

Nuent Group expands into Germany with the acquisition of multi-com GmbH

Sweden – 2 October 2025

Nuent Group, a leading European dental distribution and services group, today announces the acquisition of Ahrensburg-based multi-com GmbH ("multi-com"), marking a strategic expansion into the largest dental market in Europe and a milestone in Nuent Group's journey of building a pan-European champion together with its current regional platforms in the Nordics (Unident), Benelux (ADT and Hofmeester) and CEE (J&J Group).

Serving over 6,500 dental clinics across Germany and Austria, multi-com offers a comprehensive portfolio of dental consumables, handpieces, and contra-angles. The company is particularly known for its proprietary Favorit brand and innovative subscription model. multi-com's capabilities and well-established customer relationships coupled with Nuent Group's wider scale, sourcing-network and private label portfolio unlock significant opportunities to serve and further grow the combined customer base through:

- An expanded offering: multi-com's Favorit brand complements Nuent's Polodent and Yellow Point private label ranges, creating one of the strongest PL assortments in the industry.
- Enhanced sourcing and operational scale: The combined business's increased scale will support improved terms and operational efficiencies.
- Reinforced go-to-market strength: multi-com's sales force and marketing team significantly boost Nuent's access to the German and Austrian dental markets.
- Cultural alignment: Both companies share an entrepreneurial business culture, ensuring a strong foundation for collaboration and exchanging of best practices.

As a part of Nuent Group, multi-com will continue to operate independently under the leadership of CEO Sven Völkerding and team.

Adam Schatz, President and CEO of Nuent Group, commented:

"We are happy to sign another highly complementary acquisition. Germany is a strategically important market, and multi-com is a perfect fit with our group. multi-com's strong customer relationships, private label expertise, and entrepreneurial spirit align closely with our growth agenda. We're excited to welcome Sven and team into the Nuent family."

Sven Völkerding, CEO of multi-com, added:

"Joining Nuent is a great opportunity for multi-com to grow while staying true to our values and ways of working. We look forward to leveraging Nuent's resources and expertise to enhance our offering and deliver even more value to our customers across Germany and Austria."

Gunnar Herzbach, representing the Griem/Herzbach family, founders and owners of multi-com since 1991, said:

"For over three decades, our family has built multi-com with a deep commitment to quality, service, and long-term relationships. Partnering with Nuent ensures that these values will continue to guide the company's future, while opening up exciting new opportunities for our customers and employees."

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About Nuent Group

Nuent Group AB is a leading European dental distribution company. Nuent holds leading positions in the Nordic region, Benelux, CEE and is also present in a number of additional European markets. With a focus on long-term value creation, Nuent Group supports the growth and development of innovative companies that enhance the quality and efficiency of care. Through its portfolio, Nuent Group fosters collaboration, operational excellence, and sustainable expansion across the region. Nuent Group is majority owned by Triton, a leading Private Equity firm.

About multi-com

Founded in Hamburg in 1991 by the Griem/Herzbach family, multi-com GmbH is a specialised dental distributor serving over 6,500 clinics across Germany and Austria. With a strong focus on consumables—particularly medical gloves and wet wipes—the company has built a highly scalable business model centred around its proprietary Favorit brand. Led by CEO Sven Völkerding since 2017, the company is known for its framework- and subscription-based offering, which allow its customers to run its operations seamlessly.