

2017 Annual General Meeting

WELCOME



1300 SMILES
Dentists

www.1300SMILES.com.au

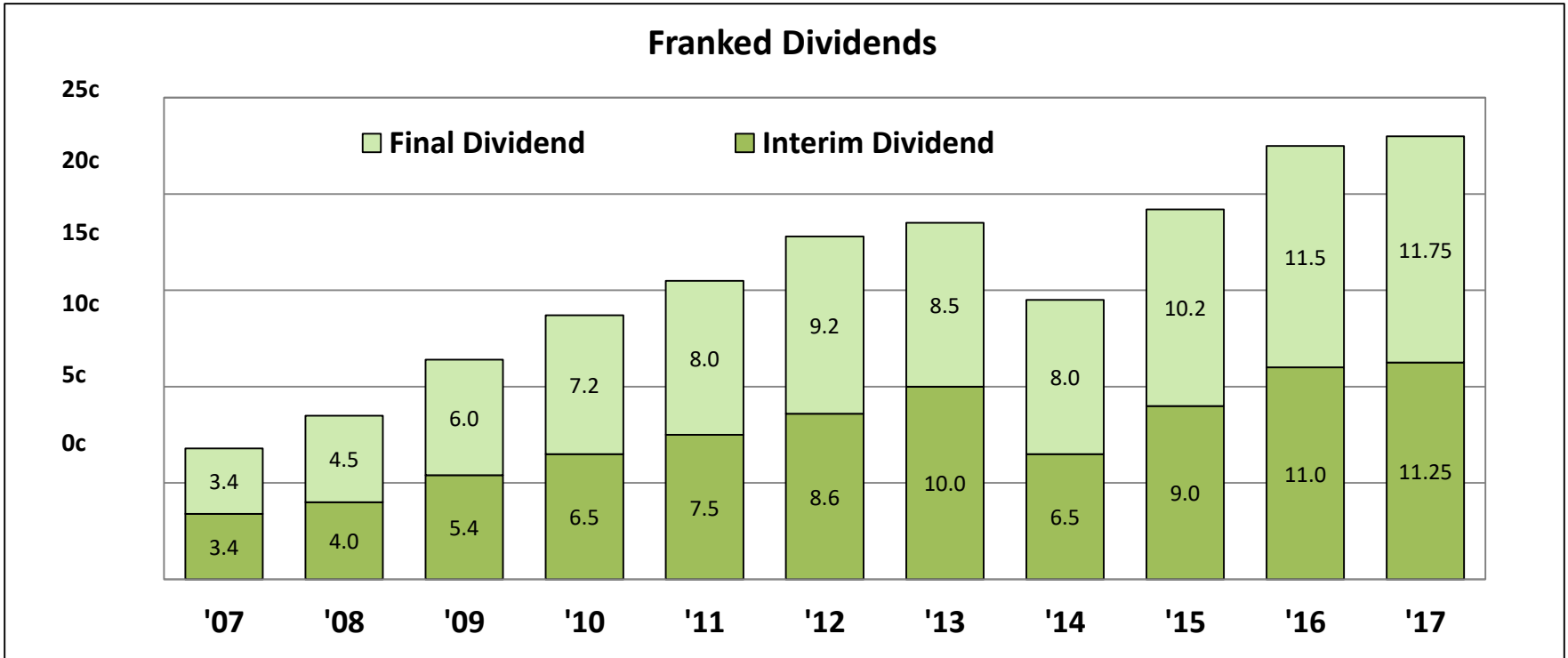
Financial Snapshot

	FY'17	FY'16	% Change
Revenue (OTC)	\$51.0m	\$51.4m	- 0.8%
Revenue (Statutory)	\$36.2m	\$36.5m	- 0.8%
EBITDA	\$12.5m	\$12.9m	- 3.5%
EBIT	\$10.3m	\$10.7m	- 3.8%
NPBT	\$10.3m	\$10.7m	- 3.8%
NPAT	\$7.3m	\$7.4m	- 2.3%
EPS	30.7c	31.4c	- 2.3%
DPS	23.0c	22.5c	+ 2.2%

"Be strong enough to stand alone, smart enough to know when you need help, and brave enough to ask for it"

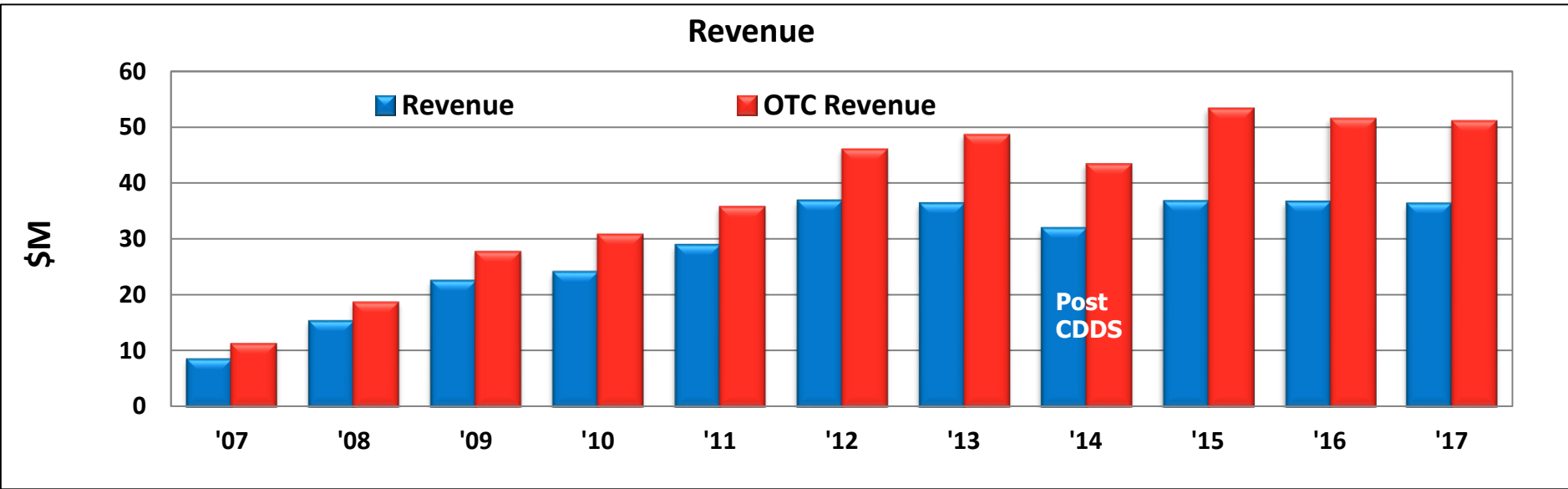
(Ziad K. Abdelnour)

Franked Dividends



- Full year Dividend up 2.2% to 23c

Revenue

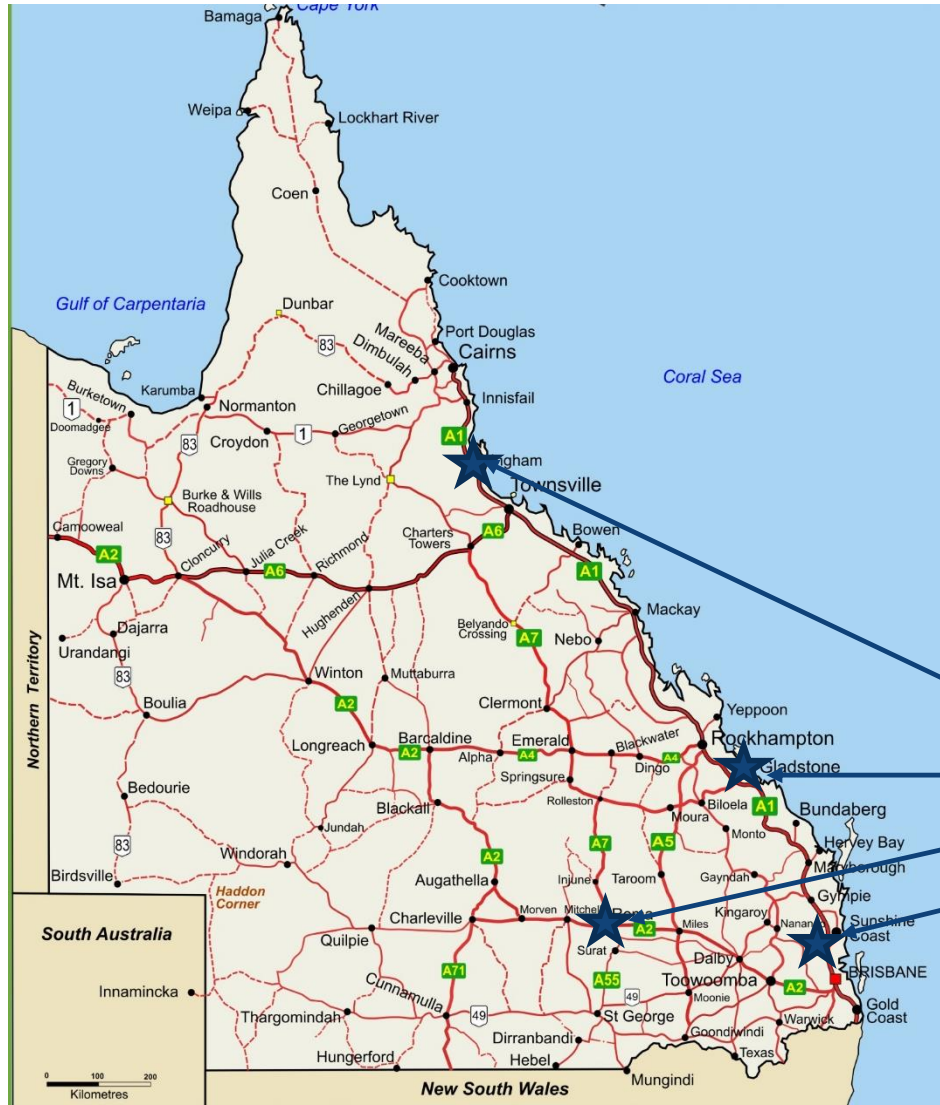


Reconciliation of OTC Revenue (non-IFRS) to Statutory Revenue per (Financial Statements)

	'05	'06	'07	'08	'09	'10	'11	'12	'13	'14	15	16	17
OTC Revenue (\$m)	7.0	8.3	11.2	18.6	27.6	30.7	35.7	45.9	48.5	43.3	53.2	51.4	51.0
Less amount retained by self-employed Dentists (\$m)	1.6	2.1	2.8	3.4	5.3	6.8	6.9	9.2	12.3	11.5	16.6	14.9	14.8
Statutory Revenue (\$m)	5.4	6.2	8.4	15.2	22.4	23.9	28.7	36.7	36.2	31.8	36.6	36.5	36.2

- Revenue (Stat) down to less than 1% to \$36.2m & (OTC) down to less than 1% to \$51m pcp

Queensland Acquisitions



Ingham
Gladstone
Roma
Maleny

Queensland Acquisitions – Bella Dental Ingham (Settlement – late November 2017)



Queensland Acquisitions – Dental Centre Gladstone



Queensland Acquisitions – Dental Centre Roma



Queensland Acquisitions – Dental Centre Maleny



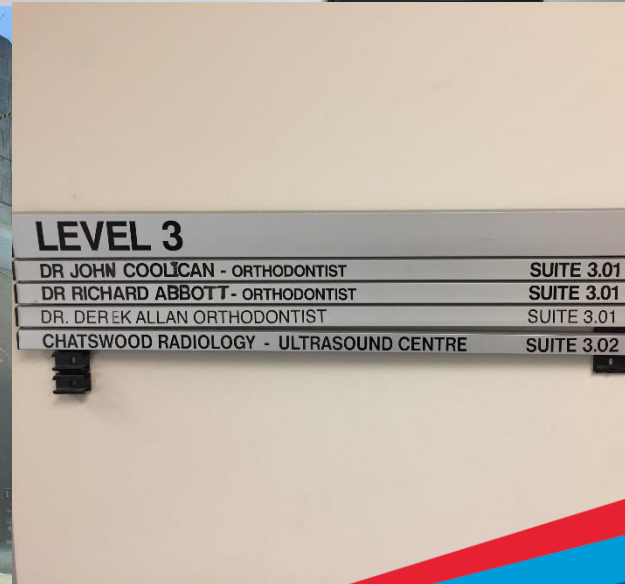
New South Wales Acquisitions



New South Wales Acquisitions – Bathurst



New South Wales Acquisitions – Chatswood



Future Projects / Greenfields / Projects Morayfield



1 Floor Plan
1 : 100



	<p>1300 SMILES Dentists</p>				<p>1300 SMILES Stadium</p>	
<p>Preferred Providers for</p> <p>All Private Health Funds Accepted</p> <p>FOLLOW US ON</p> <p>www.1300SMILES.com.au</p>		<p>Dr Daryl Holmes Dr James Gibson Dr Shaun Shah</p> <p>Opening Hours MON-FRI: 8:30am - 5:00pm SAT: 9:00am - 1:00pm</p>	<p>ACCREDITED</p> <p>1300 SMILES Dentists</p> <p>ywam</p> <p>medicare Child Dental Benefit Schedule</p>	<p><i>We Care</i></p> <p>about YOUR TIME about YOUR COST about YOUR HEALTH about YOUR CONVENIENCE about YOUR DENTAL OPTIONS about THE WHOLE FAMILY</p>	<p>about SOCIAL RESPONSIBILITY about CLINICAL STANDARDS</p>	<p>Dental Vouchers from \$49 pw</p>
<p>1300 SMILES Dentists</p>						<p>Dentists</p>

Queensland Refurbishment – Caloundra Pre-Refurbishment



Queensland Refurbishment – Caloundra

Post-Refurbishment



ADAQ Information



- 65% of the population do not visit the dentist for their 2-yearly check-ups. [1]

- In the 20-34 year age group, 55% of Dental Practitioners are female[2]



[1] ADAQ

[2] Bite, November 2017

Welcome Evonne Collier Director (NED)

- 25 years senior executive experience within blue chip local and multinational companies in the FMGC, Health/Pharmaceutical and Entertainment/Technology sectors
- Successful track record in
 - business scale-up and transformation
 - Brand/channel strategy
 - New to world and category, innovation, digital disruption
 - B2B and B2C customer experience



Welcome Jason Smith

Director (NED)



- Founder & Executive Chairman – Back in Motion
 - BRW Fast Growing Franchise for 5 consecutive years
 - Ernst & Young Entrepreneur of the Year 2013
- Author of international best seller “Get Yourself Back In Motion”
- Established Iceberg Leadership Institute
- Works with numerous not-for-profit Boards

Managing Director Awarded OBE



- Dr Holmes was recognised by the Queen in Papua New Guinea's 2017 Queens Birthday Honours List.
- Officer of the Most Excellent Order of the British Empire (OBE).
- In recognition of his leadership and personal commitment to his work with the YWAM Medical Ships in remote areas of Papua New Guinea.

YWAM



YWAM signs Agreement with Israel

<https://www.youtube.com/watch?v=Yzpy3G0wUQI&feature=youtu.be>



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