

Elite DPO

Dental practice values have dropped
We may never see 10x+ EBITDA multiples again for the solo practice

WE HAVE A SOLUTION



HOW IT WORKS

Sell a minority stake of your practice to the Elite DPO at market value and utilize your lifetime capital gains tax exemption to pay no tax. Use your lifetime capital gains exemption to receive, on average, 2x EBITDA in net proceeds.

Benefits

- Keep full control of your practice
- Maintain anonymity about your cashout and partnership
- Maintain your autonomy
- Your team will not know because nothing changes besides paperwork.

Our commitment

- There is no clawback if your EBITDA drops.
- You can realize your full potential at exit, while enjoying your cashflow.

The Elite DPO is run for **DENTISTS** by **DENTISTS**. Every board member has a vested interest in the DPO and is first to buy in at the fund level.

WHY ELITE DPO?

	Elite DPO	Dental Service Organization (DSO)	Solo Ownership
Majority Dentist Ownership	●	●	●
Dividends	●	●	●
Operational Control	●	●	●
Back-Office Support	●	●	●
Purchasing Power for Supplies & Equipment	●	●	●
Mentorship & Learning	●	●	●
Expanded Access to Training & Services	●	●	●
More Time to Pursue Personal Life	●	●	●
Shared Responsibility	●	●	●
Maximize Cash Flow	●	●	●
Time of Commitment	5 Years	5 Years	Unknown
Exit Multiple	10x+ ¹	DSO Market ²	Less than DSO Market ²

¹ Current market valuations for \$10M+ in EBITDA is 10x+

² DSO Market as of March 2023 for solo Practice is 7x

Disclaimer: The above figures are for illustration purposes only, and in no way serve as a guarantee of results.

BRIAN HOLLAND | Elite DPO Fund Manager

With over 16 years of Canadian M&A healthcare experience, and over \$40B in transactions comprising 300+ deals, his breadth of knowledge makes him one of Canada's top corporate financiers in healthcare. He currently serves as Vice President at Revera in Corporate Development. He is responsible for the M&A team that has worked on \$16B in transactions and 150+ deals over the last 8 years. These deals have come via acquisitions, developments, divestitures, venture capital, and strategy with capital partners across Canada, the US, and the UK. He began his career at Goldman Sachs. He has previously worked in private equity at the Ontario Teachers' Pension Plan and in investment banking at CIBC and Macquarie Capital Markets. Healthcare has been a focus throughout Brian's banking career.



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