

The Wisdom Tooth:
A Dental Industry
Newsletter



Market Overview

Indices Performance (% change)

	October 2023	LTM		October 2023	LTM
S&P 500	(2.7%)	9.9%	DJIA	(1.4%)	2.0%
Nasdaq	(3.3%)	18.5%	Russell 2000	(7.6%)	(4.3%)

Source: Federal Reserve: Bank of St. Louis

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

	October 2023	LTM		October 2023	LTM
Patterson Companies	2.8%	12.4%	Align Technology	(39.5%)	(4.4%)
			Envista Holdings	(16.5%)	(31.9%)
			Henry Schein	(12.5%)	(9.4%)
			Dentsply Sirona	(11.0%)	(1.9%)
			Milestone Scientific	(5.1%)	28.4%

Publicly Traded Dental Related Company Performance

(\$ in millions, except per share data)

Company	Share Price 10/31/2023	% 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	CY23 P/E	Gross	EBIT	EBITDA		
Align Technology	ALGN	\$184.59	44.7%	\$14,127	\$12,942	3.4x	22.8x	22.8x	39.1x	32.6x	69.9%	14.3%	17.9%	(1.3x)
Henry Schein	HSIC	\$64.98	72.4%	\$8,485	\$11,676	0.9x	13.3x	17.7x	19.0x	17.4x	30.6%	5.2%	6.9%	2.0x
Dentsply Sirona	XRAY	\$30.41	70.3%	\$6,438	\$8,385	2.1x	NA	NA	NA	NA	53.2%	(29.0%)	(20.6%)	(2.4x)
Envista Holdings	NVST	\$23.27	53.8%	\$3,812	\$4,693	1.8x	9.6x	14.5x	18.8x	29.0x	57.0%	12.5%	19.0%	1.8x
Patterson Companies	PDCO	\$30.46	88.2%	\$2,920	\$3,477	0.5x	8.7x	11.0x	13.9x	14.9x	21.1%	4.9%	6.2%	1.4x
Milestone Scientific	MLSS	\$0.87	64.7%	\$62	\$57	5.7x	NA	NA	NA	NA	63.4%	(76.8%)	(75.3%)	0.7x
Mean				\$5,974	\$6,872	2.4x	13.6x	16.5x	22.7x	23.5x	49.2%	(11.5%)	(7.6%)	0.4x
Median				\$5,125	\$6,539	2.0x	11.5x	16.1x	18.9x	23.2x	55.1%	5.1%	6.6%	1.0x
High				\$14,127	\$12,942	5.7x	22.8x	22.8x	39.1x	32.6x	69.9%	14.3%	19.0%	2.0x
Low				\$62	\$57	0.5x	8.7x	11.0x	13.9x	14.9x	21.1%	(76.8%)	(75.3%)	(2.4x)

Source: PitchBook
Total Enterprise Value (TEV) = Market Capitalization + Preferred Equity + Debt + Minority Interest - Cash
LTM = Last Twelve Months

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Recent Industry News



Dental365 continues expansion in Pennsylvania

October 2, 2023 – New Hyde Park, NY-based Dental365 recently acquired a Pennsylvania practice. The DSO purchased Quakertown Family Dental, a 30-year-old practice led by Brian Schoenly, DMD, and Majid Dastgir, DMD. Dental365 added its first Pennsylvania practice earlier this month by acquiring a six-office dental group. Dental365 supports more than 100 practices in New York, Connecticut, New Jersey, New Hampshire, Massachusetts, Pennsylvania and Rhode Island.



Guardian Dentistry Partners Adds Michigan Practice

October 4, 2023 – Miami-based Guardian Dentistry Partners recently added a Michigan dental practice to its network. The DSO added the Birmingham (MI) Center For Cosmetic Dentistry, according to an Oct. 4th LinkedIn post. The practice is led by Mitch Milan, DDS. Guardian Dentistry Partners supports practices in Alabama, Florida, Maryland, Michigan, New Jersey, New York, North Carolina, Pennsylvania, South Carolina, Texas, Virginia and Washington, D.C.



Sage Dental Expands in Georgia

October 6, 2023 – Boca Raton, FL-based Sage Dental opened a practice in Kennesaw, GA, according to a recent LinkedIn post from the company. The DSO expanded its Georgia network with the addition of Sage Dental of Kennesaw, which is led by Keriann Jimenez, DMD. Sage Dental supports more than 100 practices across Florida and Georgia.



Southern Orthodontics Partners Adds Florida Practice

October 17, 2023 – Nashville, TN-based Southern Orthodontics Partners affiliated with Reed Orthodontics in Naples, FL. Reed Orthodontics, led by Barbara Reed, DMD, has provided orthodontic care to the Naples area for more than 20 years, according to an Oct. 17th news release from Tusk Partners, the merger and acquisition firm that advised the practice. Southern Orthodontics Partners supports more than 75 practices across 13 states, according to its website.



Two Minnesota Group Practices Form Dentist-led DSO

October 17, 2023 – Two group practices in Minnesota have come together to form Park Dental Partners. Minneapolis-based Park Dental Partners will provide support to group practices in its network, including administrative, operational, marketing and information technology services, according to an Oct. 17th news release. Pete Swenson, previously CEO of Park Dental and The Dental Specialists, will serve as chair and CEO of the new DSO. Alan Law, DDS, PhD, and Christopher Steele, DDS — presidents of The Dental Specialists and Park Dental, respectively — were also appointed to the DSO's board. Park Dental Partners supports more than 190 doctors at 86 locations.



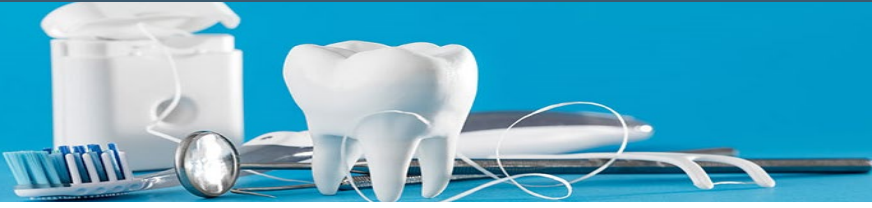
Affordable Care Expands in Two States

October 19, 2023 – Morrisville, NC-based Affordable Care has added practices in Idaho and New Hampshire. The DSO opened an Affordable Dentures and Implants location in Nampa, ID. The practice is owned by Daniel Stackowicz, DDS, MD, and the associate dentist is Austin McCullough, DDS, according to an Oct. 19th news release from Affordable Care. The Advanced Dental Implant Center network, which is supported by Affordable Care, added Amherst (NH) Village Dental, according to information shared with Becker's. Affordable Care supports more than 425 dental practices across 43 states.



Dental Care Alliance Adds First Practice in Rhode Island

October 30, 2023 – Sarasota, FL-based Dental Care Alliance made its first addition in Rhode Island by affiliating with Hodosh Cosmetic & Implant Dentistry, located in Providence. The practice is a single location, two-doctor office and is owned by Alex Hodosh, DMD, according to an Oct. 30 news release from Dental Care Alliance. Hodosh Cosmetic & Implant Dentistry provides dental services including general dentistry, emergency dentistry, implants, root canal treatment, Invisalign, periodontal treatment, full mouth reconstruction and CEREC restorations. The DSO supports more than 400 practices and more than 900 dentists across 23 states, the release said.



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- 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.

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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.