

## With the Support of Extens, Orthalis Strengthens Its Leadership in Orthodontic Software and Consolidates the Market Through the Acquisition of Dentalsoft Group

**Paris, January 18, 2026** – Extens, a leading European investor in healthcare software, together with Bpifrance and BNP Paribas Développement, is supporting the growth of Orthalis and financing the acquisition of the Dentalsoft Group. This transaction gives rise to SignalSoft Développement, a new leading entity dedicated to software solutions for orthodontic professionals.

This strategic move significantly reinforces Orthalis's position as a market leader while actively contributing to the consolidation of a still-fragmented sector. By combining complementary expertise, strong customer bases, and recognized solutions, the group is now equipped with the resources needed to accelerate its development.

### An Ambitious Industrial Project Focused on Product Value and European Expansion

The merger between Orthalis and Dentalsoft marks the beginning of a new growth phase for the newly formed group. The group plans to make substantial investments in enhancing the functional depth of its software solutions, ensuring they continue to meet the operational needs of orthodontists and the evolving demands of their practice.

The integration of teams and expertise will accelerate the development of high-value features, improve user experience, and strengthen the robustness of the platforms offered. Additionally, this transaction provides the group with a solid foundation to expand into new European markets and pursue targeted external growth opportunities.

This operation builds on the long-standing development efforts led by Gérard Guillerm and his son Arnaud, who have successfully grown Orthalis around a clear vision of the profession and a relentless commitment to product quality. Their dedication—combining industry expertise, close collaboration with practitioners, and a capacity for innovation—has established Orthalis as a benchmark player in its market and laid the groundwork for this new phase of growth.

### Strengthened Governance to Drive the Merger

The leadership of the merger project and the implementation of the strategic roadmap have been entrusted to Laurent Urien, CEO of SignalSoft Développement, who will oversee the integration of teams and the execution of the group's growth ambitions.

"This merger represents true recognition of the work accomplished by the Orqual Group over the years. It positions Orthalis to establish itself as a lasting leader in its market, serving orthodontists," states **Gérard Guillerm, CEO of Orqual Group**.

"I am delighted by the development project we are building. The combination of Orthalis and Dentalsoft creates a cohesive entity with an enhanced offering and strong growth potential in Europe. Our priority is to translate this industrial ambition into tangible value for our customers," declares **Laurent Urien, CEO of SignalSoft Développement**.

"We are thrilled to support this transformative transaction, which solidifies Orthalis's position as a benchmark player in its market. This acquisition perfectly embodies our commitment to backing consolidation projects centered on robust platforms, driven by a clear product vision and ambitious teams," comment **Charles Bourgain, Executive Director, and Vincent Céré, Associate at Extens**.

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**Extens**, is a specialist investment fund focused on healthcare software and data in Europe. Comprising 14 professionals from private equity and the healthcare sector, the Extens team leverages its expertise and deep understanding of the healthcare software ecosystem to transform promising companies into market leaders by enhancing their value-creation potential. This commitment benefits not only the companies and their teams, but also the healthcare system as a whole.

To date, Extens has invested in 25 companies, including Enovacom, a healthcare interoperability software publisher; Kayentis, provider of patient data collection and analysis software for clinical trials; Teranga, a publisher of a business platform for the medico-social sector; Sofia Développement, provider of management solutions for self-employed paramedical professionals and care centers; Val Solutions, an occupational health and prevention software provider; Imagine Human, software publisher for prevention and quality of life at work and Medicore, offering solutions for mental health institutions and adolescent care centers in the Netherlands.

For more information: <https://www.extens.eu>

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Founded in 2005, **Orthalis** develops and distributes software solutions tailored to orthodontic practices and, more broadly, dental professionals. Its flagship Orthalis software centralizes practice management, including patient records, scheduling, and follow-up, while integrating clinical modules such as imaging/radiology and cephalometric analysis to support diagnostic decision-making and daily efficiency.

For more information: <https://www.orqual.fr/>

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The **Dentalsoft** Group develops software and provides IT solutions for dentists, orthodontists, and dental professionals. The group brings together three specialized companies, Couleur & Connection, Arakis, and CC Dentaire, and offers a comprehensive range of solutions and services addressing both the professional needs and IT environments of dental practices.

For more information: <https://www.dentalsoft.fr/>

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### List of participants:

#### **Acquirers - Signalsoft Développement:**

- **Management:** Laurent Urien
- **Extens:** Charles Bourgoin, Vincent Céré
- **Bpifrance:** Axel Piriou, Gauthier Valot
- **BNP Paribas Développement:** Frédéric Connault, Charles-Antoine Dionisi, Sophie Hemond

#### **Buy side advisors:**

- **M&A Advisor:** Edmond de Rothschild (Guillaume Jaureguiberry, Camille Dougnac)
- **Debt Advisor:** Edmond de Rothschild (Paul Assael, Carlos Oliva Martinez, Pierre-Louis Anaya)
- **Corporate Legal Counsel:** Chammas & Marcheteau (Nicolas Lecocq, Pierre Rougemond, Sandie Dion, Antoine Auzoux-Dutheil)
- **Tax Legal Counsel:** Chammas & Marcheteau (Christophe Moreau, Franck Halle)
- **IP/IT Legal Counsel:** Chammas & Marcheteau (Aude Spinasse, Constance Parini)
- **Employment Legal Counsel:** Chammas & Marcheteau (Coline Bied-Charreton, Floriane Maginot)
- **Financial Due Diligence:** Alvarez & Marsal (Benoit Bestion, Thibault de la Taille, Bastien Pallavicini)
- **Strategic Due Diligence:** Indefi (Julien Berger, Nicolas Lamour, Hugo Thibault-Baron, Bertrand Boudet, Joe Dushime, Victor Gerin)
- **IT Due Diligence:** Guiild (Pierre Gallot, Yann Donazzolo, Guillaume Poirrier)
- **ESG Due Diligence:** Fletchr (Yannick Jarlaud, Marie Hebras)

#### **Debt Financing:**

- **Apera Asset Management:** Salim Lemseffer, Alexandre Gallois, Arno Lambert

#### **Debt Financing Advisor:**

- **Legal Counsel:** De Pardieu (Sébastien Boullier de Branche, Vincent Cossavella, Bastien Heppe)

#### **Seller:**

- **Groupe Orqual**

#### **Sell side advisors:**

- **M&A Advisor:** Financière de Courcelles (Marc Lebrun)
- **Legal Counsel:** Cabinet Forvis Mazars (Caroline Devoucoux, Benjamin Levy, Laurence Suchet)

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