

## Medical

[The Tooth Booth to undertake capital raises ahead of longer-term IPO - owner](#)

 **Proprietary Intelligence**

Headline:	The Tooth Booth to undertake capital raises ahead of longer-term IPO - owner  <b>Proprietary Intelligence</b>
Main body :	<p><b>The Tooth Booth</b>, an unlisted public Australian dental group, is planning a number of capital raisings, starting this year, to fast track expansion, ahead of a longer-term IPO, said sole owner Darren Berry.</p> <p>The company has hired Queensland-based corporate advisory firm BlueMount Capital's sister company, <b>Funding Strategies</b>, to assist with its capital raising requirements, Berry said. It does not currently have or need any external legal or accounting advisors, but is happy to hear from advisors who can bring interested parties, he added.</p> <p>The Tooth Booth would consider a mix of investors or one single investor, Berry said, noting that ideal investors would include health insurers, many of which are investing in dental and other medical services. He cited as an example UK-headquartered global healthcare group <b>BUPA</b>, which owns about 140 dental clinics in Australia.</p> <p>With a greenfield expansion strategy and with its clinics conveniently located in high-traffic, tier-one shopping centres in medium to higher socio-economic areas, The Tooth Booth could also attract interest from retail or service-based businesses looking to extend their offerings and get more traffic into their centres, Berry added.</p> <p>The Tooth Booth, which started in 2015 and has three clinics in Queensland, is seeking to initially expand further in Queensland, to be followed by New South Wales, Berry said. Its two listed peers, according to Berry, are the AUD 153m (USD 116m) market capitalization <b>1300 Smiles</b> [ASX:ONT], with 22 clinics, and the AUD 275m market capitalization <b>Pacific Smiles</b> [ASX:PSQ], with more than 60 clinics.</p> <p>The Tooth Booth currently has four revenue streams, namely dental treatments, teeth whitening, OPG X-Rays, and product sales, with new treatments such as cosmetic injectables expected to provide additional revenue streams from July 2017, Berry said. Forecast revenue for 2017 is AUD 2.2m and the number for 2020 is AUD 15.8m with EBITDA of AUD 4.2m, Berry said, noting that the company plans to exit via an IPO in three to five years.</p> <p>by Louise Weihart in Sydney</p>

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	<b>Target:</b> The Tooth Booth <i>Financial advisor:</i> Funding Strategies <b>Bidder:</b> Bupa Dental Services Limited
Source :	Proprietary Intelligence
Size :	500m < (AUD)
Value :	153 m AUD (Market cap of peer)
Stake Value :	N/A
Grade :	Confirmed
Alert :	BlueMount Capital
Intelligence ID :	2452606



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