

The Wisdom Tooth:  
A Dental Industry  
Newsletter

Publicly Traded Dental Related Company Performance

(\$ in millions, except per share data)

Company	Share Price 05/31/2021	% 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	CY19 P/E	Gross	EBIT	EBITDA		
Align Technology	ALGN	\$590.15	91.2%	\$46,702	\$45,656	16.2x	66.9x	78.1x	103.4x	53.6x	72.7%	20.8%	24.3%	(1.5x)
Dentsply Sirona	XRAY	\$66.92	96.2%	\$14,610	\$16,671	4.8x	27.1x	61.0x	84.7x	80.8x	50.6%	7.8%	17.6%	3.3x
Henry Schein	HSIC	\$76.04	91.1%	\$10,699	\$12,648	1.2x	16.7x	21.5x	24.8x	20.0x	27.9%	5.5%	7.1%	1.1x
Envista Holdings	NVST	\$43.64	93.8%	\$7,016	\$8,054	3.3x	24.6x	48.5x	61.5x	19.6x	52.3%	6.8%	13.4%	3.2x
SmileDirectClub	SDC	\$8.21	51.1%	\$3,182	\$3,379	5.0x	NA	NA	NA	NA	72.2%	(83.6%)	(80.6%)	(0.6x)
Patterson Companies	PDCO	\$32.54	87.6%	\$3,145	\$3,771	0.7x	NA	NA	NA	NA	21.2%	(7.9%)	(6.5%)	(1.7x)
Milestone Scientific	MLSS	\$2.08	42.9%	\$139	\$123	18.7x	NA	NA	NA	NA	63.7%	(104.6%)	(103.2%)	2.4x
Mean				\$12,213	\$12,900	7.1x	33.8x	52.3x	68.6x	42.3x	51.5%	(22.2%)	(18.3%)	0.9x
Median				\$7,016	\$8,054	4.8x	25.8x	54.8x	73.1x	37.3x	52.3%	5.5%	7.1%	1.1x
High				\$46,702	\$45,656	18.7x	66.9x	78.1x	103.4x	80.8x	72.7%	20.8%	24.3%	3.3x
Low				\$139	\$123	0.7x	16.7x	21.5x	24.8x	19.6x	21.2%	(104.6%)	(103.2%)	(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 May)

	May 2021	LTM		May 2021	LTM
Henry Schein	4.9%	24.4%	SmileDirectClub	(22.8%)	1.7%
Patterson Companies	1.2%	61.9%	Milestone Scientific	(17.5%)	13.7%
Envista Holdings	0.8%	103.4%	Align Technology	(0.9%)	135.5%
			Dentsply Sirona	(0.9%)	42.1%

Recent Industry News



U.S. Oral Surgery Management Enters Florida Market with First Partner Practice in the State

May 3, 2021 - U.S. Oral Surgery Management has partnered with WestShore OMS Specialists, an oral and maxillofacial surgery practice in southwest Florida, marking the special management services company's first partner in the state. WestShore OMS Specialists offers a full range of care services including wisdom tooth removal and facial trauma and reconstructive surgery, among others.



Western Dental's New Strategy: A Global Partnership for Dental Implant Expansion

May 5, 2021 - Western Dental & Orthodontics has partnered with dental implant maker Straumann Group. Straumann will provide Western Dental's 333 affiliated offices with implants, abutments and crowns. As part of the initiative, the Company will also offer clinical training, patient education information and marketing support to Western Dental's partner practices.



North American Dental Group Taps New COO

May 12, 2021 - North American Dental Group has tapped Shawn Blake to be the organization's new COO. As COO, Mr. Blake will be tasked with bolstering administrative resources and business strategies to more fully support clinical operations and improve patient experience.

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### Empire Acquires Palladino DDS

May 13, 2021 - Dental partnership organization Empire Dental Arts has acquired Palladino DDS & Associates. Palladino DDS is a 30-year-old practice specializing in dental cleaning, treatments and procedures. The acquisition of Palladino DDS is Empire's third within a year.



### 42 North Dental Names New COO

May 14, 2021 - 42 North Dental selected former CVS Health executive Johnny Khouri as its new COO. Mr. Khouri, who is a licensed doctor of pharmacy, previously served in multiple leadership positions at CVS, including Vice President of three key areas: pharmacy operations, retail operations and Minute Clinic operations.



### Massachusetts DSO with 23 Practices Joins Heartland Dental

May 14, 2021 - Heartland Dental announced a strategic transaction with American Dental Partners Incorporated ("ADPI") that will create a network of more than 2,300 dentists across 38 states. In addition to creating an expanded network, the move will allow ADPI access to Heartland's educational offerings.



### Align Announces \$100M Stock Repurchase Plan

May 18, 2021 - Medical device company Align Technology recently announced its involvement in a new stock repurchase agreement with Goldman Sachs & Co. to repurchase \$100 million of Align's common stock. The transaction will be funded by Align's cash on hand and is expected to be completed by August.



### North American Dental Group Partners with Illinois Pediatric Dental Group

May 20, 2021 - North American Dental Group has partnered with Affiliated Dental Specialists, a pediatric dental group. Affiliated Dental Specialists consists of two locations in Gurnee and Vernon Hills, both in Illinois, and focuses on pediatric oral and orthodontic care.



### Aspen Dental Opens 23<sup>rd</sup> Location in Wisconsin

May 21, 2021 - Aspen Dental recently opened a new location in Marinette, Wisconsin, marking its 23<sup>rd</sup> in the state. The location will provide a full range of services, including preventive care, general dentistry, dentures and restoration.



### Synergy Dental Appoints Two New Executive Members

May 24, 2021 - Group purchasing organization Synergy Dental Partners welcomed two new members to its executive team to help expand the Company's growth and member benefits. Brian Dershow is joining the Company as COO and Jim Gochis as Executive Vice President of Procurement, a new position at Synergy.



### Two Dentists Pay \$5.8M for Massachusetts Shopping Plaza Buildings

May 28, 2021 - Two dentists have purchased four buildings at the Leominster, Massachusetts Commerce Center for \$5.8 million, according to NAI Glickman Kovago & Jacobs, which brokered the deal. The sale closed May 19. The buildings total 111,588 square feet.



### MB2 Adds 300<sup>th</sup> Practice, Enters 30<sup>th</sup> State

May 28, 2021 - The dental partnership organization closed its 300<sup>th</sup> affiliation with the owners of Ninth East Dental and Canyon Road Dental, both in Provo, Utah. Additionally, MB2 entered its 30<sup>th</sup> state, partnering with Maryland dentist Joseph LaPonzina, DDS.

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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.