

## Media release 2/04

### 2004 First-quarter sales report

#### **Straumann drives sales up 36% to CHF 108 million**

In the first three months of 2004, Straumann's sales rose 36% to CHF 108 million as the Group expanded its business with existing customers and further extended its customer base. The significant increase was driven by expanding volumes, which contributed 25% points, while price increases and currency translations each contributed approximately 2% points. About 7% points of sales growth were acquisition-related.

<b>Divisional</b> (in Mio. CHF)	Q1 2004	Q1 2003
<b>Implants</b>	102,4	79,6
Growth	28,6%	17,5%
Growth in local currencies	26,5%	24,6%
Proportion of Group total sales	94,9%	100,0%
<b>Biologics</b>	5,5	
Growth *	0,6%	
Growth in local currencies *	2,5%	
Proportion of Group total sales	5,1%	
<b>Total</b>	107,9	79,6
Growth	35,5%	17,5%
Growth in local currencies	33,3%	24,6%

\*by comparison with 2003 first-quarter sales reported by Biora prior to its acquisition

Straumann has made a successful start to 2004. The Implants division generated firstquarter revenues of CHF 102 million, up 29% from the corresponding period of last year. Biologics contributed approximately CHF 6 million, or 5% of Group sales. The division's growth in local currencies amounted to just 3% owing to the transfer of distributors, which was successfully completed in March as part of the integration of Biora. As of April 2004, Biora's Emdogain tissue regeneration product is being supplied through Straumann's distribution network, which is expected to accelerate growth in the coming quarters.

In Straumann's key European region, sales climbed 39% to CHF 71 million, corresponding to an increase of 32% in local currencies. In Germany, the major and most competitive market, sales also grew 39% and reached CHF 27 million, underscoring both the quality and strength of Straumann's range of services and products. As in the preceding two quarters, all other key European countries reported sales growth of around 30%. In Switzerland, sales grew 11% above the strong first quarter of 2003.

The expansion of the Group's US organization and the progressing integration of Biora strengthened Straumann's market presence in the North American region, where sales rose 41% in local currencies to CHF 26 million, corresponding to 24% of the Group's total first quarter revenues.

A marked acceleration from preceding quarterly growth levels pushed sales in Asia up 19% to CHF 10 million, while revenues generated in the rest of the world doubled to CHF 2 million.

<b>Regional</b> (in Mio. CHF)	Q1 2004	Q1 2003
<b>Europe</b>	70,5	50,9
Growth	38,5%	19,0%
Growth in local currencies	31,5%	20,3%
Proportion of total Group sales	65,3%	63,9%
<b>North America</b>	26,0	19,8
Growth	31,1%	15,3%
Growth in local currencies	41,0%	42,4%
Proportion of total Group sales	24,1%	24,9%
<b>Asia</b>	9,6	8,1
Growth	18,6%	8,9%
Proportion of total Group sales	8,9%	10,2%
<b>Rest of World</b>	1,8	0,8
Growth	124,1%	110,8%
Proportion of total Group sales	1,7%	1,0%
<b>Total</b>	107,9	79,6
Growth	35,5%	17,5%
Growth in local currencies	33,3%	24,5%

With the additional growth effect from last year's acquisition ending in the second half of 2004, Straumann is maintaining its full-year expectations of sales growth of 23-24%, with the operating margin improving to 29-30% and the net margin reaching 23%.

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Straumann is a global leader in oral implantology. In collaboration with the International Team for Implantology (ITI), leading clinics, research institutes and universities, the Group develops, produces and distributes implants, instruments and provides services for dental implant specialists worldwide. Straumann successfully entered the field of dental tissue regeneration through the acquisition of Kuros Therapeutics AG and Biora AB. Straumann implants and instruments are manufactured in Switzerland, whilst its dental tissue regeneration products are produced in Sweden. With affiliates in 14 countries and distributors in 35, Straumann employs more than 900 people worldwide and generated sales of CHF 344 million in 2003.

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