



**2021 nine-month & third-quarter sales**  
Webcast for investors, analysts and media

Basel, October 28, 2021

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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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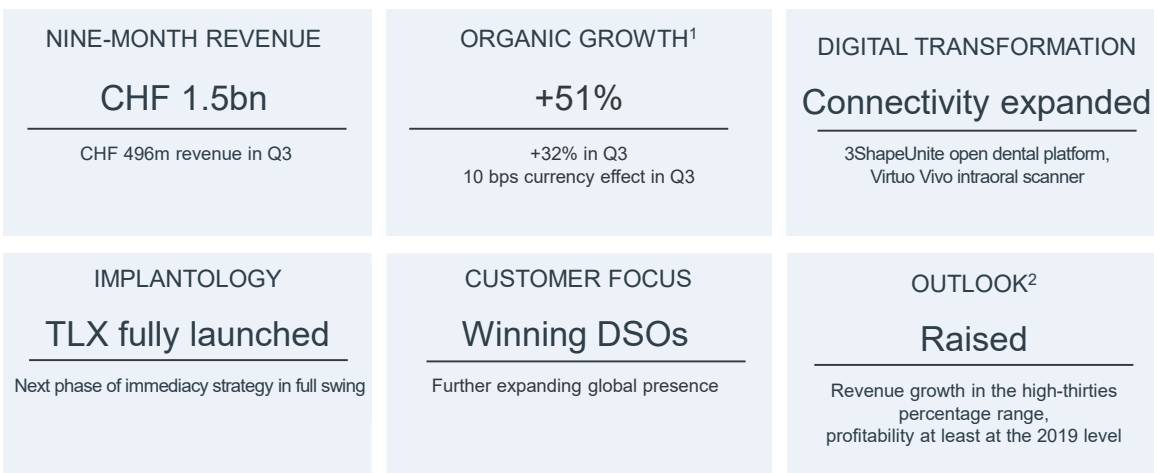
## Highlights

Guillaume Daniellot, CEO

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



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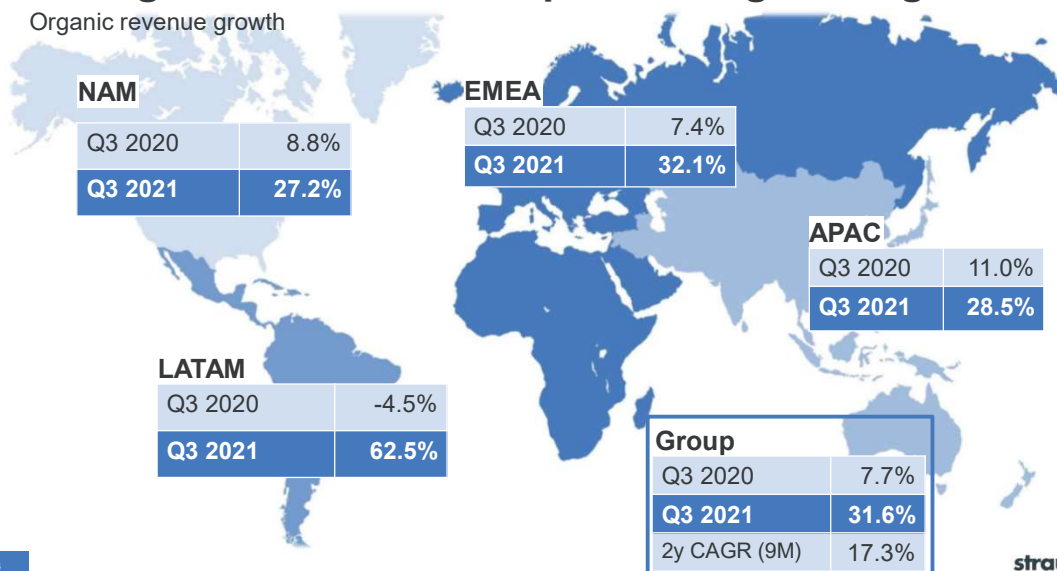
<sup>1</sup> Organic growth excluding FX and M&A effects <sup>2</sup> Barring unforeseen events, assuming the pandemic will not negatively impact the patient flow and excluding FX effects

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## All regions continue to report strong sales growth

Organic revenue growth



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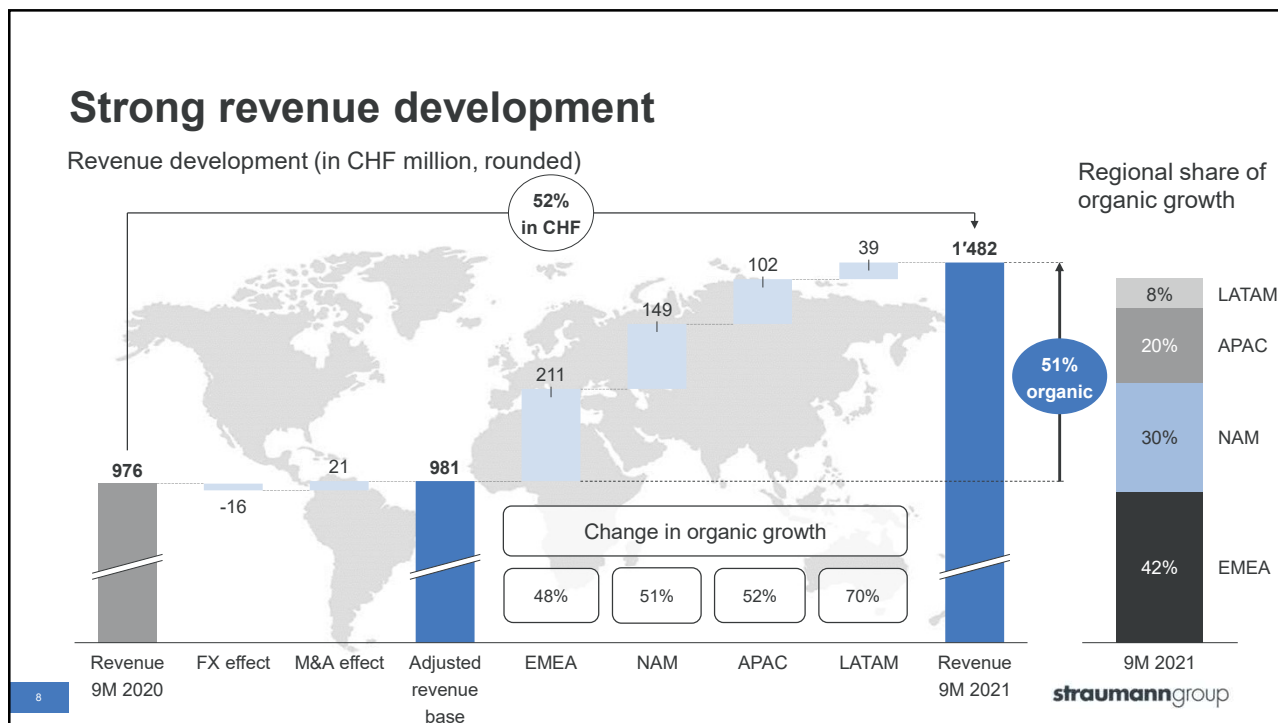


# Business and regional review

Peter Hackel, CFO

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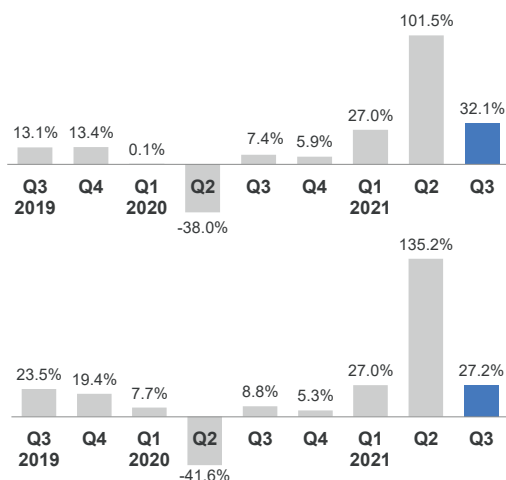


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## EMEA and North America show strong growth



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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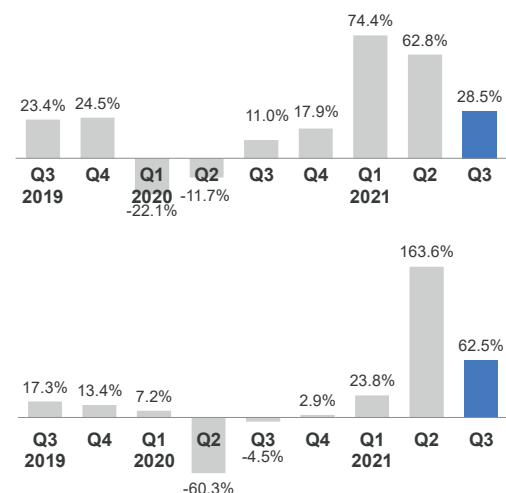
9 \* refers to 9M

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## Asia Pacific and Latin America continue to grow



Revenue change (organic)

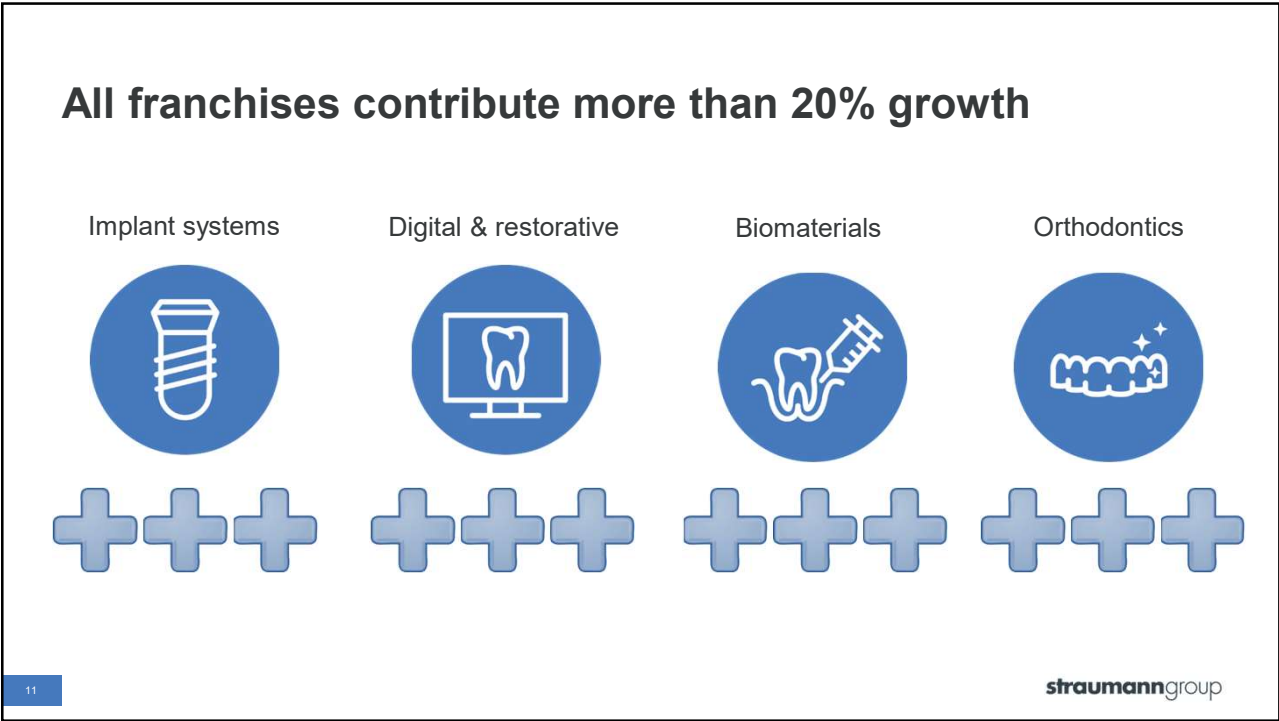


- China, Japan and Australia driving growth
- Strong contributions from BLX and digital solutions
- Biomaterials introduced in China
- New direct presence in Malaysia
- Brazil, Mexico and Chile leading
- Orthodontics shows strong growth on small basis
- Neodent strongest brand, premium implants and digital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

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10 \* refers to 9M

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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



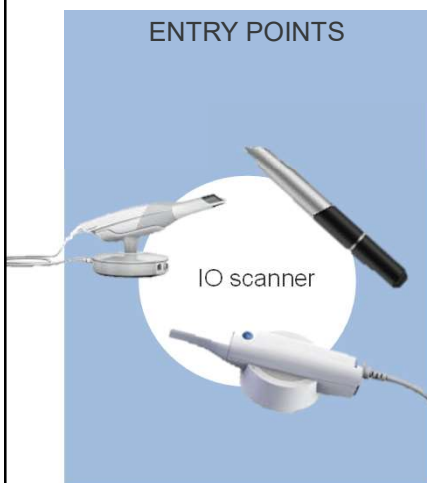
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## Digital solutions further strengthened

### 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 mininaudent 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 mininaudent 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

Aspen Dental Management  
**AspenDental** 

Western Dental  




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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 profitability<sup>1</sup>

- 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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<sup>1</sup> 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
<b>December 16</b>	<b>Capital Markets Day</b>	<b>Hybrid</b>
<b>2022</b>		
<b>February 15</b>	<b>Full- year results</b>	<b>Webcast</b>

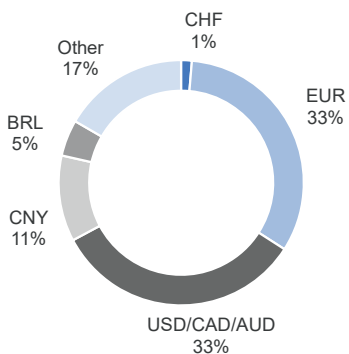
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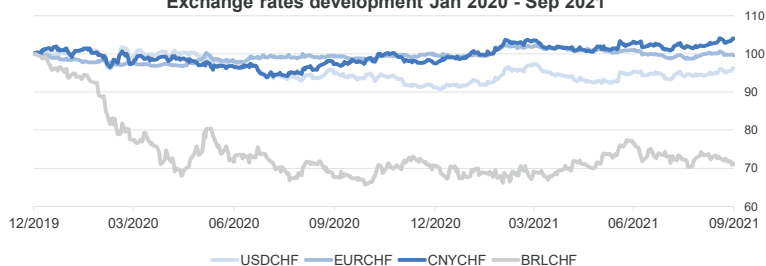
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## Straumann's currency exposure

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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