

Company Overview

*Premium Oral Care Products
and New Infection Control Products*

April 2020

dm
DenMat

1017

An Oral Care & Dental Products Platform



DenMat has deep roots and a long history in oral care for both the professional dental channel and the retail distribution channel. Some of the most recognized brands in the space have been introduced by DenMat and by companies acquired by DenMat.

DenMat
Acquired 2011



LUMINEERS®



DISCUS

Products Acquired 2012 & 2017



ZOOM!
Professional Whitening System

A brighter,
whiter smile
in about an hour.



Other Companies / Products Acquired By DenMat Since 2011

PeriOptix

Rotadent

ZILA

**snapon
smile**

**Hartzell
INSTRUMENTS**

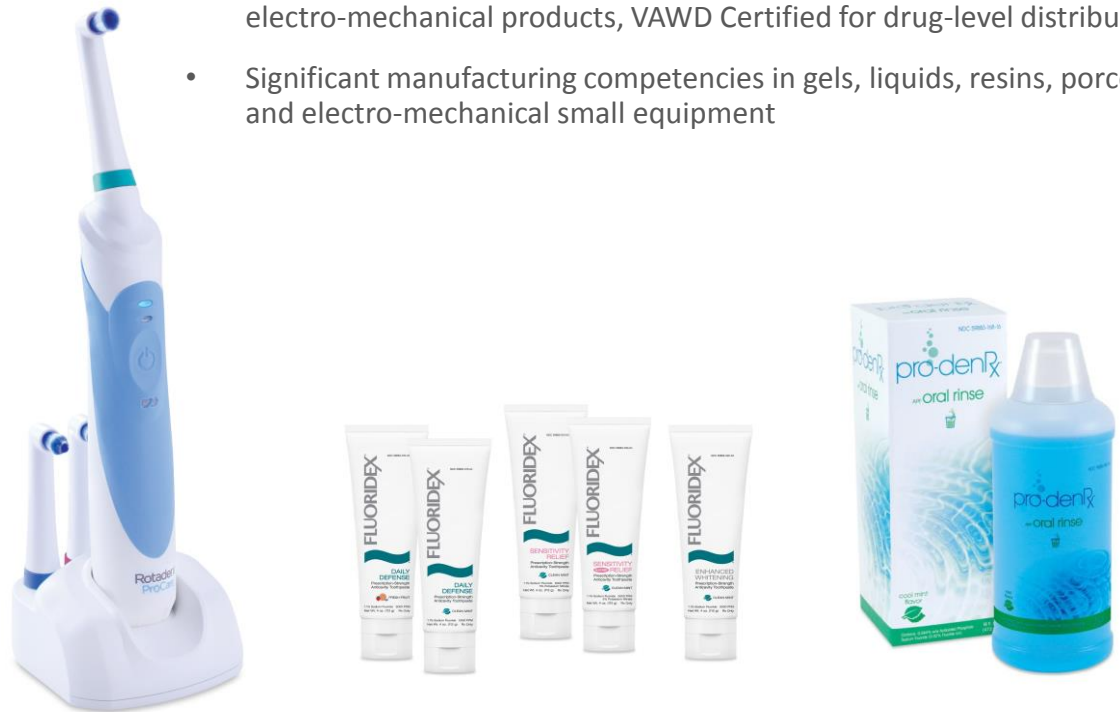
FLUORIDEX

Who Are We?

DenMat is a manufacturer and distributor of a broad range of personal care products, dental materials and equipment, premium oral care products, and has a high-end esthetic laboratory-services offering recognized by dental professionals worldwide.

The Company is certified ISO 13485, is VAWD accredited for the distribution of drug level products, has an FDA Drug Establishment Number, and employs over 400 employees, with its corporate headquarters in Central California.

- Founded by Dr. Robert Ibsen in August 1974
- Clinically validated and scientifically proven products
- Private equity backed and investing in consumer market opportunities
- All products are made in the USA
- 100,000 sq. ft California manufacturing and distribution center
- World-wide regulatory compliance
- ISO 13485 Certified
- FDA Drug Manufacturing Establishment, IEC safety compliance for electro-mechanical products, VAWD Certified for drug-level distribution
- Significant manufacturing competencies in gels, liquids, resins, porcelain and electro-mechanical small equipment



Why Partner With DenMat?



- Experienced R&D team in personal care and electro-mechanical devices
- Long history of innovation in oral care products (Rembrandt, Lumineers)
- Market expertise in “Professional” dental care
- Extensive private label experience
- Customizable product development
- Unique formulations and product specifications available
- Significant manufacturing capacity resources available

Infection Control Products

DenMat offers a range of premium personal care products and a pipeline for additional products developed specifically to meet the needs of customers.

In addition, DenMat has innovative technologies that have allowed the Company to develop products in new categories such as Infection Control.



DenMat's liquid Hand Sanitizer is formulated with 80% Ethyl Alcohol to kill germs on contact. It contains glycerin to help moisturize and soothe hands and is safe and effective for use in children and adults.

MSRP	\$6.50
Single Unit SKU	2040HS1 (3.6 oz fill size)
Case Count	6 bottles
Case SKU	2040HS6

NOTE: There is a 16oz refill bottle also available. The Case SKU for this is 2060HS6

Pallet Quantity	250 Cases (1500 bottles of the 3.6oz)
Case Dimensions	6 x 5 x 4 inches
Cases per row	36
Rows on a pallet	8
Pallet Weight	520 lbs.

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PRICING SCHEDULE

OZ Fill					
3.6		1-99 cases	100 -249 cases	250 - 499 cases	500 cases and above
Case Price		\$ 36.00	\$ 33.00	\$ 30.00	\$ 24.00
Per Bottle Price		\$ 6.00	\$ 5.50	\$ 5.00	\$ 4.00
Per oz price		\$ 1.67	\$ 1.53	\$ 1.39	\$ 1.11
Case Count	6				
16.0		1-99 cases	100 -249 cases	250 - 499 cases	500 cases and above
Case Price		\$ 102.00	\$ 93.00	\$ 78.00	\$ 69.00
Per Bottle Price		\$ 17.00	\$ 15.50	\$ 13.00	\$ 11.50
Per Oz		\$ 1.06	\$ 0.97	\$ 0.81	\$ 0.72
Case Count	6				

Case SKU for 3.6oz bottle

2040HS6

Case SKU for 16oz refill bottle

2060HS6

Infection Control Products

DenMat will be introducing its new Hard Surface Cleaner with Bleach before April 13, 2020.

COMING SOON!



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Thank you!