



2018 nine-month & third-quarter sales
Webcast presentation for investors, analysts & media

Basel, 30 October 2018

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The availability and indications/claims of the products illustrated and mentioned in this presentation may vary according to country.

Highlights

Marco Gadola, CEO

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Another encouraging quarter keeps us on track to deliver our full-year targets

REVENUE

CHF 989m

Up 23% from 9M 2017
FX effect neutral
Acquisition effect: 5%-points

GROWTH

+18% organic¹

over 9M & in Q3

TOP PERFORMERS

APAC & NAM

generate 58% of Group 9M growth;
APAC growing fastest (+33%)

FUTURE GROWTH

Innovations

PURE 2-piece ceramic implant;
New mini implant system
BLX next-generation fully-tapered
implant

EXPANSION

Foothold in 3rd-tier

Control of T-Plus strengthens foothold in
non-premium segment in Taiwan and China

OUTLOOK²

Raised

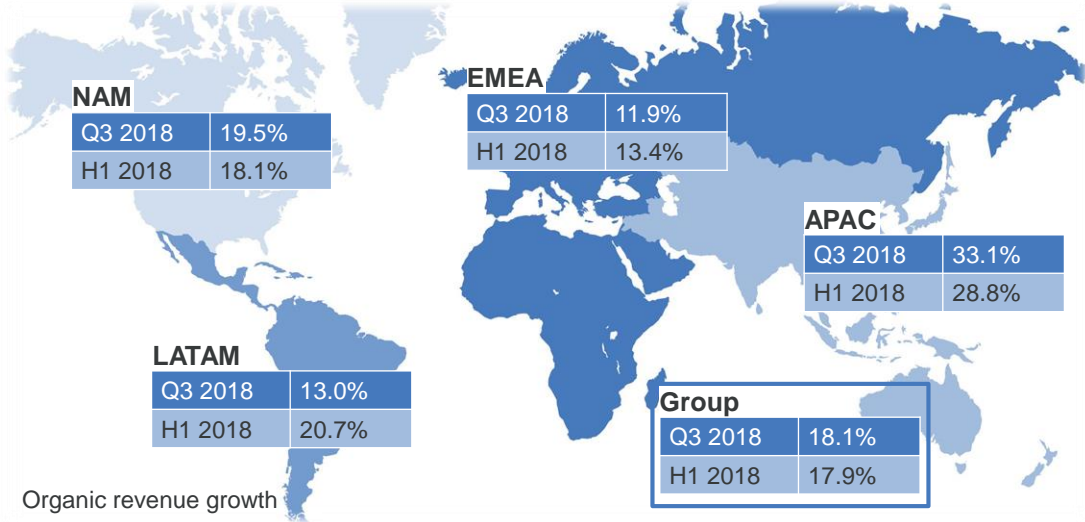
Full-year organic revenue growth in
the high-teen percentage range;
outlook otherwise unchanged

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¹ Organic growth – i.e. excluding the effects of currency fluctuations and acquired/divested business activities
² Outlook expectations barring unforeseen events/circumstances

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Strong growth trend continues in Q3



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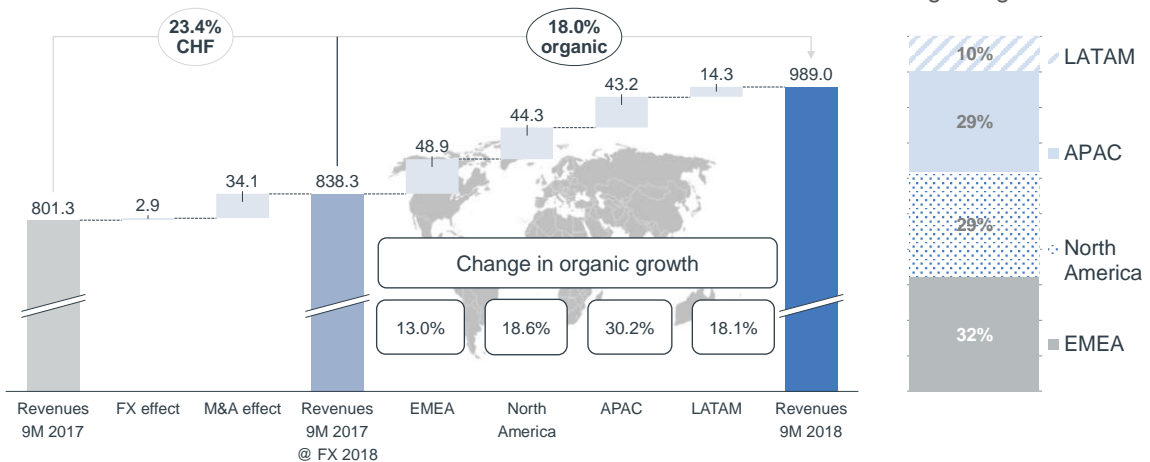
Business and regional review

Peter Hackel, CFO

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Double-digit growth in all regions

Revenue development (CHFm, rounded)



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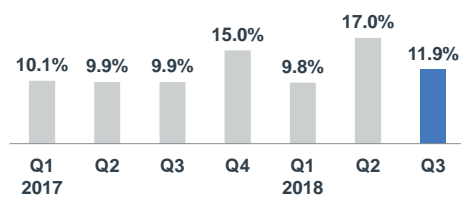
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EMEA & North America ahead of the market

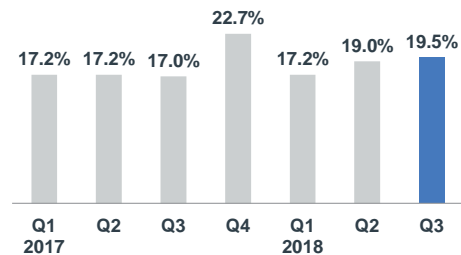
EMEA



Revenue change (organic)



North America



- EMEA sequentially slower than Q2, which benefitted from Easter effect
- Excellent growth in Nordics, Eastern Europe & Middle East; robust sales in Germany
- Neodent & Anthogyr rolled-out in the Middle East
- Consistent performance in North America throughout first 9 months
- US & Canada both performing well
- Double-digit growth in premium & non-premium implant businesses
- Neodent GM launched in US in September

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Asia Pacific dynamic; Latin America solid

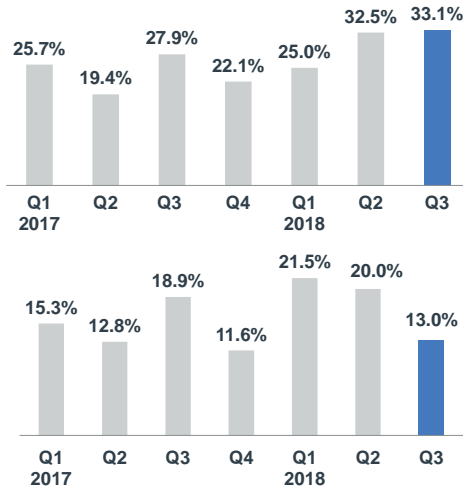
APAC



Latin America



Revenue change (organic)



- China continues to be main powerhouse; Anthogyr adds to growth
- Healthy growth in India & Japan
- New sales subsidiary in Thailand also contributes to growth
- Brazil posts robust growth in spite of high baseline (Neodent GM launched in Q3 2017)
- Dynamic growth in Mexico and Colombia
- Challenging economic situation in Argentina & Brazil

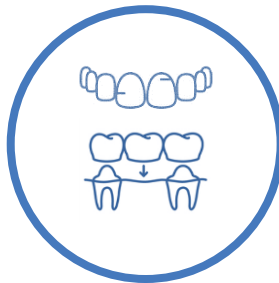
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Implants & Digital are key performers over first 9M

Implants



Restorative & Digital



Biomaterials



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Clear-aligner business growing fast

- Significant case growth in Q3 (+60%)
- Customer base expands >10% in first 9M
- Pilot programs completed in Europe – sales force built up with the aim to fully launch in 2019
- ClearCorrect well received at Orto 2018 trade fair in Brazil; preparations underway for launch in early 2019
- Production capacity expanded
- ClearCorrect begins to promote clear aligners together with remote monitoring system in North America



Q1 2017 Q2 Q3 Q4 Q1 2018 Q2 Q3



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Strategic progress

Marco Gadola, CEO

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Strategic priorities in place



DRIVE OUR HIGH
PERFORMANCE CULTURE



TARGET UNEXPLOITED MARKETS
AND SEGMENTS



BECOME A TOTAL SOLUTION
PROVIDER IN ESTHETIC DENTISTRY

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Addressing the highly attractive fully-tapered implant segment with Straumann BLX

- 1 in every 4 implants placed globally is fully-tapered; worldwide premium potential represents ~1.6 million implants
- Developed with leading experts for a new level of confidence in immediate protocols and a broad range of other indications
- Designed for optimum primary stability in all bone classes, to simplify restorative workflows, and to achieve predictable outcomes - even in complex cases
- Unique design combined with Roxolid and SLActive make this the next-generation implant
- Very positive reception at EAO¹ and pre-launch events; excellent outcomes in preclinical & clinical programs
- Limited market release started; full release in 2019



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BLX key benefits



BEYOND IMMEDIACY

- Perfected for immediacy; broad range of indications
- Business opportunities: chair-time efficiency; attract more patients



DYNAMIC BONE MANAGEMENT™

- ‘Cut, Collect, Condense’ - high bone-to-implant contact
- Designed for optimal primary stability in all bone types



ESTHETIC EASE CONCEPT

- One connection
- Slim & under-contoured prosthetics
- Easy soft-tissue conditioning



REAL CONFIDENCE

- Trusted premium Swiss brand
- Roxolid® enabling 3.75mm diameter for broad range of indications

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Online case-tracker shows very high clinical satisfaction

>100
clinicians



4.7 satisfaction

66% Healed sites	4.7	4.5	34% Extraction sites
51% Anterior	4.6	4.7	49% Posterior
29% Mandible	4.8	4.6	71% Maxilla
42% Soft bone	4.7	4.6	58% Medium & hard bone



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Straumann PURE ceramic implant portfolio expanded

- New two-piece solution complements existing PURE Monotype design
- Increases prosthetic flexibility, facilitates handling and is suitable for guided implant placement
- Designed for optimum esthetics; high-performance ceramic mimics color & translucence of natural tooth
- ZLA surface for highly predictable osseointegration
- Straumann is the first manufacturer to offer Lifetime Plus Guarantee for a ceramic implant system.



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A new standard in mini implants

- Monotype mini implants gaining popularity (>1m placed in 2017)
- Cost-effective, minimally invasive, immediate solution for edentulous patients with reduced horizontal bone

New Straumann mini implant

- 2.4mm diameter, apically tapered for high primary stability in immediate replacement protocols
- Special thread design reduces drilling protocol.
- Premium quality, made of high-strength Roxolid with an SLA surface to enhance reliable osseointegration
- Built-in Optiloc connection for exceptional long-term performance and low maintenance



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Straumann Emdogain supply resumed in the US

- Change at manufacturing facility approved by FDA
- Unique product with proven regenerative properties
- >2 million patients treated in past 22 years
- Gold standard for inducing safe and predictable regeneration of lost periodontal tissue
- Potential further periodontal applications being pursued (e.g. oral tissue wound healing and minimally invasive procedures), some of which are already approved outside the US



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Bringing T-Plus into the Straumann Group

- T-Plus is an established developer and supplier of attractively-priced implant systems sold locally and in China
- ~6 million non-premium implants sold in Asia/Pacific in 2017, of which ~35% are 3rd-tier¹
- Agreements to purchase shares from other T-Plus shareholders, increasing Group's ownership from 49% to a controlling stake
- Additional implant brand to penetrate the entire non-premium segment in China and other attractive markets
- Modern, certified manufacturing facility in Taiwan
- Group expects to control and consolidate T-Plus later this year, subject to approval by the Taiwan Investment Commission.



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¹ Straumann estimates; 3rd-tier segment implants plus abutments (stacked) are sold at an average price of USD 55-60 in APAC

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New Group subsidiary opens in Lima, Peru

- Sixth Group subsidiary in LATAM went into operation on 28 August 2018
- Addresses premium and non-premium segments in a fast-growing market
- Launch of Neodent's new implant system Grand Morse announced
- Straumann brand launch expected in Q4
- Presence since 2010 through Neodent distributor
- >370 customers & participants at inauguration



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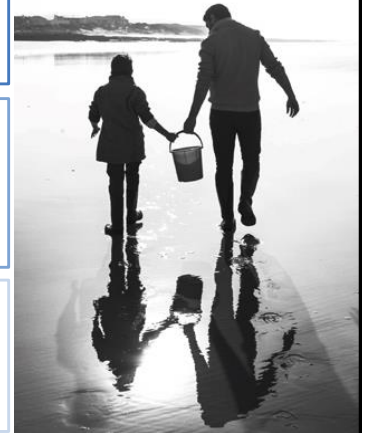
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Outlook 2018 and beyond

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2018 outlook raised Barring unforeseen circumstances

Market	Global implant market expected to grow 4-5%
Our revenue growth	Full-year organic revenue growth in the high-teen percentage range
Profitability ¹	Further improvement in EBITDA margin; EBIT margin stable



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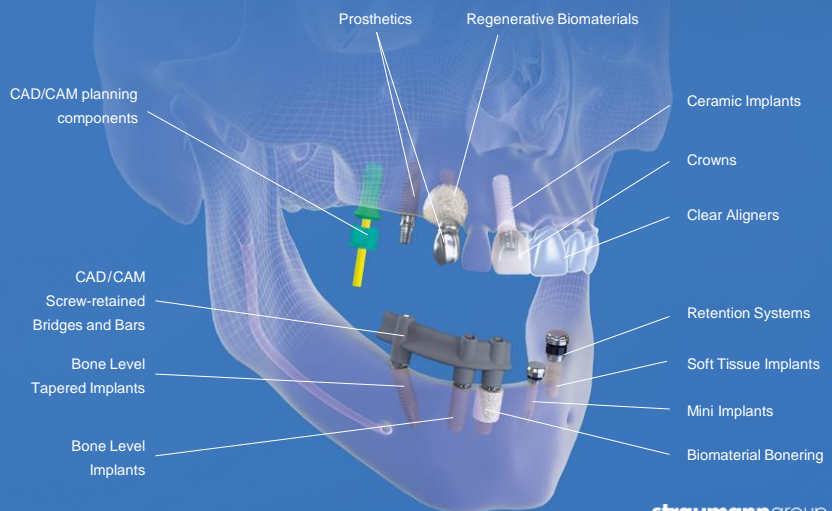
¹ Excluding exceptional effects from BatiGroup acquisition

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DIGITAL PRACTICE WORKFLOW



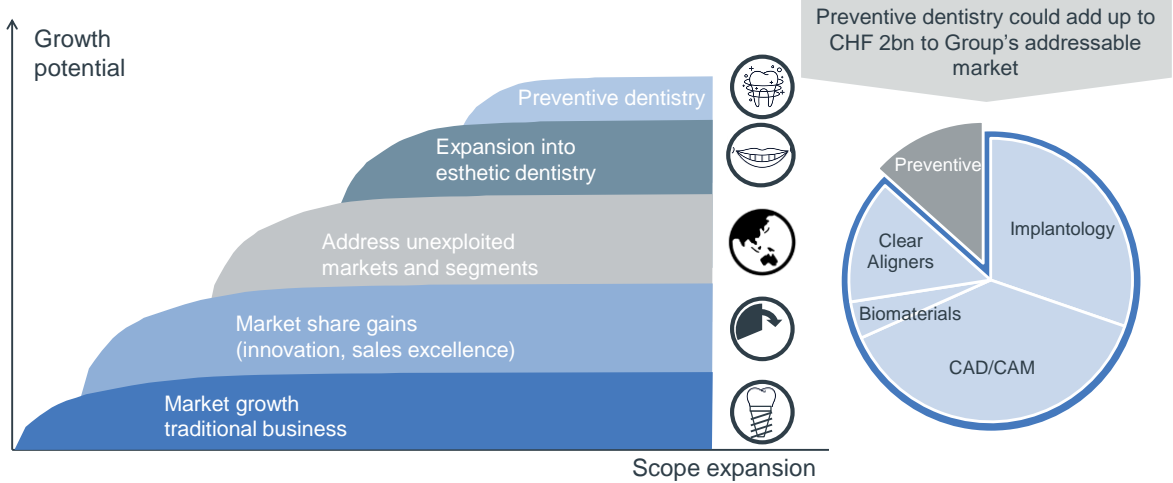
PRODUCT PORTFOLIO HIGHLIGHTS



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Convincing growth drivers for the coming years

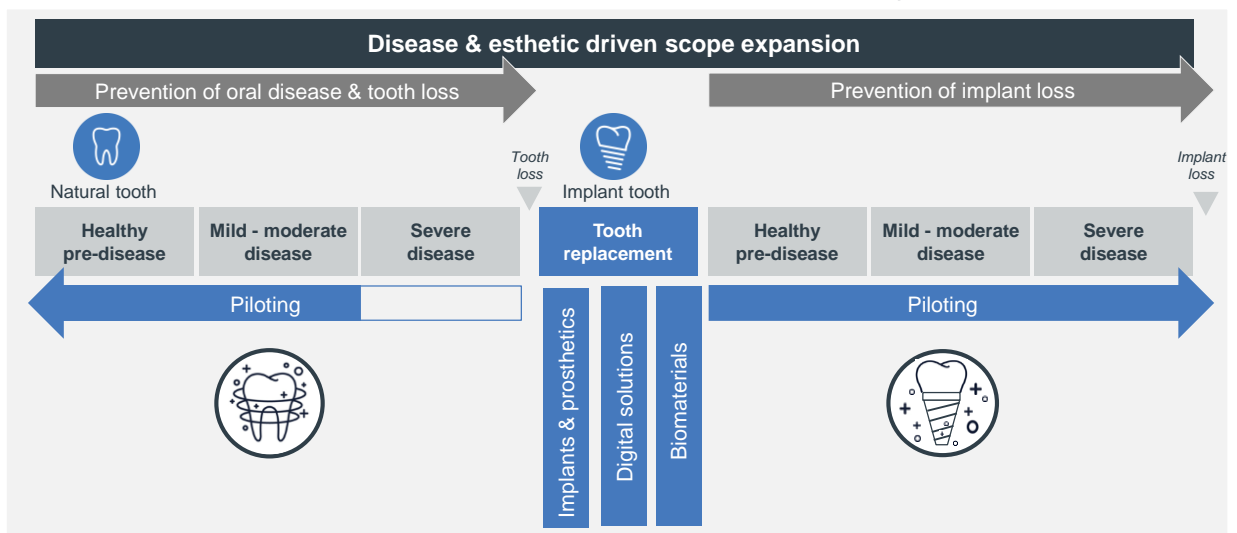


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Total Solution Provider in esthetic dentistry



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■ Disease driven ■ Esthetically driven

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Questions & answers

Q&A

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12th edition of 'Analyst Talk' feat. BNP Exane Paribas



From left to right: Marco Gadola, Straumann Group CEO, Julien Dormois, senior analyst at Exane BNP Paribas

Calendar of upcoming events

2018	Event	Location
30 October	Q3 results webcast	Webcast
05 November	Corporate Governance meetings	Zurich
15 November	Credit-Suisse Swiss Midcap conference	Zurich
05 December	Berenberg equities conference	Pennyhill (UK)
13 December	Corporate Governance meetings	Paris
19 February	Full-year results conference	Basel HQ
05 April	2019 AGM	Messe Basel
Social media	Type	Source
Analyst Talk (Shift + left mouse)	Executive interviewed by analysts	straumann.com (Investors) / youtube.com
StraumannIR (Shift + left mouse)	Investor Relations Twitter	@StraumannIR

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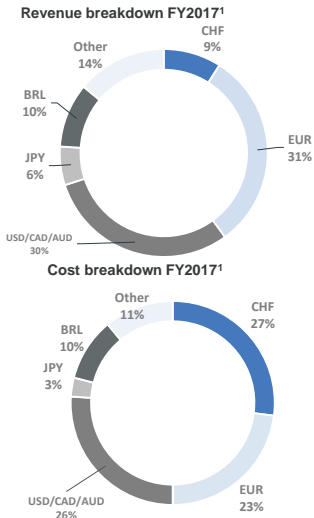
Growth strategy pays off

<i>in CHF m</i>	2013	2014	2015	2016	2017	9M 2018	5-year average
Revenue	679.9	710.3	798.6	917.5	1'112.1	989.0	
Organic revenue growth in %	1.2	6.4	9.1	13.1	15.7	18.0	12.5
<i>Acquisiton / Divesture effect in %</i>	-0.8	0.0	9.5	0.8	4.1	5.0	3.9
<i>Change in l.c.%</i>	0.4	6.4	18.6	13.9	19.8	23.0	16.3
<i>FX effect in %</i>	-1.3	-1.9	-6.1	1.0	1.4	0.4	-1.0
Growth in CHF %	-0.9	4.5	12.4	14.9	21.2	23.4	15.3
	2013	2014	2015	2016	2017	H1 2018	CAGR 2013-17
Gross profit excl. exceptionals	535.9	558.7	628.0	718.5	842.4	521.7	12.0
<i>Underlying margin</i>	78.8%	78.7%	78.6%	78.3%	75.8%	52.8%	
EBITDA excl. exceptionals	156.4	176.2	220.7	259.2	325.5	203.1	
<i>Underlying margin</i>	23.0%	24.8%	27.6%	28.3%	29.3%	20.5%	
EBIT excl. exceptionals	123.8	148.3	185.7	227.2	285.6	178.6	23.2
<i>Underlying margin</i>	18.2%	20.9%	23.3%	24.8%	25.7%	18.1%	
Underlying net profit	107.9	130.9	144.7	186.8	237.2	139.8	21.8
<i>Underlying margin</i>	15.9%	18.4%	18.1%	20.4%	21.3%	14.1%	
Earnings per share (adjusted)	6.98	8.42	9.19	11.94	15.13	8.63	21.3
	2013	2014	2015	2016	2017	H1 2018	CAGR 2013-17
Operating cash flow	151.5	146.2	185.6	184.7	217.3	106.7	9.4
Capital expenditure	(12.6)	(18.8)	(35.2)	(46.7)	(73.4)	(44.4)	
<i>as % of revenue</i>	-1.9%	-2.6%	-4.4%	-5.1%	-6.6%	-4.5%	
Free cash flow	139.2	128.4	151.1	138.7	144.7	62.3	1.0
Number of employees (year-end)¹	2'217	2'387	3'471	3'797	4'881	5'474	21.8

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Straumann's currency exposure



		Average exchange rates (rounded)			FX sensitivity (+/- 10%) on full-year...	
		2017	H1 2018	9M 2018	Revenue	EBIT
1	EURCHF	1.09	1.17	1.16	+/- 35m	+/- 21m
1	USDCHF	0.99	0.97	0.97	+/- 29m	+/- 14m
100	BRLCHF	28.37	28.15	27.11	+/- 11m	+/- 3m
100	JPYCHF	0.90	0.88	0.88	+/- 6m	+/- 4m

Exchange rate development in recent years



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¹ These distribution charts represent the total net revenues and the total COGS, as well as OPEX in the various currencies. All numbers are rounded and based on FY 2017 figures as well as average FX rates in 2017. They also include Medentika, which was consolidated on 1 January 2017.

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