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Agenda

Highlights	Guillaume Daniellot
Business and regional review	Peter Hackel
Recent achievements and strategy in action	Guillaume Daniellot
Outlook 2021	Guillaume Daniellot
Q&A and upcoming events	Guillaume Daniellot Peter Hackel

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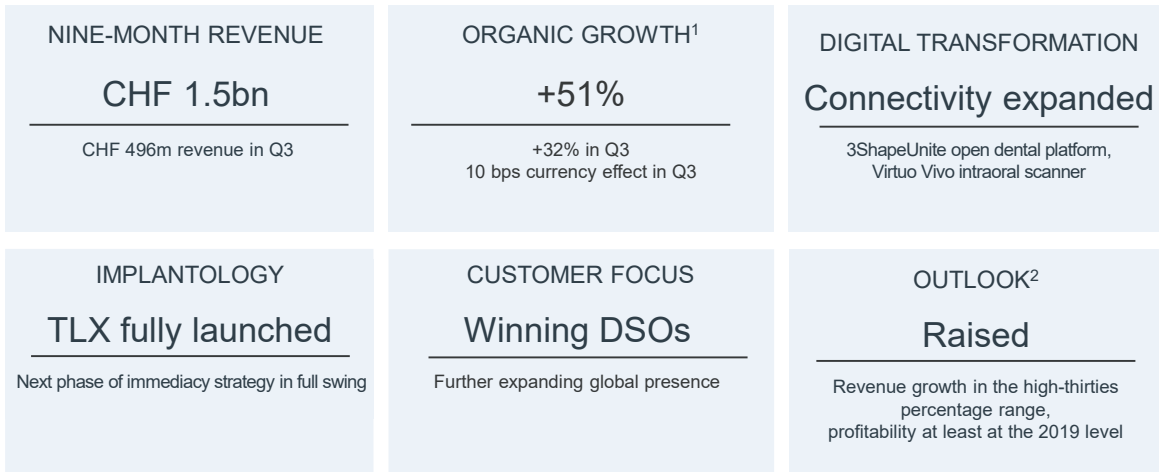
Highlights

Guillaume Daniellot, CEO

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Nine-month revenue above 50% growth driven by continued strong patient flow



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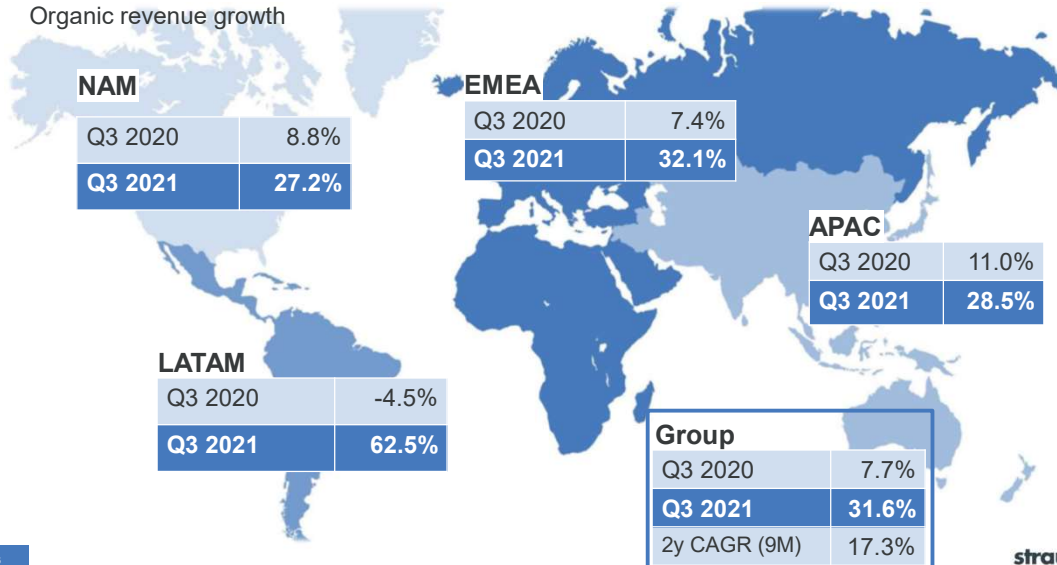
¹ Organic growth excluding FX and M&A effects ² Barring unforeseen events, assuming the pandemic will not negatively impact the patient flow and excluding FX effects

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All regions continue to report strong sales growth

Organic revenue growth



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Business and regional review

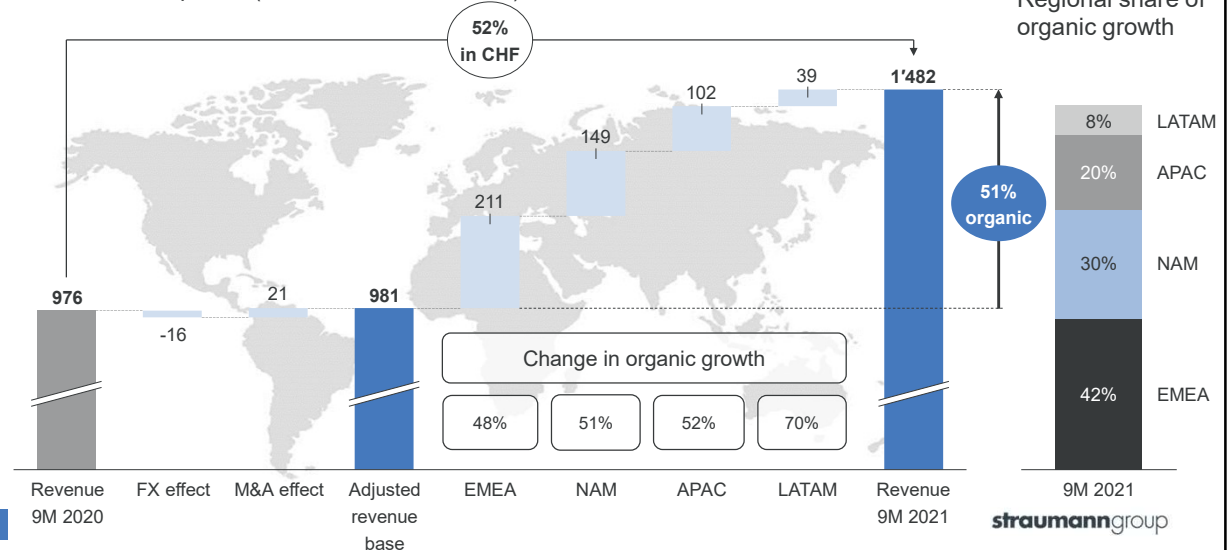
Peter Hackel, CFO

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Strong revenue development

Revenue development (in CHF million, rounded)



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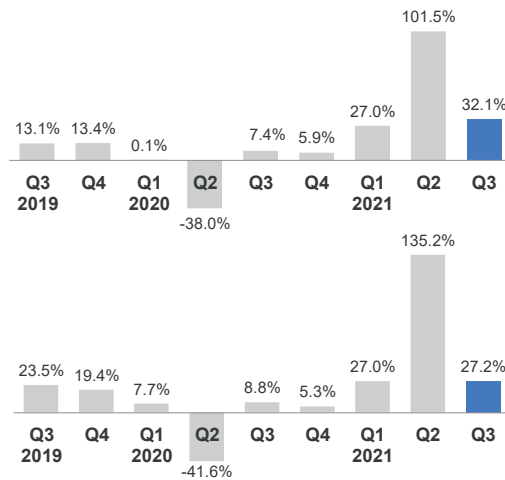
EMEA and North America show strong growth



North America



Revenue change (organic)



- Germany, France and Turkey strong
- Premium and challenger implants driving growth
- Orthodontics further expanding
- Canada growing faster than US
- Overall market share gains due to immediacy solutions and accelerated growth of Neodent
- Strong performance of digital solutions and DSO wins

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* refers to 9M

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Asia Pacific and Latin America continue to grow

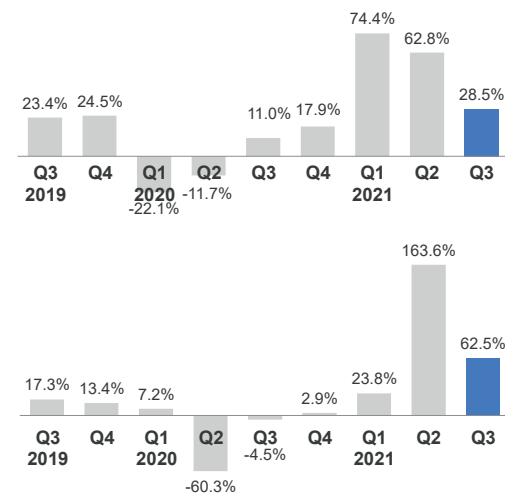
Asia Pacific



Latin America



Revenue change (organic)



- China, Japan and Australia driving growth
- Strong contributions from BLX and digital solutions
- Biomaterials introduced in China
- New direct presence in Malaysia
- Brazil, Mexico and Chile leading
- Orthodontics shows strong growth on small basis
- Neodent strongest brand, premium implants and digital solutions performing very well

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* refers to 9M

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All franchises contribute more than 20% growth

Implant systems



Digital & restorative



Biomaterials



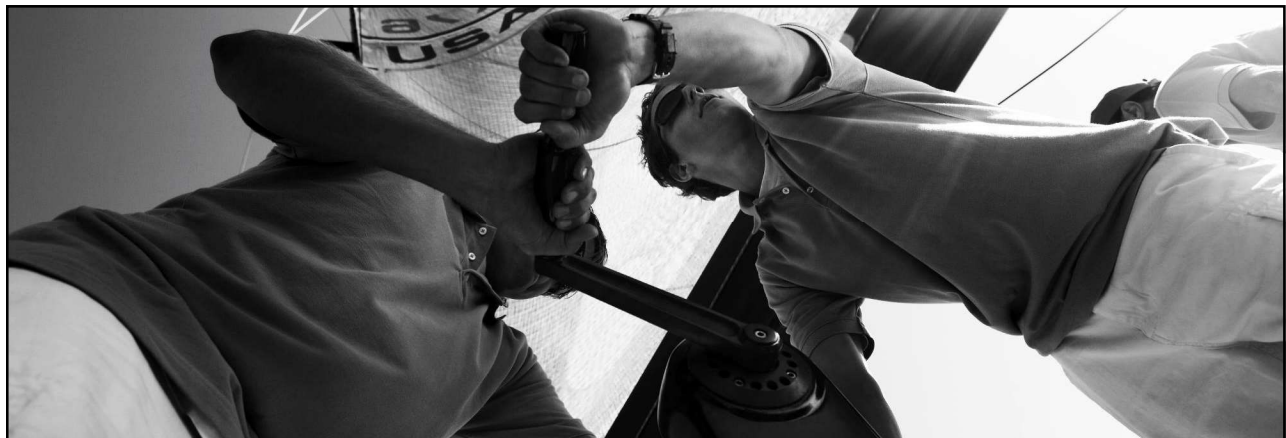
Orthodontics



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Recent achievements and strategy in action

Guillaume Daniellot, CEO

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Evolving our culture

Purpose: We exist...
To unlock the potential of people's lives

Vision: We believe in ...
A world where oral health is a source of confidence

Mission: Our goal is to be ...
The most customer focused and innovative oral care
company in the world



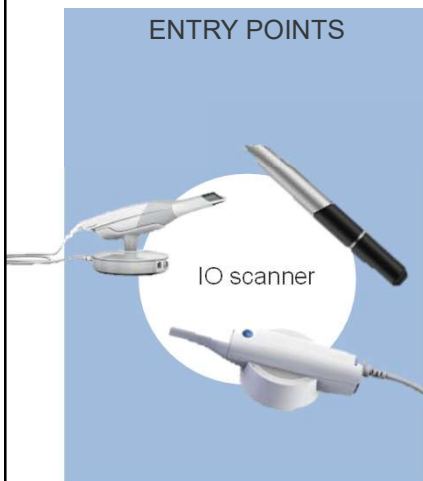
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Digital solutions further strengthened

ENTRY POINTS



IO scanner

CONNECTIVITY

Straumann
Group digital
centers

3Shape Unite

SERVICES & SOLUTIONS

Smile in a Box



ClearCorrect



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Leading role in premium implantology underpinned

- ~10 000 online participants at ITI World Symposium
- Straumann sessions took dentists on a comprehensive educational journey
- Straumann TLX fully launched



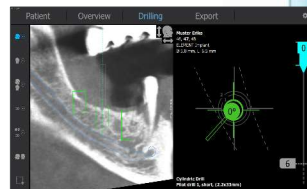
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Partnering with minivaindent to further develop a 3D navigation system for dental implantology

- Digitally guided implant surgery
- Further development of technology to provide a best-in-class platform
- 39% stake in Swiss company minivaindent acquired



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Strengthening our orthodontics value proposition through enhanced services

- Improved internal software for faster treatment planning
- “Ortho Campus” launched in October - featuring orthodontic tools and programs, as well as professional online and in-class education for clinicians and their staff



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Winning with DSOs around the world



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Investing CHF 18 million in Straumann Group Technology and Innovation Center to support growth strategy

- Existing capacity limited
- Unite expert teams from different locations in the region
 - Warehouse Post, Etkon, Lab Muttenz, Waldenburg
- Strengthening technology and innovation, as well as customer centricity
- Facilitate interdisciplinary cooperation between teams
- Strong commitment to the Basel region



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Outlook 2021

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2021 Outlook raised

Market environment

- Dental practices operating with healthy patient flows
- Pandemic-related restrictions limiting spending alternatives, leaving some consumers with more disposable income to spend on specialty dental treatments
- Trend can be expected to gradually soften as spending opportunities further open up
- Pandemic remains unpredictable

Our revenue and profitability¹

- Strong first nine months of 2021
- Group aims to achieve organic revenue growth in the high-thirties percentage range
- Profitability (core EBIT margin) expected at least at the 2019 level



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¹ Barring unforeseen events, assuming the pandemic will not negatively impact the patient flow and excluding FX effects

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To unlock
the potential
of people's
lives

Capital Markets Day
Thursday, December 16, 2021

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Calendar of upcoming events

2021	Event	Location
November 4	ZKB Swiss Equity Conference	Zurich
November 8	UBS European Conference	Virtual
November 17	Credit Suisse Equity Forum Switzerland	Zurich
November 22	Exane BNP Paribas MedTech CEO Conference	Virtual
November 23	JP Morgan North America Roadshow	Virtual
December 7	Credit Suisse European Bus Tour	Virtual
December 16	Capital Markets Day	Hybrid
2022		
February 15	Full- year results	Webcast

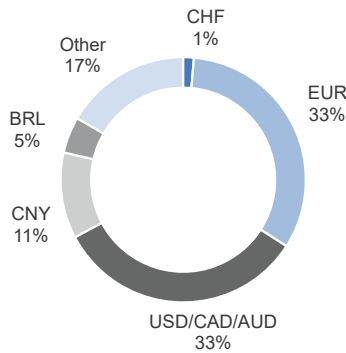
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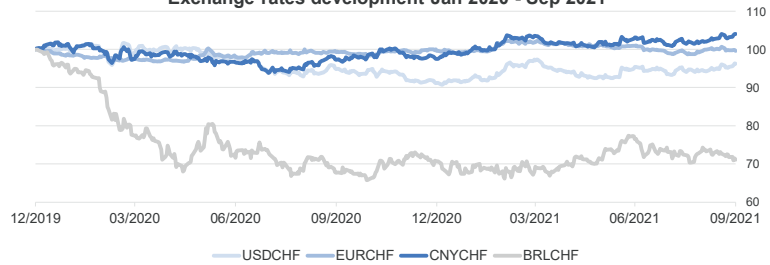
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Straumann's currency exposure

Revenue breakdown 9M 2021



Exchange rates development Jan 2020 - Sep 2021



Average exchange rates (rounded)					FX sensitivity (+/- 10%) on FY
		2019	2020	Jan-Sep 2021	Revenue
1	EURCHF	1.11	1.07	1.09	+/- 44m
1	USDCHF	0.99	0.94	0.91	+/- 41m
1	BRLCHF	0.251	0.185	0.171	+/- 7m
1	CNYCHF	0.144	0.136	0.141	+/- 17m

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Thank you

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