

SDI Limited

ABN 27 008 075 581

Appendix 4E Preliminary Final Report - 30 June 2016

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29 August 2016

SDI Limited – Commentary Full Year Results, 30 June 2016

FY16 HIGHLIGHTS

- Sales revenue up 8% to \$74.1m
- Profit after tax up 22% to \$7.6m
- EBITDA up 25% to \$15.4m
- Dividends increase by 43%
- Cash increased by \$1.0m
- Borrowings decreased by \$1.4m
- Glass Ionomer sales increased by 28%
- Composite sales increased by 16%
- Whitening sales increased by 23%

MELBOURNE, Australia – SDI Limited (ASX: SDI) is pleased to announce its results for the 12 months ending 30 June 2016, a period that saw the Company deliver an increase in profit after tax by 22.0% to \$7.6m, compared to \$6.2 million for the same period last year. Profit before tax increased by 27.6% to \$11.1 million compared to \$8.7 million for the previous year. The current year's profit before tax includes \$0.6 million of once-off costs.

	FY 2016 (AUD'000)	FY 2015 (AUD'000)	Change %
Sales	74.1	68.7	7.9
EBITDA	15.4	12.3	25.1
NPBT	11.1	8.7	27.6
NPAT	7.6	6.2	22.0
Borrowings	5.7	7.1	(19.7)
Cash	6.0	5.0	19.1
Declared / Paid Dividends	2.4	1.7	42.8

Earnings before interest, tax, depreciation and amortisation (EBITDA) increased by 25.1% to \$15.4 million, compared to \$12.3 million for the corresponding period last year. Earnings per share for the 12 months ending 30 June 2016 increased by 1.15 cents to 6.37 cents compared to 5.22 cents for the same period last year.

Samantha Cheetham, SDI Limited CEO, said: "Despite some challenging headwinds this is a pleasing result given the modest growth. Although Australian domestic sales, European and Brazilian sales all increased, sales in the USA and smaller Export markets decreased, leading to flat sales overall for the period. Despite this we were very happy with the non-amalgam product mix sales growth of 18%. Our focus now is clearly on a strategy for growth in our key performing markets and a number of other key priorities to grow sales."

Sales reported in Australian dollars for the period increased by 7.9% to \$74.1 million compared to \$68.7 million for the corresponding period last year. SDI exports approximately 90% of its products and when adjusted for currency movements, sales only increased by 1.3%.

Glass Ionomer sales increased by 28.2%, Composites by 15.6%, Whitening by 22.9%, Equipment by 5.0%, and Amalgam sales decreased by 7.5%. Global demand for non-Amalgam products is increasing and although SDI experienced significant increases in its non-Amalgam sales, these were offset by the decline in Amalgam sales, which represented 34.1% of the company's total sales.

National Australian sales increased by 5.5%. In Australian dollars, Australian direct exports (excluding intercompany sales) decreased by 5.7%. When adjusted for currency movements, sales decreased by 15.4%.

These export markets include Latin America, Africa, Asia and the Middle East. Amalgam products represent a large proportion of sales in these price competitive markets.

SDI Limited Commentary - Full year results 30 June 2016



North American sales in local currency decreased by 7.8% and the major contributor to this result was Amalgam sales. This market presents challenges as it is becoming more price-competitive with the growth of Dental Group Practices and Corporates. SDI is realigning its marketing strategy to better reflect the targeted product mix in this market and expects greater growth in non-Amalgam products in the future.

Sales in Europe increased by 19.9% in local currency. The recent restructure of the European operations is showing positive results across all European markets, with strong growth in the Whitening and Glass Ionomer product range. SDI is in the process of consolidating its Irish and German Companies with the view of having one European company located in Germany. SDI expects that this will reduce operating costs and strengthen the Company's presence in Europe.

Brazilian sales increased by 14.1% in local currency, highlighting strong growth in non-Amalgam products. SDI Brazil commenced packing some products in May 2016, and will continue to expand this process with the view of packing all products for the South American market. The devaluation of the Brazilian Real (BRL) has continued to have adverse effects on the Subsidiary's results.

Total expenses in Australian dollars increased by 13.7% when compared to the previous year. Approximately 57% of SDI's total operating expenses relate to its offshore subsidiaries and are subject to currency movements when reporting in Australian dollars. When adjusted for currency movements, once-off restructuring costs, and additional amortisation of intellectual property, expenses increased by 8.2%.

The Company's total cash holdings for the 12 months increased by \$1.0m after further decreasing debt by \$1.4m and increasing dividend payments by \$1.1m. Inventories increased by \$1.8m due to the bulk purchase of materials from overseas suppliers which have long lead times, and the revaluation of inventories held in foreign currencies to the lower Australian dollar.

Ms Cheetham said: "We see 2017 as a year of sound progress as the Company continues to build on its foundations, accelerate its market leadership across regions, invest in innovation and new product development, consolidate European operations, implement LEAN processes across the manufacturing operation and invest further in growing the South American and North American markets. We have earned a strong industry reputation and will continue to work hard to enhance the value of the company and remain competitive."

The Board of Directors has declared a final fully franked dividend of 1.2 cent per share which will be paid on 23rd September 2016. Total dividends for the 2016 financial year have increased by 42.8% to 2.0 cents, compared to 1.4 cents for the previous financial year. The Directors have decided that the Company's Dividend Reinvestment Plan (DRP) will not be offered to Shareholders for this dividend payment.

About SDI Limited

Founded in 1972 and publicly listed on the Australian Securities Exchange in 1985, SDI Limited is a leading dental technology company that conducts research and development, manufacturing and marketing of specialist dental materials. SDI's products combine innovation and excellence to provide the ideal restorative materials for the dental profession.

All of SDI's products are manufactured in Victoria, Australia. SDI's products are distributed through distributors and retailers in over 100 countries throughout the world. SDI has offices and warehouses in Chicago, USA; Cologne, Germany; and Sao Paulo, Brazil.

SDI Limited Appendix 4E Preliminary final report



1. Company details

Name of entity: SDI Limited ABN: SDI Limited 27 008 075 581

Reporting period: For the year ended 30 June 2016 Previous period: For the year ended 30 June 2015

2. Results for announcement to the market

			\$'000
Revenues from ordinary activities	up	7.9% to	74,077
Profit from ordinary activities after tax attributable to the owners of SDI Limited	up	22.0% to	7,566
Profit for the year attributable to the owners of SDI Limited	up	22.0% to	7,566
Dividends		Amount per security Cents	Franked amount per security Cents
Final dividend for the year ended 30 June 2016 to be paid on 23 Septe Interim dividend for the year ended 30 June 2016 was paid on 7 April 2		1.2 0.8	1.2 0.8

On 29 August 2016 the directors declared a dividend of 1.2 cents per ordinary share with a record date of 9 September 2016 to be paid on 23 September 2016.

Comments

The profit for the consolidated entity after providing for income tax amounted to \$7,566,000 (30 June 2015: \$6,200,000).

Earnings before interest, tax, depreciation and amortisation ('EBITDA') increased by 25.1% to \$15,440,000 (30 June 2015: \$12,338,000).

EBITDA is a financial measure which is not prescribed by Australian Accounting Standards ('AAS') and represents the profit adjusted for specific items.

The following table summarises key reconciling items between statutory profit after tax and EBITDA:

	Consolid	dated
	2016 \$'000	2015 \$'000
Profit after tax Add: taxation Add: interest expense Less: interest income	7,566 3,532 323 (10)	6,200 2,500 422 (10)
Add: depreciation and amortisation EBITDA	4,029 15,440	3,226 12,338

For further details refer to 'Commentary - Full year results' preceding this Appendix 4E.



3. Net tangible assets

	Reporting period Cents	Previous period Cents
Net tangible assets per ordinary security	35.54	31.18

4. Dividends

Current period

	Amount per security Cents	Franked amount per security Cents
Final dividend for the year ended 30 June 2016 to be paid on 23 September 2016	1.2	1.2
Interim dividend for the year ended 30 June 2016 was paid on 7 April 2016	0.8	0.8

On 29 August 2016 the directors declared a dividend of 1.2 cents per ordinary share with a record date of 9 September 2016 to be paid on 23 September 2016.

Previous period

r revious periou	Amount per security Cents	Franked amount per security Cents
Final dividend declared for the year ended 30 June 2015 paid on 25 September 2015	1.0	1.0
Interim dividend for the year ended 30 June 2015 paid on 16 April 2015	0.4	0.4

5. Dividend reinvestment plans

The following dividend or distribution plans are in operation:

The Company has a Dividend Reinvestment Plan ('DRP'). However the Directors have decided that the DRP will not be offered to Shareholders for the dividend payments.

6. Audit qualification or review

The financial statements are currently being audited and the auditor's report will be issued upon approval of the financial statements by the directors.

7. Attachments

The Appendix 4E Preliminary Final Report of SDI Limited for the year ended 30 June 2016 is attached.

SDI Limited Appendix 4E Preliminary final report



8. Signed

Signed ____

Samantha Jane Cheetham Managing Director Melbourne Date: 29 August 2016

SDI Limited Statement of profit or loss and other comprehensive income For the year ended 30 June 2016



	Note	Consolid 2016 \$'000	lated 2015 \$'000
Revenue Sales revenue Cost of goods sold	-	74,077 (27,988)	68,655 (29,182)
Gross profit	_	46,089	39,473
Other income	2	258	226
Expenses Selling and administration expenses Research and development costs Other expenses Finance costs	-	(32,642) (680) (1,604) (323)	(29,000) (550) (1,027) (422)
Profit before income tax expense		11,098	8,700
Income tax expense	-	(3,532)	(2,500)
Profit after income tax expense for the year attributable to the owners of SDI Limited		7,566	6,200
Other comprehensive income			
Items that may be reclassified subsequently to profit or loss Net change in the fair value of cash flow hedges taken to equity, net of tax Exchange differences arising on translation of foreign controlled entities	-	(37) 299	1 885
Other comprehensive income for the year, net of tax	-	262	886
Total comprehensive income for the year attributable to the owners of SDI Limited	=	7,828	7,086
		Cents	Cents
Basic earnings per share Diluted earnings per share	12 12	6.37 6.37	5.22 5.22



	Consolida		lated	
	Note	2016 \$'000	2015 \$'000	
Assets				
Current assets Cash and cash equivalents Trade and other receivables Inventories Derivative financial instruments Prepayments Total current assets	3	6,001 14,454 18,365 - 550 39,370	5,037 13,285 16,568 54 614 35,558	
Non-current assets Receivables Property, plant and equipment Intangibles Total non-current assets	4 5 6	1,165 18,334 21,533 41,032	790 18,555 21,030 40,375	
Total assets	_	80,402	75,933	
Liabilities				
Current liabilities Trade and other payables Borrowings Provision for income tax Employee benefits Total current liabilities	7 8	4,375 2,521 1,516 3,322 11,734	5,415 3,676 322 3,202 12,615	
Non-current liabilities Borrowings Deferred tax liability Employee benefits Total non-current liabilities	9	3,209 1,488 192 4,889	3,438 1,661 128 5,227	
Total liabilities	_	16,623	17,842	
Net assets	=	63,779	58,091	
Equity Issued capital Reserves Retained profits	10	12,890 1,160 49,729	12,890 1,170 44,031	
Total equity	=	63,779	58,091	

SDI Limited Statement of changes in equity For the year ended 30 June 2016



Consolidated	Issued capital \$'000	Reserves \$'000	Retained profits \$'000	Total equity \$'000
Balance at 1 July 2014	12,890	284	38,901	52,075
Profit after income tax expense for the year Other comprehensive income for the year, net of tax		- 886	6,200	6,200 886
Total comprehensive income for the year	-	886	6,200	7,086
Transactions with owners in their capacity as owners: Dividends paid (note 11)		<u>-</u> .	(1,070)	(1,070)
Balance at 30 June 2015	12,890	1,170	44,031	58,091
Consolidated	Issued capital \$'000	Reserves \$'000	Retained profits \$'000	Total equity \$'000
Consolidated Balance at 1 July 2015	capital		profits	
	capital \$'000	\$'000	profits \$'000	\$'000
Balance at 1 July 2015 Profit after income tax expense for the year	capital \$'000	\$'000 1,170	profits \$'000 44,031	\$'000 58,091 7,566
Balance at 1 July 2015 Profit after income tax expense for the year Other comprehensive income for the year, net of tax	capital \$'000	\$'000 1,170 - 262	profits \$'000 44,031 7,566	\$'000 58,091 7,566 262



		Consolid	Consolidated	
	Note	2016 \$'000	2015 \$'000	
Cash flows from operating activities Receipts from customers Payments to suppliers and employees		72,533 (61,272)	67,686 (57,093)	
	_	11,261	10,593	
Other revenue Interest and other finance costs paid Income taxes paid	-	258 (323) (2,417)	161 (422) (2,634)	
Net cash from operating activities	-	8,779	7,698	
Cash flows from investing activities Payments for property, plant and equipment Payments for intangibles Proceeds from disposal of property, plant and equipment	5	(2,433) (2,073) 76	(2,889) (1,808) 121	
Net cash used in investing activities	_	(4,430)	(4,576)	
Cash flows from financing activities Proceeds from borrowings Dividends paid Repayment of borrowings	11	4,794 (2,140) (6,178)	6,132 (1,070) (7,593)	
Net cash used in financing activities	_	(3,524)	(2,531)	
Net increase in cash and cash equivalents Cash and cash equivalents at the beginning of the financial year Effects of exchange rate changes on cash and cash equivalents	-	825 5,037 139	591 3,994 452	
Cash and cash equivalents at the end of the financial year	=	6,001	5,037	

SDI Limited Notes to the financial statements 30 June 2016



Note 1. Operating segments

Identification of reportable operating segments

The consolidated entity's operations consist of the manufacture of dental restorative products, tooth whitening systems and small dental equipment for sale to dental distributors, dental dealers and dentists worldwide.

Based on the internal reports reviewed by the Board of Directors (identified as the Chief Operating Decision Makers ('CODM')) in assessing performance and in determining the allocation of resources, the consolidated entity comprises four separate operating segments. These are primarily identified on the basis of subsidiary companies in different markets.

Reportable segments

The consolidated entity's reportable segments are as follows:

SDI Australia SDI Limited

SDI Europe SDI Dental Limited (Ireland), SDI GmbH (Germany) and SDI Italy S.r.I (Italy)

SDI USA SDI (North America), Inc.

SDI Brazil SDI Brasil Industria e Comercio Ltda

SDI New Zealand Limited's segment result has been included under other segments as the results were judged immaterial for separate inclusion in the segment report.

Information detailing revenue by country has not been included as this information is not available and the cost to develop such information would be excessive.

Intersegment transactions

The segment revenues, expenses and results include transfers between segments. The pricing of the intersegment transactions is based on cost plus an appropriate mark-up, which reflects market conditions of the segment into which the sales are made. These transfers are eliminated on consolidation of the consolidated entity's financial statements.

Intersegment receivables, payables and loans

Intersegment loans are initially recognised at the consideration received. Intersegment loans receivable and loans payable that earn or incur non-market interest are not adjusted to fair value based on market interest rates. Intersegment loans are eliminated on consolidation.

Major customers

The consolidated entity has a number of customers to whom it provides products. No single customer represents 10% or more of the consolidated entity's revenue.



Note 1. Operating segments (continued)

Operating segment information

Consolidated - 2016	SDI Australia \$'000	SDI Europe \$'000	SDI USA \$'000	SDI Brazil \$'000	Other segments \$'000	Total \$'000
Revenue Sales to external customers Intersegment sales Total sales revenue Total segment revenue Intersegment eliminations Total revenue	23,264 26,191 49,455 49,455	24,262 10,047 34,309 34,309	20,876 - 20,876 20,876	5,552 - 5,552 5,552	123 - 123 123 - -	74,077 36,238 110,315 110,315 (36,238) 74,077
Segment results before tax Inter-segment Eliminations Depreciation and amortisation Interest revenue Finance costs Profit/(loss) before income tax expense Income tax expense Profit after income tax expense	17,079 (5,635) (3,668) - (320) - 7,456	2,888 - (221) 1 - - 2,668	1,560 - (51) - - - 1,509	(341) - (84) 9 (3) (419)	(111) - (5) - - (116)	21,075 (5,635) (4,029) 10 (323) 11,098 (3,532) 7,566
Assets Segment assets Intersegment eliminations Total assets	75,966_	9,722	7,806	7,600	67	101,161 (20,759) 80,402
Liabilities Segment liabilities Intersegment eliminations Total liabilities	15,930	6,387	1,250	7,443	502	31,512 (14,889) 16,623



Note 1. Operating segments (continued)

Consolidated - 2015	SDI Australia \$'000	SDI Europe \$'000	SDI USA \$'000	SDI Brazil \$'000	Other segments \$'000	Total \$'000
Revenue Sales to external customers Intersegment sales Total sales revenue Total segment revenue Intersegment eliminations Total revenue	23,760 23,500 47,260 47,260	19,175 10,519 29,694 29,694	19,689 - 19,689 19,689	5,900 5,900 5,900	131 - 131 131	68,655 34,019 102,674 102,674 (34,019) 68,655
Segment results before tax Inter-segment Eliminations Depreciation and amortisation Interest revenue Finance costs Profit/(loss) before income tax expense	11,099 (2,023) (2,890) - (422) 5,764	2,301 - (204) 3 - - 2,100	1,234 - (39) - - - 1,195	(195) - (82) 7 - - (270)	(78) - (11) - - - (89)	14,361 (2,023) (3,226) 10 (422) 8,700
Income tax expense Profit after income tax expense		2,100	1,100	(210)		(2,500)
Assets Segment assets Intersegment eliminations Total assets	67,901	7,924	8,874	5,494	<u>46</u> 	90,239 (14,306) 75,933
Liabilities Segment liabilities Intersegment eliminations Total liabilities	16,152	4,331	990	4,866	336 	26,675 (8,833) 17,842

Note 2. Other income

	Consoli	dated
	2016 \$'000	2015 \$'000
Net foreign exchange gain Net gain on disposal of property, plant and equipment	208	115 65
Interest revenue Other income	10 40	10 36
Other income	258	226



Note 3. Current assets - trade and other receivables

	Consolidated	
	2016	2015
	\$'000	\$'000
Trade receivables	13,239	12,683
Less: Provision for impairment of receivables	(101)	(143)
	13,138_	12,540
Other receivables	1,316	745
	14,454	13,285
Note 4. Non-current assets - receivables		
	Consolid	dated
	2016	2015
	\$'000	\$'000
Trade and other receivables	1,165	790
Note 5. Non-current assets - property, plant and equipment		
	Consolic	dated
	2016	2015
	\$'000	\$'000
Land and buildings - at cost	9,480	9,480
Less: Accumulated depreciation	(1,323)	(1,207)
	8,157	8,273
Plant and equipment - at cost	29,857	28,541
Less: Accumulated depreciation	(19,680)	(18,259)
	10,177	10,282
	18,334	18,555

Reconciliations

Reconciliations of the written down values at the beginning and end of the current and previous financial year are set out below:

Consolidated	Land and buildings \$'000	Plant and equipment \$'000	Total \$'000
Balance at 1 July 2014 Additions Disposals Depreciation expense	8,083	9,784	17,867
	304	2,585	2,889
	-	(56)	(56)
	(114)	(2,031)	(2,145)
Balance at 30 June 2015	8,273	10,282	18,555
Additions	-	2,433	2,433
Disposals	-	(195)	(195)
Depreciation expense	(116)	(2,343)	(2,459)
Balance at 30 June 2016	8,157	10,177	18,334



Note 6. Non-current assets - intangibles

	Consolidated		
	2016	2015	
	\$'000	\$'000	
Product Development costs - at cost	20,425	20,170	
Less: Accumulated amortisation	(7,465)	(6,532)	
	12,960	13,638	
Intellectual property - at cost	6,433	6,081	
Less: Accumulated amortisation	(3,032)	(2,398)	
	3,401	3,683	
Capital work in progress - at cost	5,172	3,709	
	21,533	21,030	

Reconciliations

Reconciliations of the written down values at the beginning and end of the current and previous financial year are set out below:

Consolidated	Product Development \$'000	Intellectual property \$'000	Capital work in progress \$'000	Total \$'000
Balance at 1 July 2014 Additions* Transfers in/(out) Amortisation expense	11,406 - 3,095 (863)	3,844 - 57 (218)	5,053 1,808 (3,152)	20,303 1,808 - (1,081)
Balance at 30 June 2015 Additions* Amortisation expense	13,638 255 (933)	3,683 355 (637)	3,709 1,463 	21,030 2,073 (1,570)
Balance at 30 June 2016	12,960	3,401	5,172	21,533

^{*} The majority of additions are developed internally.

Note 7. Current liabilities - trade and other payables

	Conso	Consolidated	
	2016	2015	
	\$'000	\$'000	
Trade payables	2,308	3,600	
Other payables and accrued expenses	2,067	1,815	
	4,375	5,415	



Note 8. Current liabilities - borrowings

	Consolidated	
	2016 \$'000	2015 \$'000
Bank loans	2,319	3,177
Hire purchase liability	202	499
<u>=</u>	2,521	3,676
Note 9. Non-current liabilities - borrowings		
	Consolid	dated
	2016	2015
	\$'000	\$'000
Bank loans	3,000	3,000
Hire purchase liabilities	209	438
_	3,209	3,438
Total secured liabilities The total secured liabilities (current and non-current) are as follows:		
	Consolid	dated
	2016	2015
	\$'000	\$'000
Bank loans	5,319	6,177
Hire purchase liabilities	411	937
_	5,730	7,114
Note 10. Equity - reserves		
	Consolie	dated
	2016	2015
	\$'000	\$'000
Revaluation surplus reserve	-	272
Foreign currency reserve	797	498
Capital profits reserve	363	363
Hedging reserve - cash flow hedges		37
	1,160	1,170



Note 10. Equity - reserves (continued)

Movements in reserves

Movements in each class of reserve during the current and previous financial year are set out below:

Consolidated	Revaluation surplus \$'000	Foreign currency \$'000	Capital profits \$'000	Hedging \$'000	Total \$'000
Balance at 1 July 2014 Foreign currency translation Hedging reserve - cash flow hedges	272 - 	(387) 885	363 - -	36 - 1	284 885 1
Balance at 30 June 2015 Foreign currency translation Hedging reserve - cash flow hedges Transfer to retained profits	272 - - (272)	498 299 - -	363 - - -	37 (37)	1,170 299 (37) (272)
Balance at 30 June 2016		797	363	<u> </u>	1,160

Note 11. Equity - dividends

Dividends paid during the financial year were as follows:

	Consoli	dated
	2016 \$'000	2015 \$'000
Final dividend for the year ended 30 June 2015 of 1.0 cents (2014: 0.5 cents) per ordinary share Interim dividend for the year ended 30 June 2016 of 0.8 cents (2015: 0.4 cents) per ordinary	1,189	595
share	951	475
	2,140	1,070

The Board of Directors have declared a final fully franked dividend of 1.2 cents per share which will be paid on September 23, 2016. Total dividends for the 2016 financial year have increased by 0.6 cents to 2.0 cents compared to 1.4 cents the previous year. The Directors have decided that the Company's dividend Reinvestment Plan ('DRP') will not be offered to Shareholders for this dividend payment.

Note 12. Earnings per share

	Consolidated 2016 2015 \$'000 \$'000	
Profit after income tax attributable to the owners of SDI Limited	7,566	6,200
	Number	Number
Weighted average number of ordinary shares used in calculating basic earnings per share	118,865,530	118,865,530
Weighted average number of ordinary shares used in calculating diluted earnings per share	118,865,530	118,865,530
	Cents	Cents
Basic earnings per share Diluted earnings per share	6.37 6.37	5.22 5.22