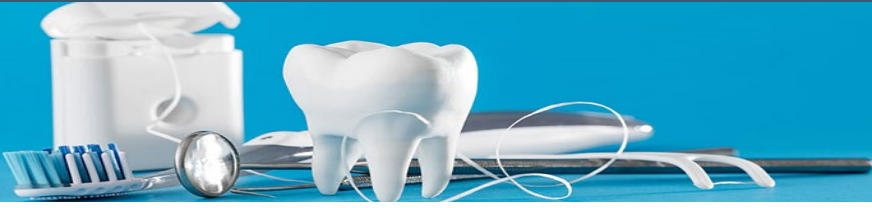


The Wisdom Tooth:
A Dental Industry
Newsletter



Market Overview

Indices Performance (% change)

	January 2023	LTM		January 2023	LTM
S&P 500	6.2%	(10.3%)	DJIA	2.7%	(3.8%)
Nasdaq	10.7%	(19.2%)	Russell 3000	6.8%	(10.4%)

Source: Federal Reserve: Bank of St. Louis

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

	January 2023	LTM		January 2023	LTM
SmileDirectClub	61.9%	(80.4%)			
Milestone Scientific	38.7%	(51.0%)			
Align Technology	27.9%	(47.0%)			
Envista Holdings	15.8%	(10.2%)			
Dentsply Sirona	15.7%	(30.7%)			

Publicly Traded Dental Related Company Performance

(\$ in millions, except per share data)

Company	Share Price 01/31/2023	% 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	CY21 P/E	Gross	EBIT	EBITDA	
Align Technology	\$269.73	48.9%	\$20,764	\$19,794	5.1x	24.1x	28.3x	41.7x	71.0x	71.4%	18.1%	21.3%	(1.2x)
Dentsply Sirona	\$36.83	62.7%	\$7,851	\$9,571	2.4x	NA	NA	29.4x	54.8x	54.8%	(21.1%)	(12.9%)	(9.3x)
Heraeus Sealeon	\$86.15	93.0%	\$11,561	\$14,023	1.1x	12.8x	16.0x	18.7x	17.7x	30.2%	6.9%	8.7%	1.2x
Envista Holdings	\$38.99	74.9%	\$6,188	\$7,200	2.8x	16.4x	25.7x	39.6x	29.5x	56.7%	10.9%	17.1%	2.3x
SmileDirectClub	\$0.57	18.4%	\$67	\$308	0.6x	NA	NA	NA	NA	69.9%	(57.1%)	(42.2%)	(9.2x)
Pharoson Companies	\$30.19	85.5%	\$2,898	\$3,498	0.5x	9.6x	12.4x	14.9x	17.6x	20.8%	4.4%	5.7%	1.6x
Milestone Scientific	\$0.67	39.2%	\$45	\$35	9.7x	NA	NA	NA	NA	59.5%	(88.8%)	(88.1%)	1.1x
Mean			\$7,053	\$7,776	2.3x	15.7x	20.6x	27.2x	31.8x	51.9%	(18.1%)	(12.9%)	-0.2x
Median			\$6,188	\$7,200	2.4x	14.6x	20.9x	26.2x	23.5x	56.7%	4.4%	5.7%	1.1x
High			\$20,764	\$19,794	5.1x	24.1x	28.3x	41.7x	71.0x	71.4%	18.1%	21.3%	2.3x
Low			\$45	\$35	0.5x	9.6x	12.4x	14.9x	17.6x	20.8%	(88.8%)	(88.1%)	(3.3x)

Source: PitchBook

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

LTM = Last Twelve Months

Dental Industry Contacts

Tom Denison

(312) 283-0819

thomas.denison@thechicagocorp.com

Phil Clarke

(312) 283-0803

philip.clarke@thechicagocorp.com

Dave West

(312) 283-0841

david.west@thechicagocorp.com

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Recent Industry News



Premier Care Dental Management Acquires 12th Massachusetts Office

January 5, 2023 – New Hyde Park, New York-based Premier Care Dental Management recently acquired its 12th Massachusetts office. The DSO added Newton-based Vast Dental to its network under the Beacon Dental Health brand. Premier Care Dental Management supports practices in Massachusetts, Rhode Island, New York, Connecticut and New Jersey.



PE-backed DSO Acquires Two Dental Practices

January 13, 2023 – A private equity-backed DSO recently purchased two dental practices in Ohio and Missouri. Cincinnati-based Cordental Group acquired Cincinnati-based Rogers Family Dentistry and St. Louis-based Dr. Allan Link DMD. Cordental Group is supported by private equity firm NMS Capital. The DSO supports practices in nine states.



West Coast DSO Lands Private Equity Investment

January 19, 2023 – Private equity firm HGGC has invested in Dentive, a DSO primarily serving dental practices on the West Coast. Dentive was founded in 2019 by Tom Clark and Austin McFee. The DSO uses a joint-ownership approach where partner-dentists are also equity owners. Dentive has nearly 70 locations in nine states.



Three Practices Joining Orthodontic Partner

January 25, 2023 – Grand Rapids, Michigan-based Orthodontic Partners recently added three practices to its network. Westerville, Ohio-based Hutta & Hutta Orthodontics; Worthington, Ohio-based Hutta Orthodontic Specialists; and Gahanna, Ohio-based Hutta & Price Orthodontics joined the orthodontic support organization. Orthodontic Partners has 28 practices in its network.



Affordable Care Opens First Practice of 2023

January 25, 2023 – Affordable Care has opened an Affordable Dentures & Implants practice in Spring, Texas. The practice is owned by Thomas Kennedy, DDS. The practice is the first one Affordable Care has opened in 2023. Affordable Care supports more than 400 locations across 42 states under the brands Affordable Dentures & Implants, DDS Dentures + Implant Solutions and Advanced Dental Implant Center.



Beacon Oral Specialists Adds Hawaii Practice

January 26, 2023 – Dallas-based Beacon Oral Specialists recently added a Hawaii practice to its network. The oral surgery-focused management services organization affiliated with Oral Surgery Hawaii, which has locations in Honolulu, Aiea and Kaneohe. Beacon Oral Specialists supports 24 practices and more than 100 clinicians in 10 states.



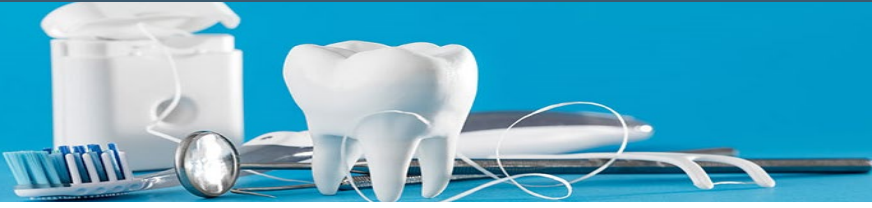
Imagen Dental Partners Adds Four Minnesota Practices

January 30, 2023 – Scottsdale, Arizona-based Imagen Dental Partners recently added four Minnesota practices to its network. The practices that joined the dental partnership organization include Hastings Dental, Washington Square Dental in White Bear Lake, Sunray Family Dental in St. Paul and Bjerke Dental in Eagan. Imagen Dental Partners supports practices in 15 states.



Gen4 Dental Adds Sixth Utah Partner in Two Weeks

January 31, 2023 – Tempe, Arizona-based Gen4 Dental Partners recently added its sixth dentist partner in two weeks. The DSO added Michael Crowton, DDS, to its network. Dr. Crowton owns Crowton Dental in Ogden, Utah. The move follows four other partners that have affiliated with the DSO since January 17, including Wes Tillmann, DMD, Dane Nelson, DMD, Jordan Whatcott, DMD, Marc Enslow, DMD, and John Lee Roring, 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, entrepreneurs and private equity firms 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.