

Miura backs Proclinic to create the leading dental depot in Southern Europe

- **Proclinic is the leading dental specialized distributor in Spain with revenues of €140 million and a 25% market share**
- **Miura partners with the Raneda de la Hoz family to consolidate Proclinic's leadership in Spain and boost the company's growth in France and Italy**

Miura Private Equity has reached an agreement to invest in Proclinic, the largest specialized distributor of odontology solutions in Spain, with the aim of strengthening its leadership in Spain, boosting its international growth and continuing on supporting their clients with an increasingly digital approach.

Founded in 1983 by the Raneda de la Hoz family, Proclinic is headquartered in Zaragoza, where it runs a state-of-the-art logistic center, and has numerous commercial offices across Spain, notably in Barcelona and Madrid. The company has built its leading position thanks to a top-quality client service - offering the best solutions to dental clinics and laboratories with a broad product portfolio. The company has a catalogue with more than 55,000 SKUs in key categories such as clinic & laboratory consumables, equipment, implants & orthodontics.

Since inception, Proclinic has followed a path of growth that has resulted in €140 million in revenue and more than 300 employees in 2020. Company's exports in European markets currently represent 25% of its revenue, being France and Italy its core international geographies.

Proclinic complements its services by giving support to dental training programs through collaboration agreements with academies and universities and offers the *Proclinic Scholarship* to young dental students. In addition, the company has a strong commitment to sustainability with the development of Corporate Social Responsibility actions based on quality certifications in health products, labor integration, investment in new technologies and collaboration with social projects.

According to Luis Seguí, Founding Partner & CEO at Miura, *"we are very pleased with the agreement reached with Proclinc, the Raneda family and the management team, to undertake a new stage of consolidation as leaders in Spain, of international growth, and a reinforcement of Proclinic's digital capabilities. For us, it is a very exciting project in the healthcare sector, in which we reaffirm our commitment to support solid companies within the Spanish business arena."*

Carlos Julià, Partner at Miura, explained that *"at Miura we continue with our commitment with the healthcare sector with the backing of Proclinic and the Raneda family in their solid track record of growth and leadership as a key partner for dental clinics and laboratories. In a sector with strong demand fundamentals, we believe that our experience in international expansion and digitalization*

projects in healthcare and distribution companies can contribute to creating the leading dental depot in Southern Europe. "

Julián Raneda De la Hoz, partner and CCO at Proclinic, commented "Our partnership with Miura will let us accelerate our growth with the clear mission of continuing providing value to our broad customer base of dental clinics and laboratories, and committed to an excellent service and top-quality products. We will stay true to the values that have differentiated us in our 40 years of history and have positioned us as the sector leaders in Spain: maximum commitment to our clients, a close and solid relationship with our providers, an updated range of quality products and a clear focus to be at the forefront of innovation to continue satisfying the needs of dental clinics and laboratories, and supporting their growth."

The operation is subject to authorization by Competition regulatory bodies and was advised by PwC, KPMG and Baker McKenzie.

About Miura Private Equity

Miura is a leading investment firm in Spain with assets under management in excess of €1 billion through its Private Equity and Agribusiness funds. The firm specializes in investing in Spanish family-owned businesses with attractive growth and consolidation plans, and with a clear international spirit. Since 2008, Miura has invested in more than 40 companies, with transactions worth more than €1,5 billion.

Find more: www.miuraequity.com

About Proclinic

Proclinic is the leading specialized dental depot in Spain. Based in Zaragoza, it was founded in 1983 and counts with a state-of-the-art logistics center and multiple commercial delegations with more than 300 employees. Proclinic is also present in international markets (mainly France, Portugal and Italy).

More information: www.proclinic.es

More information

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