



FY25 AGM

NOVEMBER 27, 2025



YOUR SMILE. OUR VISION.





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CEO'S ADDRESS

SAMANTHA CHEETHAM



FY25 PERFORMANCE HIGHLIGHTS

Improved operational efficiencies continue to drive strong margin growth

FINANCIAL

Revenue of \$110.4m
(- 0.7% pcp)

62.9% Gross Profit Margin (+80
bps)

EBITDA \$21.3m
(-2.7% pcp)

Dividend 1.90 cps (Unchanged)

Normalised NPAT \$10.5m
(+0.1% pcp)



BUSINESS

Revenue flat with mix of regional
performance

New machinery, product and
geographical mix boosts gross margin

Further operational efficiencies as
new machines are fully utilized

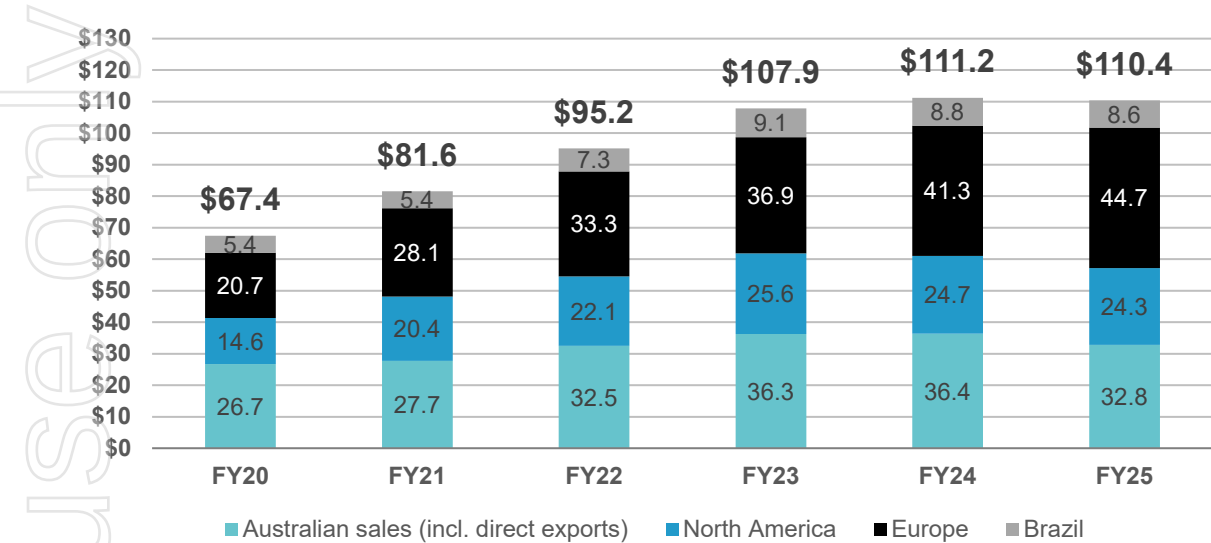
New branding and product launches

New site works to begin

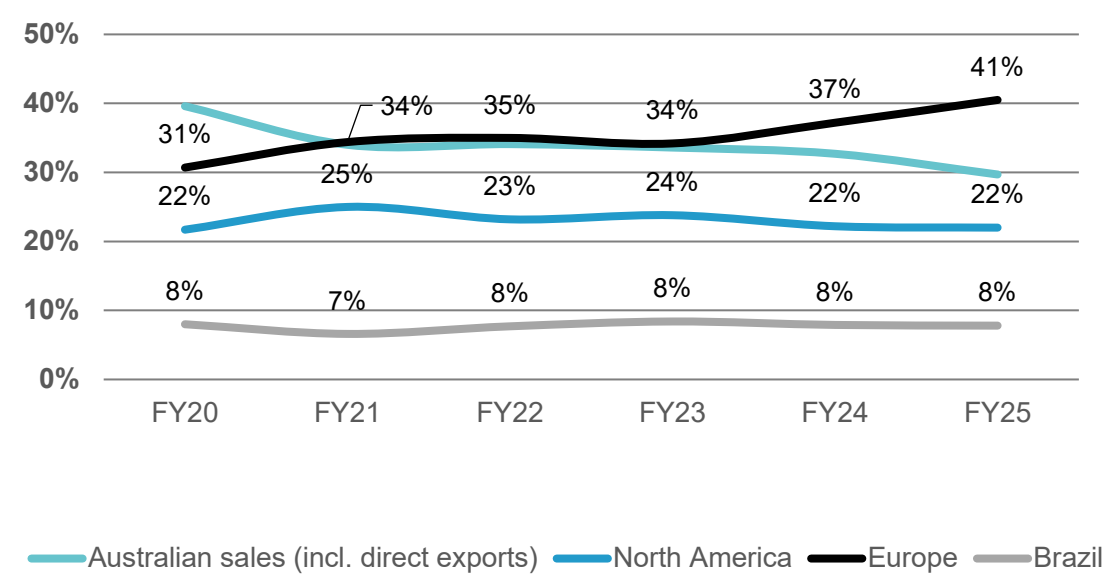
SALES BY BUSINESS UNIT

Good European and Brazilian Growth offset by weaker Direct Exports

SALES BY BUSINESS UNIT (AUD MILLIONS)



BUSINESS UNIT % SALES



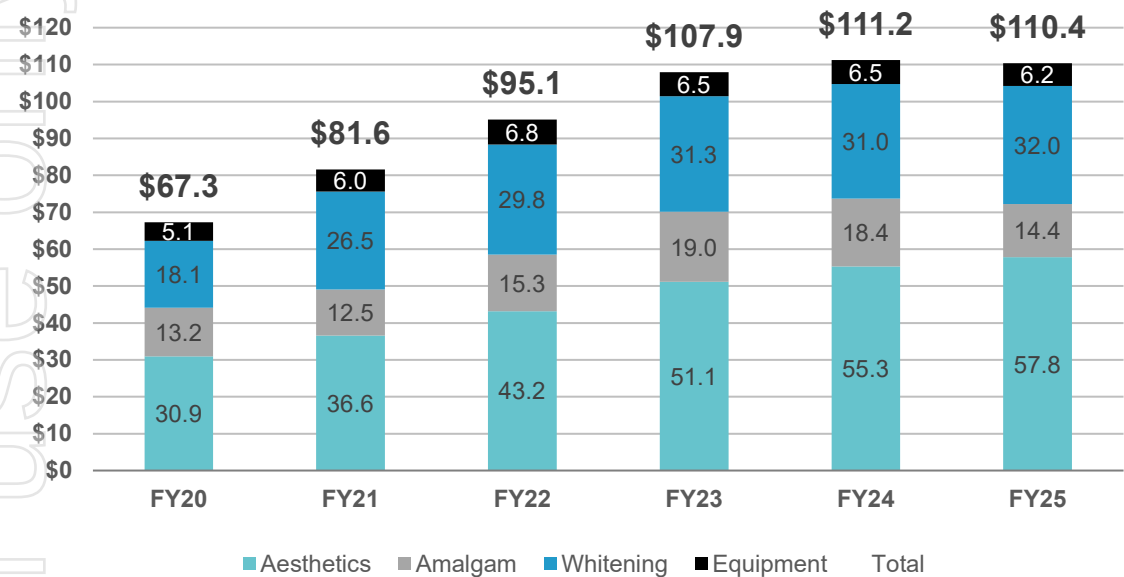
FY24 SALES GROWTH BY BUSINESS UNIT (% on PCP)

Business Unit	\$m (AUD)	Change (AUD) %	Change (Local) %	Total (AUD) %	Comment
Australia (incl. direct exports)	32.8	-9.7	-10.5	29.7	Australian sales (incl direct exports), were down by 10.5%, with Direct exports down 15.3%, when adjusted for currency movements.
North America	24.3	-1.5	-3.0	22.0	North American sales down 3.0% in local currencies, primarily due to a 16.6% decline in Amalgam sales.
Europe	44.6	8.0	5.8	40.5	European sales were up 5.8% in local currencies, driven by demand for Aesthetic products in most European markets.
Brazil	8.6	-2.6	9.7	7.8	Brazilian sales up 9.7% in local currencies, due to Distributors returning to normal business after reducing their inventory in the pcp.
TOTAL	110.4	-0.7	-1.2	100.0	

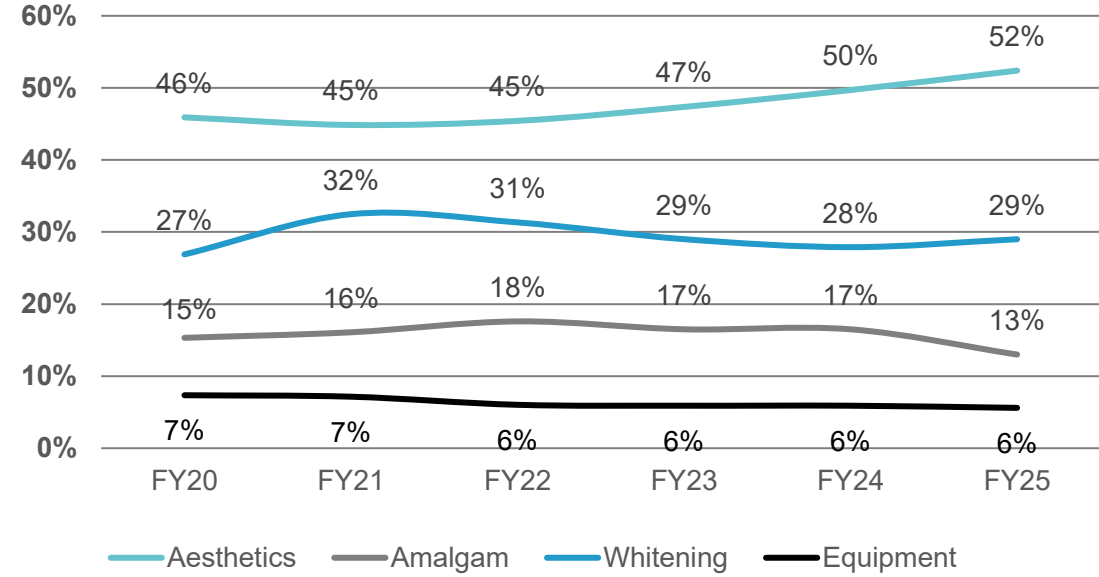
SALES BY PRODUCT CATEGORY

Aesthetics & Whitening continued strength with Amalgam declines continuing

SALES BY CATEGORY (AUD millions)



CATEGORY AS % SALES



Product category	\$m (AUD)	Change (AUD) %	Change (Local) %	Comments
Aesthetics	57.8	4.5	4.0	Aesthetics sales continued to show good growth, up 4.0%. Sales increased across all regions partly offset by a decline in Australian direct export with sales down 10.2%.
Whitening	32.0	3.2	2.0	Whitening sales increased by 2.0% with good increases in the North American and Australian domestic markets.
Equipment	6.2	-5.1	-2.2	Equipment sales, largely a complimentary product, fell 2.2%, reflecting a decrease in all markets, apart from Brazil and Europe which saw strong increases 4.4% and 18.3% respectively.
Amalgam	14.4	-21.5	-21.9	Amalgam sales decreased by 21.9%, reflecting significant declines in most market

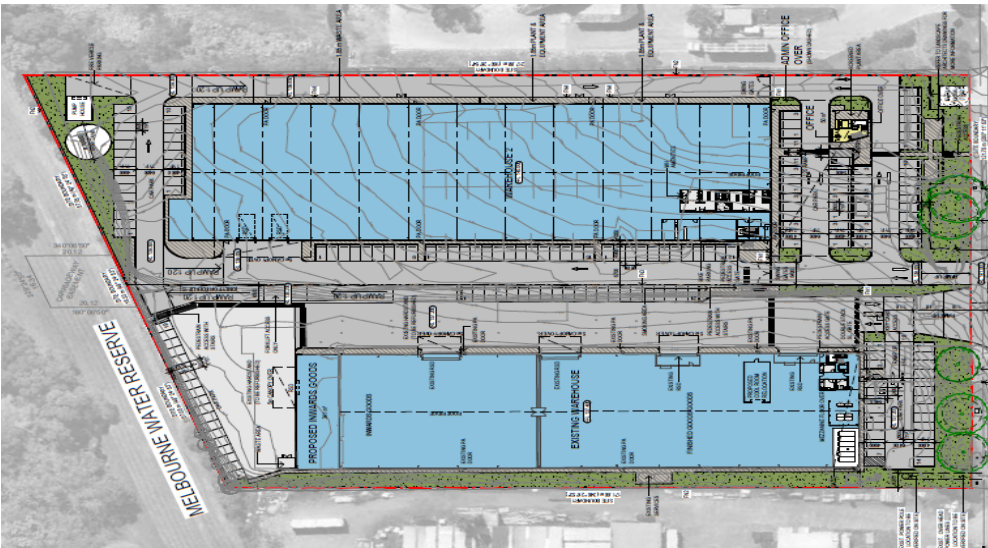
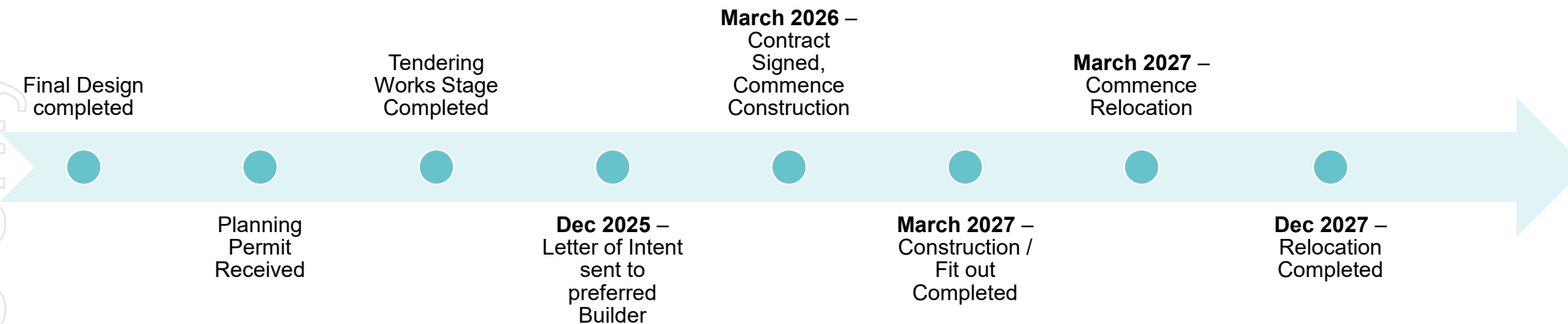
PROJECT MONTROSE

- Montrose Project Update
 - Construction tenders received around \$26 million
 - Due diligence in progress on preferred tender.
 - The planning permit has been received.
 - The project will be fully funded by a combination of sale and lease back of the current Bayswater premises and debt.



PROJECT MONTROSE

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SDI – ESG ROADMAP

FY25

“Complying”

- Review top suppliers on ESG risks and incorporate into an updated **Modern Slavery Statement** ✓
- Conduct an internal **climatic risk** assessment ✓
- **Commence** reporting in-line with mandatory **Climate-related financial disclosure** standards (AASB S2)* ✓
- Perform a **waste audit/review** to discover packaging recyclability and reduction opportunities
- Publish inaugural **ESG report** ✓



FY26-FY27

“Enhancing”

- Review initiatives for **emission reduction** actions/strategies, including how this reflects on a **new efficient facility**
- Assess progress on relevant **SDGs**, review those selected
- Review **ESG governance** and resources, reset goals, objectives and targets (**new ESG Roadmap**)
- Review **diversity** of workforce and board composition
- Publish iterative **ESG Report**, which includes the requirements of the AASB S2*

Additional ESG actions completed in FY25

- **AASB S2 Gap Analysis**
- **ESG Scorecard**
- **AASB S2 Climate Reporting Roadmap**
- **ESG Policy**

**For climate-related financial disclosures, IFRS S2 is replaced by ASRS AASB S2 for Australian reporting purposes.*

STRATEGY

PRIORITY 1

High quality market leading products

SDI will focus its sales, marketing and innovation efforts on its Riva, composites, cements and Pola brands. This targeted innovation will deliver incremental sales growth and act as a gateway to introduce clinicians to SDI's full portfolio.

PRIORITY 2

Business Excellence

Overall continuous improvement will increase the efficiency and effectiveness of SDI processes and supply chains. Increasing output and lowering costs will ensure SDI remains competitive and compliant with local and international regulations.

PRIORITY 3

Premium positioning and awareness

Increasing the awareness and quality perception of SDI is pivotal to achieving short-term and long-term growth.

STRATEGY & OUTLOOK

- Aesthetics and Whitening products continue to be the focus for new product development
 - Stela exceeding expectations, on track to be one of our best product launches
- Achieve manufacturing and logistic efficiencies through new site to help achieve sales of +\$200m
- Investment in production automation
- On-going investment in research and development
 - Release to the market of 1 to 2 new products in the next 12 months



AWARDS

SDI

PRODUCT AWARDS

STELA
SELF CURE COMPOSITE





LUNA 2
COMPOSITE, UNIVERSAL





AURA BULK FILL
COMPOSITE, BULK FILL RESTORATIVE





RIVA LIGHT CURE HV
RMCI RESTORATIVE





POLA RAPID
WHITENING, IN OFFICE





POLA LIGHT
WHITENING, TAKE-HOME LIGHT-ASSISTED





RIVA STAR AQUA
SILVER DIAMINE FLUORIDE





RADII XPRT
LED CURING LIGHT





Winner

International Health

SDI



THE GOVERNOR OF VICTORIA
EXPORT AWARDS
2025

GLOBAL VICTORIA

THE GOVERNOR OF VICTORIA
EXPORT AWARDS
2025

Make this your moment

GLOBAL VICTORIA

THE GOVERNOR OF VICTORIA
EXPORT AWARDS
2024

This is your moment

GLOBAL VICTORIA

The Governor of Victoria
Export Awards 2023

GLOBAL VICTORIA

The Governor of Victoria
Export Awards 2022

GLOBAL VICTORIA

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