



eyecare partners

# Annual General Meeting 2008

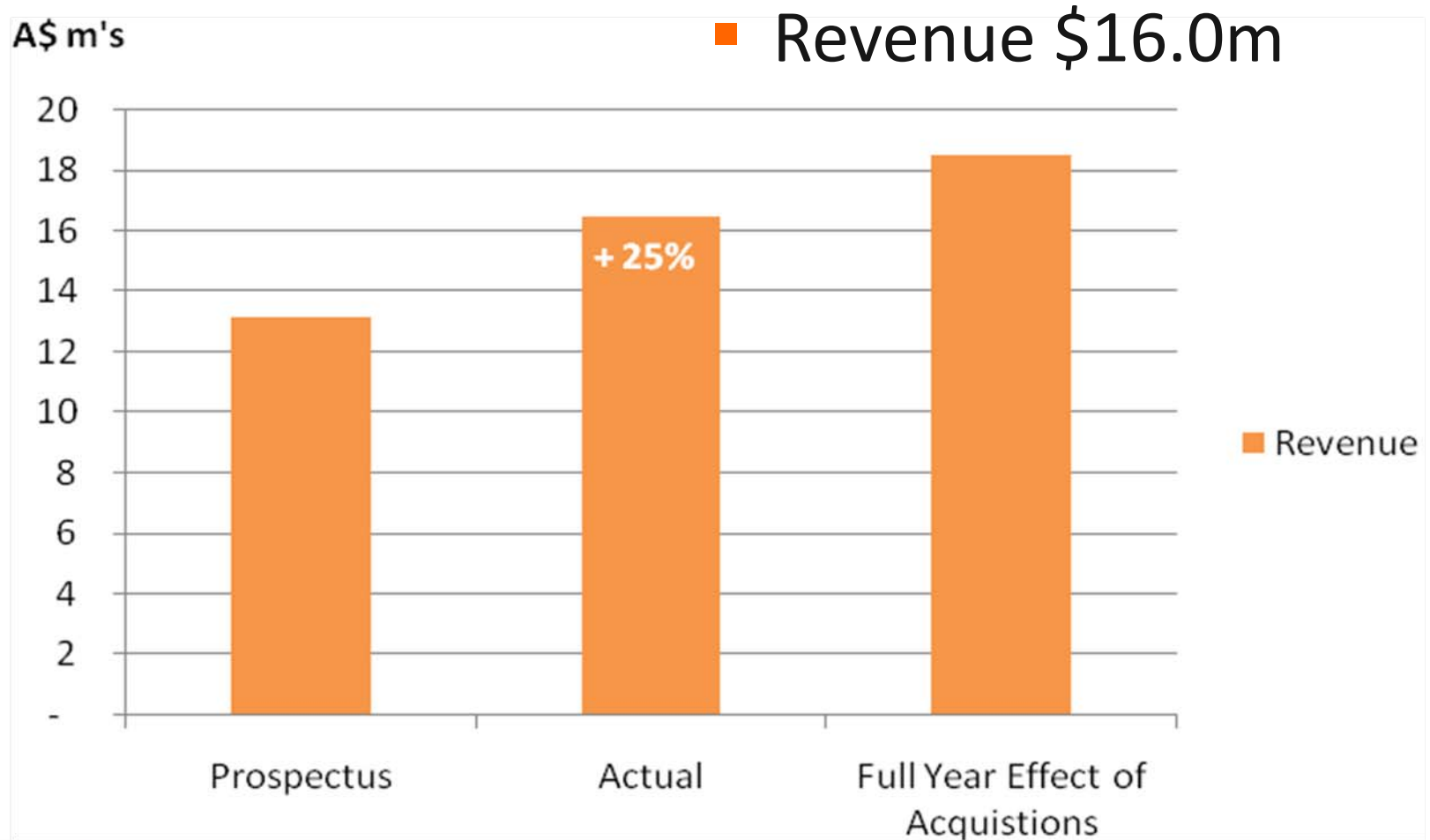
**The Next Phase of Growth**

**Sam Andersen  
Managing Director**

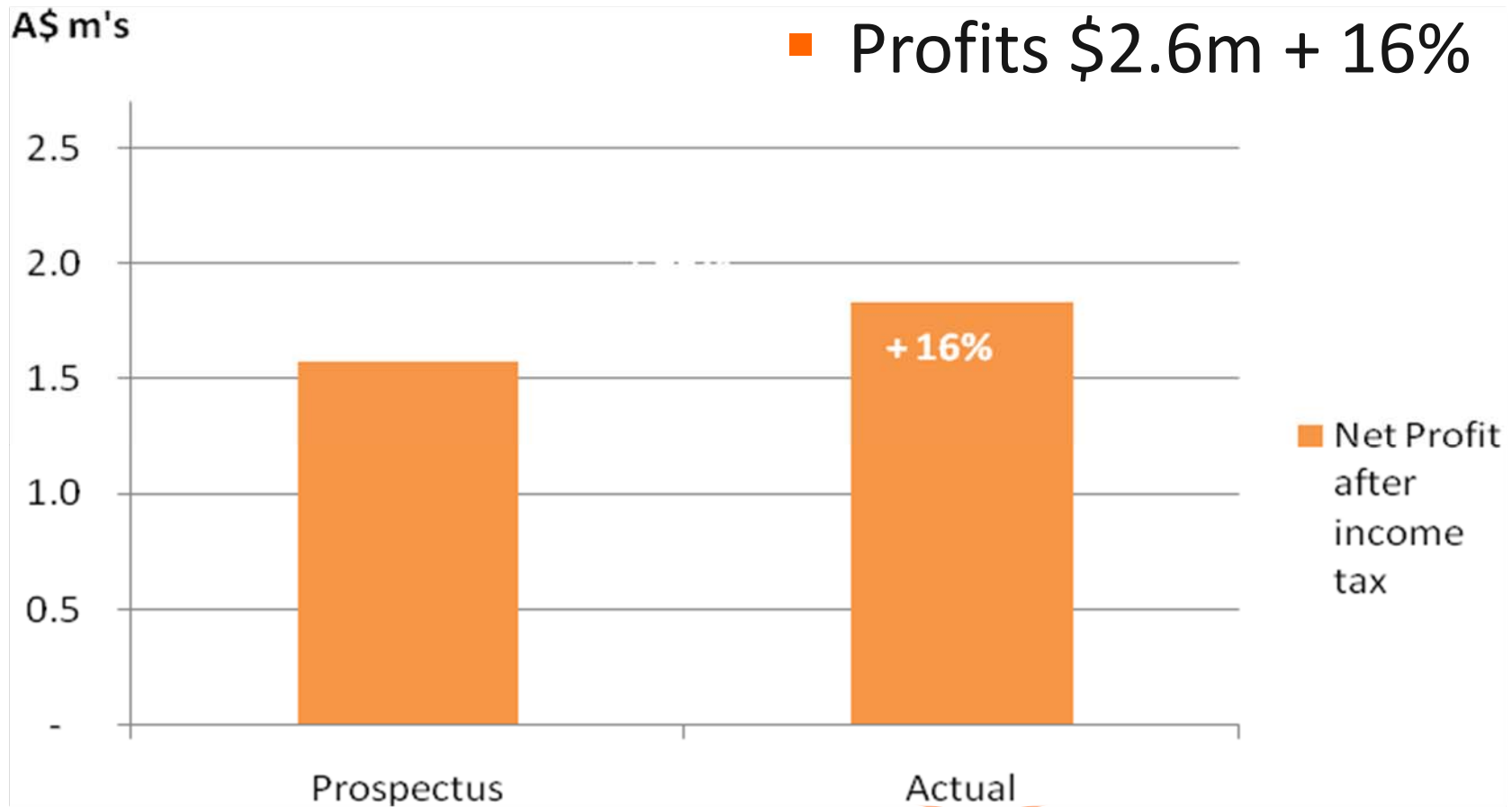
# 2007 – 2008 Events

- Operations commenced on 1 July 2007
- Acquisition of 16 practices on 9 August 2007
- Re-admitted to ASX
- 10 practice acquisitions by 30 June 2008
- 12 since year end - now 38 practices

# 2007 – 2008 Events



# 2007 – 2008 Events



# Highlights

- Practice performance to expectations
- Eyecare Plus branding
- Increased industry awareness
- Further acquisitions planned
- Finance used in acquisitions



Settlement City  
Horton St  
William St  
Wauchope

Bathurst,  
Lithgow

Kincumber  
Toukley  
Umina

Ramsgate Beach  
St Ives

Nowra, Ulladulla  
Kiama

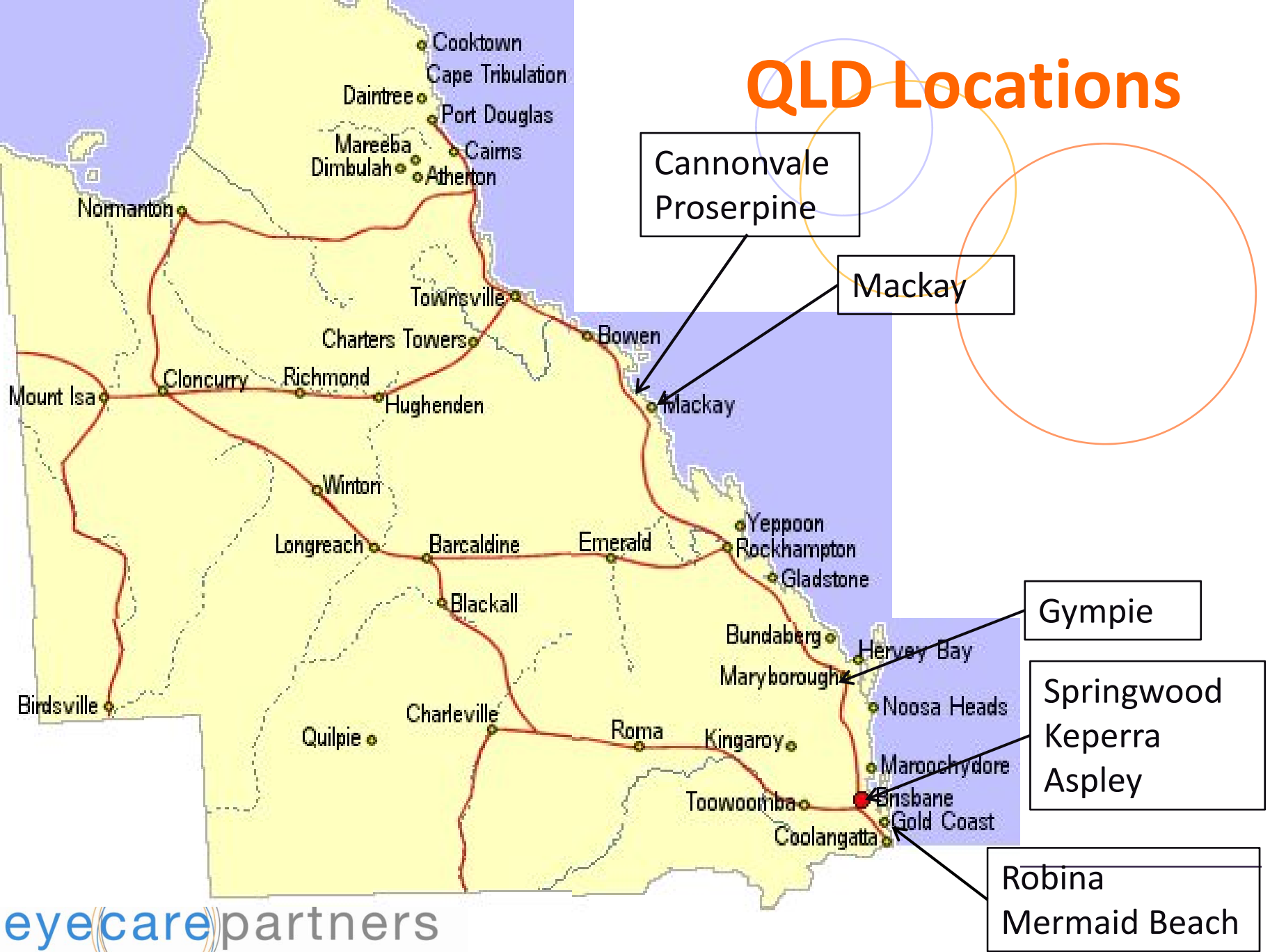
Young,  
Cootamundra

# NSW Locations



# VIC Locations

# QLD Locations



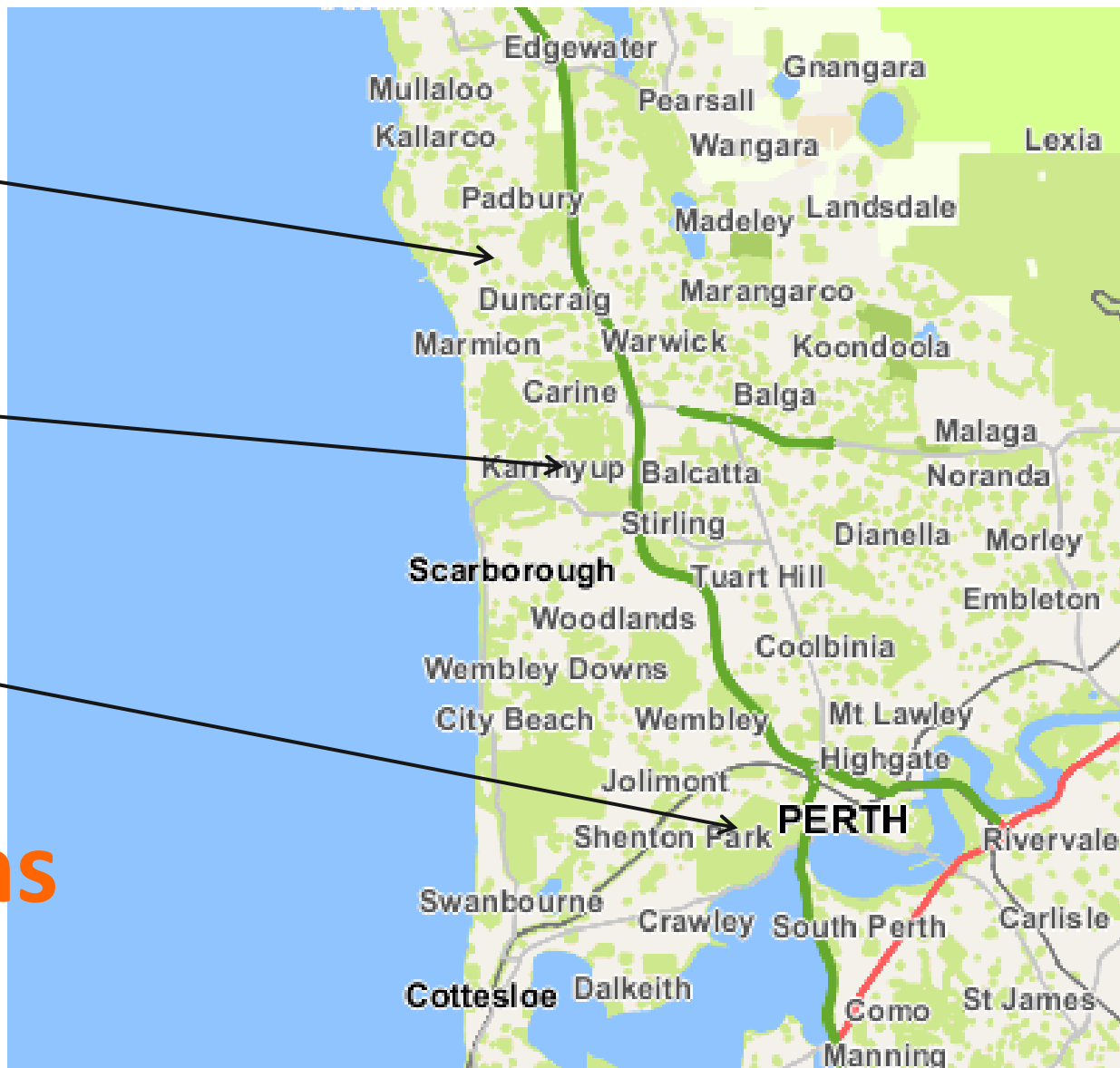


Whitfords

Karrinyup

Subiaco

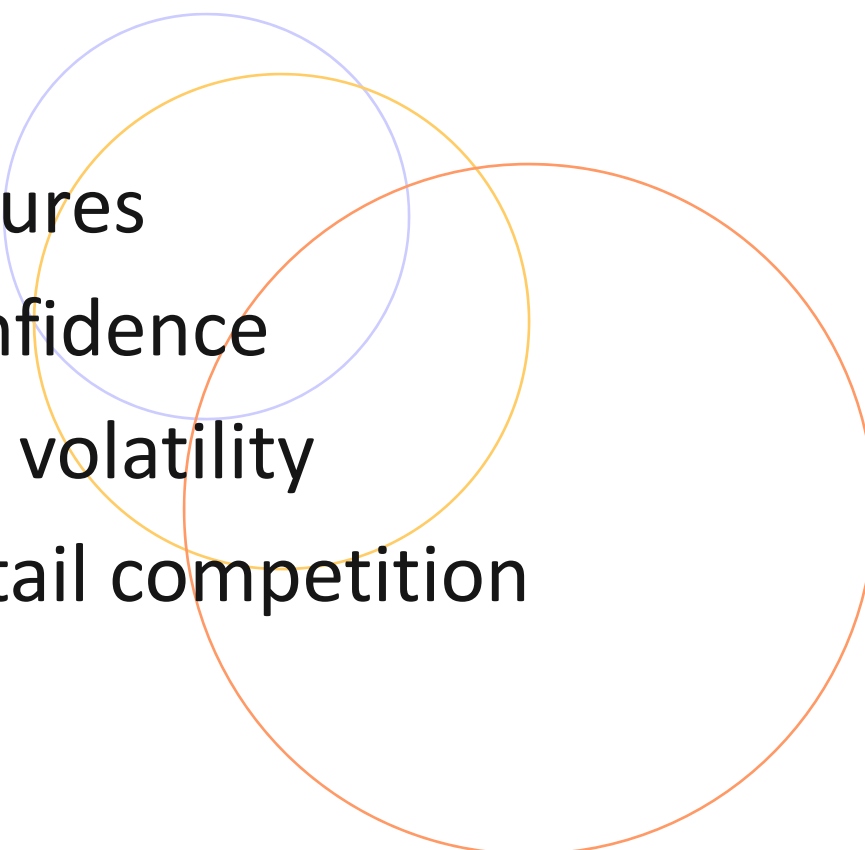
# WA Locations



# Optical Industry

- Continued change in ownership and structure
- Increasing competitiveness
- Increasing industry segmentation
  - Specsavers
  - LensPro
  - Luxottica
  - Safilo
  - Blink

# Current market challenges

- GFC
  - Funding pressures
  - Consumer confidence
  - Exchange rate volatility
  - Changes in retail competition
- 



Eyecare Plus

YOUR VISION – OUR FOCUS

# Progress report - 1<sup>st</sup> quarter

- YTD revenues are growing in excess of industry average
- Despite pricing pressure, gross margins are maintained
- Enquiry rates are increasing
- Acquisitions are continuing
- Cash and funding lines are sufficient to continue our growth



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