

Welcome to
1300 SMILES Dentists

Managing Director's AGM Address -
26 November 2020

Presented by: Dr Daryl Holmes OBE,
Founder & Managing Director

1300 SMILES Dentists



Financial Snapshot

30 September	1Q'21	1Q'20	Change
Revenue (OTC)	18.2	15.8	15%
Retained by Dentists	-5.8	-5.2	12%
Revenue (Statutory)	12.4	10.6	17%
(-) Operating Costs	-7.9	-8.2	-4%
EBITDA (excl. Jobkeeper)	4.5	2.4	88%
(+) Net JobKeeper Receipts	1.5	-	-
EBITDA (inc. Jobkeeper)	6	2.4	150%
(-) D&A	-0.6	-0.6	-
EBIT	5.4	1.8	200%
(-) Net Finance Costs	0	0	-
NPBT	5.4	1.8	200%
(-) Tax Expense	-1.5	-0.5	200%
NPAT	3.9	1.3	200%

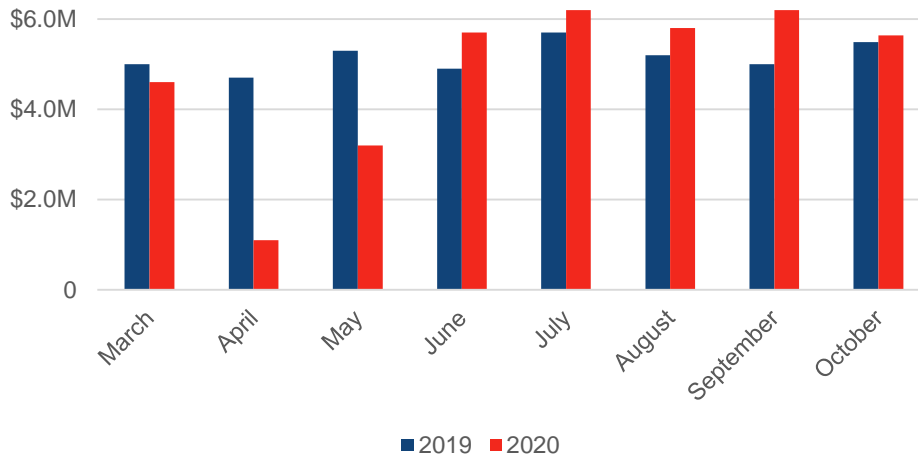
FYTD Oct'20	FYTD Oct'19	Change
23.7	21.2	12%
-7.5	-6.8	10%
16.2	14.4	13%
-10.7	-11.2	-4%
5.5	3.2	71%
1.6	-	-
7.1	3.2	122%
-0.8	-0.8	-
6.3	2.4	163%
0	0	-
6.3	2.4	163%
-1.7	-0.7	143%
4.6	1.7	171%

1Q'21 Financial Summary

- Strong Same Practice Revenue growth of 16% in 1Q'21 powered by:
 - Continued focus on Dentists recruitment and engagement
 - Targeted marketing and growth in online bookings
 - Continued focus on call centre re-appointments
- Increased productivity for Dentists, productivity was UP from 76% in 1Q'20 to 89% in 1Q'21
- Strong net operating cash flows of \$4.3 million for 1Q'21
- Net debt reduced by 15% from \$8.3 million at 30 June 2020 to \$7.1 million at 30 September 2020 through debt repayment
- Sufficient headroom on credit facility to take advantage of future capital projects

Recovery Post COVID-19 Restrictions

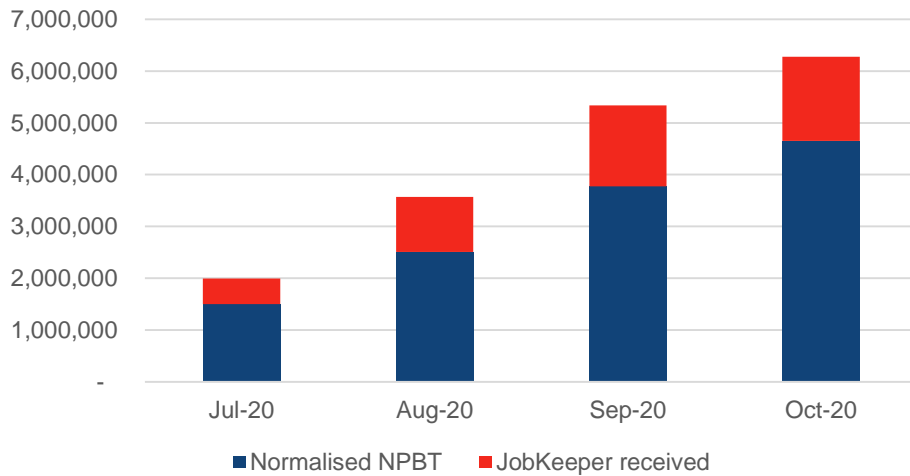
Monthly OTC Revenue (\$m)



- Since the easing of restrictions in May, trading has been strong, driven in part by latent demand from the period of restrictions and new patients
- 1Q'21 OTC Revenue totalled \$18.2 million, UP 15% on 1Q'20
- Record Same Practice Revenue growth in 1Q'21 of 16%

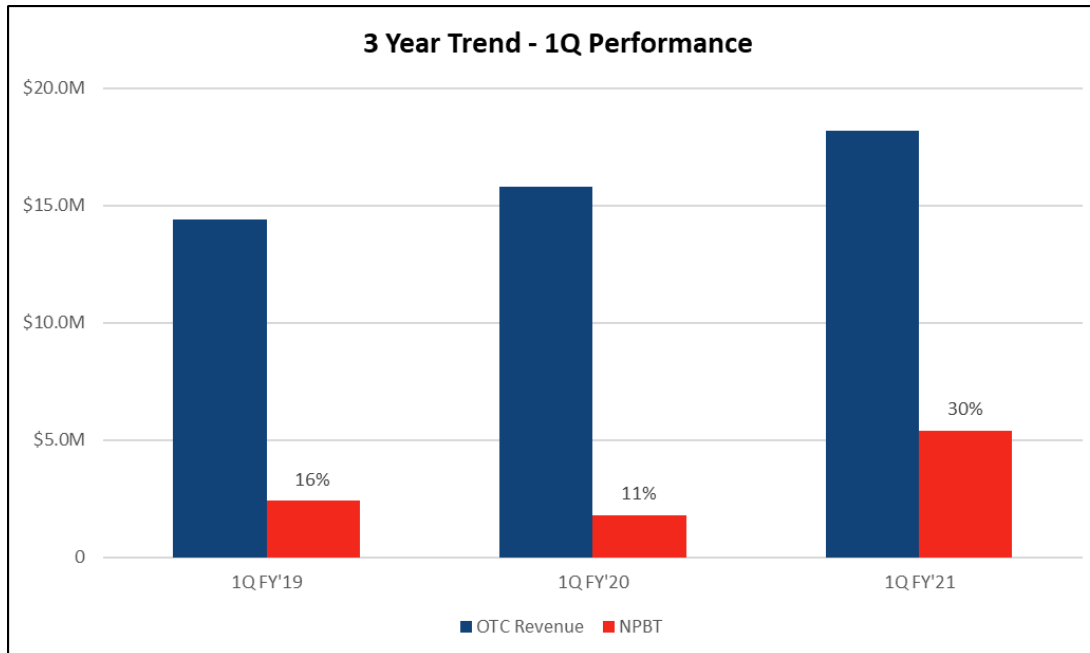
Impact of JobKeeper

Impact of JobKeeper



- NPBT totalled \$6.3 million for FYTD Oct'20
- \$1.6 million was attributable to JobKeeper
- Normalised NPBT amounted to \$4.7 million, UP 96% on FYTD Oct'19

3 Year Trend of 1Q Performance



- OTC Revenue has grown by 26% between 1Q'19 and 1Q'21
- NPBT is UP 125% between 1Q'19 and 1Q'21
- NPBT Margin almost doubled from 16% to 30% between the same periods

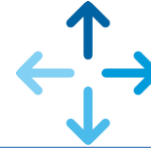
FY'20 Operations Review



Online bookings have increased YoY by **63.8%**.



Over **170,000** appointments were attended across the 1300SMILES network.



2 new practices acquired bringing our network of practices to **33** throughout Queensland and New South Wales.



Over **130** Practitioners currently working within the 1300SMILES network.

Over **300** people employed in metro, regional and rural centres throughout Queensland and New South Wales.

The Future

Employer of Choice

- Building a positive and supportive workplace culture
- Attract high calibre Practitioners
- Delivering jobs in regional communities

Patient Care

- Delivering on our values – Affordable, Accessible, Available
- Providing outstanding dental services and patient care
- Building strong partnerships with Health Funds and Government

Growth

- Increasing profits by attracting more Dentists to our existing facilities and expanding those facilities which are already at full capacity
- Assisting Dentists who already practice within the 1300SMILES system to increase their turnover and income through benchmarking, training, and mentoring
- Establish new practices in existing and new regions (greenfield sites) or by acquisition

Questions & Answers
