

The Wisdom Tooth:
A Dental Industry
Newsletter

Publicly Traded Dental Related Company Performance

(\$ in millions, except per share data)

Company	Share Price 01/31/2021	% 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	\$525.38	90.7%	\$41,426	\$40,897	17.9x	101.0x	130.0x	23.9x	54.7x	71.0%	13.8%	17.7%	(1.3x)	
Dentsply Sirona	XRAY	\$53.49	88.5%	\$11,691	\$12,752	3.8x	40.2x	NA	NA	NA	50.3%	(0.2%)	9.4%	3.3x	
Henry Schein	HSC	\$65.85	87.9%	\$9,402	\$11,196	1.2x	15.2x	20.5x	16.2x	30.4x	28.7%	5.7%	7.5%	1.2x	
Envista Holdings	NVST	\$35.54	95.3%	\$5,674	\$6,929	3.1x	33.2x	468.2x	NA	NA	51.1%	0.7%	7.9%	7.0x	
SmileDirectClub	SDC	\$13.28	82.6%	\$5,127	\$5,151	7.7x	NA	NA	NA	NA	68.4%	(45.7%)	(38.2%)	(0.3x)	
Patterson Companies	PDCO	\$31.68	85.9%	\$3,057	\$3,705	0.7x	NA	NA	NA	NA	13.3x	21.3%	(8.3%)	(6.9%)	(1.7x)
Milestone Scientific	MLSS	\$2.82	91.3%	\$180	\$166	30.0x	NA	NA	NA	NA	67.7%	(167.1%)	(162.5%)	1.5x	
Mean				\$10,937	\$11,542	9.2x	47.4x	206.2x	20.0x	32.8x	51.2%	(28.8%)	(23.6%)	1.4x	
Median				\$5,674	\$6,929	3.8x	36.7x	130.0x	20.0x	30.4x	51.1%	(0.2%)	7.5%	1.2x	
High				\$41,426	\$40,897	30.0x	101.0x	468.2x	23.9x	54.7x	71.0%	13.8%	17.7%	7.0x	
Low				\$180	\$166	0.7x	15.2x	20.5x	16.2x	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 January)

	January 2021	LTM		January 2021	LTM
Milestone Scientific	33.0%	62.1%	Align Technology	(1.7%)	104.3%
SmileDirectClub	11.2%	(0.8%)	Henry Schein	(1.5%)	(4.5%)
Patterson Companies	6.9%	43.9%			
Envista Holdings	5.4%	20.1%			
Dentsply Sirona	2.2%	(4.5%)			

Recent Industry News



42 North Dental Adds 1st Pediatric Affiliation

January 5, 2021 - Waltham, Massachusetts-based 42 North Dental has added Brookline, Massachusetts-based Center for Pediatric Dental Care and Orthodontics as an affiliate practice. Owners Wesley Barton, DMD, and Ronen Krauz, DDS, have spent more than a decade developing the center. This is 42 North Dental's first pediatric affiliation.



Henry Schein Acquires Majority Interest in Prism Medical

January 5, 2021 - Melville, New York-based Henry Schein has acquired a majority ownership position in Elkin, North Carolina-based Prism Medical Products, a nationwide provider of specialty home medical supplies. Prism is a privately held company with more than 200 team members and a net revenue of about \$52 million for the year ending September 30. The Company offers about 4,000 unique items, with the majority being wound-care products. Prism will operate as a subsidiary of Henry Schein Medical and will be managed separately.



SmileDirectClub Debuts New Aligners

January 14, 2021 - Nashville-based SmileDirectClub introduced new aligners with "Comfort Sense" technology. Comfort Sense technology uses SmileDirectClub's laser technology to create aligners with a smoother fit and variable thickness that start with lighter movements during treatment. It will be used in all aligners and nighttime aligners.

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Tennessee DSO Gets \$107M in Upsize Financing

January 14, 2021 - Nashville-based Specialty Dental Brands received a \$107 million senior credit facility from Oxford Finance. Oxford Finance originally gave the DSO a \$74 million senior credit facility in 2020, which has financed six add-on acquisitions. Specialty Dental Brands was founded by Leon Capital Group in 2017 to create a network of pediatric-focused practices.



Aces Dental Acquired by Absolute Dental Group

January 19, 2021 - Absolute Dental Group acquired Aces Braces and Dental last year. The transaction was closed Nov. 30, 2020. Details about the transaction weren't available. The combined Las Vegas-based organizations represent about 100 dentists and hygienists, 350 team members and 28 practices throughout the state. Aces Dental's three practices plan to migrate to the Absolute Dental brand early this year.



Dental Marketing Company Kaleidoscope Hires CEO

January 20, 2021 - Orthodontic and dental marketing company Kaleidoscope hired Ted Teele as CEO. Mr. Teele received his MBA from Cambridge, Massachusetts-based Harvard University and has more than 25 years of experience running technology companies. He was previously a consultant at Kaleidoscope. Mr. Teele said the Company plans "major products and strategic announcements," soon.



Chicago Dental Society Names New President-elect

January 20, 2021 - Thomas Schneider Jr., DDS, was named president-elect of the Chicago Dental Society. He held multiple leadership positions in the Northwest Side Branch of the society. In his role, he plans to focus on membership and driving attendance for its annual meeting. In November, Dean Nicholas, DDS, was named president of the Chicago Dental Society.



Legwork Launches DSO, Multi-practice Platform

January 27, 2021 - Patient relationship management software provider Legwork launched Legwork Enterprise, a platform specifically for DSO and multi-practice dental networks. The platform allows consistent, effective and efficient marketing and patient communications, the release said. It gives DSO leaders a suite of tools including business intelligence metrics, online review monitoring, campaign templates and on-demand patient messaging.



SmileDirectClub Partners with Canadian Dental Insurer

January 28, 2021 - Nashville, Tennessee-based SmileDirectClub has partnered with Green Shield Canada, one of Canada's largest dental insurance providers, to deliver in-network coverage of SmileDirectClub's orthodontic care. Green Shield Canada is the Company's first insurance partner in Canada and will be added to the list of many U.S. insurance partners SmileDirectClub has. Since launching in 2014, SmileDirectClub continues to be a leading telehealth platform for orthodontia, serving more than a million customers worldwide.



Aspen Dental Opens 42nd Practice in Texas

January 29, 2021 - Chicago-based Aspen Dental opened an office in Plano, Texas. This marks Aspen Dental's 42nd Texas practice, the release said. Haritha Sambaraju, DDS, leads the office. She graduated from New York University College of Dentistry in New York City. Aspen Dental's network includes more than 850 independently owned and operated offices in 42 states.

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Overview of the Chicago Corporation

- Highly regarded investment bank with a long, distinguished history.
- Focused on middle market private companies owned by families and entrepreneurs with revenue up to \$250 million.
- Over 35 experienced professionals with broad industry experience.
- 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.
- All we do is advise clients on corporate finance matters. We don't trade or underwrite securities, provide wealth management services, or engage in principal investing.

Why the Chicago Corporation?

Deep Dental & Healthcare Experience

Two Managing Directors on Every Engagement

Trusted Advisors to Business Owners

Seasoned Bankers with 200+ Years of Combined Experience

Best-in-Class Unbiased Advice

Exceptional Transaction Execution



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

Additional information is available upon request.