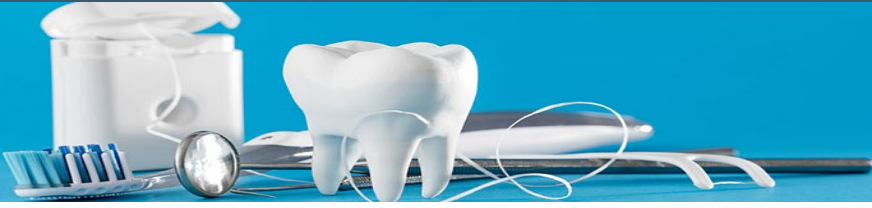


The Wisdom Tooth:
A Dental Industry
Newsletter



Market Overview

Indices Performance (% change)

	August 2023	LTM		August 2023	LTM
S&P 500	(1.6%)	15.7%	DJIA	(2.4%)	12.3%
Nasdaq	(2.2%)	21.7%	Russell 2000	(5.2%)	9.9%

Source: Federal Reserve: Bank of St. Louis

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

	August 2023	LTM		August 2023	LTM
			SmileDirectClub	(41.9%)	(56.1%)
			Dentsply Sirona	(10.7%)	15.3%
			Patterson Companies	(8.7%)	15.1%
			Envista Holdings	(6.9%)	(12.0%)
			Henry Schein	(2.9%)	5.3%

Publicly Traded Dental Related Company Performance

(\$ in millions, except per share data)

Company	Share Price 08/31/2023	% 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	\$370.14	89.6%	\$28,328	\$27,454	7.3x	40.9x	51.5x	90.9x	32.6x	69.9%	14.3%	17.9%	(1.3x)
Henry Schein	HSIC	\$76.54	85.3%	\$9,995	\$13,186	1.0x	15.1x	20.0x	22.4x	17.4x	30.6%	5.2%	6.9%	2.0x
Dentsply Sirona	XRAY	\$37.09	85.8%	\$7,853	\$9,800	2.5x	NA	NA	NA	NA	53.2%	(29.0%)	(20.6%)	(2.4x)
Envista Holdings	NVST	\$32.02	74.0%	\$5,246	\$6,126	2.4x	12.5x	18.9x	25.8x	29.0x	57.0%	12.5%	19.0%	1.8x
Patterson Companies	PDCO	\$30.04	87.0%	\$2,879	\$3,437	0.5x	8.6x	10.8x	13.7x	14.9x	21.1%	4.9%	6.2%	1.4x
Milestone Scientific	MLSS	\$1.07	79.3%	\$76	\$71	7.1x	NA	NA	NA	NA	63.4%	(76.8%)	(75.3%)	0.7x
SmileDirectClub	SDC	\$0.50	37.0%	\$67	\$338	0.8x	NA	NA	NA	NA	69.3%	(55.2%)	(39.0%)	(5.2x)
Mean				\$7,778	\$8,630	3.1x	19.3x	25.3x	38.2x	23.5x	52.1%	(17.7%)	(12.1%)	-0.4x
Median				\$5,246	\$6,126	2.4x	13.8x	19.5x	24.1x	23.2x	57.0%	4.9%	6.2%	0.7x
High				\$28,328	\$27,454	7.3x	40.9x	51.5x	90.9x	32.6x	69.9%	14.3%	19.0%	2.0x
Low				\$67	\$71	0.5x	8.6x	10.8x	13.7x	14.9x	21.1%	(76.8%)	(75.3%)	(5.2x)

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

Andrew Witik

(312) 283-0829

david.west@thechicagocorp.com

The Wisdom Tooth: A Dental Industry Newsletter

Recent Industry News

Affordable Dentures and Implants Location Opens in Virginia

August 7, 2023 – Affordable Dentures & Implants, a brand of Morrisville, NC-based Affordable Care, opened a location in Midlothian, VA. Stephanie Harding, DDS, is the practice owner and Mansi Mehta, DMD, is the managing dentist, according to an Aug. 7 news release. The practice offers services including tooth extractions, partial dentures, full dentures and dental implants. The location also has an on-site dental laboratory. Affordable Dentures & Implants has more than 400 practice locations across 42 states, the release said.

\$30M Kentucky Development Project to Include an Aspen Dental Location

August 8, 2023 – Madisonville, KY, announced a \$30 million, 155,000-square-foot development project that will include an Aspen Dental location, according to an Aug. 8 report by The Paducah Sun. The Aspen Dental is part of phase one of the project, which is expected to begin within the next two weeks. The dental practice is expected to be opened in March 2024.

Dental Care Alliance Opens De Novo Practice in Massachusetts

August 10, 2023 – Sarasota, FL-based Dental Care Alliance recently opened a de novo practice in East Longmeadow, MA. The DSO opened Alliance Dental Care July 17, according to an Aug. 10 news release. Vinay Kapoor, DDS, is leading the office, which offers a full range of services. This is Dental Care Alliance's 15th practice in the state. The DSO supports more than 400 practices and more than 900 dentists in 23 states.

Dental365 Acquires Two Offices in New Jersey, Massachusetts

August 14, 2023 – New Hyde Park, NY-based Dental365 recently acquired practices in New Jersey and Massachusetts. The DSO acquired Bowden Dental in Flemington, NJ, and Theroux Dental Associates in Grafton, MA, according to an Aug. 14 news release. Dental365 supports practices across New York, New Jersey, Connecticut, Massachusetts, New Hampshire and Rhode Island.

Heartland Dental Adds Colorado Practice

August 18, 2023 – Effingham, IL-based Heartland Dental has affiliated with Implant & General Dentistry of Northern Colorado. Based in Loveland, CO, the practice is led by Theo Mioduski III, DDS, and Nicole Ferrara, DDS, according to a recent LinkedIn post by Heartland. Heartland Dental is the largest DSO in the U.S., supporting more than 1,650 practices and more than 2,600 dentists across 38 states.

Sonrava Health Continues Expansion with Colorado Dental Practice

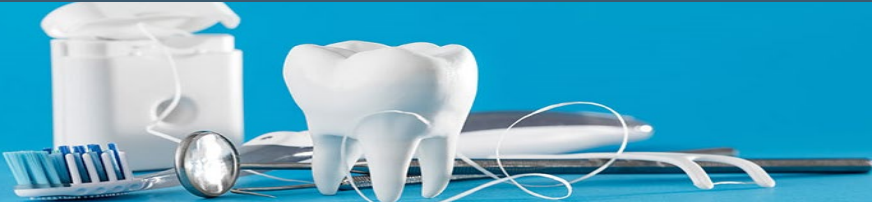
August 23, 2023 – Brident Dental & Orthodontics, a dental brand of Sonrava Health, opened its first location in Englewood, CO. The practice has eight treatment rooms and provides general dentistry, pediatric dentistry, oral hygiene, orthodontics, dental implants and oral surgery, according to an Aug. 23 news release. Bianca Badaro, DMD, will serve as the managing dentist at the practice. Sonrava Health also recently opened Brident Dental locations in New Mexico and Texas. The DSO supports nearly 600 dental offices across its dental brands, including 231 Brident Dental & Orthodontics practices in nine states, the release said.

Imagen Dental Partners Expands in California, Minnesota

August 23, 2023 – Scottsdale, AZ-based Imagen Dental Partners recently added two practices in California and Minnesota. The dental partnership organization added Jon Vongschanphen, DDS, in Lincoln, CA, and Brenner Dental Group, which has three locations in Minnesota. Imagen Dental Partners supports practices in 15 states.

Three Sage Dental Practices Added in August

August 31, 2023 – Boca Raton, FL-based Sage Dental added three locations to its network in August. Sage Dental supports more than 100 practices in Florida and Georgia.



The Wisdom Tooth: A Dental Industry Newsletter

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



The Wisdom Tooth is a monthly newsletter published by The Chicago Corporation. To subscribe, please visit, www.thechicagocorp.com.

Information contained in this publication is based on data obtained from sources we deem to be reliable, however, it is not guaranteed as to accuracy and does not purport to be complete. Nothing contained in this publication is intended to be a recommendation of a specific security or company nor is any of the information contained herein intended to constitute an analysis of any company or security reasonably sufficient to form the basis for any investment decision. Nothing contained in this publication constitutes an offer to buy or sell or the solicitation of an offer to buy or sell any security. Officers or employees of affiliates of The Chicago Corporation, or members of their families, August have a beneficial interest in the securities of a specific company mentioned in this publication and August purchase or sell such securities in the open market or otherwise.

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

Additional information is available upon request.