Henry Schein completes Asia investment

By DTI
KYOTO, Japan/MEVILLE, USA - Last week, Henry Schein announced the completion of a 50 per cent equity investment in One Piece Corporation, a subsidiary of J. Morita. Henry Schein first entered the Japanese market in October 2014, with an investment in its dental supply, a full-service provider.

With exceptional handling characteristics, longer working time, and nano-fillers, providing them multifunctional organic fillers made from specially modified resins to Beautifil II, both are developed as complementary extensions to Beautifil II, and both are made from specially modified multifunctional organic fillers and nano-fillers, providing them with exceptional handling characteristics, longer working time, high abrasion and wear resistance, of dental consumables, implants and equipment.

“We are delighted to move forward with our partnership with Henry Schein,” said Haruo Morita, President and CEO of Morita. “We share a devotion to innovation, the ability to adapt to changing market conditions, and a strong commitment to industry leadersh

ip that will enhance our efforts to help practicing dentists in Japan deliver quality oral health care.”

With the partnership, Henry Schein has expanded its presence in Japan, the second-largest dental market in the world. One Piece is composed of eight dental dealers throughout Japan, which serve approximately 6,000 dental clinics and had aggregate sales of approximately US$125 million in the 2015 fiscal year.

Commenting on the partnership, Henry Schein CEO Hanley M. Bergman said: “We are committed to the Japan dental market and with Kenichiro Iwase, assuming the leadership of Henry Schein Japan, we look forward to a strong partnership that will bring new services and solutions to the Japanese dental community.”

Japan has approximately 90,000 dentists and about 64,000 dental clinics. With the addition of One Piece, Henry Schein Japan will serve approximately 22 per cent of Japan’s dentists.

Red and white aesthetic harmony

By DTI
SINGAPORE: In order to help clinicians to create lifelike direct resin restorations, dental materials company SHOFU has introduced Beautifil II Enamel and Gingiva. Developed as complementary extensions to Beautifil II, both are made from specially modified multifunctional organic fillers and nano-fillers, providing them with exceptional handling characteristics, longer working time, high abrasion and wear resistance, as well as stable shades, the company said.

Moreover, effortless and superior polishing with sustained polish retention achieves lasting aesthetics. SHOFU’s proprietary S-PRG fillers release fluoride and exert an anti-plaque effect on the restoration surface. A special one-push syringe ensures controlled dispensing of the smooth and creamy material that is easy to sculpt into fine details to recreate the surface textures seen in natural teeth and gingivae.

Straumann: Controlling stake in MegaGen

By DTI
BASEL, Switzerland: Straumann has announced that it is exercising its conversion right and call option to acquire a controlling stake in South Korean implant manufacturer MegaGen. The option was obtained in March 2014, when Straumann agreed to purchase convertible bonds from MegaGen for a total of US$50 million (€47 billion).

The bond agreements between the two companies provide Straumann with the right to convert them into MegaGen shares. An additional agreement with the main shareholders of MegaGen entitles Straumann to purchase an additional number of shares in MegaGen to obtain a controlling stake in MegaGen.

Straumann’s decision to exercise the conversion right and call option has triggered the process in the agreements to determine the conversion rate and the price of the additional shares. MegaGen has disputed the conversion price and calculation procedure and has initiated arbitration in Seoul in South Korea under the International Chamber of Commerce rules. Expediency is in the best interests of all parties involved, and Straumann is in the process of responding in order to close the deal as soon as possible. This could take up to two years, depending on the progress of the arbitration.

Straumann CEO Marco Gadola explained: “Our investment has helped MegaGen to drive its growth strategy and to achieve good results in 2015. However, with its domestic market highly penetrated and our industry consolidating rapidly, we are firmly convinced that it is in the best interest of MegaGen’s employees, customers and shareholders to have a strong global partner who can help the company to provide complete solutions and to expand internationally. At the same time, MegaGen complements our portfolio with differentiated products and could help us to address the value segment more effectively, particularly in the Asia-Pacific and Middle East regions.”
“The journey of innovating the clinical workflow has just begun”

An interview with Nobel Biocare and Digital Imaging President Hans Geiselhöringer

From 23 to 26 June, Nobel Biocare held its global symposium in the world metropolis of New York in the US. The company staged a truly exceptional event with a high-class educational programme at the Waldorf Astoria in Manhattan. As the official media partner of the event, Dental Tribune International had the opportunity to meet with Hans Geiselhöringer, President of Nobel Biocare and Dental Imaging, at the symposium for a short interview.

Dental Tribune International: Has the global symposium met your expectations?

Hans Geiselhöringer: We are extremely happy with the symposium because it has exceeded our expectations in every sense, from the record number of participants to the motivation of our team and customers to engage in discussions, as well as the quality of the speakers and their presentations. We have always had high standards at our meetings, but I must say that I was really thrilled by the way innovation was presented not only by our company but also by the clinicians and experts themselves.

In addition, I found the NEXT GEN forum in particular incredible, as it gave us confirmation that we are on the right track to doing more for the younger generation of implantologists. I was positively surprised to see how enthusiastic and open our young clinicians are to working hard with us to move this project forward.

Overall, we have seen at this symposium that the future is bright, and I strongly disagree with some critical voices that suggest that there will no longer be real innovations in implantology.

With regard to training of the next generation of dental professionals, what kind of role can or should Nobel Biocare play in implant education?

In my opinion, the journey of innovating the clinical workflow has just begun.

“I believe that even experts cannot predict the impact of the Brexit on the industry.”

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To continue leading the value market
Dental implant manufacturer MIS announces future strategies

By DTI

BARCELONA, Spain: Founded in 1995, MIS Implants Technologies started out as a small implant company in the discount segment, but has developed into a successful global business over the past 20 years. At a press conference held during the MIS Global Conference in Barcelona in May, the management team gave a detailed outlook on the company’s future strategic developments, product innovations and potential growth markets.

In order to pursue considerable growth and address challenges in the implant market, MIS made a number of organisational changes to the company structure several years ago. One of these was integrating research and development functions into the marketing and sales department, a move that transformed the department’s way of working.

Since 2013, Doron Peretz, Senior Vice President of Marketing and Development, has been guiding the R & D division at MIS.

“...dentists will no longer accept low-value discount implants.”

MIS management identified three markets offering opportunities for considerable growth, namely Germany, the US and China, where MIS only recently opened a new subsidiary.

He further explained: “Today, the dental implant market is divided into the premium, the value and the discount segment. We predict that about five years from now this will no longer be the case. The main reason is that dentists will no longer accept low-value discount implants. MIS is currently leading the value segment and will continue to do so.”

Peretz also disclosed that the company is planning to bring a number of new products to market over the next three years, including the next generation of the V3 Implant System, which will be launched at the upcoming International Dental Show in March 2017. With some of these innovations, MIS is aiming to offer its customers products in the premium range. “In order to really grow, we have to participate in the premium segment, which currently accounts for about 20 per cent of the global implant market. We have to develop solutions and services that can compete against other products and bring added value in this segment,” he said.

MIS CEO Idan Kleifeld added: “Today, it is crucial to offer complete solutions and in line with our philosophy ‘Make it Simple’, our primary principle is to simplify every stage of the implantology process. The combination of mechanical design of the V3, biological properties of the new B+ implant surface, and digital technology with the MGUIDE, allows us to provide clinicians with highly effective solutions that produce safe and predictable results.”

“We want to become the most innovative company in implant dentistry and we are now close to fulfilling this aim with our latest developments,” Kleifeld concluded.

Only recently, voters in the UK decided that the country should leave the European Union. How could the Brexit affect the dental industry and are there any immediate concerns for Nobel Biocare? This is a question that is really difficult to answer, as the short- and long-term consequences of the Brexit remain unclear. I believe that even experts cannot predict the impact of the Brexit on the industry. From a personal point of view, I believe it is never a good thing to have many separate markets. However, whether the Brexit will affect us as Nobel Biocare directly, I do not yet know.

How has the acquisition by the dental platform of the Danaher Corporation, which occurred at the end of 2013, affected Nobel Biocare’s business? We have seen only positive effects. The transition into the dental platform has given us new opportunities to develop resources for innovation, marketing and sales that we would not have had without this partnership. Collaboration with other brands within the platform has opened up expertise that is allowing us to lead innovation in dentistry. We are learning from our colleagues and have gained tools that are helping us to refine our processes and accelerate results.

The new home of Nobel Biocare is a very good one....

The next big occasion in the dental event schedule is the International Dental Show in March next year. Are there even more innovations to come from Nobel Biocare? I cannot disclose anything yet. However, I can tell you already that there will be significant innovations presented. The potential that we are going to bring to the market will be of the same magnitude as that experienced at the symposium over the past few days.

Nobel Biocare will accelerate its delivery of significant and meaningful innovations, each developed with the well-being of the patient in mind.

Thank you very much.

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Doran Peretz, Senior Vice President of Marketing and Development.

MIS Implants Technology presenting its new B+ implant surface treatment at its Global Conference in Barcelona.

DTI