

1300 **S**₇ **M**₆ **I**₄ **L**₅ **E**₃ **S**₇
DENTISTS

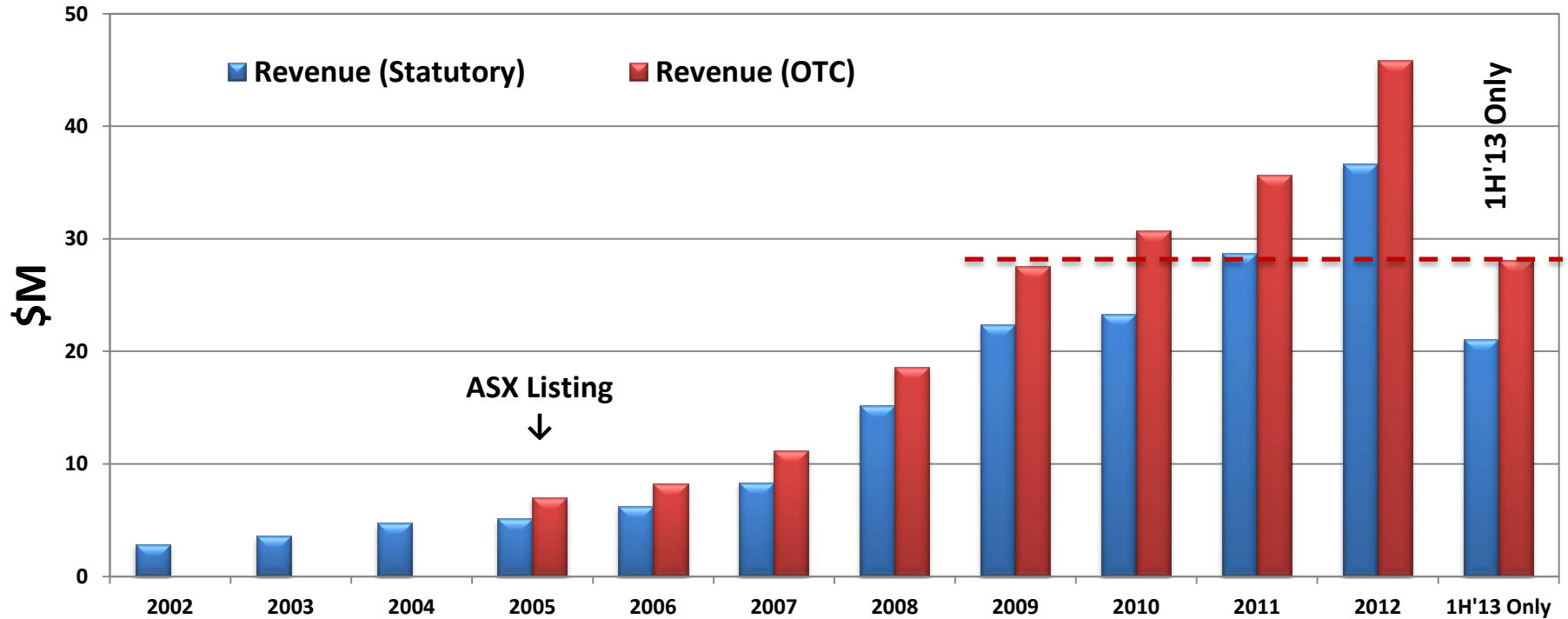
**1H'13
and
Our Road Ahead**

March 2013

Financial Snapshot – First Half 2013

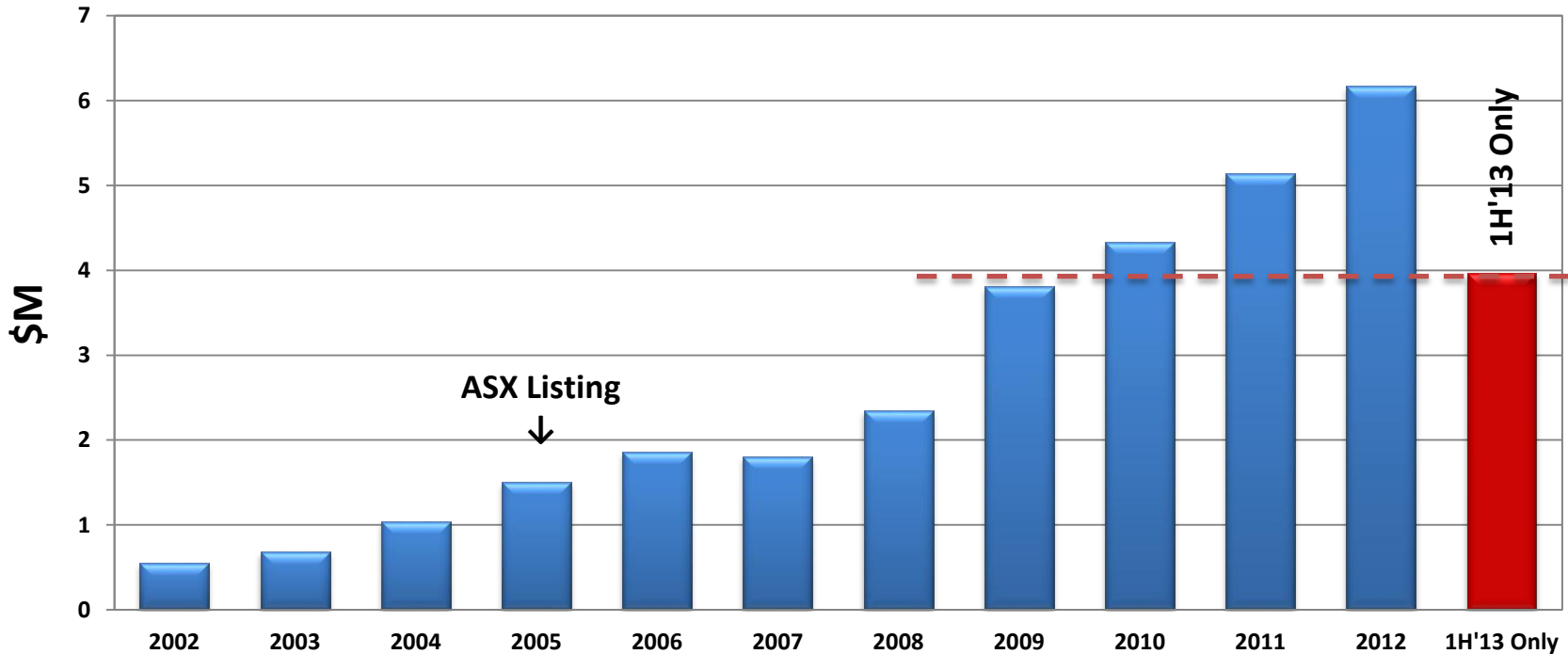
	HY13	HY12	% Change
Revenue (OTC)	\$29.1m	\$21.7m	↑ 34.4%
Revenue (Statutory)	\$21.1m	\$17.4m	↑ 20.9%
EBITDA	\$6.9m	\$5.7m	↑ 19.2%
EBIT	\$5.7m	\$5.0m	↑ 14.7%
NPBT	\$5.6m	\$4.8m	↑ 18.7%
NPAT	\$4.0m	\$3.4m	↑ 16.1%
EPS	16.7c	14.4c	↑ 16.1%
DPS	10.0c	8.6c	↑ 16.3%

Revenue



- OTC Revenue in HY13 exceeds FY09 Total
- OTC Revenue 5 year Compound Growth – 19.8% (FY08-FY12)

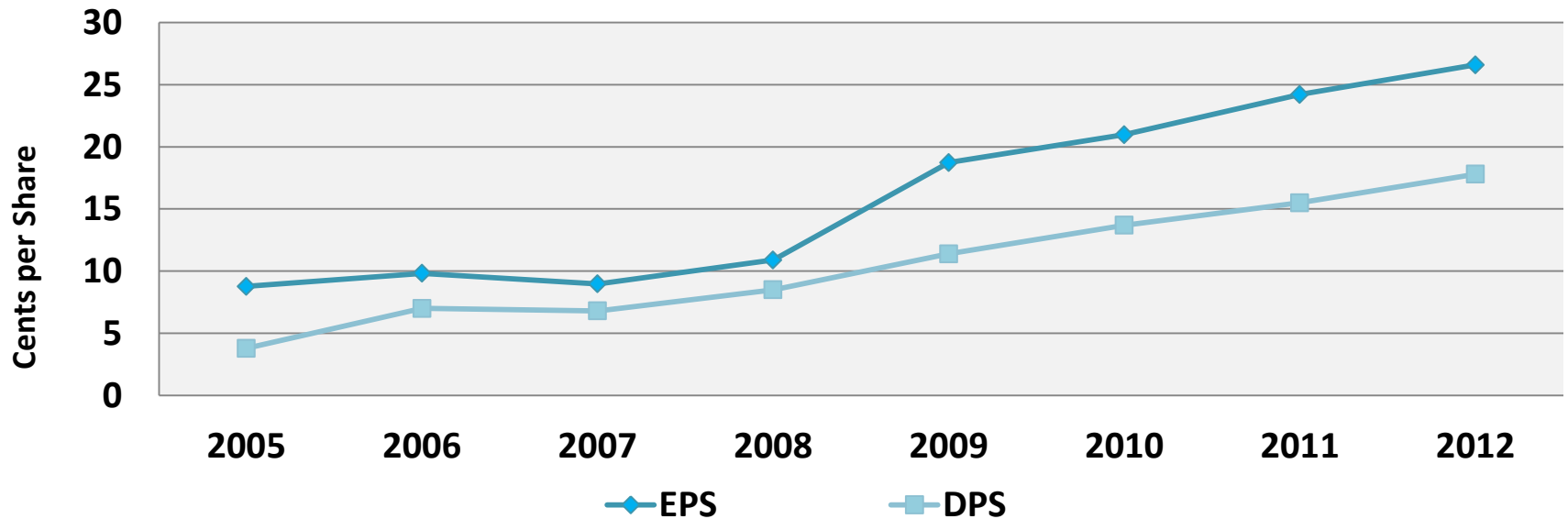
NPAT



- NPAT in HY13 exceeds FY09 Total
- NPAT 5 year Compound Growth – 21.3% (FY08-FY12)
- Annual bonus provision = profit buffer

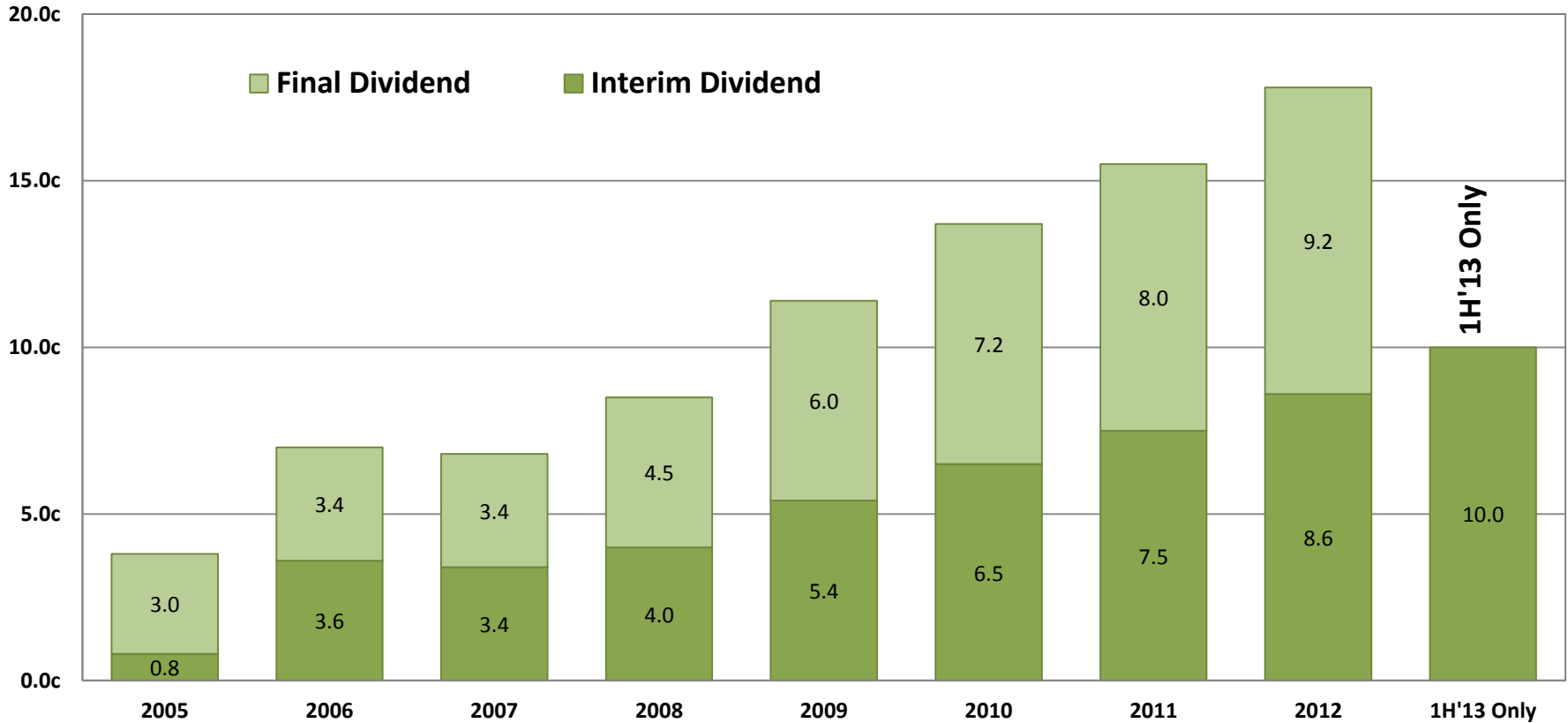
EPS and DPS

1300SMILES Ltd.	2005	2006	2007	2008	2009	2010	2011	2012	1H'13 Only
Earnings per share (EPS)	8.8	9.8	9.0	10.9	18.7	21	24.2	26.6	16.7
Dividends per share (DPS)	3.8	7.0	6.8	8.5	11.4	13.7	15.5	17.8	10.0



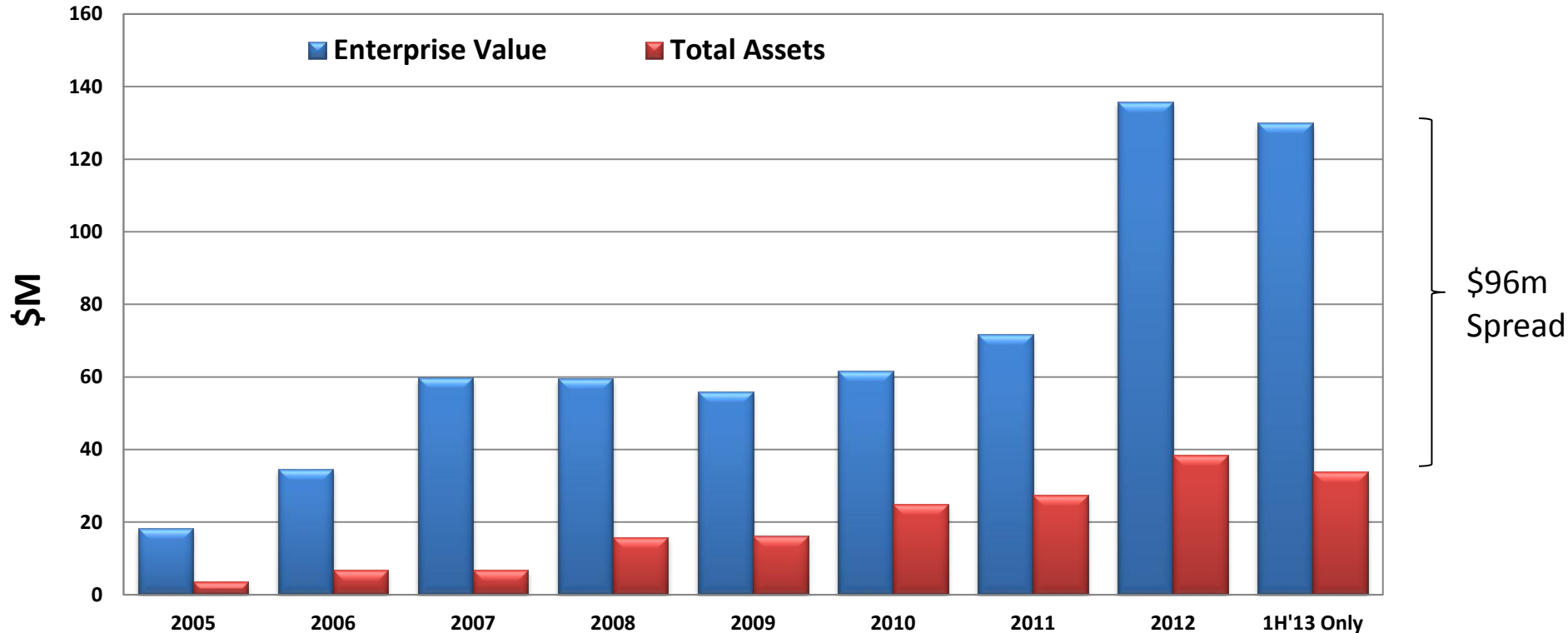
- EPS a KEY focus – Grow Profit, Control number of shares
- Align interests of Management with shareholders
- EPS GROWTH – **not** profitless Revenue growth ONLY

Franked Dividends



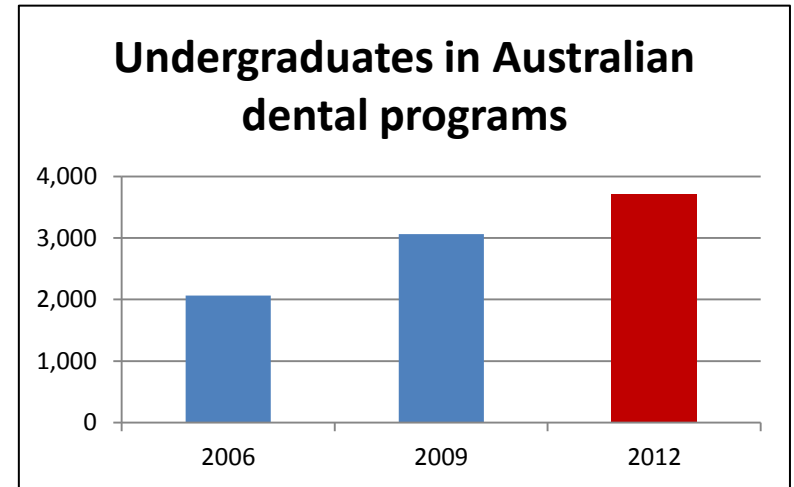
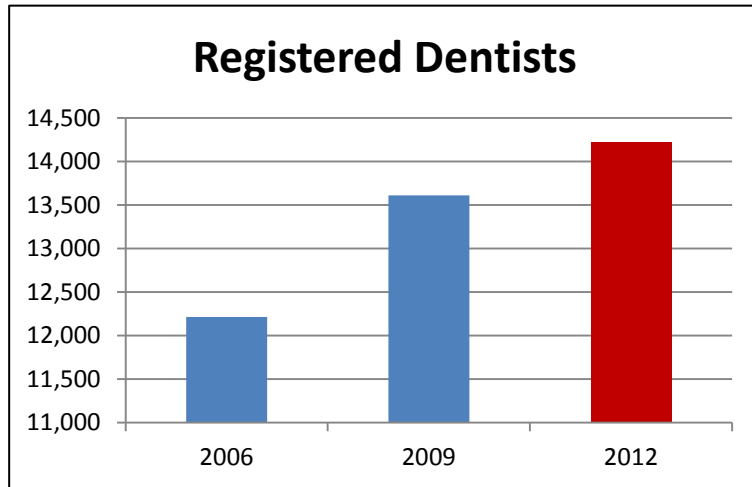
- DPS 5 year Compound Growth – 15.9% (FY08-FY12)
- Total Cash Dividends \$21.1m vs. Total Capital Raised \$12.5m

Increasing Shareholder Wealth



- Increasing the spread between the value of the company and the value of the assets employed
- \$130m of value vs. \$34m of assets = \$96m spread (~282% increase)
- The cash that can be taken out by shareholders vs. the cash put in/left in by shareholders = wealth increase

Australian Dental Industry Update



- Over 14,000 Registered Dentists in Australia (60-70% still in Solo/Duo Practices)
- A national embarrassment: Over 70% of people do not visit a dentist regularly
- Impact of the cessation of the CDDS
- New Federal dental reform package may not see the light of day
- Enormous acquisition and aggregation opportunities

1300SMILES Dental Care Plan

1300SMILES Dental Care Plan

For only \$14.99 per fortnight on a 12 month plan, includes:

- 2 examinations
- 2 x-rays
- 2 scale & clean
- 2 fluoride treatments

Discounts on additional treatments

Call 1300 764 537 for more information

NEW!



Dental Members
AUSTRALIA

YOUR PAYMENT PLAN PARTNER

- Fixed price annual preventative dental care - \$1 per day
- Members gain access to a 10% discount and interest-free payment terms on any further treatment required

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DENTISTS

Corporate Social Responsibility



1300SMILES is a major supporter of the YWAM Medical Ship

This ship provides the people living in remote areas of PNG with the chance to live

www.ywamships.org.au

- Giving back our time and money
- Training and empowering locals in PNG
- In 2012, over 60 days, YWAM delivered 3,627 dental procedures

1300 SMILES Stadium



- Becoming Australia's leading dental brand: Supporting our national expansion plans
- Oral health awareness campaign: Targeting the 70%; expanding the pie
- Giving back: Supporting our supporters

1300 ⁷S ⁶M ⁴I ⁵L ³E ⁷S
DENTISTS

1300 Smiles™
We Care

Thank you

Q & A

1300 SMILES Stadium

1300 S₇ M₆ I₄ L₅ E₃ S₇
DENTISTS