



STRICTLY PRIVATE AND CONFIDENTIAL

Dentalum Investor update
June 15, 2022

Introduction to the presenters



Max Dorthé Ladow
Co-founder and CEO

CEO Dentalum since co-founding the Group in August 2019.
Previous experience from NuvoAir, a digital health start-up focused on respiratory care. Co-founded the company in 2014 and left in 2019, after bringing the company from a local presence to +30 countries globally

B.Sc. in Business and Economics from Stockholm School of Economics,



Sofi Eriksson
Executive Advisor IPO-lead and M&A
(CFO February 2020-April 2022)

Joined Dentalum in February
Extensive experience within treasury, tax and finance in listed multinationals as well as private equity owned companies, including 5 years at Nordic Capital's CFO Office.

B.Sc. in Business Administration and International Economics.

Introduction to Dentalum – Fast-growing and profitable compounder of full-service dental service clinics in Sweden

Dentalum at a glance

- Dentalum (the “Company”) is a full-service dental service organisation (“DSO”) performing general aesthetic-, cosmetic-, general- and specialist dentistry who operates on the Swedish market
- Dentalum was founded in 2019, but the Group’s dental clinics have long and profitable operating histories, in some cases over 30 years and has today over 220 employees in total¹
- The Group is a consolidator of profitable dental clinics in the private sector and has currently acquired 24 clinics.
- Through a decentralised structure, the clinics have a high degree of operational independence, however supported by Dentalum Group’s centralised functions to increase efficiency and maintain a sustainable revenue stream

24 Clinics acquired	8 regions	+220 Employees	118 Treatment rooms
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Platform services to clinics by Dentalum Group

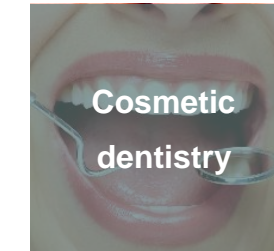


Service overview (examples of services provided within Dentalum)



Aesthetic dentistry

- Regular cleanings
- Restoration of teeth
- Replacing a missing tooth
- Root canals



Cosmetic dentistry

- Whitening of teeth
- Braces
- Veneers
- Invisalign



General dentistry

- Regular oral exams
- Fillings and removal of decay
- Prosthetics
- Acute dental care

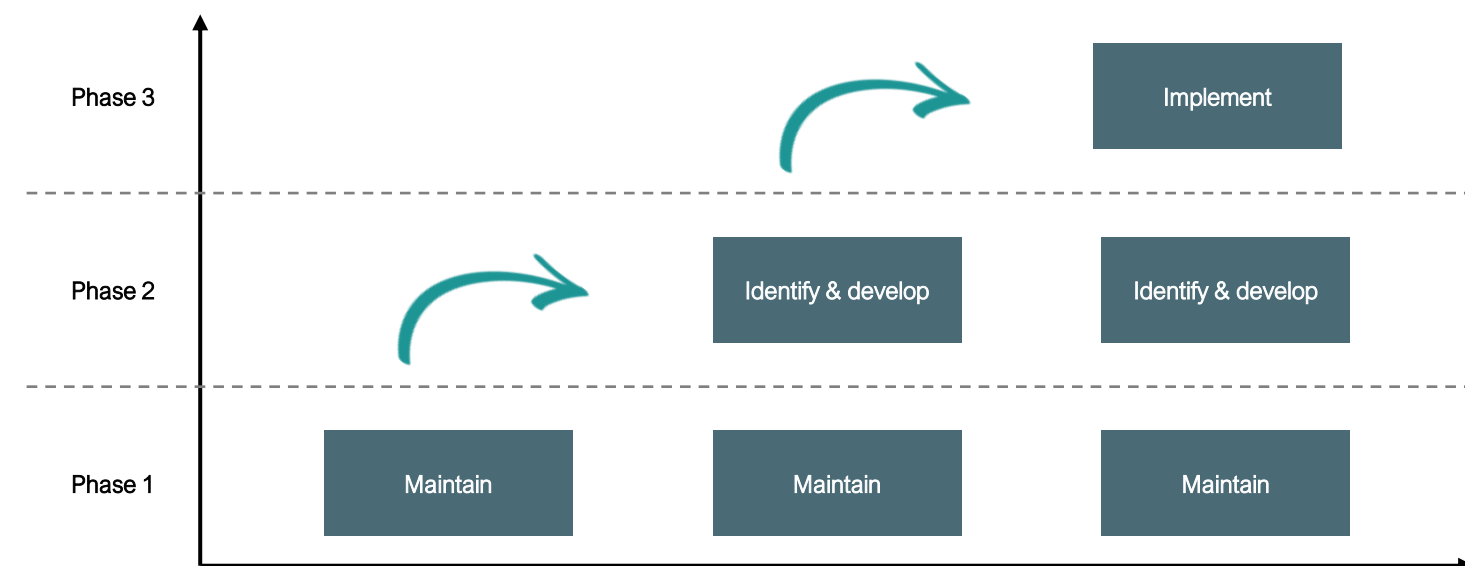


Specialist dentistry

- Oral surgery
- Malocclusion
- Endodontics
- Paradontology

Operational model for continuous improvement

We allow our clinics a high degree of autonomy and strive for continuous improvement, driven by our operational model to share best practice within the group:



Dentalum Financial update – year end 2021 and Q1 2022

Highlights including Q1 2022

- **Continued to deliver on our growth strategy - total Group consists of 24 clinics, included completed acquisitions at the end of Q1 2022 and additional two in May 2022**
 - During the year 2021, we completed acquisitions of eight clinics in four regions;
 - Tareqs klinik in the region of Kalmar
 - Solna Dental and Arenatandläkarna in Stockholm
 - Stångå tandvård in the region of Östra Götaland
 - Dentalakademin, a specialist clinic in Stockholm
 - Estetikcenter operating one clinic in Göteborg and one in Stockholm
 - During Q1 2022, we acquired additional four clinics, of which the acquisition of one clinic was completed during the quarter and three in April-May
 - Tandläkarhuset Enköping in the Uppsala region, completed on February 1, 2022
 - Signed SPA to acquire Swedish Dental at Kungsholmen in Stockholm, completed on April 1, 2022
 - Signed SPAs to acquire Mälarkliniken AB and Karlätandläkarna AB in Stockholm, completed on May 31, 2022
 - Combined clinics pro forma annual revenue and EBITDA, incl 24 clinics, reaching approximately MSEK 397 and MSEK 100 respectively

Strengthened capital structure and presented Financial Targets in Q4 2021

- **Announced mid-term financial targets for the period 2022-2024, and the intention to list the shares of Dentalum on a regulated market or multilateral trading platform in 2023**
 - Financial targets to reach pro forma EBITDA of MSEK 280 by the end of 2024, with a maintained high and sustainable EBITDA-margin exceeding 20%.
- **Successfully completed a “Private placement”, direct new share issue in Dentalum Group of SEK 170 million**
 - Strengthening the capital structure and increasing the investor base. The transaction was significantly oversubscribed, indicating a total equity value of the Group of 1.370 million
 - Shareholder’s contribution subsequently down streamed to Dentalum Operations, our acquisition vehicle and issuer of the Nasdaq listed bond, improving the leverage ratio, tested on an incurrence basis.

Pro forma clinics performance

- **Profitability in the clinics has been sustainable during the pandemic months and increased to 23.5% in LTM12/21 and 24.3% LTM03/22 pro forma**
 - Net sales pro forma 21 clinics reached MSEK 342 in LTM03/22 – an organic growth of 2% vs LTM12/21 (336m) and 9.6% vs LTM12/20 (312m)
 - Pro forma EBITDA reached MSEK 83 in LTM 03/22 which is in line with LTM12/21, an increase by 15.3% vs LTM 12/20 (72m)
 - Recovery in clinics in Q1 2022, with pro forma net sales increasing to MSEK 89 (84m in Q1 2021) and EBITDA MSEK 26 (22m Q1 2021) as the Omicron pandemic phased out

Dentalum Financial update – Interim statutory report Q1 2022

Q1 2021 statutory accounts – strong acquisition growth demonstrated in reported financials

• Q1 2022 consolidated statutory report, consolidating 21 clinics - compared to 12 clinics in the same quarter 2020

- Revenues Q1 increased to SEK 85.8 million (49.7) corresponding to a growth of 73%.
- For the FY 2021, revenues increased to SEK 234.6 million compared to 57.9 million in FY 2020
- EBITDA Q1 was 21.1 million (9.7) and SEK 38.5 million for the FY 2021 (5.5)

Dentalum Operations AB (publ) - Financial Overview of consolidated financial statements, Q1, 2022 (unaudited, consolidating 21 clinics, 17 legal entities)

Summary Income statement and Cash flow (SEK million)

(SEK million)	Q1 2022	Q1 2021	Q4 2021	Q4 2020	FY 2021	FY 2020
Operating revenues	85.8	49.7	73.1	31.9	234.6	57.9
Operating expenses	-64.7	-40.0	-66.9	-28.9	-196.2	-52.5
Direct expenses	-15.8	-8.6	-17.2	-7.0	-44.7	-11.1
Other external	-11.9	-6.9	-13.4	-5.2	-36.2	-10.9
Personnel expenses	-37.0	-24.6	-36.3	-16.7	-115.3	-30.6
EBITDA	21.1	9.7	6.3	3.1	38.5	5.5
Net financial items	-8.6	-6.7	-27.0	-7.1	-48.1	-7.6
Earnings before tax	3.8	-4.4	-29.2	-10.3	-38.7	-9.2
Income tax, (incl. DTA)	-0.4	0.9	-3.4	1.4	-0.5	-0.2
Net Earnings	3.3	-3.4	-32.6	-8.8	-39.3	-9.4
Net Cash Flow	-25.3	-6.9	162.2	147.4	89.2	177.4
CF from operations	4.0	6.6	14.3	6.3	37.2	5.3
CF Investing activities	-17.1	-11.5	-64.3	-117.7	-135.1	-168.6
CF from financing	-12.2	-2	212.1	258.8	224.3	346.0

Summary Balance sheet (SEK million)

(SEK million)	March 31, 2022	Dec 31, 2021	March 31, 2021	Dec 31, 2020
Total Assets	828.4	786.4	485.9	493.8
Fixed assets	546.8	488.4	292.9	296.8
Current assets (excl. Cash)	36.4	27.4	18.5	15.6
Cash	245.3	270.6	174.5	181.4
Equity	257.1	253.8	84.3	87.7
LT interest-bearing debt	397.6	397.2	305.5	299.1
Lease liabilities (IFRS)	26.1	23.4	17.4	19.3
Current liabilities, excl. Lease liab.	77.0	67.1	40.0	48.0
- NIBD ¹⁾ / Net Cash	-178.5	-150.6	-148.4	-137.6
Net Debt as per Bond T&C ²⁾	-227.2	-177.2	-175.1	-172.3
Net Leverage x EBITDA ²⁾	3.04x	2.67x	4.49x	4.45x

1) Net interest-bearing debt as per financial statement, incl. reclassification of Lease contracts

2) Net Debt and leverage as per Bond Terms and Conditions, incl. deferred purchase price, provisions for earn-outs, net of reinvestment

Dentalum Financial Highlights – Pro forma basis

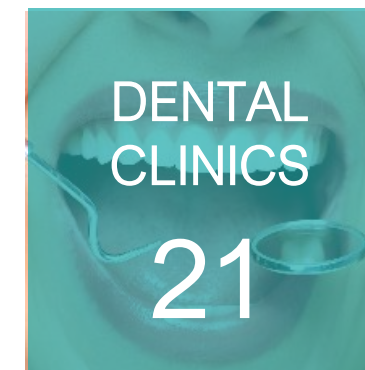
“We ended the year 2021 with another active quarter, completing the acquisition of three clinics, as well as successfully, strengthened the capital structure and investor base through a direct new share issue of 170 million in Dentalum Group”

“Clinics performance development, pro forma including 21 clinics, recovered substantially in Q1 2022 compared to the first quarter in 2021”

“Profitability in the clinics has been sustainable during the continued pandemic periods, reaching 24.3% of EBITDA margin for the period LTM03/2022”

Clinics Pro forma LTM 03/2022

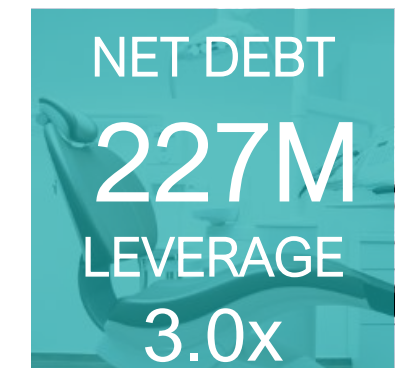
1) Pro forma LTM, based on 21 clinics financials, included as if part of Dentalum during the full LTM period



• SEK 74.7 Group EBITDA incl. IFRS adjustments and HQ expenses

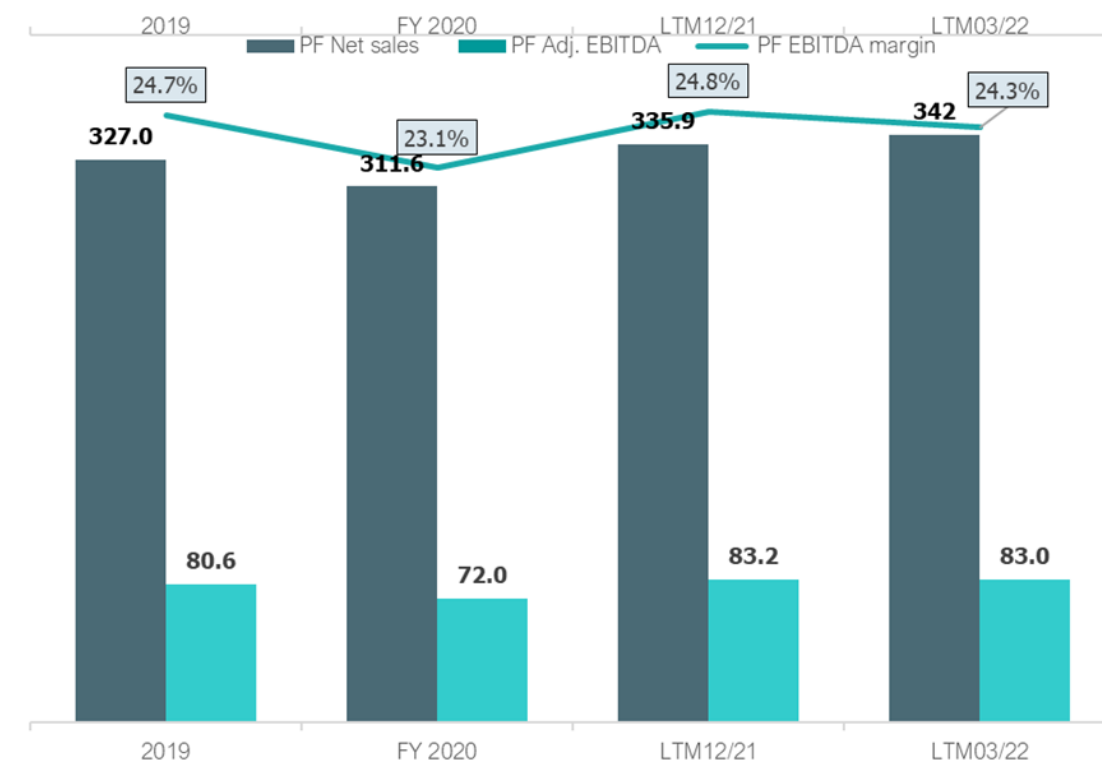
• 21.8% incl. Dentalum Operations HQ expenses and IFRS adjustments

Dentalum Consolidation 17 entities as per March 31, 2021



• As per bond T&Cs, incl. lease liabilities and net of earn-out liabilities and related reinvestments

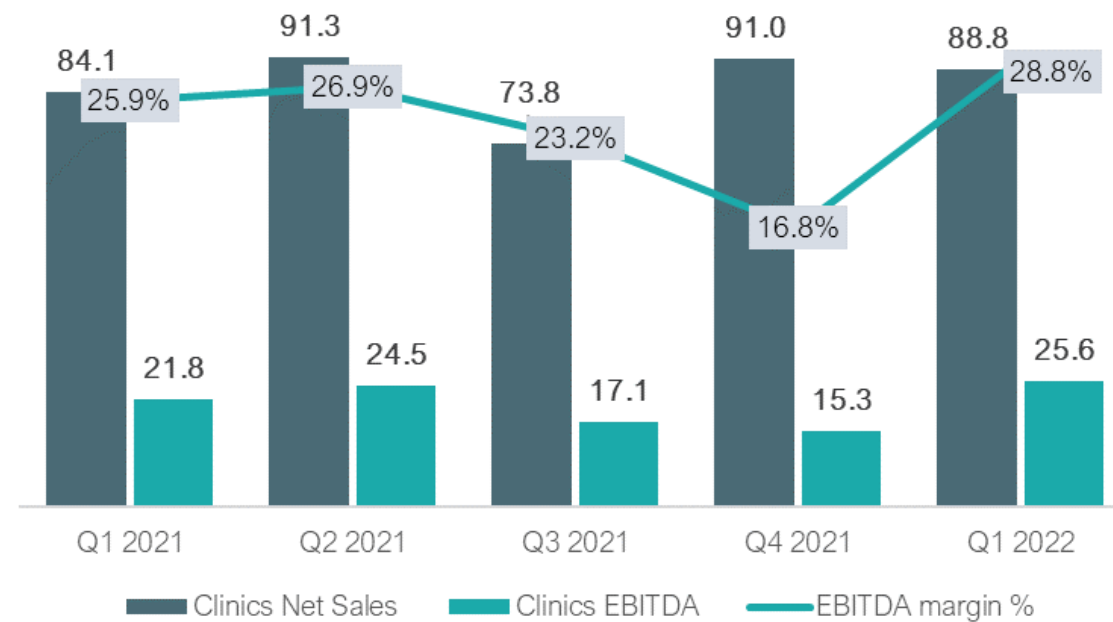
- As per March 31, 2022, consolidating 17 legal entities with stable capital structure
 - Net debt increased to MSEK 227 in Q1 2022 compared to MSEK 177 in Q4 2021, which is related to completed acquisitions
 - Leverage stable at 3x Group EBITDA of MSEK 74.7
- LTM 03/2022 - pro forma, including completed acquisitions of 21 clinics
 - Profitability in the clinics has been sustainable well above 20% EBITDA margin on a pro forma LTM basis, throughout the pandemic periods, reaching 24.3% in LTM03/2022
 - Net sales, pro forma, on an LTM basis, reached MSEK 342, which is an organic growth of 2 % compared to MSEK 336 in LTM 12/2021.
 - Clinics PF EBITDA, reached MSEK 83 in LTM03/2022 incl. adjustments for items not related to the acquired business



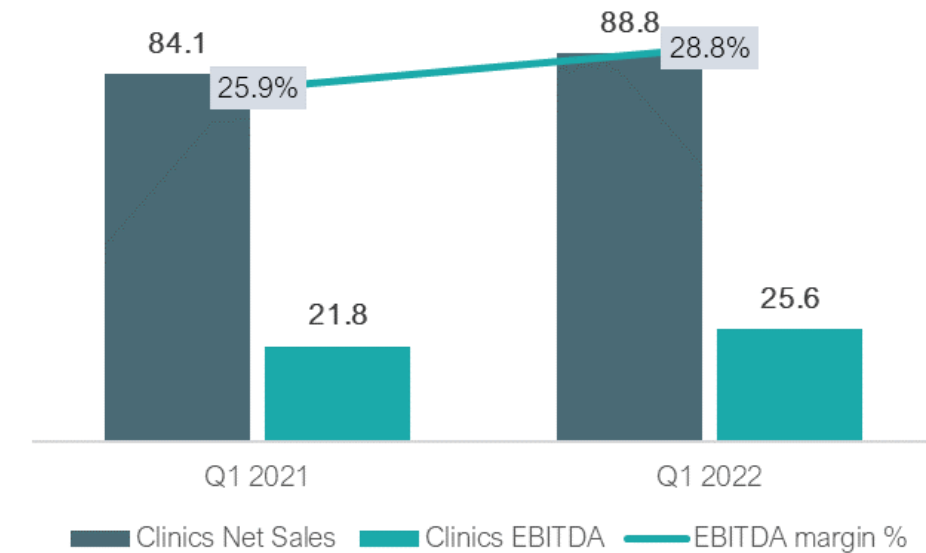
Quarterly development — Pro forma 21 clinics development

Profitability in the clinics has been sustainable during the pandemic, reaching 28.8% of EBITDA margin in Q1 2022
Substantial recovery in net sales and EBITDA in Q1 2022 versus Q1 2021

Quarterly development Clinics Net revenues and EBITDA



Q1 2022 versus Q1 2021 pro forma Clinics Net revenues and EBITDA



Comments to quarterly performance – pro forma

- Net sales, on a quarterly basis has continuously recovered since Q3 2021 and is stable in Q1 2022 compared to Q4 2021.
- Clinics pro forma EBITDA had a clear recovery since the Covid-19 vaccination program was rolled out, especially demonstrated in Q2 of 2021. During the autumn of 2021, the spread of the virus increased, and the Omicron virus hit Sweden as of December, having an impact also on the first quarter of 2022.
- Q1 2022, pro forma clinics EBITDA reached SEK 25.6 million (15.3m Q4 2021). The decrease in profitability at the end of 2021 is due to the Omicron out-break, loss of personnel and difficulties in completing recruitments, as well as expenses recorded in the closing accounts, change of inventory, mainly in City Dental.
- Profitability reached 28.8% in the first quarter of 2022, supported by substantial improvements in certain clinics performance.

Comments to pro forma financials Q1 2022

- Comparing Q1 in 2022 vs the same quarter last year, the Dentalum clinics have proven a clear recovery in both revenues and EBITDA, as well as the profitability margin.
- Net sales in the first quarter reached SEK 88.8 million, an increase by 5.6% compared to Q1 previous year.
- Reported EBITDA increased by 17% versus same quarter previous year.
- Profitability margin increased to 28.8% compared to 25.9% in Q1 2021.

Credit metrics – pro forma update as per March 31, 2021, including 21 clinics

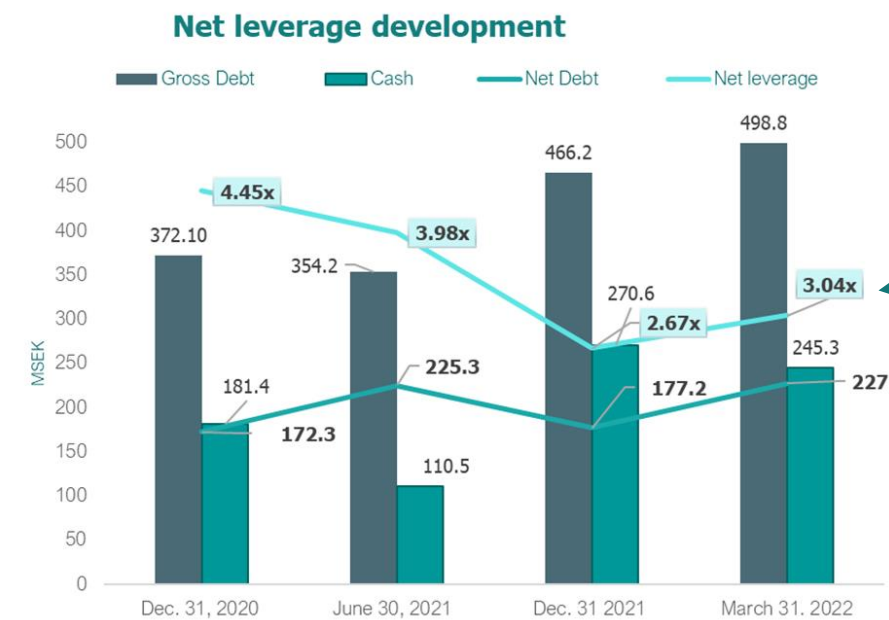
Management of financial covenants and capital structure during high M&A growth as base for IPO and reaching financial targets.

Net leverage improved substantially in Q4 2021, supported by a successfully completed Private Placement in Dentalum Group of SEK 170 million, of which 125 million subsequently down streamed in cash through shareholder's contributions to Dentalum Operations, our acquisition vehicle and issuer of the MSEK 400 bond

Leverage computations per bond T&Cs – PF LTM basis

Dentalum leverage calculation	Pro forma LTM basis			
	15 clinics	17 clinics	20 clinics	21 clinics
SEKm	LTM06/21	LTM09/21	LTM12/21	LTM03/22
Net sales	245.7	269.1	299.8	342.0
Other operating income	2.5	1.6	4.3	2.0
Total income	248.3	270.7	304.1	344.0
Expenses	-192.8	-212.3	-238.0	263.9
Direct expenses	-36.0	-41.0	-50.2	61.7
Other external expenses	-43.0	-44.8	-47.7	51.8
Personnel expenses	-113.8	-126.5	-140.2	150.4
PF Clinics reported EBITDA	55.5	58.4	66.1	80.1
DD Adjusted EBITDA		0.6	1.9	1.1
Management Adjustments		3.4	2.4	1.8
PF Adjusted Clinic EBITDA	55.5	62.4	70.4	83.0
Dentalum Operations expenses	-8.9	-10.9	-15.9	-20.6
IFRS adjustments 2)	10.1	10.8	11.7	12.3
PF Group EBITDA	56.6	62.3	66.3	74.7
Pro forma Gross Debt:	354.2	358.8	466.2	498.8
Interest bearing debt, incl. accrued interest	306.6	312.0	397.7	412.7
IFRS leases	19.9	19.1	23.4	26.1
Liabilities, deferred purchase price	2.0	2.0	19.4	8.9
Provisions for earn-outs	25.7	25.7	25.7	51.0
Total Cash balance	110.5	108.3	270.6	245.3
Escrow	21.2	-	42.7	15.9
Non restricted cash	89.3	108.3	227.8	229.4
Net Debt computation	225.3	232.1	177.2	227.2
Gross Debt:	354.2	358.8	466.2	498.8
Reinvestments related to earn-outs	18.4	18.4	18.4	26.3
Cash balance	110.5	108.3	270.6	245.3
Gross Debt / EBITDA	6.26x	5.76x	7.04x	6.67x
Net Leverage	3.98x	3.73x	2.67x	3.04x

Continued deleveraging in line with plan since initial Bond issue in 2020



	12 clinics	15 clinics	20 clinics	21 clinics
	Dec. 31, 2020	June 30, 2021	Dec. 31 2021	March 31. 2022
Gross Debt	372.10	354.2	466.2	498.8
Cash	181.4	110.5	270.6	245.3
Net Debt	172.3	225.3	177.2	227.2
Equity	87.7	101.5	252.8	257.1
Net leverage	4.45x	3.98x	2.67x	3.04x
ND/E	2.0	2.2	0.7	0.9
D/E	4.2	3.5	1.8	1.9
PF LTM Group EBITDA	38.7	56.6	66.3	74.7

Comments to development

- **Net leverage improved in Q4 2021** in line with financing plan, supported by shareholder contributions and M&A at sound multiples and acquisition financing structure, including reinvestments and deferred purchase price
 - In Q1 2022, net leverage increased from 2.7x to 3x, as planned, financing additional M&A with cash on balance sheet
- **Proactive management of financial covenants** tested on an incurrence basis. Threshold for new debt is 4x EBITDA and utilization of bond proceeds 4.5x, decreasing to 3.5x in Oct.-22
- **Strengthened of equity position in Q4** as shareholder contributions of total SEK 155m in connection with the completion of the Private Placement in Dentalum Group (of which 125 m paid in cash) and SEK 21.5 million through reinvestments by sellers of the dental clinics acquired in Q4.
- **Total equity increased** to 257 million in Q1 2022 (253m December 2021). Since the start of Dentalum in 2019, shareholder's contributions amounting to a total of 302 million have been injected, of which 205 million was contributed in 2021.
- **Total cash position increased** to 270.6 million as per December 2021 (181m in December 2020)
 - Cash balance decreased to 245 million as per March 2022, due to financing of acquisitions.
- **Pro forma net debt**, calculated as per the definition in the Senior Secured Bond T&Cs, increased to 227 million in Q1 2022, including components of interest-bearing debt and accrued interest of 413 million, cash balance of 245 million, IFRS16 adjustments for lease liabilities of 26 million, and a net of provisions for deferred purchase price, earn-outs and related shareholder contributions of 33.7m

Financial targets mid-term (2022-2024)

EBITDA

Dentalum has an EBITDA target of >SEK 280m in 2024e

>280
SEKm

EBITDA margin

Dentalum has an average annual EBITDA margin target of >20%

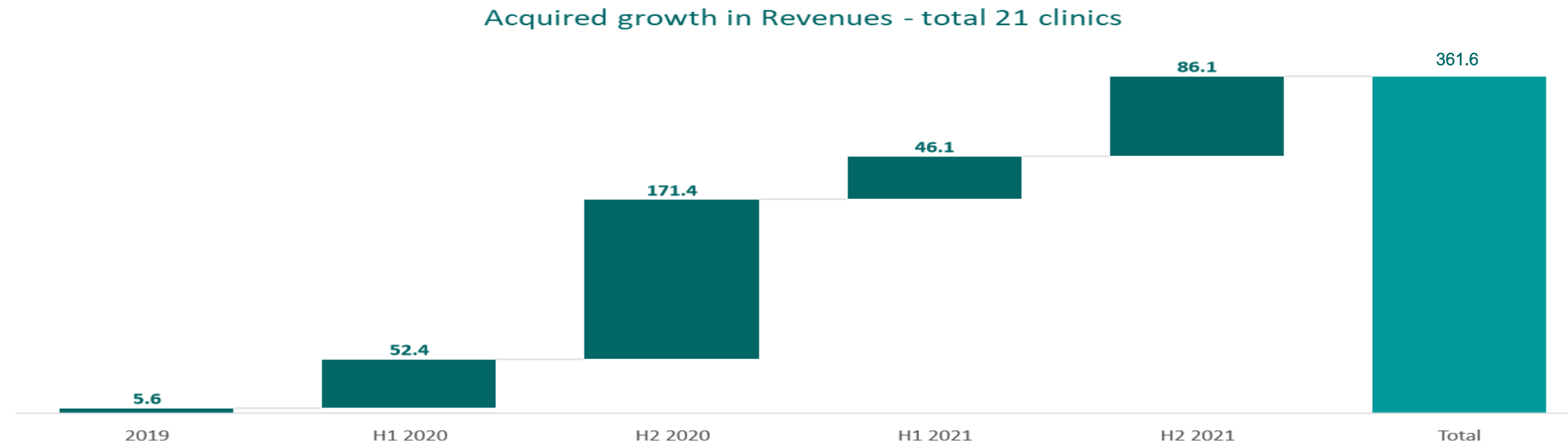
>20%

Disclaimer

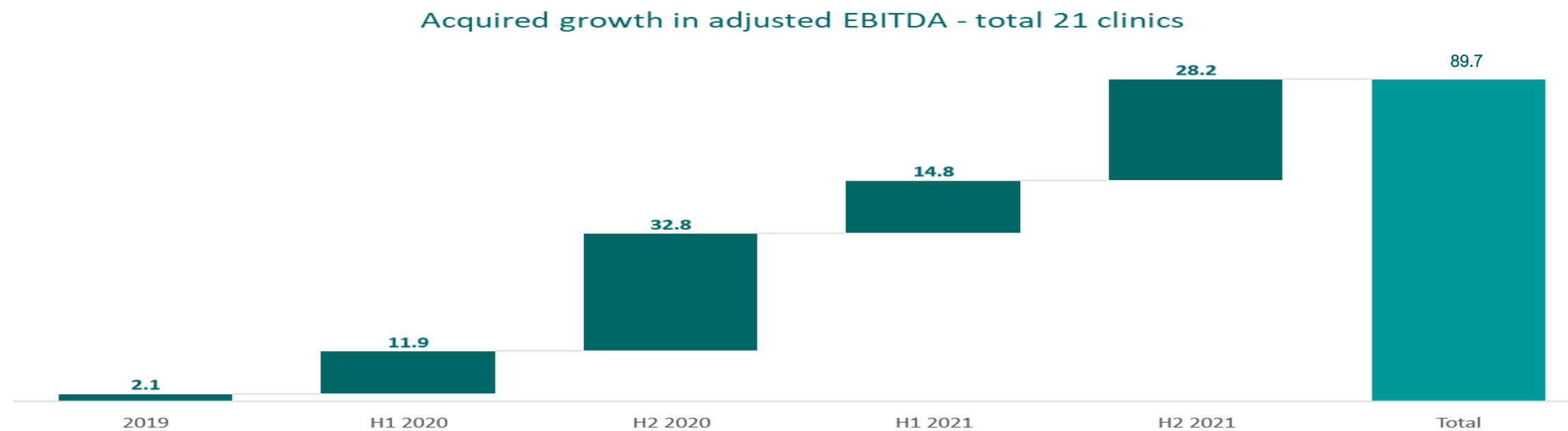
- Dentalum's financial targets constitute forward-looking information. The financial targets are based on a number of assumptions concerning, among other things, the development of Dentalum's industry, operations, operating results, financial position and the macroeconomic environment in which Dentalum operates.
- EBITDA consists of both organic and acquisition-based growth.

Strong acquisition growth rate – illustrative graph

Cumulative acquired revenue development (SEKm)¹



Cumulative acquired EBITDA development (SEKm)²



Note: 1) LY Cumulative revenue development, base as per signing of each acquisition, 2) LY cumulative EBITDA development, base as per signing of each acquisition date