



NASDAL welcomes new exit route for dentists

The announcement by Denplan that it is going to enter into partnerships with dental practice owners has been welcomed by NASDAL spokesman Alan Suggett who said the initiative could improve the value of private practices.

Based on a predicted growth in private dentistry, Denplan has formed a new company, Denplan Partnerships Ltd, which will carry out an acquisition programme, starting with 5 pilot practices in the coming months.

Denplan Partnerships Ltd will acquire a 50% stake in dental practices where the principal is 5-10 years from retirement and wants a smooth transition to retirement but also wants to retain clinical control.

Alan Suggett, media spokesman for NASDAL and a partner in specialist dental accountants UNW LLP, said the value of private practices was lagging behind NHS and mixed practices according to the latest NASDAL Goodwill survey. He commented: "Perhaps Denplan's entry into practice ownership this will help nudge the market upwards to the benefit of private practice owners."

He added: "We need more information on how the partnership would work. My first impression is that this is a great opportunity for private practice principals to hedge their bets, by selling half of their goodwill and retaining the other half. At the same time, it provides an excellent exit route for those who would prefer their patients to continue to be looked after at an owner managed practice."