

*Investor
Presentation
FY'20*

**Dr Daryl Holmes OBE
Founder & Managing
Director**



1300 SMILES
Dentists

www.1300SMILES.com.au

Financial results FY'20

\$57.1M
Revenue (OTC)
down 3%

\$40.7M
Revenue (Statutory)
down 3%

\$16.2M
EBITDA
up 22%

25.75c
Full year dividend
up 3%

\$7.1M
NPAT
down 8%

30.2cps
Earning Per Share
down 8%

Financial results cont.

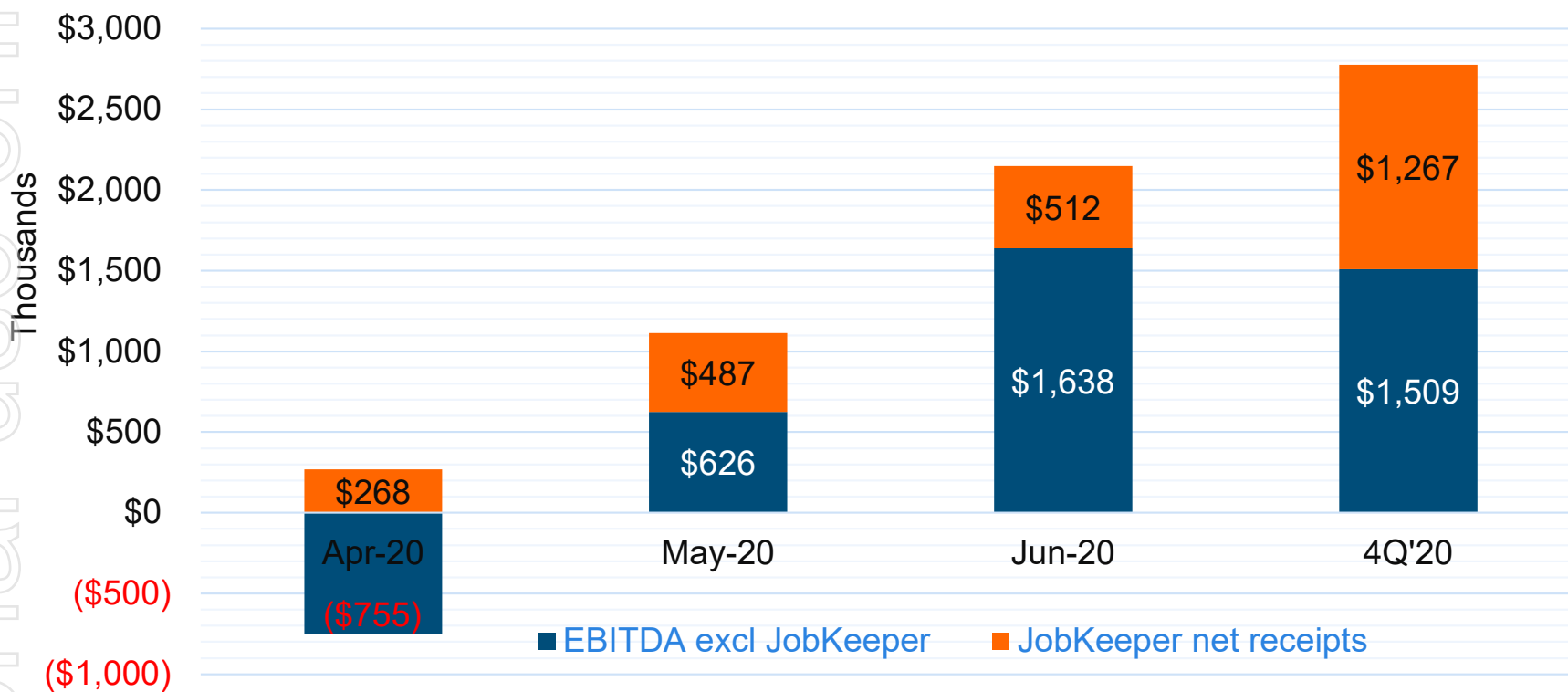
	FY'20	FY'19	Change
Total Revenue	40,699	41,952	-3.0%
EBITDA	16,177	13,283	21.8%
Depreciation and amortisation (DA)	5,507	2,268	142.8%
EBIT (Earnings before interest and tax)	10,670	11,015	-3.1%
Finance costs	884	229	286.7%
NPBT (Net Profit before Tax)	9,786	10,786	-9.3%
Income Tax Expense	2,641	3,015	-12.4%
NPAT (Net Profit After Tax)	7,145	7,772	-8.1%
Earnings Per Share (cents)	30.2	32.8	-8.1%
Key Margins			
EBITDA Margin	39.7%	31.7%	
EBIT Margin	26.2%	26.3%	
PBT Margin	24.0%	25.7%	
NPAT Margin	17.6%	18.5%	

Impact of AASB 16 Leases

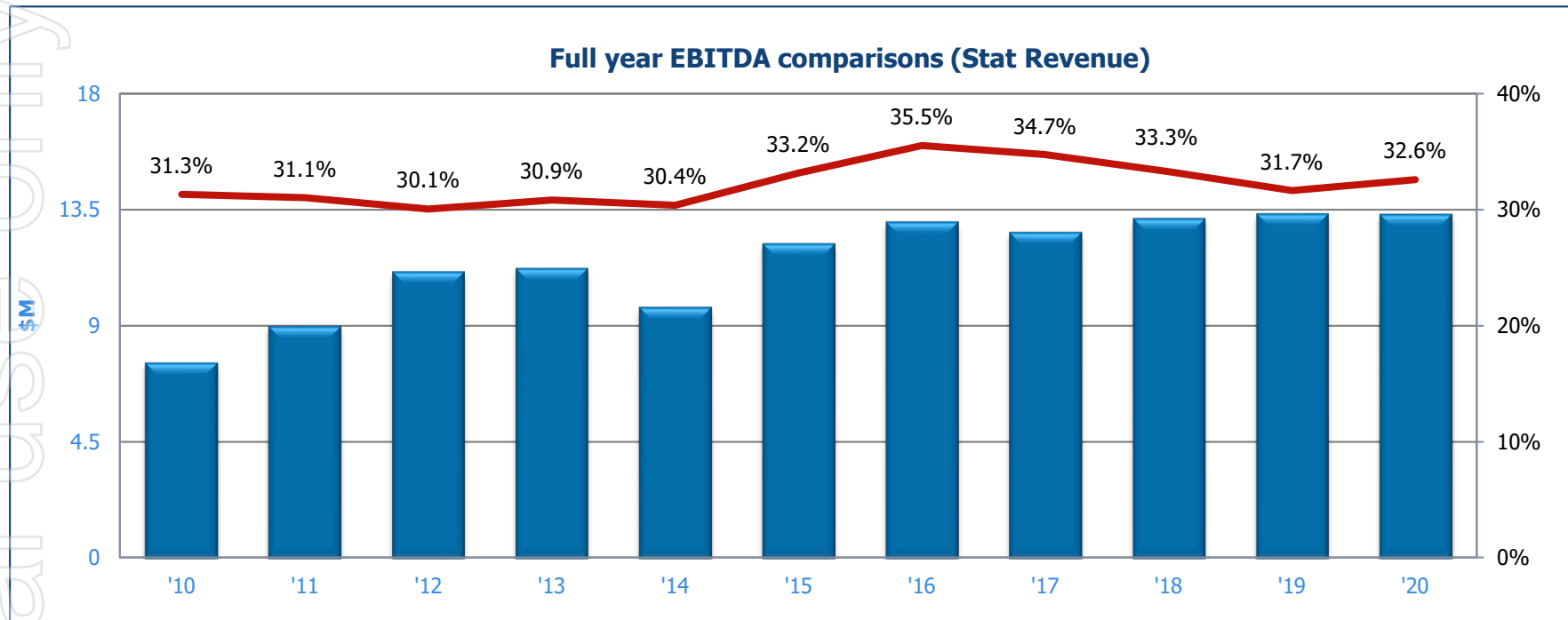
	FY'20 \$'000	FY'19 \$'000	Change
EBITDA	16,177	13,283	21.8%
Rent expense	(2,906)	-	-
EBITDA (pre-AASB 16)	13,271	13,283	-0.1%

	FY'20 \$'000	FY'19 \$'000	Change
Net profit before tax	9,786	10,787	-9.3%
Depreciation of right of use assets	2,867	-	-
Lease interest expense	277	-	-
Rent expense	(2,906)	-	-
Net profit before tax (pre-AASB 16 Leases)	10,024	10,787	-7.1%

JobKeeper effects on EBITDA (4Q'20)

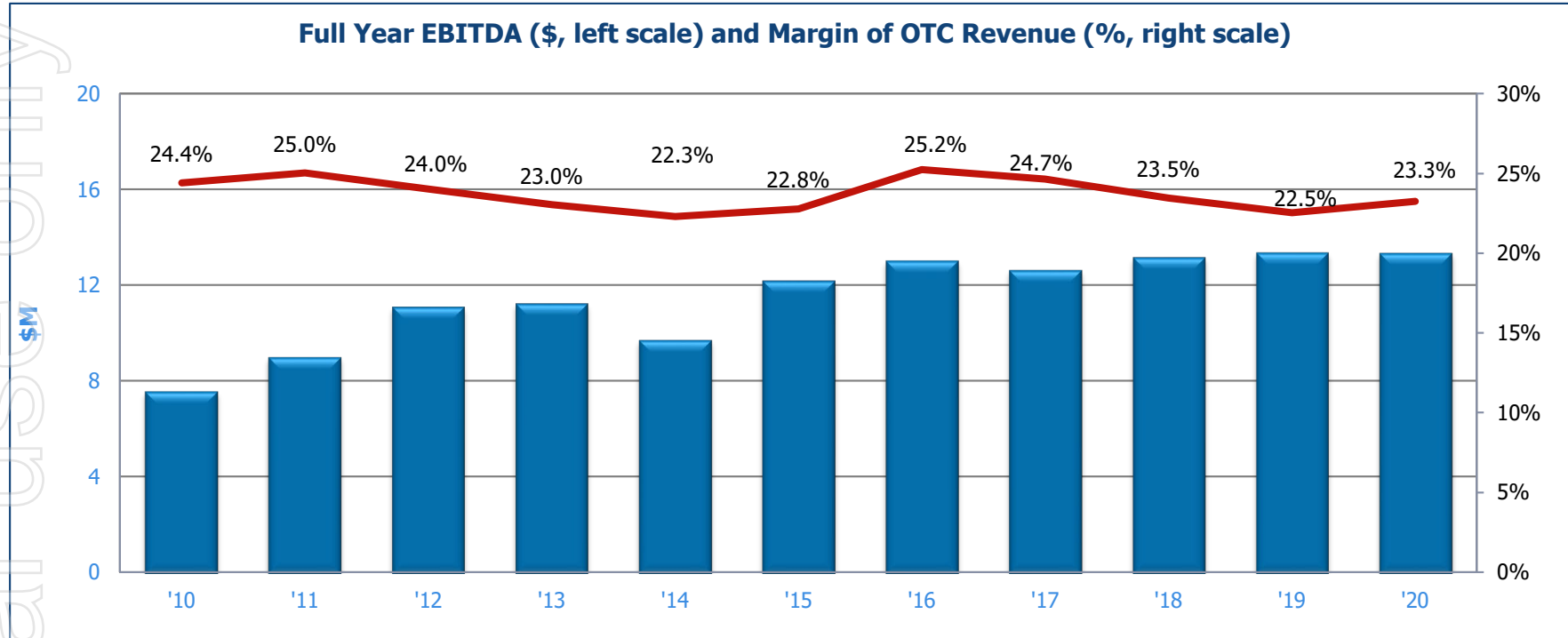


EBITDA and Margin (of Stat. Rev.) FY'10 to '20



Note – this excludes the impact of AASB 16 Leases

EBITDA and Margin (of OTC Revenue) FY'10 to '20

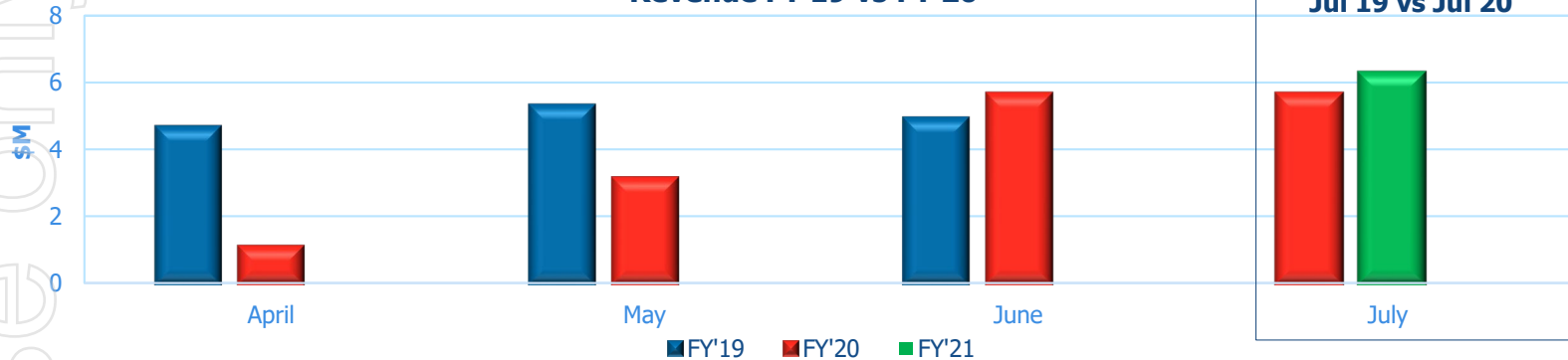


Excluding the impact of AASB 16 Leases

COVID-19 anomalies

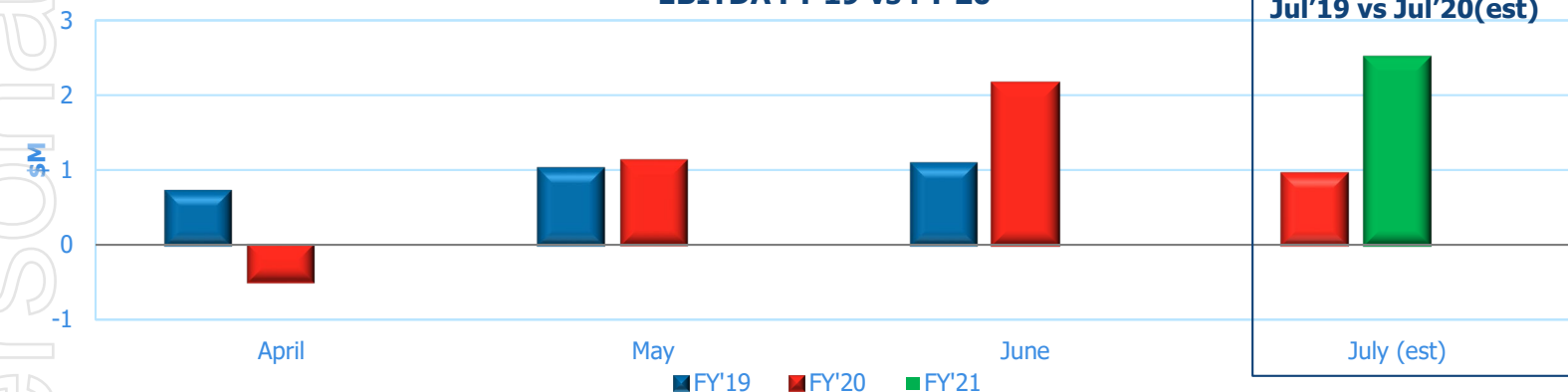
On 23rd March Level 2 then later Level 3 Restrictions were placed on the Australian dental industry dramatically affecting revenue for March, April and May 2020, before easing on the 11th May'2020 and rebound recovery began.

Revenue FY'19 vs FY'20



- Revenue for June FY'20 is up 15% vs June FY'19
- July is showing the same trend where revenue for FY'20 is up 11% vs FY'19

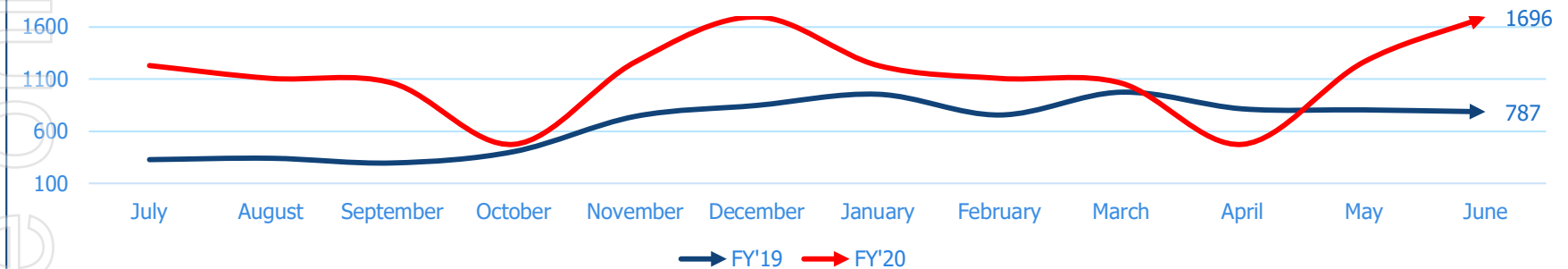
EBITDA FY'19 vs FY'20



Highlights

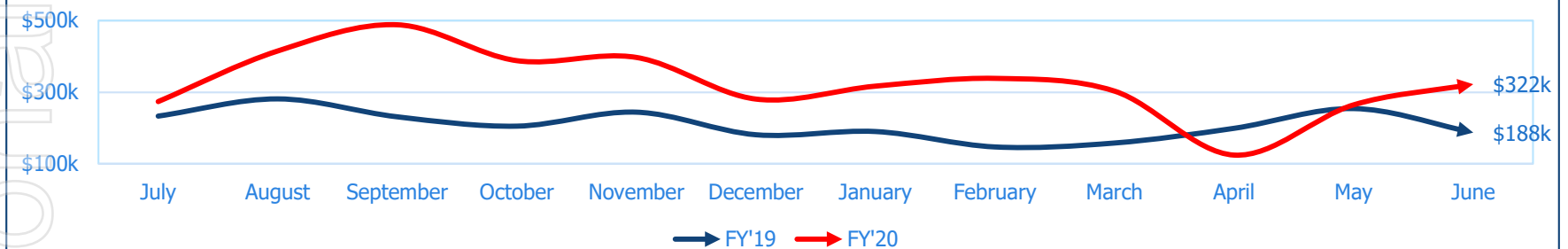
Online bookings have increased 70% in FY'20 vs FY'19

Confirmed online bookings FY'19 vs FY'20



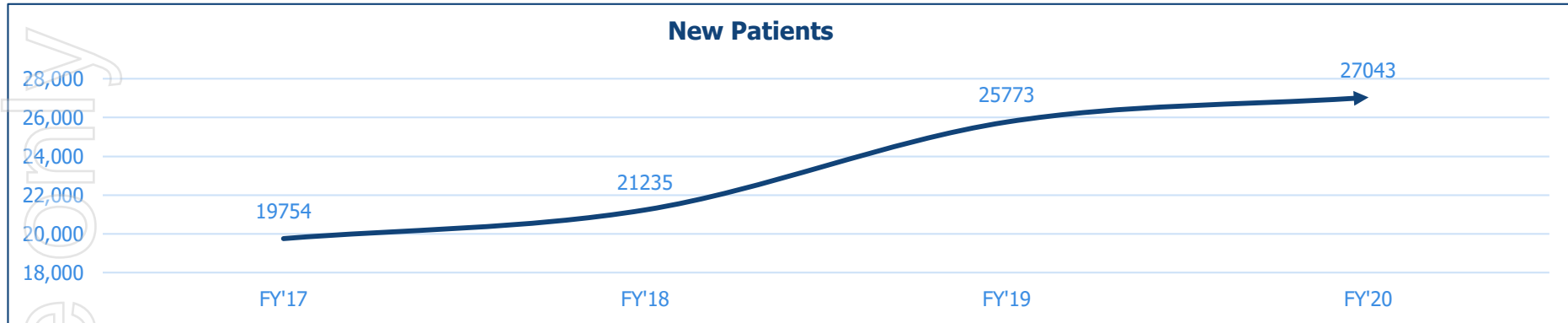
Payment plans have increased 55% in FY'20 vs FY'19

Payment plan payments received FY'19 vs FY'20

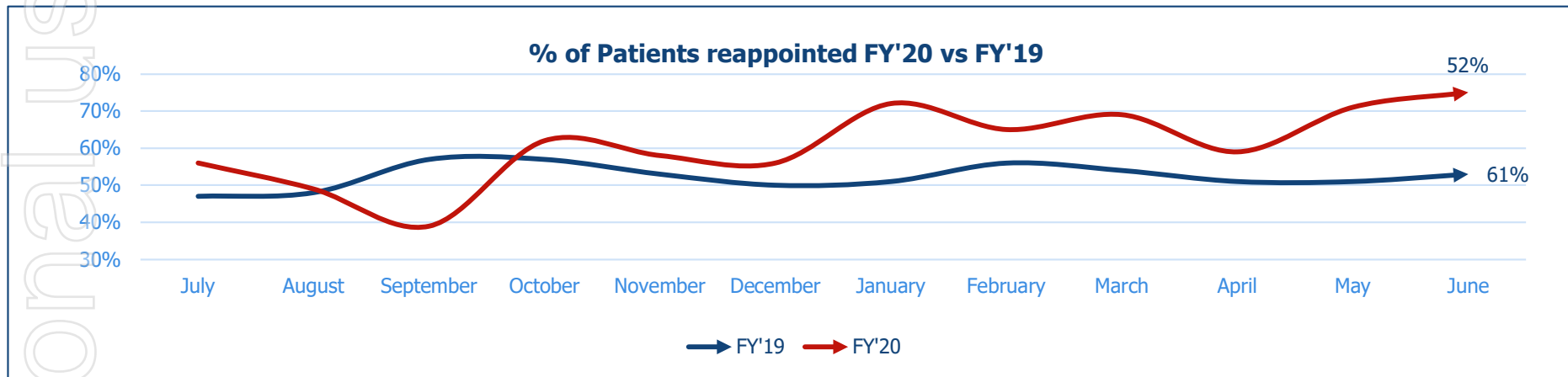


Highlights (cont.)

- New Patients have increased 37% in FY'20 vs FY'17



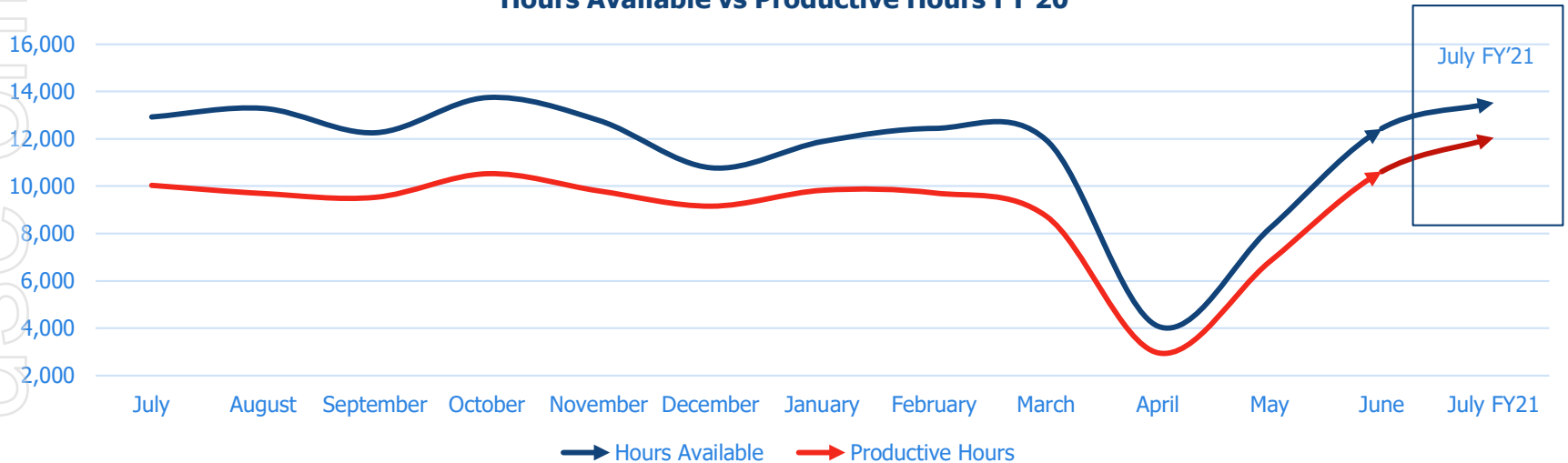
- % of Patients reappointed have increased from 52% in FY'19 to 61% in FY'20



Highlights (cont.)

Hours Available vs Productive Hours = 78% average productivity (for FY'20)
Continuing an upward trend into FY'21 ie greater productivity & utilisation

Hours Available vs Productive Hours FY'20



105 Denham Street Townsville Qld 4810
PO Box 5021 Townsville Qld 4810
tel 07 4720 1300 | fax 07 4771 5217
email admin@1300SMILES.com.au
ABN 91 094 508 166
www.1300SMILES.com.au

Thankyou

Any questions please?