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# AGENDA

Highlights	Guillaume Daniellot
Financials	Yang Xu
Recent achievements & strategy	Guillaume Daniellot
Outlook 2024	Guillaume Daniellot
Q&A	Guillaume Daniellot, Yang Xu

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## HIGHLIGHTS

Guillaume Daniellot, CEO

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# THIRD QUARTER WITH STRONG ORGANIC GROWTH



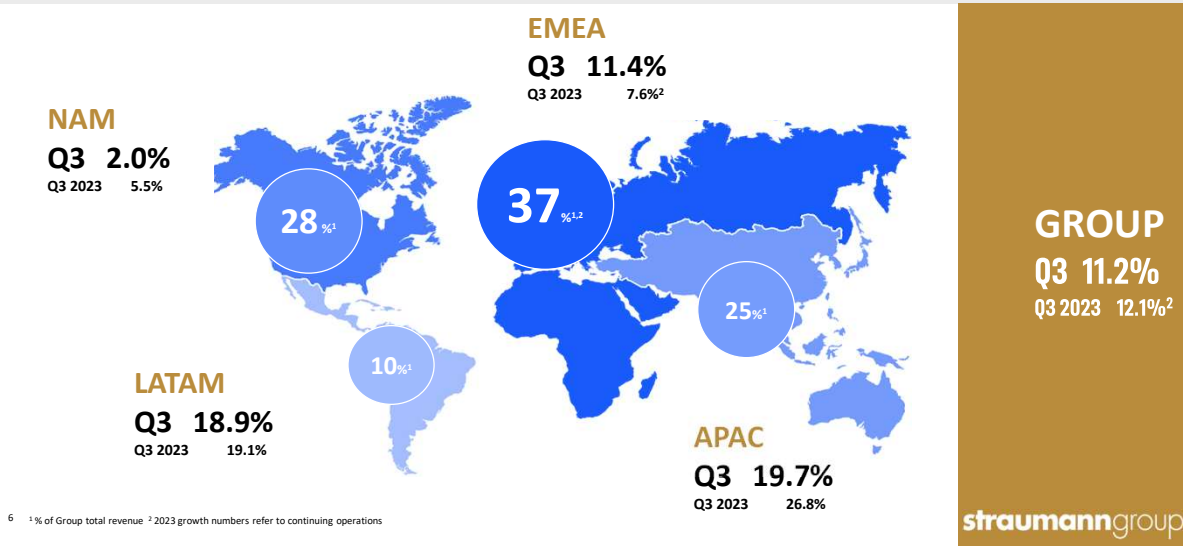
<sup>1</sup> Continuous operations <sup>2</sup> Excluding FX and M&A effects <sup>3</sup> Barring unforeseen events <sup>4</sup> At 2023 full year average exchange rates

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# GAINING MARKET SHARE IN ALL REGIONS

ORGANIC REVENUE GROWTH IN THE THIRD QUARTER



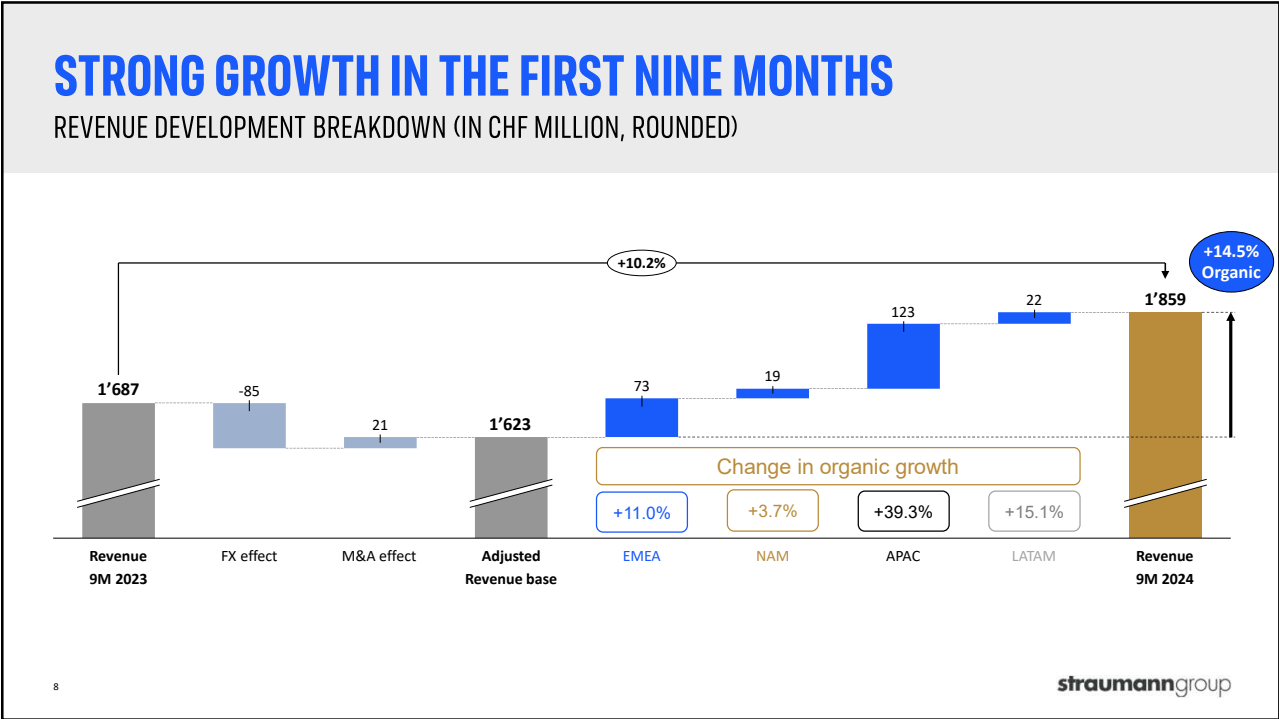
<sup>1</sup> % of Group total revenue <sup>2</sup> 2023 growth numbers refer to continuing operations

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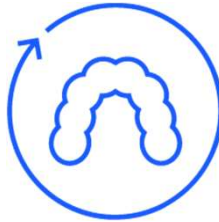
# STRONG DIVERSIFIED AND RESILIENT PORTFOLIO

PERFORMANCE IN THE THIRD QUARTER

Tooth replacement  
and restoration



Tooth alignment



Digital Solutions



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# RECENT ACHIEVEMENTS & STRATEGY

Guillaume Daniellot, CEO

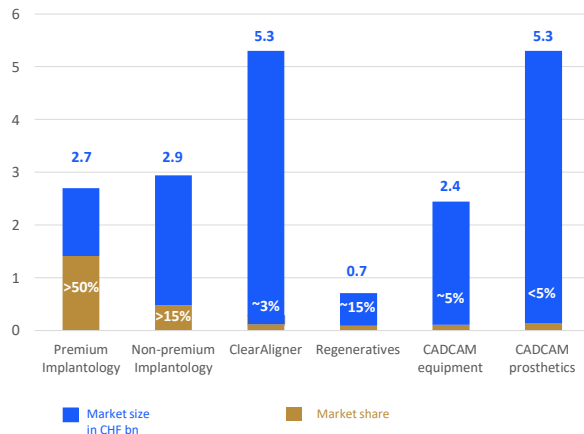
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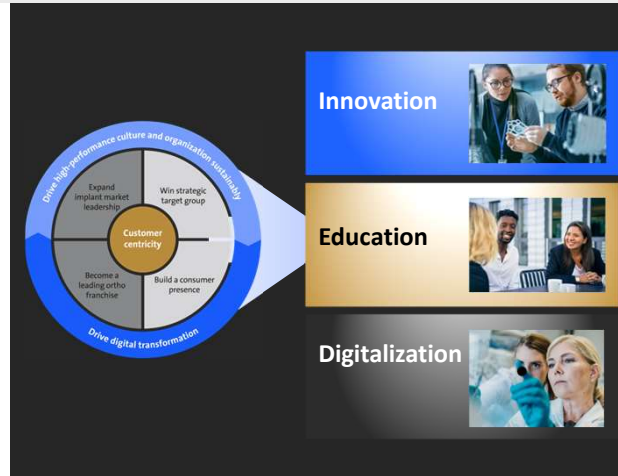
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# HUGE OPPORTUNITIES AHEAD TO REACH OUR 2030 AMBITION!

ADDRESSABLE MARKET OF ABOVE CHF 19BN GLOBALLY



11 Source: Straumann Group estimates

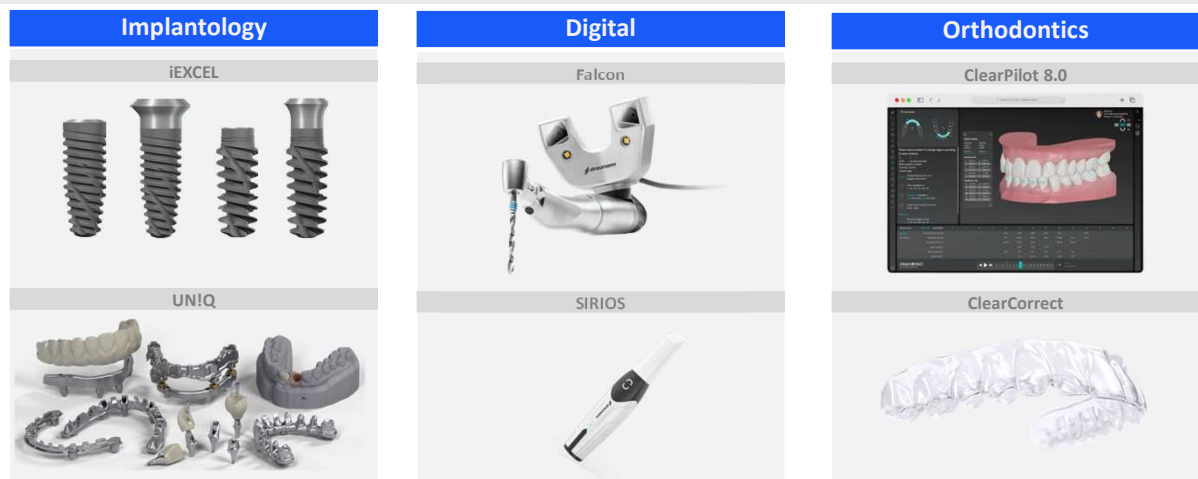


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# INNOVATE TO CAPTURE MARKET OPPORTUNITIES

IEXCEL, UN!Q, STRAUMANN FALCON, SIRIOS, CLEARPILOT AND CLEARCORRECT




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## CONTINUED EDUCATION EFFORTS AND INNOVATION LAUNCHES

IXCEL PRE-LAUNCHED IN SPAIN, ITALY AND GERMANY – TRAINING CENTERS IN MALAYSIA AND INDIA



**> 3500 participants**  
Dental Lab Summit, Lisbon, PO  
International Esthetic Days, Mallorca, ES  
Neodent Symposium, San Diego, U.S.  
Neodent International, Copenhagen, DK  
SmileCloud 3DNA Event, Timisoara, ROM

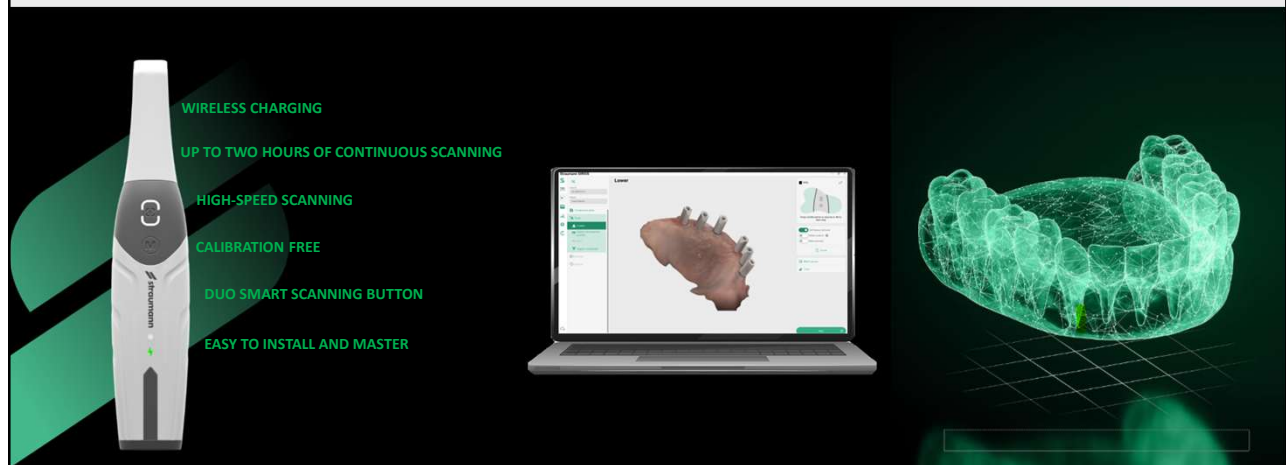
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## GLOBAL LAUNCH OF THE NEW SIRIOS INTRAORAL SCANNER

AT THE INTERNATIONAL ESTHETIC DAYS IN MALLORCA, SPAIN



- WIRELESS CHARGING
- UP TO TWO HOURS OF CONTINUOUS SCANNING
- HIGH-SPEED SCANNING
- CALIBRATION FREE
- DUO SMART SCANNING BUTTON
- EASY TO INSTALL AND MASTER

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# STRAUMANN AXS TO CREATE A UNIQUE CUSTOMER EXPERIENCE

AN OPPORTUNITY FOR THE MOST AGILE PLAYERS



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# ONE YEAR EDGE!UP

EMBRACING THE OPPORTUNITIES AND CHALLENGES PRESENTED BY THE DIGITAL AGE



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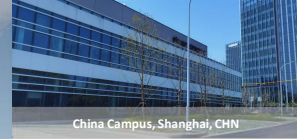


# SIGNIFICANT INVESTMENT IN GROWTH WILL CONTINUE

BRAZIL TO BUILD ITS THIRD MANUFACTURING SITE, CHINA CAMPUS RAMPING UP AND HIRING



Rendering of planned Neodent facility, Curitiba, BRA



China Campus, Shanghai, CHN



Straumann implant manufacturing, Villeret, CH



Group Technology & Innovation, Arlesheim, CH

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# OUTLOOK 2024

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# OUTLOOK 2024 CONFIRMED

BARRING UNFORESEEN EVENTS

## Market environment and assumption

- Uncertain economic environment remains
- Group believes global patient flow should remain stable
- Outgrowing market vs. prior year

## Revenue and profitability

- Organic revenue growth in the low double-digit percentage range
- Profitability in the 27-28% range at constant 2023 currency rates<sup>1</sup>

**Growth ambition 2030 confirmed**

19 <sup>1</sup> Continuous operations; at 2023 full year average exchange rates

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# CALENDAR OF UPCOMING EVENTS

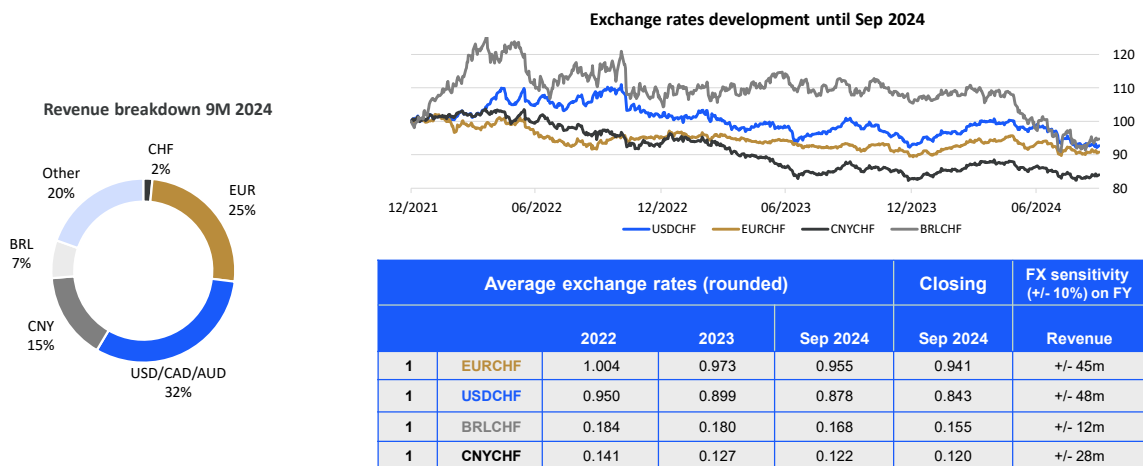
2024	Event	Location
October 30 – 31	ODDO-BHF Europe Roadshow	Paris & Frankfurt
November 6 – 7	ZKB Equity Conference	Zurich
November 15	Barclays 2024 Conversations with the C-Suite	Virtual
November 26 – 27	Stifel Canada Roadshow	Toronto & Montreal
December 3 – 4	Berenberg European Conference	London
December 5	Citi Global Health Care Conference	Miami
December 9 – 12	Barclays USA Roadshow	Boston & New York
February 19, 2025	Full-Year 2024 Results	Webcast, Basel

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# CURRENCY EXPOSURE



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## ORGANIC NET REVENUE GROWTH

RESTATED FOLLOWING THE SALE OF DRSMILE

	2023				2024		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
EMEA	+10.5%	+9.3%	+7.6%	+10.1%	+9.2%	+12.4%	+11.4%
GROUP	+3.6%	+12.1%	+12.1%	+15.6%	+17.5%	+14.8%	+11.2%

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