

# 1300SMILES DENTISTS

Monday, 3 June 2013

## ***Media Release***

### **Dental group assists Queensland government with waiting lists**

Queensland's largest provider of dental services, 1300SMILES Ltd, has confirmed its involvement in a public-private partnership with the Queensland government charged with reducing public dental waiting lists.

1300SMILES Managing Director Dr. Daryl Holmes said "We are delighted to be partnering with the Queensland government in a public-private partnership to help provide overdue dental services to these most in-need and grateful patients".

"The patients we've seen in our practices across the State have been most appreciative. They have been thrilled to have been seen and treated."

"I applaud the Queensland government for having the good judgment to partner with private practice. We are the logical solution to this very serious problem."

"We look forward to continuing to partner with the government in the continued reduction of these public dental waiting lists, down to reasonable levels in the near future."

Dr. Holmes noted that the public-private partnership was timely, but cautioned that more needed to be done because of an expected influx of new patients onto the waiting lists. "The closure of the Medicare Chronic Disease Dental Scheme by the Federal government has dealt a serious blow to public oral health funding, and will force a large number of patients onto the public waiting lists. Waiting times will blow out significantly if serious resources and effort are not devoted to the problem. We have made a great start, but much more needs to be done."

Dr. Holmes said 1300SMILES was an active campaigner for improved community-wide dental care, and worked with governments at all levels to improve government policy and support.

1300SMILES is also working to make dentistry far more affordable. "For the equivalent of \$1 a day, our members receive all routine dental care, including two annual checkups. When a member requires a higher level of treatment this care is provided both at a 10% discount to the off-the-street price and on interest-free payment terms enabling payment to be stretched over six to twelve months."

"So far I have been astonished by the rate at which both established patients and new patients have been signing up as members. We always knew that there was demand for

more routine dental care, but that fear of the cost was holding people back," Dr. Holmes said.

1300SMILES Ltd owns twenty-four established multi-dentist facilities in Cairns, Townsville, Mackay, Rockhampton, Gladstone, Bundaberg, the Sunshine Coast, several locations in greater Brisbane, the Gold Coast (at Tweed Heads), and Toowoomba.

**Media enquiries:** For further information please contact Dr Daryl Holmes on +61 7 4720 1300 or 0418 451 220 or [md@1300smiles.com.au](mailto:md@1300smiles.com.au)

## **ABOUT 1300SMILES LTD**

### **OVERVIEW OF THE COMPANY'S BUSINESS**

1300SMILES Ltd owns and operates full-service dental facilities at twenty-four sites, mainly in the ten major population centres in Queensland. The company continually seeks to expand its presence into other geographical areas throughout Australia. It does so both by establishing its own new operations and by acquiring existing dental practices. The administrative and corporate offices are in Townsville.

1300SMILES enables the delivery of services to patients by providing the use of dental surgeries, practice management and other services to self employed dentists who carry on their own dental practices. The services provided by the company allow the dentists to focus on the delivery of dental services rather than on the administrative aspects of carrying on their businesses. The dentists pay fees to the company for the provision of these services under a Dental Service Agreement with the company. In some circumstances the company also employs qualified dentists.

The dentists who use the company's services range from new graduates to experienced dental professionals. Several dentists who use the company's services have special interests and experience in such areas as endodontics, oral surgery, implants and periodontics and cross-refer work to other dentists who use the company's services.

The company provides comprehensive services in the areas of marketing, administration, billing and collections, and facilities certification and licensing to all participating dentists. The company also provides all support staff, equipment and facilities, and sources all consumable goods using the buying power which derives from such a large group of dental businesses.

### **FUTURE DEVELOPMENTS**

The company's core objective is to continue to increase profits and shareholder returns while providing a rewarding environment for our staff and the dentists using our facilities.

The company aims to achieve a combination of organic growth in its existing locations and the addition of new practice management facilities.

The key drivers for future growth of the company are:

- 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;
- Establishing new practices in existing and new regions (greenfield sites);
- Acquiring substantial existing practices where we can do so on favourable terms; and
- Managing dental facilities owned by others.

### **DENTIST ENQUIRIES**

Owners of dental practices who are interested in unlocking the goodwill value of their businesses (or freeing themselves from all the management hassles) are invited to contact Dr. Daryl Holmes, Managing Director, on +61 (7) 4720 1300 or [md@1300SMILES.com.au](mailto:md@1300SMILES.com.au)

Qualified dentists who wish to know more about joining one of our established facilities are encouraged to contact Dr. Holmes directly or email [dentalcareers@1300smiles.com.au](mailto:dentalcareers@1300smiles.com.au) or visit our website [www.dentalcareersaustralia.com.au](http://www.dentalcareersaustralia.com.au)