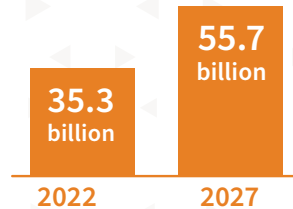


TREND REPORT: HEALTHCARE

The Dental Industry

➤ Continued growth rooted in oral health trends

In 2022, the global dental industry was estimated to be valued at \$35.3 billion and is **growing 9.5% annually** to reach \$55.7 billion by 2027.



Dental industry trends are driven by a number of factors, including:

- ⊕ Innovation in digital dental technology
- ⊕ Increasing demand for cosmetic dentistry
- ⊕ Dental conditions associated with aging such as periodontics
- ⊕ The rising presence of dental disease management
- ⊕ Increased focus on oral health with education and awareness
- ⊕ More dental services and disposable income in developing countries

With innovation in digital dental technology and an increase in cosmetic dental implants, niche sectors within this emerging market offer lucrative private equity investment opportunities.

Shifting focus toward dental specialties opens new investment opportunities



Investments and acquisitions are prevalent in the entire healthcare market. Dental and specialty dental practices are no exception. The business operations of dental offices are very similar to other physician specialties and are among the most active targets for investors.





Investor Insights

With multiple projects in the first half of 2024 focused on dentistry, Apex advisors have explored three key end markets:



Dental Support Organizations (DSOs) – branding and marketing



Dental Supplies – consumables for day-to-day operations of a dental practice



Dental Implants – permanent new teeth



PE currently owns 27 of the top 30 DSOs and has recently shifted focus to the high-performing sub-segments of endodontics, orthodontics, and periodontics.

Growth and demand are directly linked to increasing dental concerns in the U.S. In this competitive market, DSOs that diversify services with medical and cosmetic procedures will likely perform more favorably.

Find your dental specialty investment.

Explore the multi-faceted dental industry with an Apex Leaders advisor who can help you map the market and find your perfect investment.



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