Bupa takeover of Dental Corporation is close to completion

DT Asia Pacific

MELBOURNE, Australia/LONDON, U.K.: The Supreme Court of Victoria in Melbourne, Australia, last month approved Bupa’s acquisition of Dental Corporation (DC) from Fortis Healthcare International in Singapore. The British company is expected to become sole owner of Australia and New Zealand’s largest dental chain by the end of May.

In a press release, Managing Director of Bupa Australia and New Zealand Dean Holden said that his company will be focusing on aligning both businesses seamlessly over the next few months. To this end, it will consult closely with DC’s senior management and staff.

Representatives of DC confirmed that the majority of its shareholders had agreed to the owner change.

The acquisition is Bupa’s first venture into the dental health care business. In addition to insurance, the company offers a number of other health-related services to 15 million customers in Europe, Asia, Latin America and the Middle East.

Fortis’s Singapore subsidiary divested its 64 per cent majority stake in DC at the end of last year, saying that it needed to cut debt in its global business. According to Bupa, it will pay more than A$570 million (US$585 million) for the transaction, of which the Indian healthcare giant will receive 72 per cent or A$4270 million (US$4261 million). The remaining A$100 million (US$107 million) will be paid to DC employees directly over the course of the next three years, according to the company.

DC currently employs more than 2300 people, including 560 dentists in Australia and New Zealand. For the last fiscal year, the chain reported a revenue of A$5759 million (US$528 million) from its dental businesses in both markets.

The immediate result of this collaboration is the first International Fellowship in Laser Dentistry Postgraduate Diploma, which is being promoted in China. The course’s first module was offered to a selected number of doctors. However, a greater number of participants will be able to enrol for the July and August modules. In September, a Chinese delegation from Capital Medical University and all fellowship participants will travel to Italy, where the participants will sit the examination and receive the University of Genoa diploma.

The agreement is aimed at developing research and training programmes of mutual interest to each institution.

The programmes organised within this agreement will award degrees from each university and courses will be held in both countries to increase the exchange of scientific concepts and experiences, which is especially important when complex equipment such as lasers is involved.

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With growth in China, GlamSmile targets expansion

BEIJING, China: Cosmetic dentistry provider GlamSmile continues to grow in China. According to the Beijing company, it generated more than A$4.5 million in revenue in local currency from its four veneer studios last month. It has also announced that it is currently in the process of hiring new staff for the three new studios it intends to open later this year in several cities in south central China.

Construction work for studios in Guangzhou, to be located in the city’s International Finance Centre, and Wuhan commenced recently. A studio in Shenzhen is currently in predevelopment, GlamSmile has reported.

According to the company, its current flagship studio in Beijing will be moved from its current location to the central business district of the capital and be expanded in order to accommodate up to 15 chairs.

This was the first studio run by GlamSmile in China when it opened in 2008.

“We are confident that our revenue will grow by leaps and bounds, since dental care expenses per person in China are still very low compared with other countries. There is a lot of room for growth in the near future,” commented CEO David Lok on the plans.

Dental veneers are part of China’s booming cosmetic surgery market, which is estimated to be worth more than US$2.4 billion. Lok told Dental Tribune Asia Pacific that his company aims to increase its current staff by more than 40 per cent for the expansion. Besides its studio in Beijing, it maintains three operations in Shanghai, Wenzhou and the Hong Kong Special Administrative Region.

GlamSmile studios have been put into operation in over 40 cities around the world since the concept was launched in Europe and the US in 2007. In Asia, franchise studios have been opened in Malaysia and Taiwan. The system developed and distributed by Remedent is based on a one-at-a-time veneer placement method that, according to the Belgian company, involves a proprietary fabrication technique and a single-motion placement tray. It is supposed to allow dentists to seat ten veneers within an hour.

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This fellowship offers an important opportunity to obtain high-level medical training in laser dentistry, a growing field that requires in-depth knowledge, experience and proper equipment.

Dental laser manufacturers Beijing Tongxin Technology & Trading and doctor smile (LAMBDA Spa) coordinated the events, while the agreement was signed.

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Premier’s Traxodent with Hemodent Paste Retraction System

PLYMOUTH MEETING, USA: Premier Dental’s Traxodent is a retraction and hemostatic system for use prior to impression taking, cementation, bonding procedures and any procedures for which retraction and haemostasis are required. According to the US manufacturer, Traxodent provides predictable tissue management for accurately detailed impressions with less retakes.

The absorbent paste contains 15% aluminium chloride, a clinically proven and effective haemostatic agent. Owing to its astringent properties, it works synergistically and displaces soft tissue, the company said. Traxodent can be dispensed directly from the ergonomic syringe into the sulcus or can be used in combination with a Premier Retraction Cap for maximum tissue deflection. The fluid is absorbed while Traxodent occupies the sulcus. After two minutes, Traxodent is rinsed away, leaving an open, retracted sulcus.

Each Traxodent kit comes with pre-filled syringes packaged in individual foil pouches for maximum freshness and applicator tips. It is available as 7-syringe starter pack and 25-syringe value pack.

Product news from SHOFU

SINGAPORE: SHOFU’s universal direct aesthetic restorative Zirconomer, the first Injectable was developed with a unique resin micro-structure that is said to offer mechanical properties for remarkable performance even in load bearing areas. According to the Japanese manufacturer, the paste has ideal viscosity and a non-tacky, non-droopy consistency for restorations that can be easily shaped as clinicians extrude the material from the syringe. Having optimised the filler-matrix complex, Beautifil Injectable controls light diffusion within in order to mimic the optical characteristics of natural teeth.

A member of the Giomer family of restoratives, Beautifil Injectable also contains S-PRG fillers to provide continuous fluoride protection and unique anti-plaque effect. It is available in 2.2 gram syringes that have disposable needle tips for cross infection control.

With Zirconomer, the company has also a new class of restoratives in its portfolio that, owing to the inclusion of specially micronised zirconia fillers in the glass component, offers the strength and durability of amalgam as well as the protective benefits of glassionomer in one product. SHOFU said that it will raise the bar for restorative glass ionomers by outperforming conventional solutions in stress bearing posterior restorations with notably high compressive strength (more than 540 MPa in 24 hours), very low creep and dimensional stability for long-lasting performance.

The combination of strength, durability and sustained fluoride protection makes it ideal for multiple applications, including the restoration of Class I and II cavities, repair of fractured amalgam or as a strong base under amalgam and composite restorations. It is also suitable for all classes of cavities where radiopacity is a prime requirement, the build-up of structural core, as well as on the root surfaces where overdentures are placed. According to SHOFU, clinicians can further use it as a long-term temporary replacement for cusps as well as for minimal intervention treatment and ART techniques.

Zirconomer is available in a complete set with 12 gm powder and 5 ml liquid.