



2021 first-quarter sales

Webcast for investors, analysts and media

Basel, April 29, 2021

straumanngroup

1

Disclaimer

This presentation contains certain forward-looking statements that reflect the current views of management. Such statements are subject to known and unknown risks, uncertainties and other factors that may cause actual results, performance or achievements of the Straumann Group to differ materially from those expressed or implied in this presentation. The Group is providing the information in this presentation as of this date and does not undertake any obligation to update any statements contained in it as a result of new information, future events or otherwise.

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

2

2

Agenda

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

straumanngroup

3



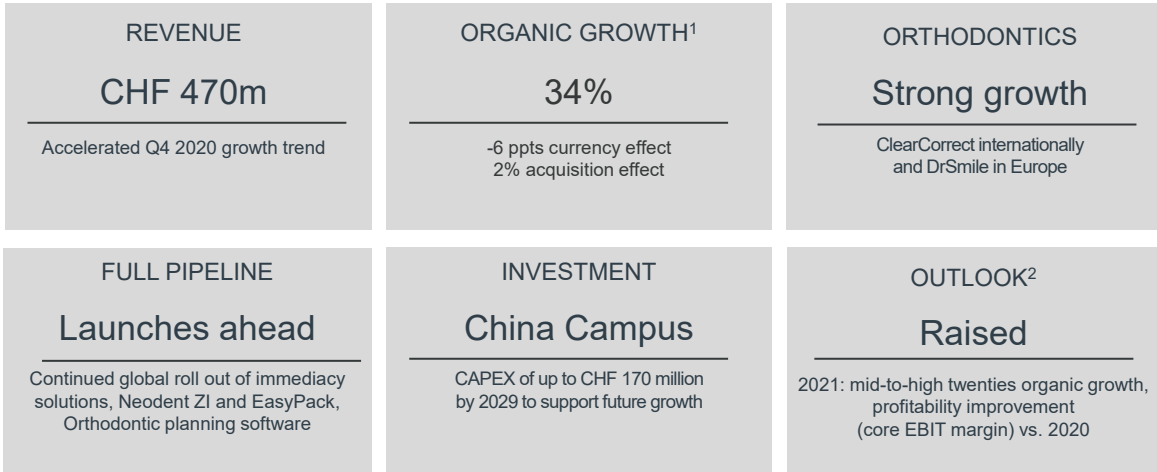
Highlights

Guillaume Daniellot, CEO

straumanngroup

4

Very strong first quarter accelerating the growth trend



5

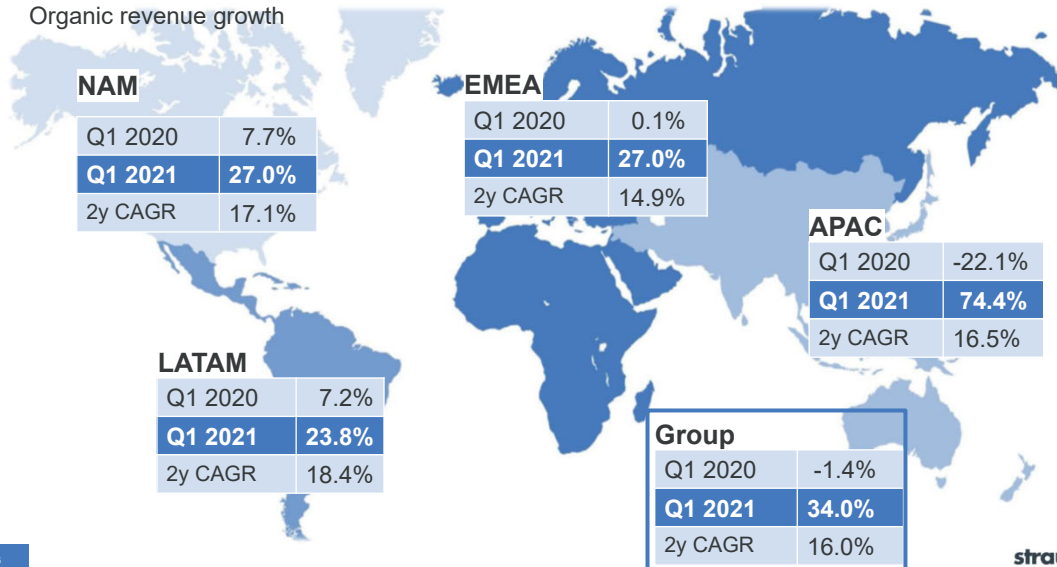
¹ Organic growth = excluding effects of currencies and business combinations ² Outlook expectations barring unforeseen events/circumstances and excluding FX

straumanngroup

5

Back to double-digit organic growth in all regions

Organic revenue growth

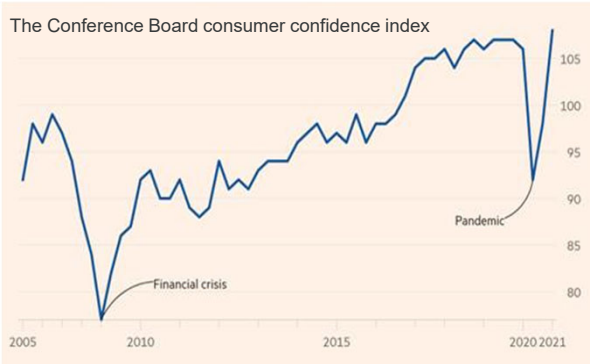


6

straumanngroup

6

From pandemic headwind to tailwind - dental market benefits from consumer focus on oral health



Source: The Conference Board and Financial Times

Degree of restrictions to public life

Europe	80%
APAC	60%
NAM	40%
LATAM	70%
Emerging mkts	75%

Patient flow

Europe	90%
APAC	95%
NAM	95%
LATAM	90%
Emerging mkts	95%

Source: Assessments of local Straumann Group organizations

7

straumanngroup

7



Business and regional review

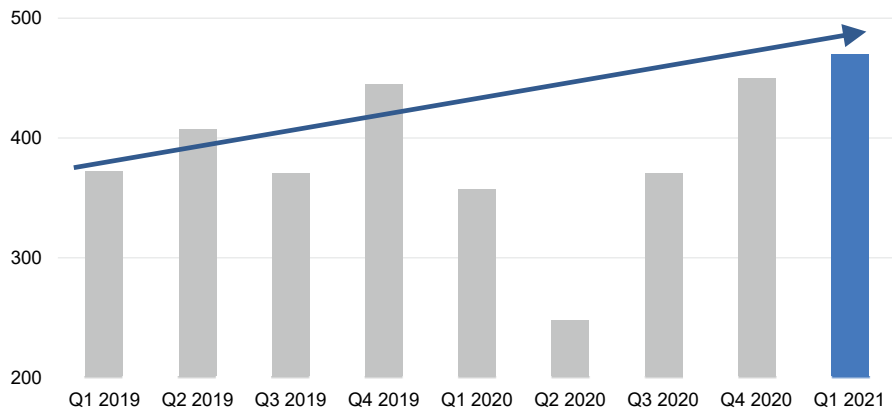
Peter Hackel, CFO

straumanngroup

8

Exceptional first quarter brings Group back to its growth trajectory

Revenue development by quarter (in CHF million, rounded)



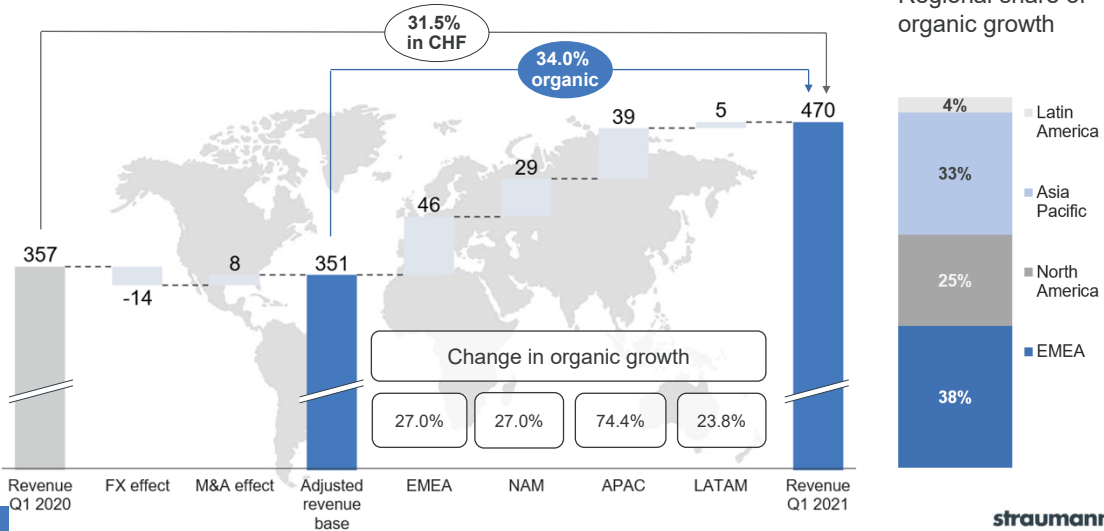
9

straumanngroup

9

Strongest growth contribution from EMEA and Asia Pacific

Revenue development (in CHF million, rounded)

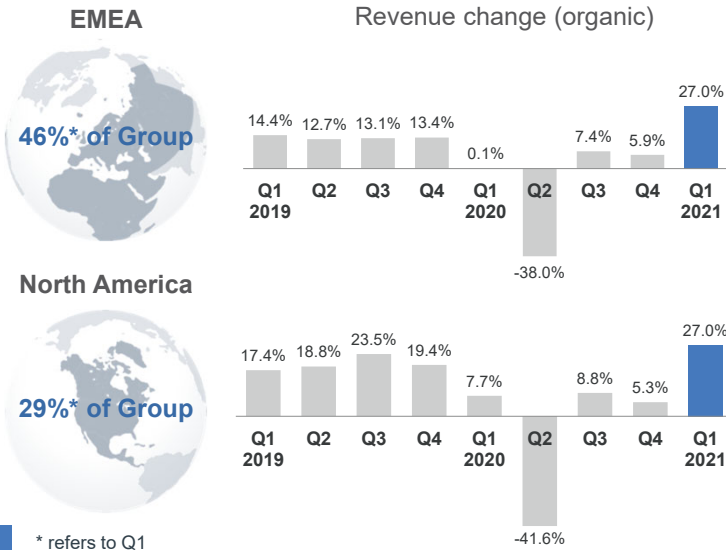


10

straumanngroup

10

Strong growth in EMEA and NAM

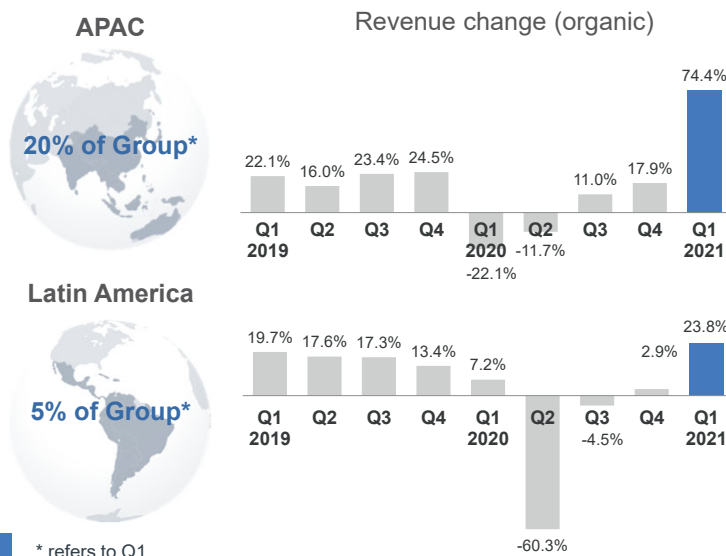


- France, Germany, and Italy strong
- New subsidiary opened in Jordan
- Orthodontics business grew strongly lifted by DrSmile and ClearQuartz material launch
- US and Canada both deliver double-digit growth
- Growth fueled by premium and challenger implants, as well as digital solutions

straumanngroup

11

Accelerated growth in APAC and LATAM



- Back to strong growth compared to 2020 and 2019
- Key markets such as Australia, China and Japan bounced back with very strong growth
- Strong growth despite ongoing pandemic
- Argentina and Chile strongest growth contributors
- Double-digit growth in largest market Brazil

straumanngroup

12

Strong performance across all businesses

Implant systems



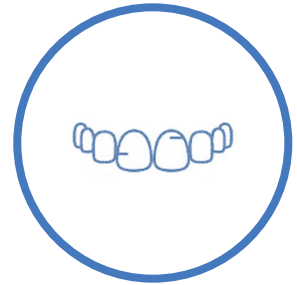
Digital & restorative



Biomaterials



Orthodontics



13

straumanngroup

13



Recent achievements & strategy in action

Guillaume Daniellot, CEO

straumanngroup

14

Leveraging digital technology to stay connected

- Customer and team proximity are key performance drivers
- Company culture enables team to embrace accelerated change and digital transformation
- Major investments in Straumann service platform to provide frictionless, customer-centric solutions, virtual events and digital showrooms



straumanngroup

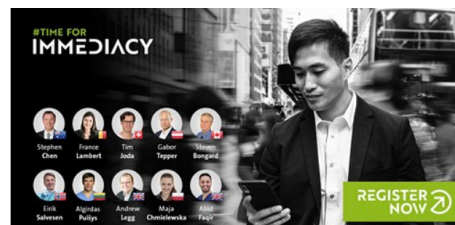
15

15

Driving growth in the implant businesses

Immediacy

- BLX launched in Japan and Mexico, pre-launch started in Russia
- First clinical study on BLX underway
- TLX on track for full launch in 2nd half of 2021
- Zygoma launch in full swing



Neodent

- Neodent now a global brand, available in 80 countries
- Continued investment to ramp up production activity in recently established building



straumanngroup

16

16

Value proposition in orthodontics further strengthened

High-performance material ClearQuartz

- Launched in Europe in March

New software feature Collaborator launched

- Enabling doctors to exchange advice and collaborate on cases with their staff, other doctors and treatment planning services

New software version ClearPilot 2.0 in preparation

- Improved visualization simplifies treatment planning for doctors and helps with patient communication
- Software optimized for mobile view e.g. for tablets which are often used in practices



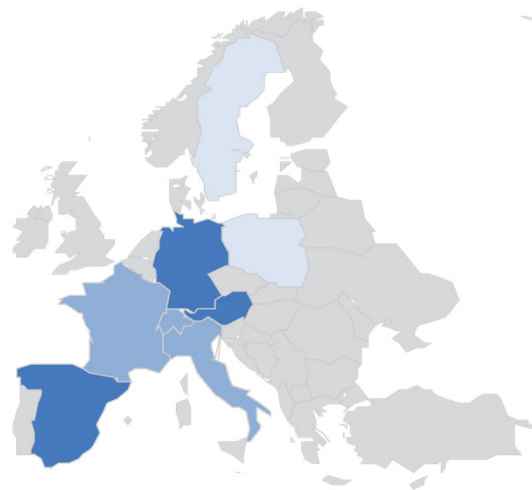
straumanngroup

17

17

DrSmile dynamic growth accelerated

- 200th partner practice opened
- Established: Austria, Germany, Spain
- Rolled out in Q1: France, Italy and Switzerland
- Coming soon: Poland and Sweden



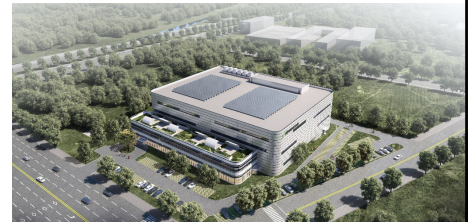
straumanngroup

18

18

Significant investment to expand presence in China and build first Group Campus

- China Campus to be built in Shanghai comprising manufacturing, education and innovation center
- Plans to invest up to 1.2 billion Chinese yuan (~CHF 170 million)
- Expansion caters to rapidly growing demand for dental solutions from Chinese dentists and patients
- Campus to ensure responsiveness and support forthcoming launches in China
- Campus to support implantology and orthodontic solutions



19

straumanngroup

19



Outlook 2021

straumanngroup

20

Outlook raised

Market environment

- Dental practices around the world are open, demand focused on dental specialty treatments, temporary tailwind from pandemic, spending on oral health prioritized
- With mass vaccination underway and other spending options becoming available again, Group expects softer tailwind in the second half of the year
- Business fundamentals remain in place

Our revenue and profitability

- Group aims to achieve organic revenue growth in the mid-to-high twenties percentage range
- Profitability (core EBIT margin) expected to improve vs 2020



21

straumanngroup

21



Questions & answers

Q & A

straumanngroup

22

Calendar of upcoming events

2021	Event	Location
May 11	Roadshow Exane BNPP, Benelux	Benelux (virtual)
May 27	Roadshow Kepler Cheuvreux, Nordics	Nordics (virtual)
June 2	Stifel Virtual Jaws & Paws Conference	USA (virtual)
June 3	Stifel Virtual Swiss Equity Conference	Switzerland (virtual)
June 10	Exane BNPP European CEO Conference	France (virtual)
June 17	dbAccess Berlin Conference 2021	Germany (virtual)
June 29	UBS Bus Tour 2021	Switzerland (tba)
August 12	First-half 2021 results conference	Basel (tba)
October 28	Third-quarter results	Webcast

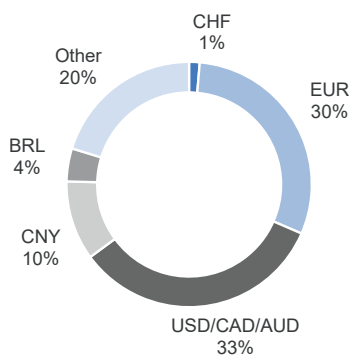
23

straumanngroup

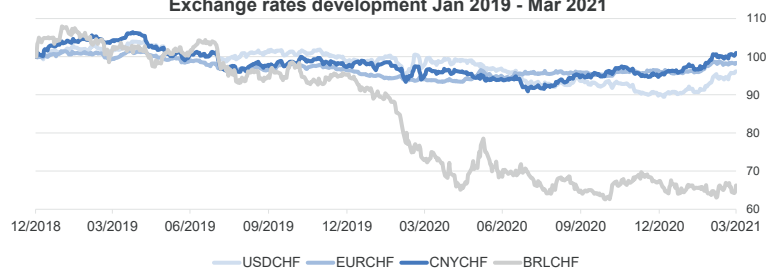
23

Straumann's currency exposure

Revenue breakdown Q1 2021



Exchange rates development Jan 2019 - Mar 2021



Average exchange rates (rounded)					FX sensitivity (+/- 10%) on FY
		2019	2020	Q1 2021	Revenue
1	EURCHF	1.11	1.07	1.09	+/- 13m
1	USDCHF	0.99	0.94	0.90	+/- 13m
1	BRLCHF	0.251	0.185	0.165	+/- 2m
1	CNYCHF	0.144	0.136	0.139	+/- 5m

24

straumanngroup

24



Thank you

straumanngroup