

The Wisdom Tooth:
A Dental Industry
Newsletter

Publicly Traded Dental Related Company Performance

(\$ in millions, except per share data)

Company	Share Price 02/28/2021	% 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	CY19 P/E	Gross	EBIT	EBITDA		
Align Technology	ALGN	\$567.11	89.4%	\$44,877	\$44,002	17.8x	93.7x	117.1x	25.3x	53.6x	71.3%	15.2%	19.0%	(1.9x)
Dentsply Sirona	XRAY	\$53.07	87.8%	\$11,599	\$12,660	3.8x	39.9x	NA	NA	80.8x	50.3%	(0.2%)	9.4%	3.3x
Henry Schein	HSIC	\$61.85	82.6%	\$8,811	\$10,357	1.0x	14.8x	19.5x	22.0x	20.0x	27.8%	5.3%	6.9%	0.8x
Envista Holdings	NVST	\$38.54	93.1%	\$6,170	\$7,262	3.2x	37.1x	224.1x	192.7x	19.6x	50.7%	1.4%	8.6%	5.6x
SmileDirectClub	SDC	\$11.60	72.1%	\$4,478	\$4,502	6.7x	NA	NA	NA	NA	68.4%	(45.7%)	(38.2%)	(0.3x)
Patterson Companies	PDCO	\$31.06	84.2%	\$2,997	\$3,645	0.7x	NA	NA	NA	37.3x	21.3%	(8.3%)	(6.9%)	(1.7x)
Milestone Scientific	MLSS	\$3.92	89.1%	\$250	\$236	42.7x	NA	NA	NA	NA	67.7%	(167.1%)	(162.5%)	1.5x
Mean				\$11,312	\$11,809	10.8x	46.4x	120.2x	80.0x	42.3x	51.1%	(28.5%)	(23.4%)	1.1x
Median				\$6,170	\$7,262	3.8x	38.5x	117.1x	25.3x	37.3x	50.7%	(0.2%)	6.9%	0.8x
High				\$44,877	\$44,002	42.7x	93.7x	224.1x	192.7x	80.8x	71.3%	15.2%	19.0%	5.6x
Low				\$250	\$236	0.7x	14.8x	19.5x	22.0x	19.6x	21.3%	(167.1%)	(162.5%)	(1.9x)

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 February)

	February 2021	LTM		February 2021	LTM
Milestone Scientific	39.0%	78.2%	SmileDirectClub	(12.7%)	55.1%
Envista Holdings	8.4%	51.9%	Henry Schein	(6.1%)	1.5%
Align Technology	7.9%	159.7%	Patterson Companies	(2.0%)	30.6%
			Dentsply Sirona	(0.8%)	7.8%

Recent Industry News



Sentinel Sells MB2 Dental

February 1, 2021 - New York City-based Sentinel Capital Partners announced the sale of Carrollton, Texas-based MB2 Dental, a dental partnership organization. The founder and CEO of MB2, MB2 management and dentist owners with the organization have reinvested a substantial percentage of their equity in the new ownership structure.



Dental Manufacturer, Materials Specialist Partner on 3D-Printed Restorations

February 2, 2021 Dental materials manufacturer SprintRay and dental materials specialist company Bego partnered to bring 3D-printed restorations in the U.S. market. Bego's VarseoSmile Crown Plus and VarseoSmile Temp materials will be available for use with the SprintRay Pro 3D printing in the U.S. They're used for definitive and temporary restorations.



Zimmer Biomet to Merge Dental, Spine Businesses in New Spinoff Company

February 5, 2021 - Warsaw, Indiana-based Zimmer Biomet Holdings will be spinning off the company's spine and dental businesses to form a new and independent, publicly traded company, dubbed "NewCo." Current President and CEO, Bryan Hanson will continue to serve as Zimmer Biomet's president and CEO. The search for a NewCo CEO is in its final stages. The spinoff is set to be complete by mid-2022.

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SmileDirectClub prices upsized \$650M Offering

February 9, 2021 - Nashville, Tennessee-based SmileDirectClub priced an offering of \$650 million aggregate principal amount of its notes due 2026. The pricing was increased from the Company's previous offering size of \$350 million. The notes will mature February 1, 2026.



Former Medtronic Exec Tapped to Lead Zimmer Biomet Spinoff

February 16, 2021 - Vafa Jamali has been appointed CEO of NewCo, a spinoff dental and spine company created by Zimmer Biomet. Prior to Medtronic, Mr. Jamali held leadership roles at Covidien, Cardinal Health and Baxter. The spinoff is set to be complete by mid-2022.



Heartland Dental, Envista Bolster Supply Partnership

February 16, 2021 - Effingham, Illinois-based DSO Heartland Dental inked a four-year contract extension with Envista Holdings, a global supplier of dental products including implants, consumables, infection prevention and imaging technology.



Roundtable Healthcare Partners Acquires DDS Labs

February 19, 2021 - Lake Forest, Illinois-based RoundTable Healthcare Partners has acquired Tampa, Florida-based DDS Lab. DDS offers a comprehensive line of fixed crown and bridge, removable, implant, and orthodontic products to more than 11,000 dentists across the U.S. Financial terms of the transaction were not disclosed. DDS is the second equity investment from RoundTable's \$700 million Equity Fund V.



Aspen Dental Opens 34th Michigan Practice, and 44th Texas Practice

February 19, 2021 - Aspen Dental has opened its 34th Michigan office in Sterling Heights, as well as its 44th Texas office in Richardson. Aspen Dental Management supports 1,000 health and wellness offices across 45 states in dental care, urgent care and medical aesthetics



Henry Schein One Taps New CEO

February 19, 2021 - Henry Schein One, a joint venture of Henry Schein and Internet Brands, has appointed Mike Baird as CEO. Mr. Baird will be responsible for driving the dental software business's growth while developing more seamlessly integrated products.



Sage Dental Acquires New Practices, Taps New Leadership

February 23, 2021 - Sage Dental has acquired six new dental practices in Florida, expanding the total number of locations to over 65. Sage Dental Management is also adding two new hires to its executive team. Mark Brockelman has been tapped as senior vice president and CFO. Prior to Sage Dental, Mr. Brockelman was CFO at National Dentex Corp. and has also served as CFO of iRise Spine and Joint Institute. David Tripp is also joining as chief human resources officer. Before Sage Dental, Mr. Tripp was vice president of human resources at Vision Group Holdings.



SmileDirectClub Partners with New York DSO

February 24, 2021 - SmileDirectClub has partnered with Long Island, New York-based National Dental, the first DSO based in New York to partner with the teledentistry company. National Dental is a privately held company that owns and operates 16 New York dental practices. The SmileDirectClub's Partner Network launched in January 2020 and now includes more than 1,000 partner locations.

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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.