DenTech Shanghai to host dental CAD/CAM forum in 2015

DT Asia Pacific

SHANGHAI, China: The organiser of DenTech China has announced a forum solely dedicated to dental CAD/CAM to be held in an upcoming show in October this year. It will feature internationally renowned experts and cover several fields related to digital dentistry, including digital imaging, digital impression taking and image-guided implant surgery, representatives of Shanghai UBM ShowStar Exhibitions said.

The forum will be held alongside the industry exhibition and other specialty forums on topics like implantology. In addition to leading providers of dental CAD/CAM, International Dental Products for China, a Chinese dental technology magazine published by German publisher Rösser, is supporting the event.

While the penetration of dental CAD/CAM is still considered to be low in China, industry sources estimate that the market will grow by double digits in the next five years owing to a large influx of outsourced lab work from other countries and a higher demand for all-ceramic CAD/CAM-manufactured prosthetics by the rising Chinese middle class. According to the Canadian market research provider data Research, this segment is currently the fastest growing in the country, with an annual growth rate of approximately 4.2 per cent each year.

Australia’s largest dentistry chain changes owner

DT Asia Pacific

GURGAON, India: After only 22 months, health care group Fortis is divesting its investment in the Australian dental office network Dental Corporation Holdings. The majority stake of 64 per cent, valued at an estimated AUS$270 million (US$284.6 million), has been offered to the Australian arm of the British United Provident Association (Bupa) in an effort to cut debt, the Indian company said in a statement last month.

Fortis Healthcare International, which runs dental service businesses in India and Hong Kong, among other APAC countries, acquired its first stake in Dental Corporation in February 2011. While the number of dental practices has grown by almost 40 per cent since then, according to the company, original plans to export the Dental Corporation model to other countries in the Fortis network have been largely unsuccessful, except for the expansion into Canada in early 2012.

Both parties announced that the transaction is scheduled to be completed by March 2015 and will be subject to approval by shareholders and the respective regulatory bodies. Managing Director of Bupa Australia and New Zealand Dean Holden commented that the acquisition will help his company to strengthen its existing health care offering and support it in its aim to become a health care partner to more customers worldwide. Bupa, which is based in the UK, provides private medical and dental insurance and health services to ten million customers in Europe, Asia and Latin America.

Dental Corporation Holding currently maintains 196 dental offices with more than 450 dentists throughout Australia and New Zealand. During the last fiscal year, the company reported revenue of AUS$559 million (US$575.3 million), which makes it the largest provider of private dental health care services in both markets.

Fortis Healthcare Australia is held by Fortis Global, a US$1 billion enterprise founded by brothers Malvinder and Shivinder Mohan Singh from Delhi in India. They formed the company late in 2001.

Sing dental provider Q & M makes takeover bid for SMG

DT Asia Pacific

SINGAPORE: In an effort to extend its health care offering, Singapore’s largest provider of private dental services, Q & M, has announced its intentions to buy a majority stake in Singapore Medical Group (SMG), a specialist medical provider operating 15 health centres throughout the city state.

The proposed deal, estimated to be worth more than S$22 million (US$17.8 million), is expected to be completed in mid-2015 and could add 80,000 customers to Q & M’s customer base of almost half a million patients.

Following the announcement, SMG shares on the Singapore stock exchange were up by 60 per cent last week. Established in 2005, the company currently maintains clinics specialising in eye and cancer treatment, as well as in orthopedics and aesthetic surgery. For the last fiscal year, it reported a net income loss of more than S$1 million (US$150,000).

Q & M CEO Dr Ng Chin Siau commented that with the proposed takeover, his company aims to benefit from the increasing demand for high-quality health care services in Singapore and the South-East Asia region. He said that after the acquisition has been finalised, Q & M intends to open a number of general medical practices in the near future that will offer comprehensive and holistic medical services in addition to SMG’s existing facilities.

“The existing team and viable operational structures within SMG give us a good start,” Siau said.

Q & M operates a few dozen dental clinics and practices in countries like Singapore, Malaysia and the People’s Republic of China. According to financial reports, the group and its subsidiaries achieved a revenue of S$24 million (US$16 million) last year.
KUALA LUMPUR, Malaysia: With UltraSeal XT hydro, Ultradent has a proven dental sealant with hydrophilic properties in its portfolio that allows the clinician to pretreat a tooth without the need for a drying agent. According to the US company, owing to the advanced adhesive technology used in UltraSeal XT hydro, the product bonds securely to enamel, reduces microleakage and increases marginal retention, resulting in fewer patients who need sealants replaced. Available in natural and opaque white shades, UltraSeal XT hydro fluoresces under a black light, a feature that aids the checking of retention at the time of placement and during subsequent visits. In addition, light curing is intended to be more accurate and efficient with VALO, awarded best polymerisation lamp by US testing institute REALITY in 2010. Available as a corded and cordless model, this durable unibody device, made of scratch-resistant aerospace aluminium, offers clinicians three power modes (Standard, High Power and Xtra Power) for higher treatment versatility. Owing to its sleek design and focused columnar beam, access to all areas of the oral cavity has been improved significantly, the company said. Since 2011, Ultradent has been providing support and training to its customers in the Asia Pacific region through its headquarters in Malaysia. The manufacturer also recently expanded its operations in Australia and New Zealand through a new distribution agreement with local dealers Gunz Dental and Henry Schein.

NEWBERG, USA: US dental manufacturer A-dec has announced that its award-winning A-dec LED light is now also available to existing A-dec light users. Clinicians who have a working flexarm on an A-dec light manufactured after 1993 will be eligible for the upgrade, which is claimed to provide 20 per cent more luminance at one-fifth of the power needed for halogen bulbs. With an A-dec LED light, clinicians have a brilliant white light with a colour index of 90 at 5,000 K at their disposal, which according to A-dec allows them to see colours more accurately for a better diagnosis, reduces shadowing and improves contrast. The cure-safe mode provides brilliant yellow light at 25,000 lux intensity, enabling the dental team to work effectively without curing photoinitiated resins.

The A-dec LED light can be positioned with three axes of rotation and 540 degrees of horizontal motion, resulting in optimised ergonomics for the entire dental team and improved patient comfort. The on/off function turns the dental light on automatically when the chair reaches the treatment position and turns it off in the entry/exit position when used with the A-dec 500 and A-dec 500 systems. Switching modes can be done locally or via a remote touchpad, the company said.