

# CASE STUDY

## WE GET THE DEAL DONE

Lifco acquired Ortho-Care

HEALTHCARE



### THE DETAILS:

OCTOBER 2023

UNITED KINGDOM | SWEDEN



Translink acted as the advisor to the shareholders of Ortho-Care (UK) Limited on its sale to Lifco AB

### KEY TAKEOUTS:

The acquisition complements Lifco's core dental business and adds to its presence in the UK.

The cross-border Translink team involved offices from across Europe and the USA who identified and engaged with strategic acquirors in their respective countries to achieve an outcome that was aligned with the shareholders' objectives of preserving the company's culture and values.

### DEAL MAKERS:

Matt Scott, Hamish Morrison, Fredrik Ullberg

### TRANSACTION ANNOUNCEMENT:

In October 2023, Translink Corporate Finance announced that it had acted as lead advisor to the shareholders of Ortho-Care (UK) Limited (Ortho-Care), a value-added distributor of orthodontic products, on its sale to Lifco AB (Lifco).

Founded in 1982, Ortho-Care has established itself as a leading supplier of orthodontic products within the UK, built upon a customer-centric strategy and proficient order fulfilment. Ortho-Care currently supplies more than 2,000 globally sourced products to a customer base of over 2,500 orthodontic practitioners.

Lifco is a Swedish-based investment company listed on Nasdaq Stockholm, with over 200 operating companies in more than 30 countries across three core business areas. Ortho-Care bolsters Lifco's strong presence in the dental supply chain and adds to its current portfolio of manufacturers and suppliers of consumables, equipment, and technical services to dentists in Europe and the USA.

### SUMMARY:

- Translink assisted Ortho-Care in presenting a compelling acquisition opportunity to targeted potential purchasers
- A global sales process was conducted with Translink leveraging its international network of relationships to attract interest and offers from multiple territories across Europe and the USA
- Translink UK worked in close collaboration with Translink in Sweden to deliver a successful outcome for the shareholders of Ortho-Care

**"Having spoken to a number of interested parties from across the world we are delighted to have been able to conclude a deal with Lifco.**

**They are the perfect fit for us given our alignment on business ethos and strong focus on delivering exceptional levels of customer service."**

Kelvin Scott, Co-founder of Ortho-Care (UK) Limited