

DATE

July 12, 2023

SECTORS

Healthcare

DEAL TYPE

Private Capital

DEAL LOCATIONS



DEAL TEAM



Rich Blann

Managing Director

DC Advisory advises H.I.G. Capital on its recapitalization of Advanced Dental Brands



Background

- Advanced Dental Brands, LLC (ADB) is a leading Dental Partnership Organization (DPO) in the Northeast US that partners with doctor-owners of leading, well-established dental practices
- Founded in 2007, ADB has partnered with nearly 40 dental practices across multiple states and has approximately 400 employees
- Through its partnership model, ADB provides the flexibility for each practice to maintain its independent brand and culture, reduce the administrative burden, and drive increased earnings potential through the benefits of ADB's scale and corporate support
- H.I.G. Capital (H.I.G.) is a leading global alternative investment firm with \$56B of equity capital under management

Process

- DC Advisory was retained by H.I.G based on our deep sector expertise in the dental

industry, personal and professional relationship with ADB's founder/owner, Dr. Miller, and intimate understanding of the potential competitive landscape of competing buyers

Outcome

- Following a competitive auction process that included both strategic and private equity buyers, H.I.G. closed the transaction in May 2023
- H.I.G.'s recapitalization of ADB represents the first completed transaction for DC Advisory's US Healthcare team since forming the group in late 2022
- This engagement reflects the strength of DC Advisory's deep sector expertise in dental and the broader physician practice management sector

“DC Advisory was pivotal in helping H.I.G. consummate this transaction. Not only did Rich Blann have a deep understanding of the dental market, his long standing relationships with both H.I.G. and ADB helped both parties achieve a win-win outcome.”

Camilo E. Horvilleur
Managing Director, H.I.G. Capital

“Thanks to a long-standing relationship built upon deep collaboration, trust and partnership, I am proud to have represented H.I.G. Capital on this new platform partnership with Dr Miller and Advanced Dental Brands. Together, these two great organizations will enjoy a tremendous partnership for years to come.”

Rich Blann
Managing Director, DC Advisory US