

The Wisdom Tooth:
A Dental Industry
Newsletter

Publicly Traded Dental Related Company Performance

(\$ in millions, except per share data)

Company	Share Price 12/31/2020	% of 52 Wk High	Market Capitalization	Enterprise Value	Valuation Multiples			PE Multiples		LTM Operating Margins			Net Debt/EBITDA	
					TEV/Total Revenue	TEV/EBITDA	TEV/EBIT	LTM P/E	CY18 P/E	Gross	EBIT	EBITDA		
Align Technology	ALGN	\$534.38	98.3%	\$42,136	\$41,607	18.2x	102.7x	132.3x	24.3x	54.7x	71.0%	13.8%	17.7%	(1.3x)
Dentsply Sirona	XRAY	\$52.36	86.0%	\$11,444	\$12,505	3.7x	39.4x	NA	NA	NA	50.3%	(0.2%)	9.4%	3.3x
Henry Schein	HSC	\$66.86	90.4%	\$9,546	\$11,340	1.2x	15.4x	20.7x	16.4x	30.4x	28.7%	5.7%	7.7%	1.2x
Envista Holdings	NVST	\$33.73	99.6%	\$5,385	\$6,640	2.9x	31.9x	448.6x	NA	NA	51.1%	0.7%	7.9%	7.0x
SmileDirectClub	SDC	\$11.94	76.8%	\$4,610	\$4,634	6.9x	NA	NA	NA	NA	68.4%	(45.7%)	(38.2%)	(0.3x)
Patterson Companies	PDCO	\$29.63	88.5%	\$2,859	\$3,507	0.6x	NA	NA	NA	13.3x	21.3%	(8.3%)	(6.9%)	(1.7x)
Milestone Scientific	MLSS	\$2.12	69.6%	\$135	\$121	22.0x	NA	NA	NA	NA	67.7%	(167.1%)	(162.5%)	1.5x
Mean				\$10,873	\$11,479	7.9x	47.4x	200.6x	20.4x	32.8x	51.2%	(28.8%)	(23.6%)	1.4x
Median				\$5,385	\$6,640	3.7x	35.7x	132.3x	20.4x	30.4x	51.1%	(0.2%)	7.7%	1.2x
High				\$42,136	\$41,607	22.0x	102.7x	448.6x	24.3x	54.7x	71.0%	13.8%	17.7%	7.0x
Low				\$135	\$121	0.6x	15.4x	20.7x	16.4x	13.3x	21.3%	(167.1%)	(162.5%)	(1.7x)

Source: PitchBook

Total Enterprise Value (TEV) = Market Capitalization + Preferred Equity + Debt + Minority Interest - Cash

LTM = Last Twelve Months

Largest Dental Movers and Losers (largest % changes in the month of December)

	December 2020	LTM		December 2020	LTM
SmileDirectClub	26.2%	52.5%	SmileDirectClub	(2.9%)	36.6%
Align Technology	13.5%	13.8%			
Envista Holdings	11.0%	91.5%			
Patterson Companies	6.7%	44.7%			
Milestone Scientific	4.0%	0.2%			

Recent Industry News

 Milwaukee Health Clinic Partners with Ascension for Dental Services

December 2, 2020 - Milwaukee-based Outreach Community Health Centers has contracted with Ascension Wisconsin to provide dental services. The dental work will be done by the Ascension Seton Mobile Dental Clinic, which will be staffed by a dentist who can do fillings and other restorative work. A dental hygienist will also provide basic preventive care to about 20 people a week, or about 1,000 patients annually.

 SmileDirectClub Aligners Now Offered at 1K+ Practices after Partnership with Texas DSO

December 2, 2020 - A new partnership between Nashville, Tennessee-based SmileDirectClub and a Texas dental support organization means more than 1,000 affiliated practices across the U.S. now offer the Company's aligners. SmileDirectClub has partnered with Arlington, Texas-based Altius Healthcare Management, a DSO with 29 offices. The SmileDirectClub Partner Network, launched in January 2020, now includes more than 1,000 partner locations.

 Aspen Dental Expands in Ohio, Massachusetts

December 7, 2020 - Aspen Dental recently opened new offices in both Ohio and Massachusetts. The organization opened a new practice in Streetsboro, Ohio, its 52nd practice in the state. The office is led by Aldyn Jerome Muthra, DDS. The DSO also opened its doors in Wareham, Massachusetts, its 31st practice in the state. The office is led by Marwan Al-Daggistany, DMD.

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Smile Brands Acquires Midwest Dental

December 9, 2020 - Irvine, California-based Smile Brands completed its acquisition of Mondovi, Wisconsin-based Midwest Dental. Midwest Dental has more than 230 offices located primarily in the upper Midwest and New England regions, operating in 17 states through four brands: Midwest Dental, Mondovi Dental, Merit Dental and Mountain Dental. Smile Brands will retain Midwest Dental's brand identity. The combined company represents 650 offices and over 8,000 employees in 30 states.



Dental AI Council Opens Membership

December 10, 2020 - The Dental AI Council opened membership December 10, encouraging anyone who wishes to join to become a member of the nonprofit seeking to boost artificial intelligence's role in the dental industry. The DAIC was established September 29 by 15 members from dental practices, DSOs, insurers, laboratories, universities, equipment manufacturers and practice management software providers. The council will offer members opportunities for content contribution, research and networking. Members will also receive a member-exclusive newsletter and have early access to DAIC research and events.



Simply Beautiful Smiles Names New CEO

December 15, 2020 - Simply Beautiful Smiles, a DSO that serves the Mid-Atlantic region, appointed Tim North as its new CEO December 15. In his new role, Mr. North will focus on acquiring more dental offices by expanding the DSO's geographic reach and dental offerings. Prior to this role, Mr. North served as the senior vice president of operations at Aspen Dental, where he led the DSO in gaining 500 new locations during seven consecutive years of record profits. Before that, he served as senior vice president of North American operations at Papa John's and general manager of the Northeast for Yum! Brands.



Western Dental Opens New California Office

December 17, 2020 - Orange, California-based DSO Western Dental & Orthodontics opened a new office in Granada Hills, California. The practice is nearly 4,000-square-foot in a new building and includes 11 treatment rooms and a panoramic X-ray machine. Bashar Elia, DDS, is the managing dentist for the new Granada Hills office.



Dental365 Adds 1st New Jersey Practice

December 21, 2020 - Dental365 officially added its first New Jersey office to its network of dental practices, the New Hyde Park, New York-based DSO announced December 21. The Hackettstown, New Jersey, dental practice owned by Stephen Deehan, DMD, is now a part of the Dental365 network. Dr. Deehan said he is excited about the partnership and is confident it will allow his practice to continue to invest in new dental technology.



Heartland Dental Acquires Tru Family Dental's 23 Practices

December 22, 2020 - Effingham, Illinois-based Heartland Dental has acquired Southfield, Michigan-based Tru Family Dental, a regional dental support organization consisting of 10 Illinois offices and 13 Michigan offices. The all-cash transaction closed December 21. Heartland Dental provides non-clinical administrative support for dental teams, including assistance with human resources, marketing, IT, supplies, insurance credentialing and accounting. It is the largest U.S. dental support organization, supporting more than 1,100 practices across 38 states.



Pacific Dental Services Implants Imaging Tool in 100 Practices

December 28, 2020 - Irvine, California-based Pacific Dental Services has implemented its Cone Beam Computed Tomography in 100 dental offices. The imaging tool lets dentists see oral cavities in 3D, making it easier to diagnose conditions. It also lets patients be more engaged with their care by seeing what their dentists see and understanding their dental conditions.

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- Providing traditional investment banking services as well as broader financial advisory services to assist clients facing issues of growth, capital structure, ownership transition, shareholder value and liquidity.
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Two Managing Directors on Every Engagement

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Sources include beckersdental.com, PitchBook and various publicly available news publications.

Additional information is available upon request.