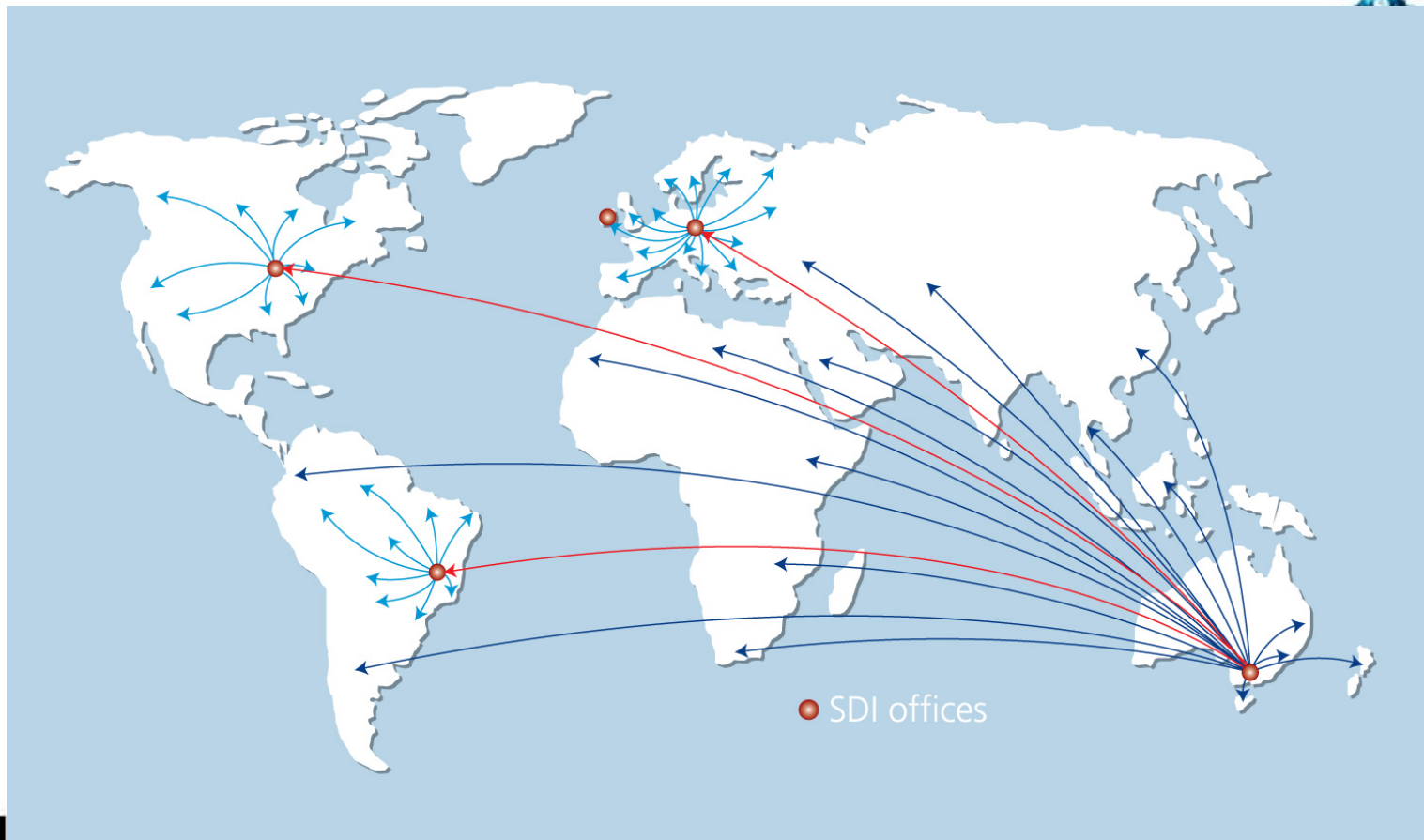
Sales in 120+ countries

- Australia, USA, Canada, Brazil, Germany, Austria, France, UK
- 112 other countries in all parts of the world
- Some areas have had excellent growth, some still need a lot of work



Your Smile. Our Vision.

Worldwide distribution



SDI

Your Smile. Our Vision.

VIC Export Award



Your Smile. Our Vision.

A decorative graphic of a water splash in shades of blue and white, positioned at the top of the slide.

Key People Investments

- International Marketing Manager
- VP Sales and Marketing – USA
- Commercial Finance Managers – Germany, USA
- More experienced sales managers
- Highly experience European Sales Manager starting in January
- Highly experienced MEA Sales Manager starting in January



Your Smile. Our Vision.

Chicago

- Office upgrade



Your Smile. Our Vision.

Germany

- Office/warehouse upgrade



Your Smile. Our Vision.

Brazil

- Sales increased by 21 %
- Improved margins and competitive pricing
- Manufacturing licence in 2015
 - Lower landed product cost
 - Ship to other Latin countries more regularly and with less freight costs



Your Smile. Our Vision.



Distribution from Brazil



Your Smile. Our Vision.

R+D

- Innovation is key
- 13/14 Aura composite released
- 14/15 1-2 new products
- R+D is essential to SDI
- Focus on new restoratives



Your Smile. Our Vision.



Aura

- New unique composite
- Simple way for dentists to shade match
- Makes difficult anterior composite restorations easier



Your Smile. Our Vision.

Traditional composite

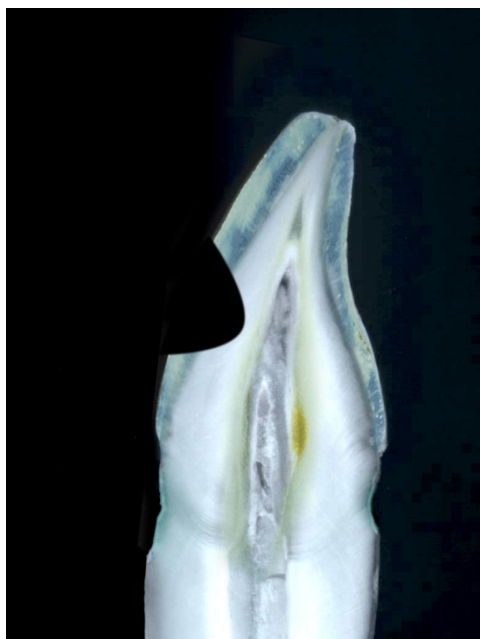


SDI

Your Smile. Our Vision.



Aura



Your Smile. Our Vision.

Aura sales

- Launched end March 2014 in Australia
- Overseas market rollout is ongoing



Your Smile. Our Vision.



Manufacturing

- Hired Senior Manufacturing Manager
- Brazilian packing will start in 2015
- Ongoing investment into automation



Your Smile. Our Vision.



A decorative graphic at the top of the slide featuring a blue horizontal bar with a white water splash effect. The splash consists of several droplets and a larger splash on the right side, with some droplets appearing to be in motion.

2014/15

- Continue to move away from traditional restorative sales
- Aura composite going well
- North America and Europe back on track



Your Smile. Our Vision.

A decorative graphic featuring a horizontal blue band across the top of the slide. Above and below this band are splashes of water, rendered in a high-contrast, almost black-and-white style with blue highlights, suggesting movement and freshness.

Thank you

- Questions?



Your Smile. Our Vision.