



2008 First-quarter sales

Analyst & Media Conference Call
Basel, 28 April 2008

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Agenda

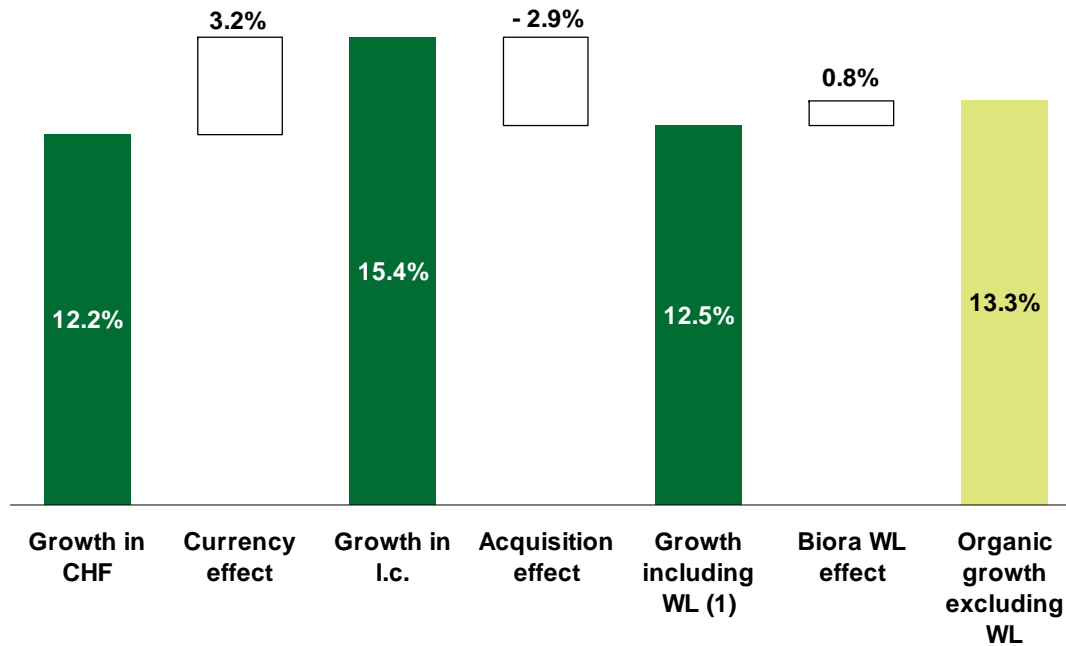
- ≡ **First-quarter highlights**
- ≡ **Business performance**
- ≡ **Outlook**
- ≡ **Questions & answers**

Organic growth led by continuing North American turnaround and new products

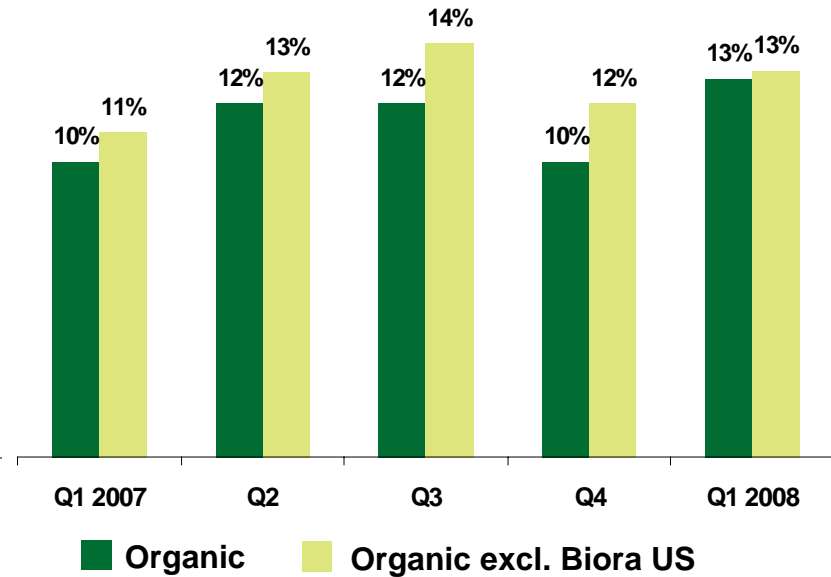
- Net revenue grows 15% in local currencies (l.c.) or 12% in Swiss francs, reflecting the strengthening of the Swiss franc against major currencies
- Excluding seasonal factors¹ and the US import detention on Biora, net revenue rises 23% in local currencies (l.c.)
- Pick-up in North America continues as underlying² growth accelerates to 20%; European revenue climbs 17% (l.c.) with double-digit organic growth in most major markets
- SLActive and Bone Level Implant support top-line growth; on track to reach SLActive penetration target of 30% in 2008
- FDA re-inspection of Biora scheduled for end of May
- Agreement signed to acquire remaining etkon franchise partner in Iberia
- Full-year guidance³ for net revenue growth in low to mid twenties range (l.c.); improvement of 50 basis points in EBIT margin calculated with constant (2008) currency rates, as continued strength of Swiss franc is expected to constrain margins

Robust organic growth supported by acquired businesses

Q1 2008 net revenue growth in %
Total Group: CHF 201 million



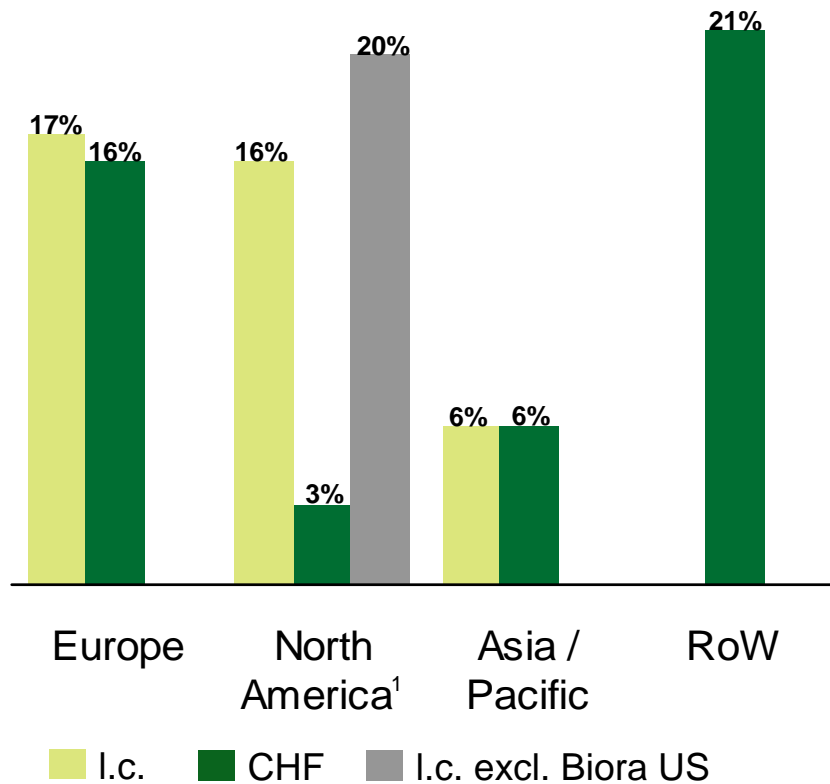
Organic growth² by quarter in % (I.c.)



North America, Europe and RoW offset soft Asia

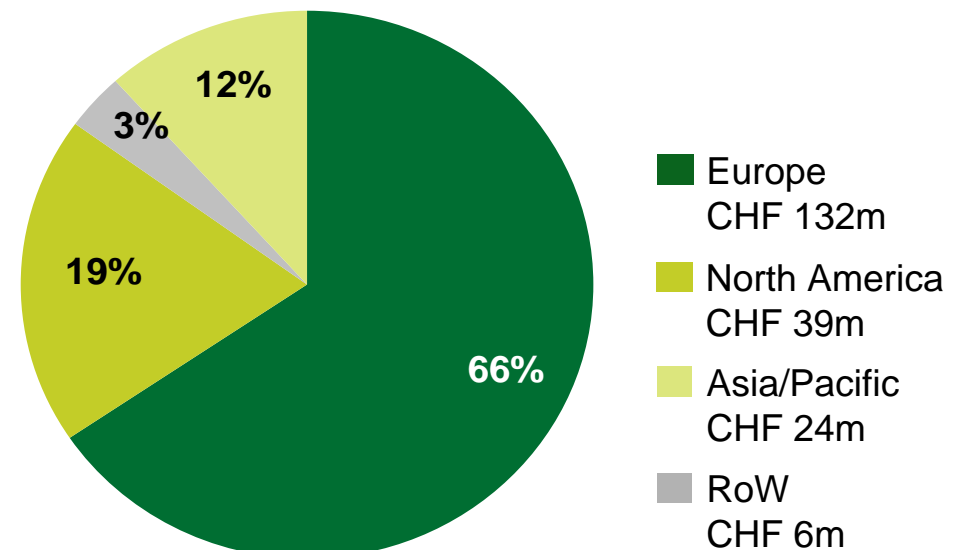
Net revenue growth in %

Total Group: 15% (I.c.), 12% (CHF)



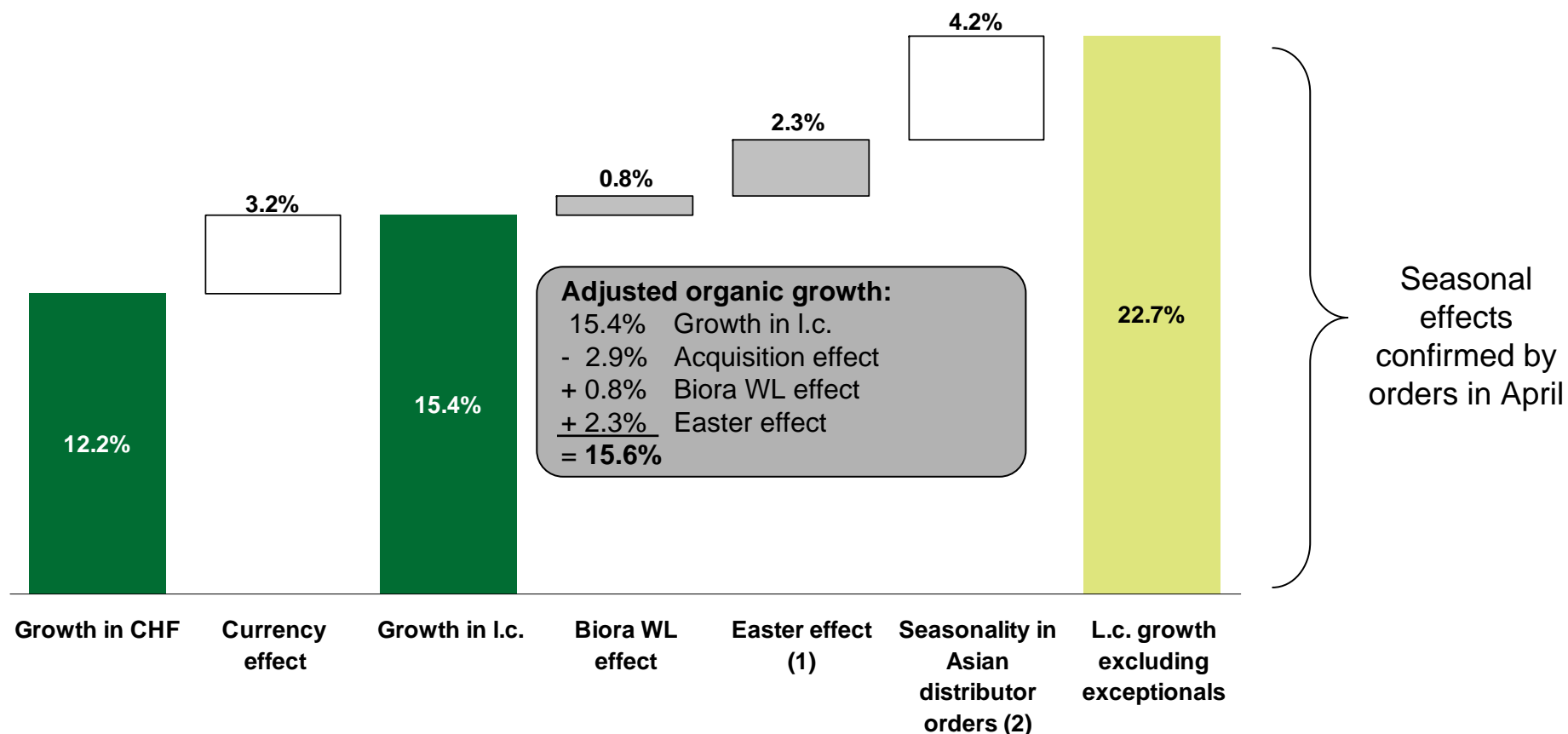
Net revenue by region in %

Total Group: CHF 201 million



Net revenue rises 23% (l.c.) excluding seasonal factors¹ and US Biora impact

Q1 2008 net revenue growth components in %



North America



<i>(in CHF million)</i>	Q1'08	Q1'07	CHF Δ %
Net revenue	39.0	37.9	+3%
<i>Growth in % l.c.</i>	+16%	+9%	
<i>Growth in % l.c. excl. Biora US</i>	+20%		

- Pick-up in North America continues as underlying business accelerates
- Biora products expected to be available in US in the third quarter, pending FDA re-inspection at end of May
- Weak US dollar translates into lower sales in Swiss francs

Europe

<i>(in CHF million)</i>	Q1'08	Q1'07	CHF Δ %
Net revenue	131.6	113.2	+16%
<i>Growth in % l.c.</i>	<i>+17%</i>	<i>+10%</i>	



- Double-digit growth in Germany and most other major markets
- Treatment postponements in Sweden (reimbursement) lead to market contraction
- Direct access to customers in Czech Republic, Slovakia and Hungary

APAC/Row

<i>(in CHF million)</i>	Q1'08	Q1'07
APAC net revenue	23.6	22.4
<i>Growth in % CHF</i>	+6%	+17%
ROW net revenue	6.3	5.2
<i>Growth in % CHF</i>	+21%	+75%



- /// Asian growth impacted by exceptional ordering by Japanese distributor in the first quarter of prior year
- /// Integration of new Asian subsidiaries progressing well; successful International Dental Exhibition and Meeting (IDEM) in Singapore
- /// etkon launched in Australia

Key growth drivers



Bone Level Implant

- Roll out progressing well
- Launch of second wave of prosthetics initiated
- Preclinical and clinical results



SLActive

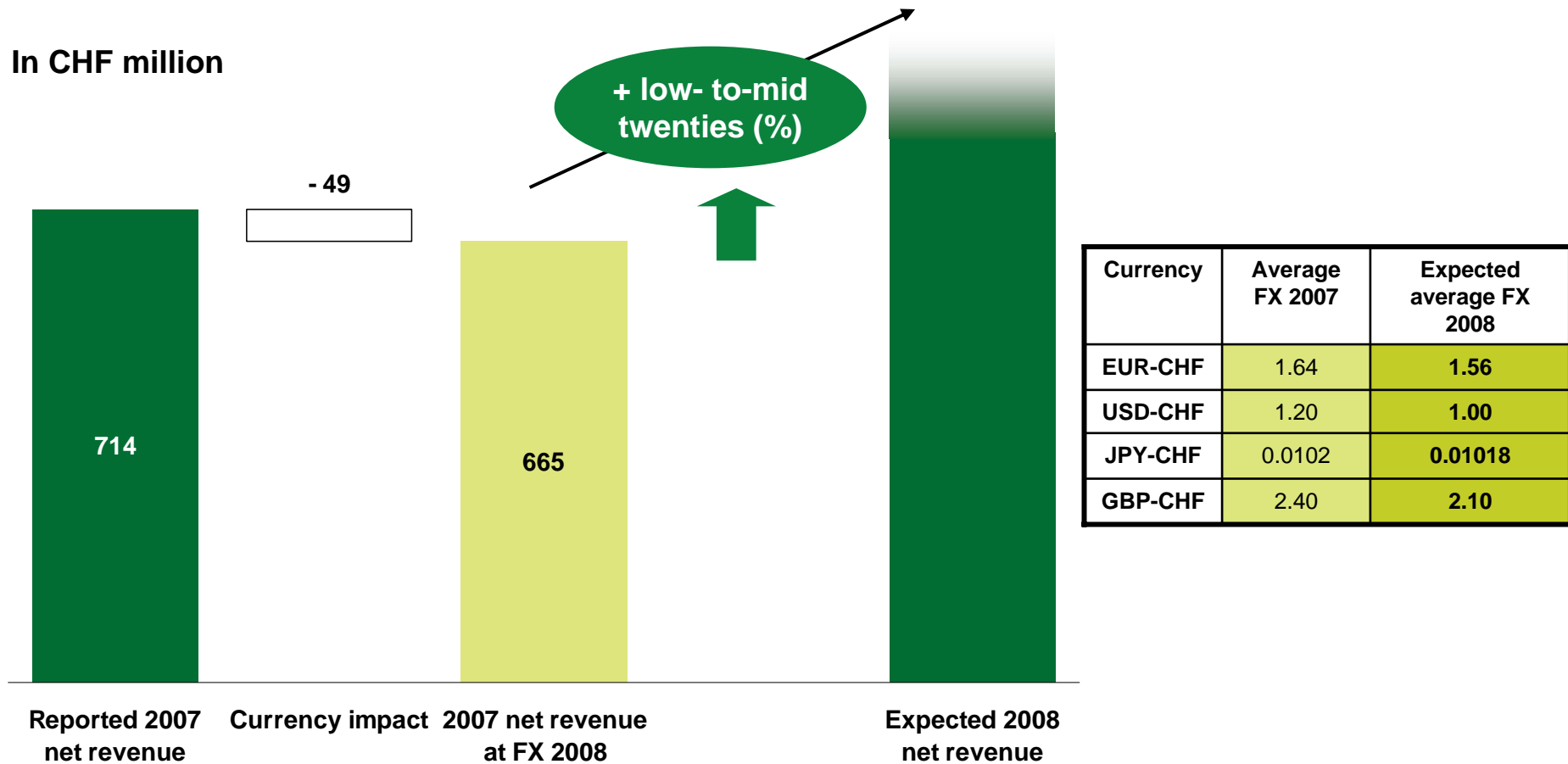
- On track to reach penetration target
- Impressive study findings



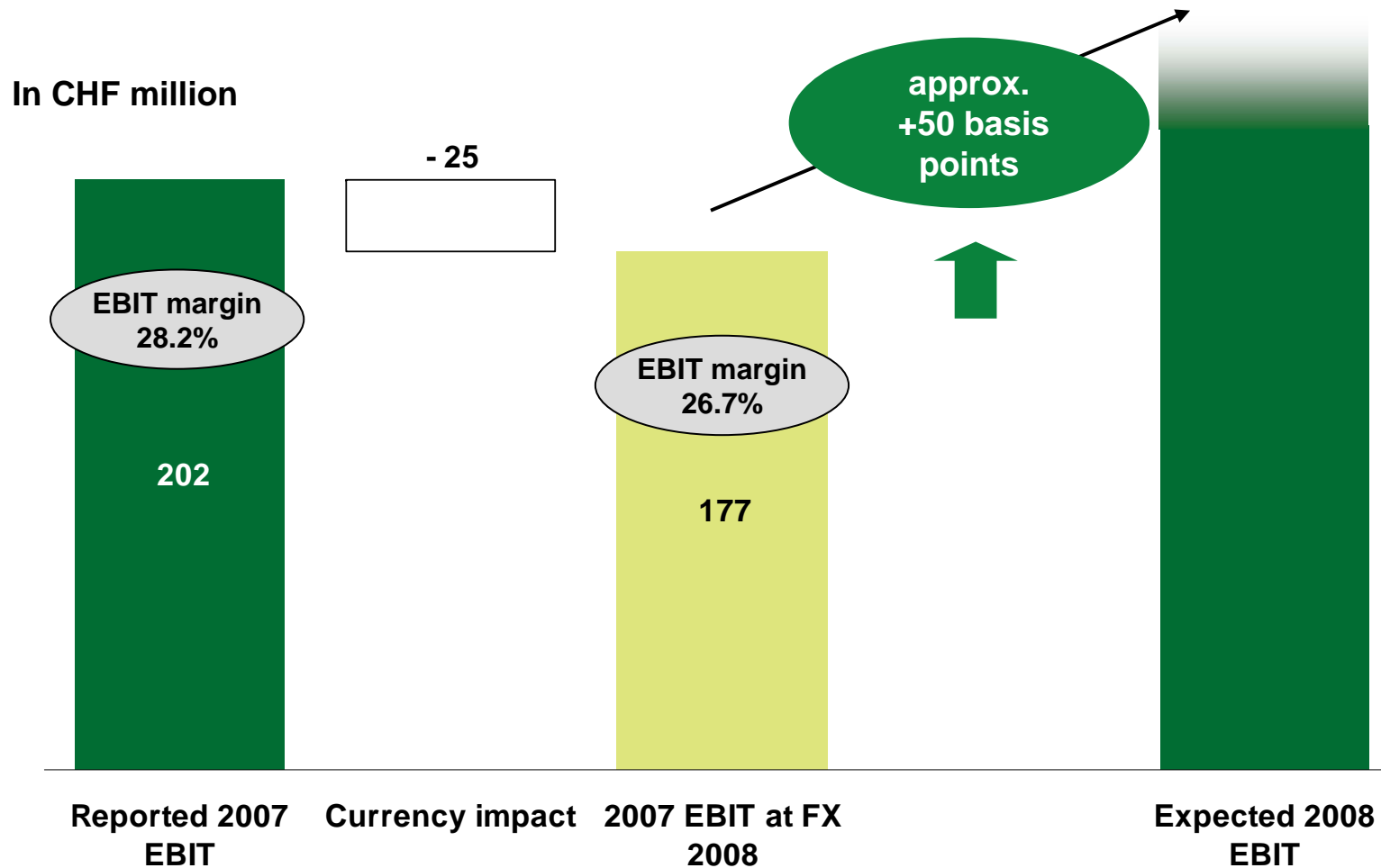
etkon

- Roll out progressing well
- Agreement to acquire remaining franchise partner in Iberia

Guidance for 2008 net revenue growth in local currencies

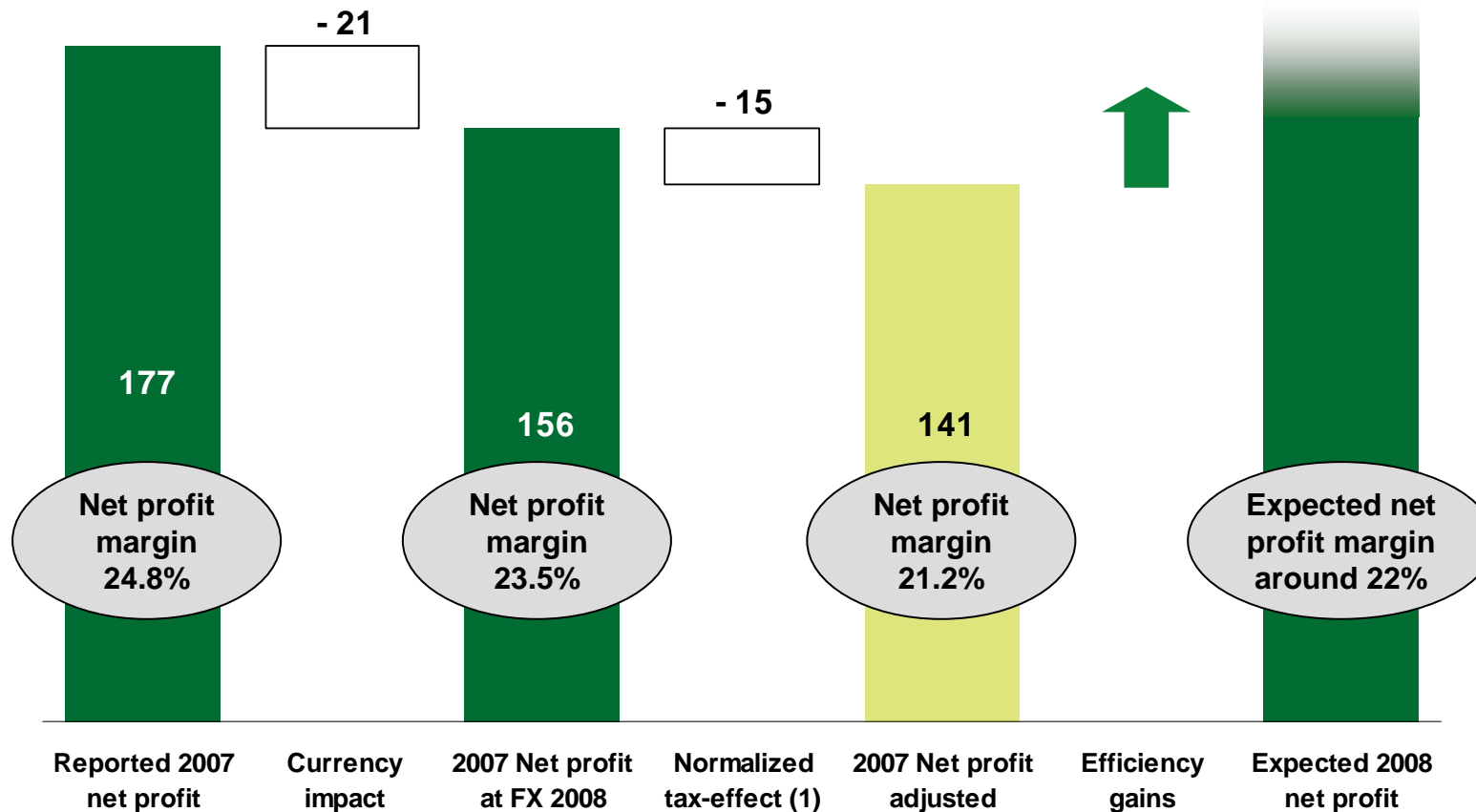


Guidance maintained for improvement in full-year EBIT margin in constant currencies



Strength of Swiss franc expected to constrain full-year net profit margin

In CHF million



¹ One time tax effect in 2007 (revaluation of deferred tax liabilities)

2008 guidance (barring unforeseen circumstances)

On the basis of the underlying performance in the first quarter and the expected contributions from new products, technologies and subsidiaries, Straumann expects 2008 full-year revenue growth to be in the low to mid twenties range in local currencies.

As efficiency improvements are expected to exceed the higher levels of amortization related to acquisitions, the Group foresees an improvement of around 50 basis points in full-year operating margin calculated with constant (2008) currency rates. Accounting for the normalized tax rate and the current strength of the Swiss franc, the net profit margin is expected to be around 22%.



Questions & answers

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Calendar of upcoming events

29 May 2008	UBS Investors Club, Zurich
13 May 2008	Merrill Lynch Conference, London
07 August 2008	First-half results 2008
30 October 2008	Third-quarter and nine-month revenues 2008
12 February 2009	Full-year results 2008

Detailed calendar on www.straumann.com

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Appendix

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Momentum in North America maintained

CHF million	Q1 2007	Q1 2008
Europe	113.2	131.6
growth in % CHF	13.3	16.2
growth in % l.c.	9.7	17.0
North America	37.9	39.0
growth in % CHF	2.6	2.9
growth in % l.c.	8.8	15.6
growth in % l.c. excl. Biora	13.6	19.9
Asia / Pacific	22.4	23.6
growth in % CHF	17.3	5.7
Rest of the World	5.2	6.3
growth in % CHF	75.0	20.9
Group	178.7	200.5
growth in % CHF	12.5	12.2
growth in % l.c.	11.6	15.4