

## ASX ANNOUNCEMENT

24 January 2025

### Update on Trading and Guidance and Chief Financial Officer

#### Trading Update and Guidance

Pacific Smiles Group Limited (ASX:PSQ) (**Pacific Smiles**) is pleased to provide an update on its trading performance, further to the last update on 13 November 2024.

Trading as at close of business on 22 January 2025 shows:

- Patient Fees \$178m financial year-to-date
- Patient Fees +9.2% YoY<sup>1</sup>
- Patient Fees +8.4% YoY on an equivalent like-for-like trading days basis<sup>2</sup>

Year-to-date trading continues to be strong, with fee growth underpinned by an uplift in appointment volumes and price. Importantly, this growth continues to be seen across Pacific Smiles' newer centres (FY2020 to FY2023 cohorts), which continue to show uplift in both patient fees and profitability.

Pacific Smiles also re-confirms that it expects to achieve the guidance for FY25 as announced on 13 November 2024, being:

- Patient Fees of \$310m to \$318m (+6.2% to 9.0% on FY24)
- Underlying EBITDA of \$31.2m to \$34.2m (+10.6% to 21.3% on FY24)

#### Chief Financial Officer Update

Following the resignation of Chief Financial Officer Matthew Cordingley, announced on 30 August 2024, his last official day with Pacific Smiles has been brought forward to Friday 24 January 2025. Pacific Smiles would like to thank Matthew for his significant contribution to Pacific Smiles and wish him well in the future.

Martin White will commence as Acting Chief Financial Officer from Monday 27 January 2025.

<sup>1</sup> No new centres were opened in FY24, therefore total patient fee growth is equivalent to same centre patient fee growth

<sup>2</sup> Two additional weekdays of trading year-to-date compared to the previous corresponding period

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## **Genesis Bidco Update**

On 19 December 2024, Beam Dental Bidco Pty Ltd, an associate of Genesis Capital Manager I Pty Limited (**Genesis Capital**), announced that it had Voting Power of 88.20% of Pacific Smiles. This Voting Power has now increased to 89.18% as at 23 January 2025.

Under the control of Genesis Capital, Pacific Smiles intends to continue its focus on organic greenfield growth supplemented by potential M&A opportunities as they arise.

This announcement was authorised by the Board of Pacific Smiles.

**ENDS**

**For further information, please contact:**

### **Investor Relations**

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### **Forward-looking statements**

This announcement contains certain forward-looking statements. Forward-looking statements should not be relied on as an indication or guarantee of future events. Forward-looking statements involve inherent known and unknown risks and may involve significant elements of subjective judgment and assumptions as to future events which may or may not prove to be correct, which can cause actual results to differ materially. As such, undue reliance should not be placed on any forward-looking statement. No representation or warranty is made by any person as to the likelihood of achievement or reasonableness of any forward-looking statements. Pacific Smiles does not undertake any obligation to update or review any forward-looking statements (other than to the extent required by applicable law).