



Excellence in Cosmetic Dentistry  
Concepts & Solutions

Q3 report | Charts

### Forward-Looking Statements

This presentation contains "forward-looking statements" relating to Remedent's business and operations. You are cautioned not to place undue reliance on these forward-looking statements and any such forward-looking statements are qualified in their entirety by reference to the following cautionary statements. All forward-looking statements speak only as of the date of this presentation and are based on current expectations and involve a number of assumptions that are subject to risks, uncertainties and other factors. Such forward-looking statements involve known and unknown risks, uncertainties and other unknown factors that could cause our actual operating results, performance or achievements to be materially different from any historical results or from any future results expressed or implied by such forward-looking statements. For further information regarding risks and uncertainties associated with our business, we urge you to read the risk factors described in our filings with the Securities and Exchange Commission, including, but not limited to, our annual report on Form 10-K.

We assume no obligation to update any forward-looking statement contained in this presentation.



## Q3 2008 vs Q3 2009

Q3 2008	Q3 2009		
323	622	# tray arches	↑ 94%
323	1.518	total # arches	↑ 370%

Calender 2008	Calender 2009	TOTAL PRODUCTION	
10.463	26.760	# veneers	↑ 155%



# Direct vs Indirect

DIRECT MODEL		INDIRECT MODEL
<b>LEAD GENERATION</b>		
	<p>\$35 Cost per Lead</p> <p>10 leads =&gt; 1 appointment 2 appointments =&gt; 1 sale</p> <p>\$700      Lead Cost per Sale</p>	<p>All lead generation costs borne by distributor</p>
<b>COST OF SMILE CONSULTANCY</b>		
	<p>\$5600 Cost per Month / Smile Consultant</p> <p>10 sales / Month / Smile Consultant</p> <p>\$560      Smile Consultant Cost per Sale</p>	<p>All smile consultancy expenses borne by distributor</p>



# Direct vs Indirect

DIRECT MODEL		INDIRECT MODEL	
<b>AVERAGE REVENUE</b>			
\$7.644	13 veneers @ \$588	\$1.820	13 veneers @ \$140
<b>COST OF GOODS</b>			
\$ 728	13 veneers @ \$56	\$728	13 veneers @ \$56
<b>PROFIT</b>			
\$ 7.644	Gross margin before 50/50 dentist		
\$ 1.834	Profit Remedent ( $\$7.644 / 2 - \$700 - \$560 - \$728$ )	\$ 1.092	Profit Remedent ( $\$1.820 - \$728$ )
\$ 3.822	Profit Dentist		



# Direct vs Indirect

DIRECT MODEL		INDIRECT MODEL	
<b>1 SMILE CONSULTANT PER 2 000 000 POPULATION 10 SALES PER SMILE CONSULTANT / MONTH</b>			
\$18.340	REMEDENT PROFIT 1 SMILE CONSULTANT PER MONTH	\$10.920	REMEDENT PROFIT 1 SMILE CONSULTANT PER MONTH

Example U.S.A.		Example U.S.A.	
150 smile consultants		150 smile consultants	
10 sales per smile consultant		10 sales per smile consultant	
<b>\$ 2.751.000</b>	Total Profit USA (150 * 10 * \$1.834)	<b>\$ 1.638.000</b>	Total Profit USA (150 * 10 * \$1.092)