



Pacific Smiles Group Limited (ASX: PSQ)
Level 1, 6 Molly Morgan Drive, Greenhills NSW 2323
PO Box 2246 Greenhills NSW 2323
P: 02 4930 2000 • F: 02 4930 2099
E: investor.relations@pacificsmiles.com.au
www.pacificsmilesgroup.com.au
ABN 42 103 087 449 / ACN 103 087 449

ASX ANNOUNCEMENT

Pacific Smiles Group Limited (ASX: PSQ)

13 October 2021

SEPTEMBER 2021 PATIENT FEE PERFORMANCE

As previously announced Pacific Smiles Group will, until further notice, disclose total patient fee and same centre patient fee growth figures on a monthly basis to assist investors in understanding how our business has traded through this period of COVID-19 disruption.

Performance for the financial year to date ending 30th September 2021, has been:

- Patient Fees YTD \$44.8m;
- Patient Fee decline YOY (22.2%); and
- Same centre patient fee decline YOY (25.4%)

Restrictions across the network have varied on both a state-by-state basis and a region-by-region basis within a single state. NSW, VIC and ACT have been most impacted by these restrictions where the provision of care has varied from a full array of dental care to care addressing urgent needs only or where failure to provide care in a clinically appropriate time frame will lead to adverse outcomes.

The business has continued to safely roll out new centres during the current COVID-19 lockdown, with 4 new centres opened to date at Coomera, Cameron Park, Goulburn and Corrimal. This takes the number of dental centres under the PSG banner to 113. We have maintained our focus on an accelerated roll out program as restrictions are lifted, with an additional 6 new centres already committed to be opened in the remainder of the first half of FY2022.

The expansion of the HBFD dental centre network continues with the opening of Karrinyup in September, bringing the number of HBFD dental centres to 4. One further HBFD dental centre will be opened in this the first half of FY2022.

As the fastest growing Dental Service Organisation our reputation as the service provider of choice is reflected by the high level of interest from new graduates seeking to operate their practice from a Pacific Smiles Dental Centre. Approximately 10% of graduating dentists will establish their practice at a Pacific Smiles Dental Centre in FY 2022. Delivering professional learning activities is a core service offering to practicing dentists and combined with high levels of graduate engagement this will assist us in continuing to provide the highest quality care to our patients now and into the future.

Authorised for release by the Board of Directors.

For further information, please contact:

Investor Relations

Phil McKenzie

Managing Director and Chief Executive Officer

Email: investor.relations@pacificsmiles.com.au

Phone: 02 4930 2000