

DMI Acquired by DD Group

ABOUT US

Combining more than 40 years of M&A advisory experience, FOCUS Investment Banking drives results for middle market clients across 11 coverage groups. With over 50+ professionals, FOCUS boasts a nationwide footprint and access to foreign markets through 36 global partnerships.

Process & Overview

DMI, Ireland's largest dental supplier, offers consumables, dental chairs, surgery design, and advanced digital equipment, alongside next-day delivery across the island. The sale process ran from March 2023 to April 2024, with key milestones including signing Heads of Terms in April 2023, SPA execution in September 2023, UK competition clearance in November 2023, Irish competition clearance in April 2024, and then completion later that month.



"I met Barry and Alan of FOCUS Capital around the time I had just received a serious approach from a potential buyer. I was immediately drawn to the professional and relaxed manner in which Barry and Alan conducted themselves.

This friendly approach extended into their engagement contract which was very straightforward and reasonable. From the moment I signed that contract, I felt I was in safe hands. Barry took the lead and I have to say he was an incredible support throughout what turned out to be a very long sales process due to competition regulatory issues.

Barry was always available to negotiate on my behalf or explain complex issues in a straightforward manner. His calm and professional demeanour was so reassuring, especially when potential pitfalls were encountered. Barry and his team oversaw all the financial and legal due diligence in a very professional and discreet manner and ensured this whole process was relatively pain free. Overall, I was made to feel that I was the only client of FOCUS Capital. The ultimate professional! I could not recommend Barry and FOCUS Capital more highly to anyone who is considering the sale of their business. They will always have your back."

Pat O'Brien
CEO, DMI

Transaction Results

The transaction successfully overcame an initial shareholder dispute, enabling a smooth process. Strategic negotiation secured favorable terms, including a shareholder equity roll, while a hands-on approach across all diligence streams—including competition clearance—ensured timely completion. The deal featured a 100% upfront structure with no deferred or performance-based consideration. Senior management remained with the business, supported by a new Management Incentive Plan designed to incentivize future growth.



has been acquired by



a portfolio company of



SIX EUROPEAN

MEMBER LIST

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