



1

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2

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2

# AGENDA

Highlights	Guillaume Daniellot
Financials	Marcel Kellerhals
Recent achievements & strategy	Guillaume Daniellot
Outlook 2023	Guillaume Daniellot
Q&A and upcoming events	Guillaume Daniellot, Marcel Kellerhals

3

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3



## HIGHLIGHTS

Guillaume Daniellot, CEO

4

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4

2

# ACHIEVING GROWTH IN A CHALLENGING ENVIRONMENT



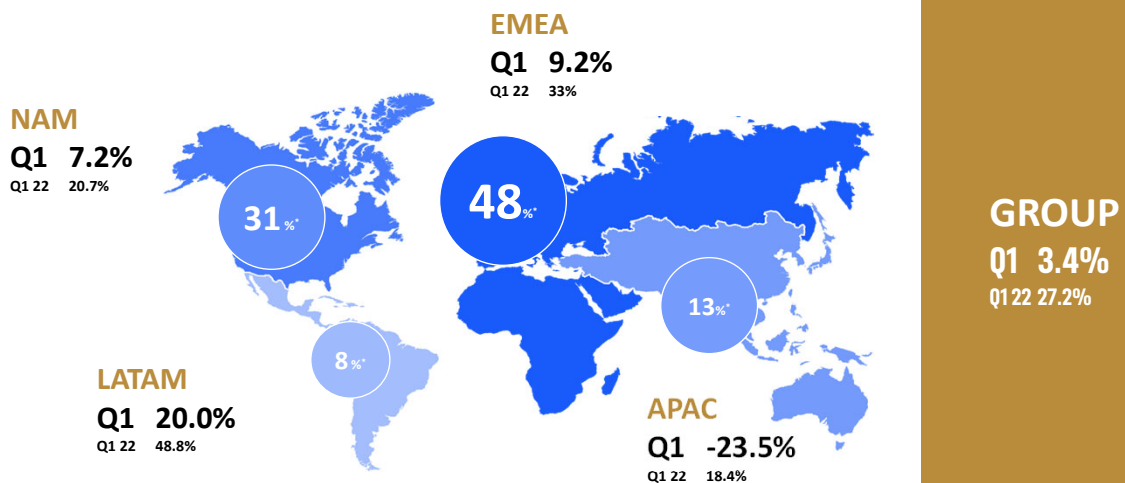
<sup>5</sup> <sup>1</sup> Organic growth excluding FX and M&A effects <sup>2</sup> Barring unforeseen events and excluding FX effects

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5

# ALL GEOGRAPHIES PERFORMED WELL EXCEPT FOR CHINA

## ORGANIC REVENUE GROWTH

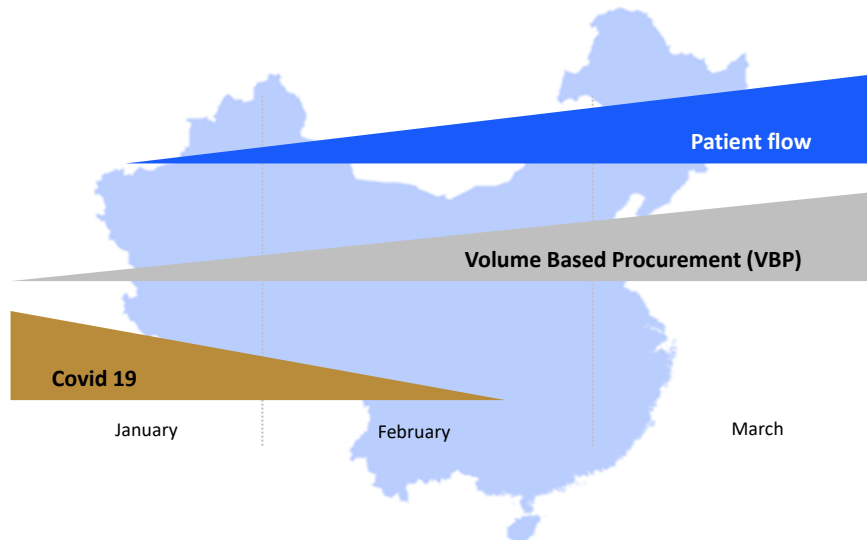


<sup>6</sup> \* % of Group total revenue

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3

# MAJOR EFFECTS IMPACTING INDUSTRY DYNAMICS IN CHINA



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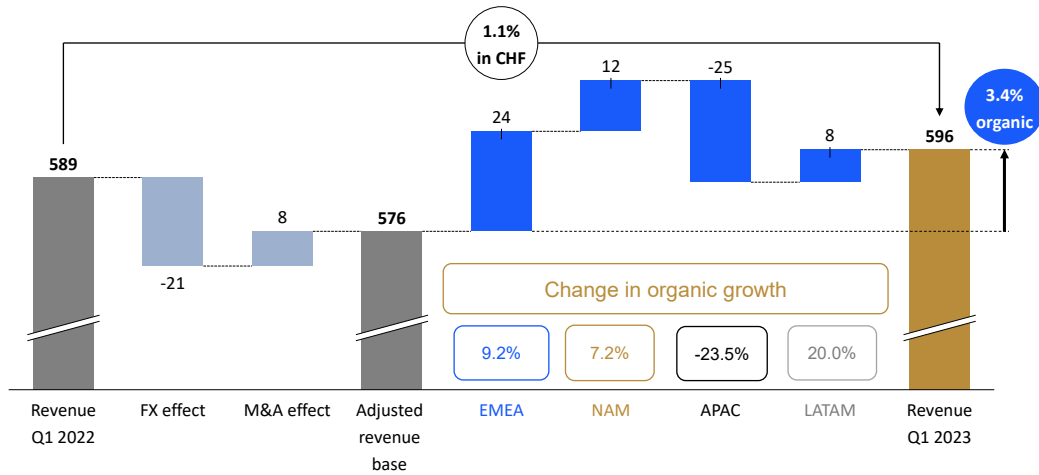
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4



# REVENUE DEVELOPMENT BREAKDOWN

REVENUE DEVELOPMENT (IN CHF MILLION, ROUNDED)



9

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# RECENT ACHIEVEMENTS & STRATEGY

Guillaume Daniellot

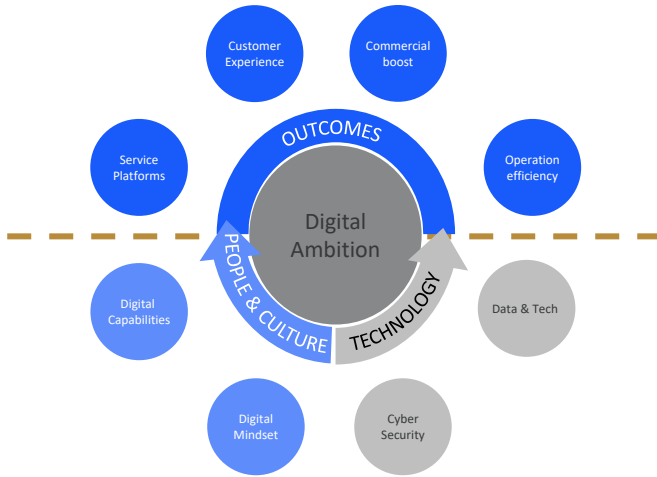
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# DRIVING DIGITAL TRANSFORMATION IN DENTISTRY

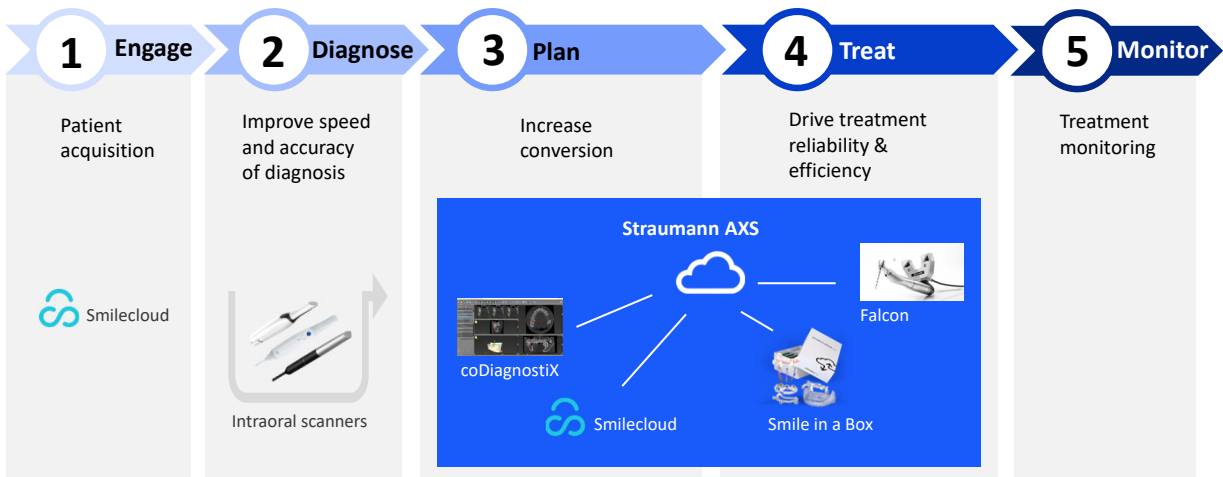


11

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# UNIQUE CUSTOMER EXPERIENCE TO DRIVE GROWTH



12

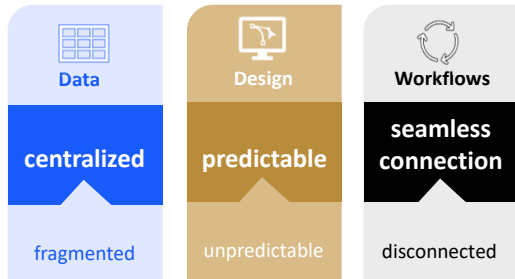
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6

# SMILECLOUD LAUNCHED IN EUROPE

CLINICAL BENEFITS TO MEET CUSTOMER NEEDS



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13

# ENTERING DYNAMIC NAVIGATION FOR SURGERY



free-hand technique



3D-visualization  
in real-time

flexibility to adapt  
during surgery

14

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7

## DIGITAL TRANSFORMATION BOOSTING THE CORE BUSINESS



15

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## LAUNCHES IN ORTHODONTICS TO SUPPORT CLINICIANS' BUSINESS SUCCESS



Treating complex cases

Speeding up treatment planning

16

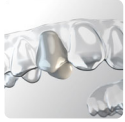
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16

8



# NEW PONTICS, BARS AND GUIDES WORKFLOW MAKES IT EASIER TO TREAT PATIENTS WITH MISSING OR ERUPTING TEETH



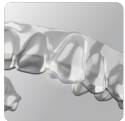
## Pontics

Tooth-shaped placeholder created in the space of missing teeth (existing or created space)



## Bars

Bar-shaped placeholder created in the space of several missing teeth. Offers more structural integrity vs. single tooth-shaped voids



## Eruption guides

Sphere-shaped placeholder created in the space of a missing tooth that is erupting



17

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17

# CLEARPILOT 6.0 IS DESIGNED TO GIVE PROVIDERS A MORE USER-FRIENDLY TREATMENT PLANNING EXPERIENCE

Improved User Interface



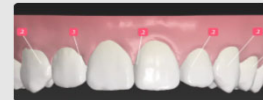
Point-to-Point Measurement



Gingival Morphing



Collision and Space Editing



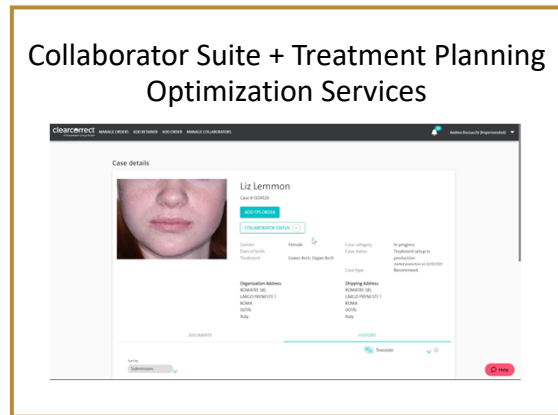
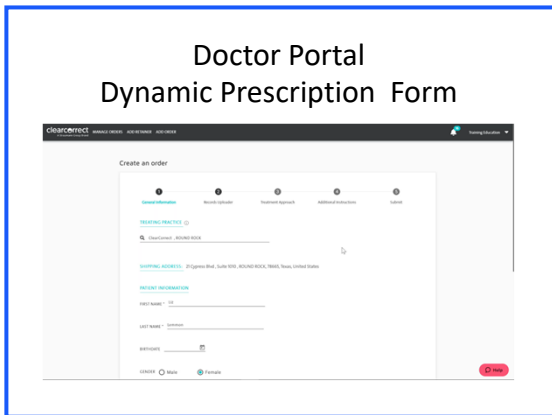
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9

# ENHANCED SOFTWARE PROVIDES MORE INTUITIVE EXPERIENCE, HELPING TO ACHIEVE MORE OPTIMAL TREATMENT SETUPS



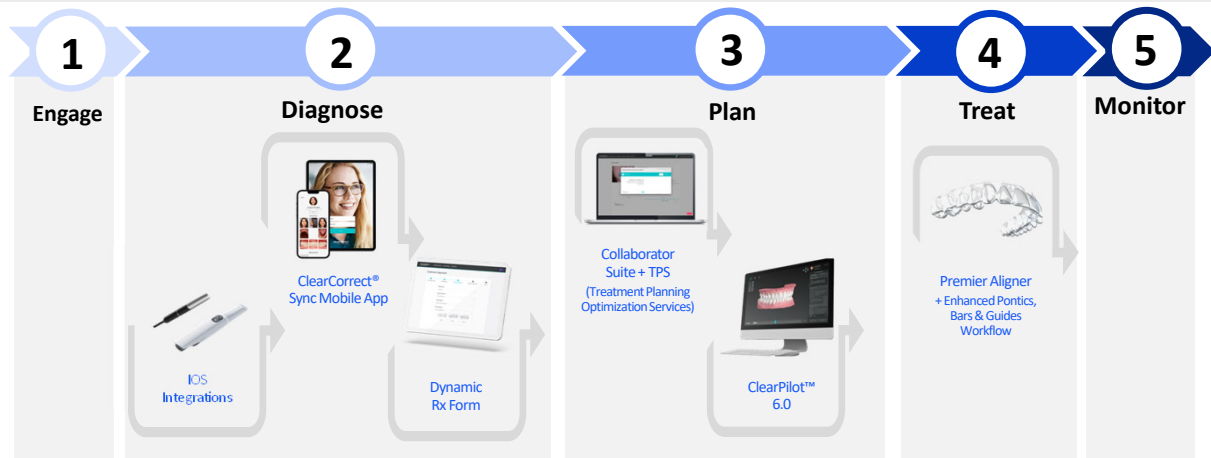
19

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19

# CUSTOMER AND PATIENT CENTRIC DIGITAL TRANSFORMATION

IMPROVING OUR VALUE PROPOSITION IN ORTHODONTICS



20

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20

10

# BUILDING STRONG BRANDS



## International Dental Show Europe

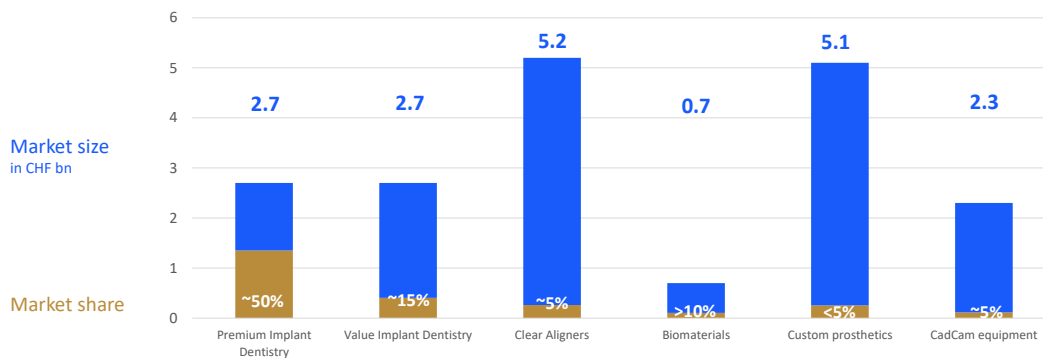
Greater Taipei Dental exhibition APAC | Chicago Midwinter North America | AEEDC Middle East/North Africa

21

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21

# UNTAPPING OUR CHF 19BN ADDRESSABLE MARKET



22

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22

11



23

## OUTLOOK 2023

### Market environment and assumption

- Group believes global patient flow will remain stable
- Outgrow the market which is expected to grow low single digit
- Macroeconomic uncertainties to remain
- APAC region will be impacted by the new VBP tender system in China

### Revenue and profitability<sup>1</sup>

- Group aims to achieve organic revenue growth in the high single-digit percentage range versus the prior year
- Profitability (core EBIT margin) expected around 25%, including growth investments

<sup>24</sup> <sup>1</sup>Barring unforeseen circumstances

24

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25

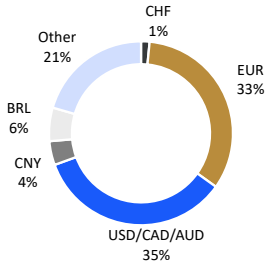
## CALENDAR OF UPCOMING EVENTS

2023	Event	Location
10-11 May	Exane BNP Paribas European Roadshow	Paris & London
25 May	Mirabaud Conference	Geneva
13-14 June	Stifel Swiss Equity Conference	Interlaken
22 June	J.P. Morgan Conference	London
27-29 June	Jefferies USA Roadshow	Los Angeles & San Francisco
15 August	Half-year results conference call	
31 October	Third-quarter results conference call	

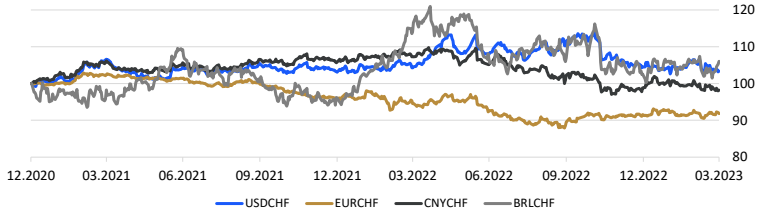
26

# CURRENCY EXPOSURE

Revenue breakdown Q1 2023



Exchange rates development 2021 – Mar 2023



Average exchange rates (rounded)					Closing	FX sensitivity (+/- 10%) on FY
		2021	2022	Mar 2023	Mar 2023	Revenue
1	EURCHF	1.080	1.004	0.995	0.998	+/- 18m
1	USDCHF	0.911	0.950	0.926	0.917	+/- 17m
1	BRLCHF	0.170	0.184	0.179	0.180	+/- 4m
1	CNYCHF	0.141	0.141	0.135	0.133	+/- 2m

27

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