



SPECTRUM KILLIAN

PARTNERSHIP PRESENTATION

January- 2025 Confidential



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SPECTRUM KILLIAN

1

SPECTRUM KILLIAN INTRODUCTION



SPECTRUM KILLIAN

WHO WE ARE

Spectrum Killian is a solutions provider and partner built to support dental organizations at scale.

We align people, processes, and execution around what our partners need to succeed.

WHAT WE DO

We design and deliver scalable solutions that integrate directly into our partners' organizations.

Our work enables growth, consistency, and confidence—across every location, every case, every day.



**SPECTRUM
KILLIAN**



SPECTRUM KILLIAN

COMPANY OVERVIEW

- Spectrum Killian was formed through thoughtful strategic acquisitions of highly reputable **dental labs** and one **implant company**
- The Company consolidated manufacturing into **two world-class centers of excellence**, lean process driven manufacturing principles, and technology stacks to drive efficiency and scalability
- Today, the Company is a leading, tech-driven manufacturing partner that is well-positioned to continue **scaling though partnering with major dental organizations**.

SPECTRUM KILLIAN PRODUCT LEVELS



Nationally recognized brand with a 45 year-tenure, exclusively focused on highly personalized, high-end esthetic smile restorations



Highly customized restorations with a balanced blend of esthetics with tight tolerance around form, fit, and function



High volume focused line; lean, fast and scalable, fabricated in the U.S. with higher than market average focus on function and fit



SPECTRUM KILLIAN

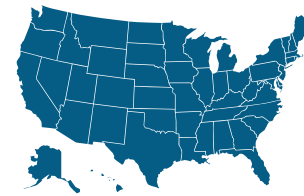
KEY STATISTICS



2
Mfg.
Sites



300+
FTEs



48
Active
States



8,000+
Active
Customers

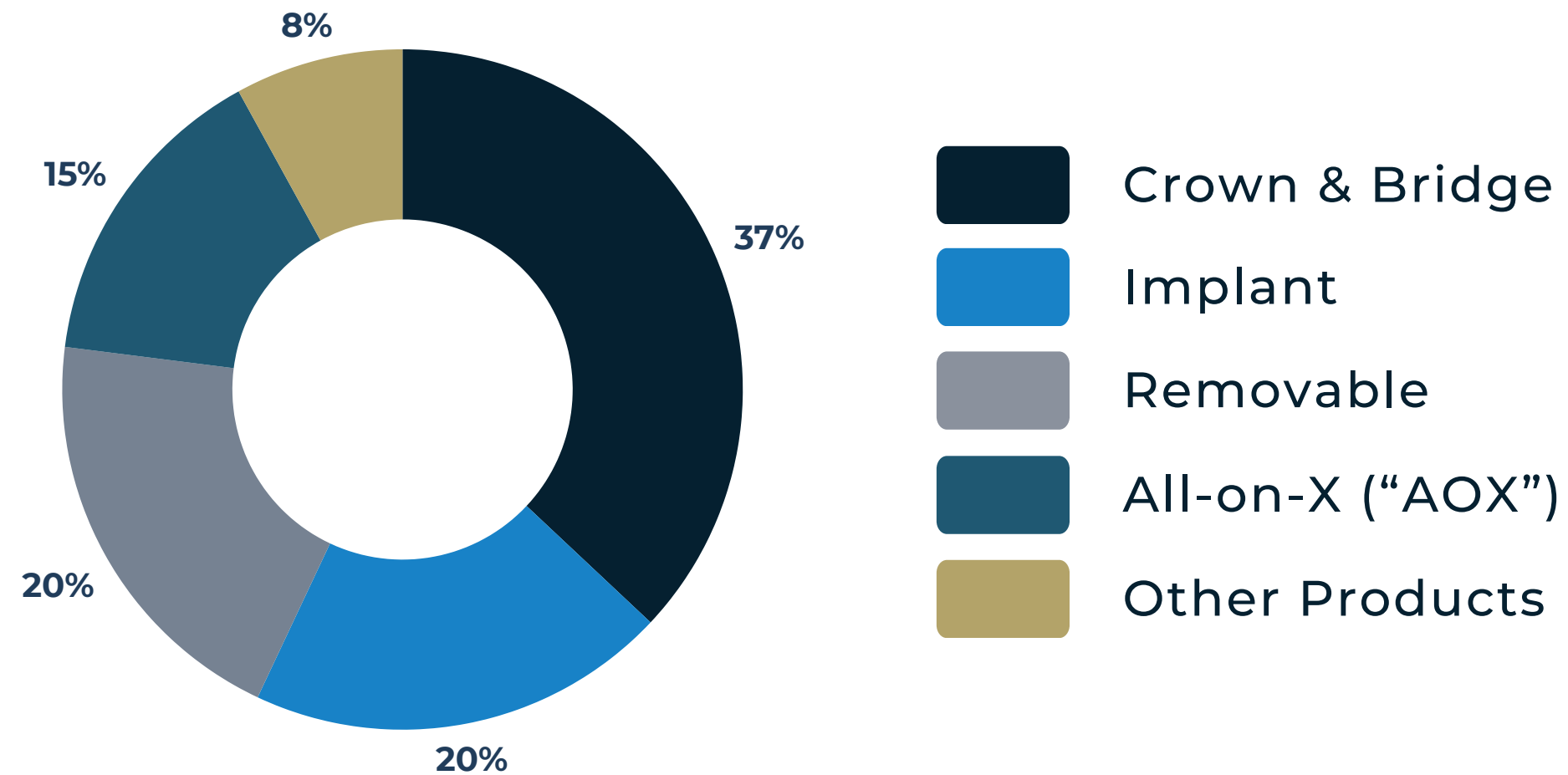


16
Strategic
Partnerships



5X
Capacity
Expansion

BROAD PRODUCT EXPERTISE



SPECTRUM KILLIAN

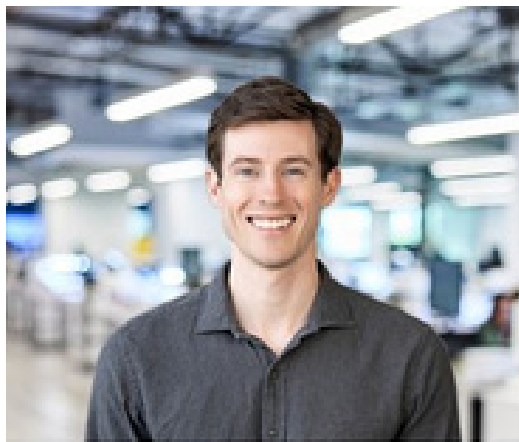
EXECUTIVE LEADERSHIP



Scott Kaempfe
Chief Operations Officer

25+ years of operational leadership in manufacturing, continuous improvement, and transformation.

Building high-performing teams and optimizing infrastructure for precision, consistency, and scale.



Chris Oberhaus
Chief Finance Officer

10+ years leading financial strategy and organizational growth across complex, high-performing environments.

Modernizing Spectrum Killian's systems and controls to drive scalability, profitability, and strategic decision-making.



Matthew Tesone
President

10+ years in commercial strategy roles within the medical and energy sectors.

Oversees the day-to-day operations of the business — including full leadership of the commercial, operations, and finance teams.



Charbel Louis
Chief Executive Officer

20+ years in operations and transformation across private equity, aerospace, medical, and energy sectors.

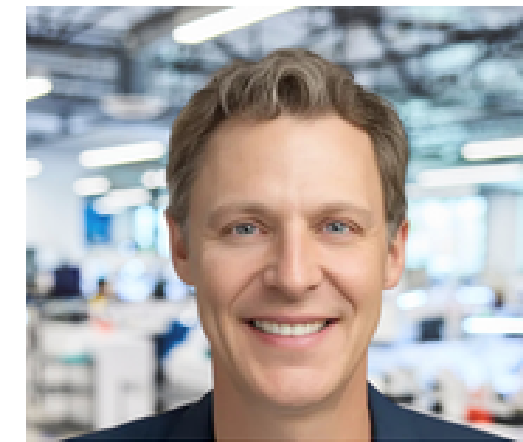
Oversees Spectrum Killian's strategic direction, growth initiatives, and integration of advanced manufacturing capabilities.



Shane Johnson
Chief Commercial Officer

25+ years leading high-impact commercial teams and driving sustained growth.

Overseeing strategy to strengthen customer acquisition, retention, and overall market presence.



Donovan Dichter
Chief Growth Officer

15+ years of commercial leadership driving data-driven growth and market expansion.

Leading marketing, operations, and brand strategy to elevate reach and customer engagement.



Sabin Kim
Vice President Head of People

10+ years of leadership experience in people operations, organizational / talent strategy, and management consulting.

Leads HR strategy at Spectrum Killian, building high-performance teams and a culture rooted in accountability, collaboration, and growth.



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2

SPECTRUM KILLIAN & BIOHORIZONS



SPECTRUM KILLIAN

PROUDLY MADE IN AMERICA

CA

Los Angeles County
Center of Excellence

Orange County
Center of Excellence

- Consolidated manufacturing operations into two centers of excellence with thoughtful and optimized facility layouts
- Redesigned production process combined with latest available technology, equipment, and manufacturing techniques
- Established a hands-on and comprehensive approach to enhance the customer experience
- Refined customized approach that leverages Spectrum Killian's broad product and partnership capabilities



SPECTRUM KILLIAN

CENTRALIZED MANUFACTURING SERVING A NATION-WIDE CUSTOMER BASE



16
Strategic Partners



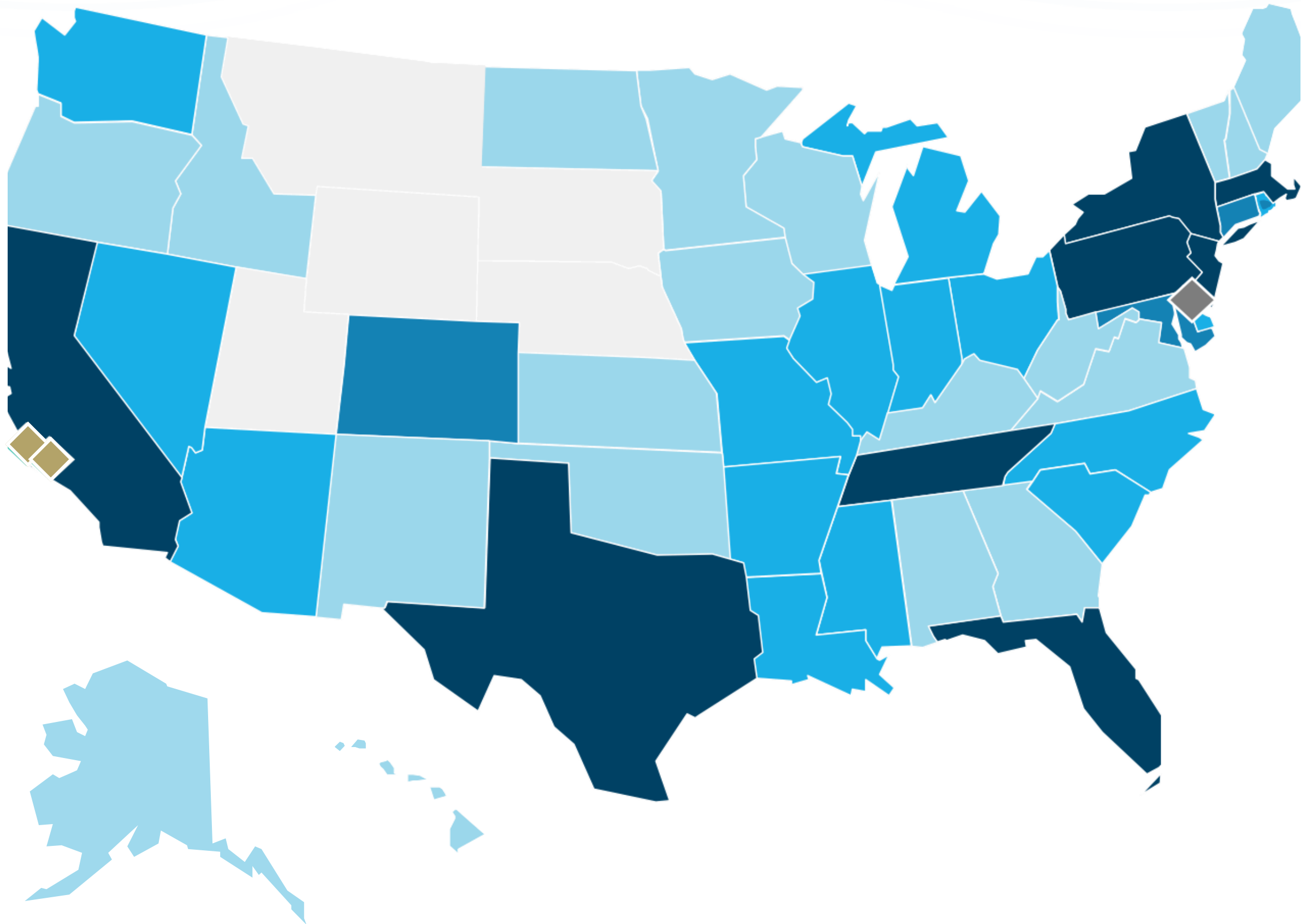
8,000+
Total Customers



48
Active States



2
Manufacturing Sites



SPECTRUM KILLIAN



SPECTRUM CENTER OF EXCELLENCE

Professionalized, lean, and process-oriented manufacturing operation with fully built out teams utilizing cutting-edge equipment, technology, materials, and standard operating procedures (“SOPs”) drive manufacturing techniques.

Large-scale existing facilities with immediate expansion opportunities with adjacent suites enabling Spectrum to scale efficiently

Ability to dedicate floor space and specific teams to high-profile customers allows Spectrum to efficiently monitor product quality and solve potential challenges quickly.

Unique technology and process stack enabling Spectrum to tailor solutions to complex customer problems and challenges.



TYPICAL DENTAL LAB

Majority of labs are **capital constrained and void of the latest technologies** and equipment to create an organized and efficient workflow.

Highly manual and labor-intensive process causing challenges stemming from limited ability to increase capacity to be able to reliably take on larger projects or customers.

Many larger lab groups are typically spread across the country in multiple facilities creating challenges with scalability, product consistency, and operational uniformity.

Operational inefficiencies affect both top-line and profitability metrics due to excess overhead and disorganized manufacturing infrastructure.



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WHERE CAN SPECTRUM KILLIAN DRIVE THE MOST VALUE FOR BIOHORIZONS



Implant Crowns

- Stop wasting money on implant component parts
- Spectrum Killian owns an **FDA approved abutment** company. We're compatible with 96% of implants placed in the United States
 - We have **compatible with BioHorizon**
- Will likely save \$1M for every 10,000 implants placed
- Turn around time drops from a typical 12 days to 5



SPECTRUM KILLIAN

VULCAN BUNDLE

OEM components feature advanced connection designs, engineered for a **precise fit**.

Exact mating geometries significantly reduce the risk of prosthetic failures.

Vulcan Bundle Package includes:

- Monolithic Zirconia Crown
- Vulcan Custom Abutment
- 3D Model/ Digital Analog
- Insertion Jig

Lifetime Warranty on implant and abutment.



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IMPLANT CASE STUDY

	Initial	Final	Net Improvement	Notes
Days to Delivery	14	5	9	Leveraged Spectrum Killian's in office FDA approved milling center to make TAT commensurate with tooth born restoration TAT
Spend	\$1.5M	\$0.5M	(\$1M)	Significantly reduced corporate spend on above the bone implant component parts
Value Prop	Stock Abutments	Custom Abutments	Improve Clinical Product	Created a differentiating value prop that not only reduced cost, but increased competitive differentiator and value prop

3

ACCOUNT TEAM



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EXAMPLE OF BIOHORIZONS SUPPORT INFRASTRUCTURE



SHANE JOHNSON
Chief Commercial Officer

Account Managers

- Own a subset of accounts within the strategic relationship (typically 75 accounts)
- Proactive communication around holds, remakes, WIP, and any lab related issue
- Promote programs sponsored by strategic account
- Typically aligned with a region or regions – depends on how the strategic account is established



ROBERT SKUNDRICH
Biohorizons - Account Executive



ALISON BERG
Director, Key Account Management

Account Executives

- Primary relationships with: Executive, procurement, operational leadership, regional leadership of a strategic account
- Support development of programmatic growth
- Responsible for strategy deployment and success of the relationship



PARKER EVANS
Biohorizons Account Manager



ANDREA FELIX
Biohorizons Account Manager



TERESA FLORES
Biohorizons Account Manager

TECHNICAL
BENCH



Technical Bench

- Team of restoration specialists that is available to support account managers on the 10% of questions that may be too technical in nature

SPECTRUM KILLIAN CLINIC PORTAL



Activity

Orders

Shipments

Files

Settings

Admin

Choose Clinic

7033 Woburn Ma Clea...

Search By Order Number

Matthew Tesone

matthew.tesone@skdla.com

MT

Total: 92

Rows per page: 25

AllIn ProgressOn HoldCompleted

09/09/2025 - 12/08/2025

Search

PATIENT NAME	ORDER NUMBER	CREATION DATE	EXPECTED DELIVERY DATE	STATUS	ACTIONS
S Mil XF8G-H045	2025-130626	12/03/2025	12/18/2025	In Progress	View Details
B Mcn YK8I-HF3H	2025-129596	12/01/2025	12/16/2025	In Progress	View Details
B Bro MIE0-G0E1	2025-129523	12/01/2025	12/10/2025	Completed	View Details
B BHA AC3E-J58F	2025-129504	12/01/2025	12/18/2025	In Progress	View Details
W JoI P0B0-TIHG	2025-129457	12/01/2025	12/18/2025	On Hold	View Details
K Cri GHK0-Z05H	2025-129340	12/01/2025	12/23/2025	In Progress	View Details
B Pap P237-MJ17	2025-129072	11/26/2025	12/15/2025	On Hold	View Details
J BOY FJH5-CIF0	2025-128782	11/26/2025	12/16/2025	In Progress	View Details
H Mul U678-B3E6	2025-128514	11/25/2025	12/16/2025	On Hold	View Details
J Fla ZCE3-JJ60	2025-126823	11/21/2025	12/11/2025	On Hold	View Details
A Sta PFJB	2025-126494	11/20/2025	12/28/2025	In Progress	View Details
S Fal P6AI-P039	2025-126229	11/20/2025	12/11/2025	In Progress	View Details
S Mui Y83I-WKJ1	2025-125687	11/19/2025	12/11/2025	In Progress	View Details
W Con R2AF-Q2H0	2025-125610	11/19/2025	12/12/2025	In Progress	View Details
L Lev B5G1-B6A8	2025-123906	11/14/2025	12/04/2025	Completed	View Details
B Oco ZACF-Z9K0	2025-123900	11/14/2025	12/11/2025	Completed	View Details
S Red Y69A	2025-123887	11/14/2025	12/04/2025	Completed	View Details

Need help?

Please contact us for assistance

SUBMIT A TICKET

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SPECTRUM KILLIAN CLINIC PORTAL

Activity

Orders

Shipments

Files

Settings

Admin

Choose Clinic

Search By Order Number

Scheduled

In Progress

Completed

Order Number: 2025-129596

B Mcn YK8I-HF3H

7033 Woburn MA ClearChoice P6108

New

Details

Order Creation Date: 12/01/2025

Expected Delivery Date: 12/16/2025

Shade: A2/G13

Stump Shade N/A

Shipment

Expected Ship Date: 12/11/2025

Shipping ID:

Summary

UNITS	DESCRIPTION	TOOTH LIST
1	OSS Final Zirconia (ClearChoice No PMMA)	1
1	ClearChoice Stage 2 Workflow - Final Zirconia	1
1	Signature Aesthetic Charge - Full Arch	1

Matthew Tesone
matthew.tesone@skdla.com

MT

Notes

Files

Temp scans
Temp scan received sending to case review

Upper Zirconia Final ATTN: SKDLA ?Included please find: Maxillary master model, scans of maxillary interim and mandibular arch (natural dentition), clinical photos (emailed) ?Implant system: Neodent ?Arches: Maxillary ??

Select a note type

Type your note message here

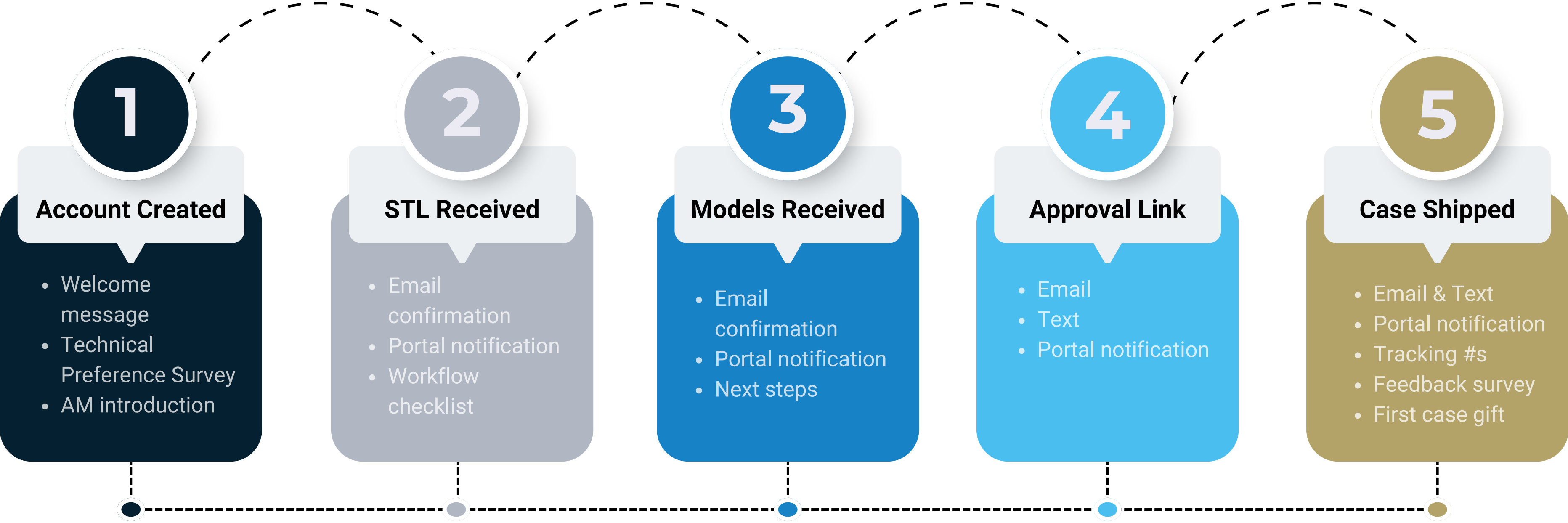
Send Message

Need help?

Please contact us for assistance

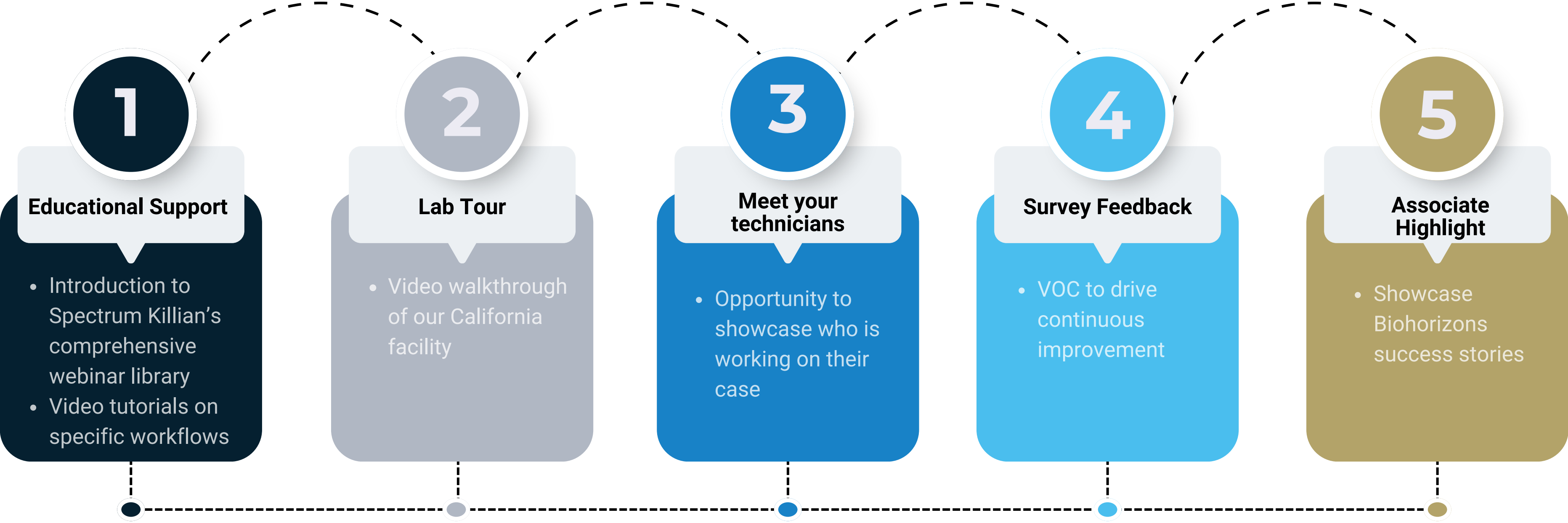
SUBMIT A TICKET

ONBOARDING SLIDE



FIRST CASE COMMUNICATION

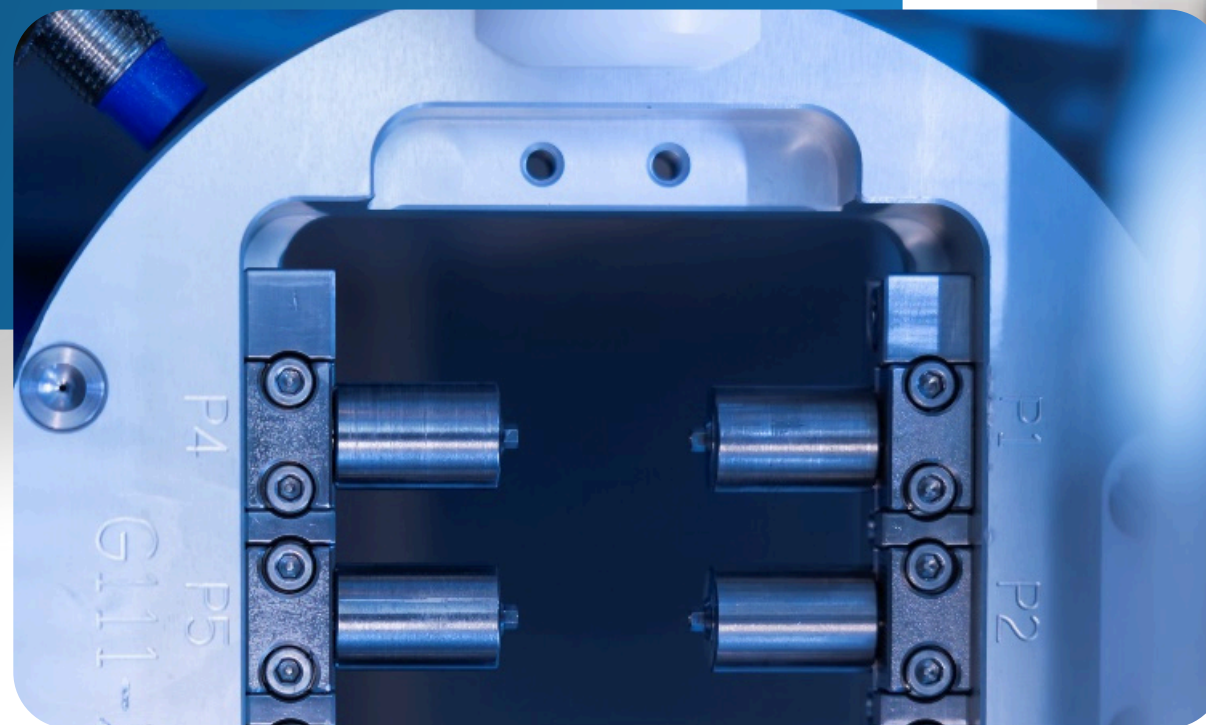
ONBOARDING SLIDE



ONGOING COMMUNICATION

4

Q&A SESSION



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