

Media Release

Straumann Group receives green light to acquire 70% stake in Turkish distribution company

- *Turkish Competition Authority grants approval for Straumann to acquire a controlling stake in Batigroup, Turkey's largest distributor of dental implants*
- *Current owner to hold remaining 30% and to join the Straumann Group together with local team of 200*
- *Highly attractive market with 500 000 implants sold in 2016*
- *Straumann Group well positioned to win share in the non-premium segment*

Basel, 3 November 2017: The Straumann Group announced today that it has received approval from the Turkish Competition Authority to acquire a 70% stake in Batigroup, the Turkish dental distribution company that currently markets and sells Medentika, Zinedent and a number of third party products in Turkey. The deal also includes the distribution businesses for Straumann and Botiss products. As a result, the Straumann Group will control the distribution of all its brands in Turkey directly. The remaining 30% of Batigroup will be held by the current owner, who will join the Straumann Group together with the company's team of 200 employees. The transaction is expected to be completed by the end of January 2018 and Straumann will consolidate Batigroup as of 1 January 2018. Financial details were not disclosed.

Turkey is a highly attractive market for tooth replacement. It is estimated that 500 000 implants are placed annually but the penetration level is still comparatively low at 62 implants per 10 000 population. Straumann products have been available there through the local distributor since 1999 and the brand is the market leader.

The transaction enables the Straumann Group to get closer to customers and to tailor its portfolio of implant solutions further to the local market needs, offering premium and high-quality cost-efficient products across the full price spectrum, together with a full range of biomaterials. With its Medentika and Zinedent brands and Batigroup's sales team, the company is well positioned to gain share in the non-premium segment. Having control of the business will also enable Straumann to create opportunities for its digital and orthodontics businesses and to use the subsidiary as a hub to address other regional markets.

About Batigroup

Based in Ankara, Batigroup was created in 2017 and is to include the following distribution businesses when the transaction closes: Ortoplast, Misdent, Batidental and Botiss Turkey. Batigroup is privately held and is a leading supplier of dental implants in Turkey.

About Straumann

The Straumann Group (SIX: STMN) is a global leader in tooth replacement and orthodontic solutions that restore smiles and confidence. It unites global and international brands that stand for excellence, innovation and quality in

replacement, corrective and digital dentistry, including Straumann, Intradent, Neodent, Medentika, etkon, ClearCorrect, Dental Wings, and other fully/partly owned companies and partners.

In collaboration with leading clinics, institutes and universities, the Group researches, develops, manufactures and supplies dental implants, instruments, CAD/CAM prosthetics, biomaterials and digital solutions for use in tooth replacement and restoration or to prevent tooth loss.

Headquartered in Basel, Switzerland, the Group currently employs approx. 4800 people (incl. Dental Wings and ClearCorrect) worldwide and its products, solutions and services are available in more than 100 countries through a broad network of distribution subsidiaries and partners.

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