

PRESS RELEASE  
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BaltCap is the leading independent private equity firm focusing on small and midmarket buyout and expansion capital investments in the Baltic States.

BaltCap has strong presence in all three Baltic countries with local offices and experienced team of 16 professionals.

Since 1995, BaltCap has been managing private equity and venture capital funds with total capital of over EUR 260 million and has made more than 60 investments.

BaltCap is a member of Invest Europe ([www.investeurope.eu](http://www.investeurope.eu)), Estonian Private Equity and Venture Capital Association ([www.estvca.ee](http://www.estvca.ee)), Latvian Venture Capital Association ([www.lvca.lv](http://www.lvca.lv)) and Lithuanian Venture Capital Association ([www.vca.lt](http://www.vca.lt)).

BaltCap is a signatory of the United Nations Principles for Responsible Investment (UNPRI) since 2008.

## BaltCap invests in leading dental care provider in Estonia

**BaltCap, the private equity and venture capital investor in the Baltic States, will invest in the leading Estonian dental care company Dental Invest Estonia (“DIE”).**

BaltCap Private Equity Fund II, advised by BaltCap, has agreed to invest in DIE group through new equity issue acquiring a 56% ownership stake. The management team and the key doctors will own 44% of the shares.

DIE, along with its subsidiaries, is the leading dental healthcare provider in Estonia. Having over 17 years of experience the Group has been the innovation leader in Estonia by adopting modern technologies and introducing new services to the market. Orthodontics (prevention and correction of irregular teeth), restorative dentistry and children’s dentistry have traditionally been the Group’s core services. Recently DIE has expanded activities now covering also regular dentistry, ENT (ear, nose, throat) disorder treatment, speech therapy, physiotherapy, sleep disorder treatment and oral and maxillofacial surgery. The Group has adopted myofunctional treatment as a teamwork approach that has been highly recognized by medical experts globally. The Group is additionally active in offering dental laboratory services and exporting dental care equipment.

“We believe that healthcare industry has excellent long term perspectives with dental care being one of the fastest growing segments. DIE group has a strong team of professionals and we are impressed with the state-of-the-art chain of clinics they have built. With our investment, BaltCap wants to help the group to develop into a true regional leader in dental and dental related healthcare,” comments Martin Kõdar, Managing Partner of BaltCap.

“We were looking for a long term investor for the group to enable us carry out our expansion plans. We selected BaltCap for their professional approach, dedication and understanding of our business needs. Having BaltCap as a long term partner gives us confidence to expand our service offering and clinics network,” noted Vallo Veering, Founder of DIE.

The transaction is planned to be completed in December 2015 and is subject to the approval of the Estonian Competition Authority. The parties have agreed not to disclose the transaction price.

### **About BaltCap Private Equity Fund II**

*BaltCap Private Equity Fund II (BPEF II) makes equity investments in innovative companies based in the Baltic region focusing on buy-and-build opportunities. BPEF II was established in cooperation with the European Investment Fund (EIF) involved in the project through the Baltic Innovation Fund (BIF). The BIF is an initiative created by cooperation between the Republic of Estonia, the Republic of Latvia, the Republic of Lithuania and EIF.*

### **About Dental Invest Estonia**

*Dental Invest Estonia group of companies aim to offer patients a complete treatment approach including dental care, sleep medicine and myofunctional treatment. The group has 190 employees and 8 clinics across Estonia. Its main subsidiaries include Ortodontiakeskus OÜ, Dental Design OÜ and Dental Export OÜ. In March 2015, DIE opened a new state-of-the-art clinic in Lelle Street 24, Tallinn. In 2016, the group plans to launch a similar new clinic also in Tartu.*

### **Additional information:**

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