

PRESS RELEASE

Sales Development – Nine Months 2002

Straumann defies difficult market environment and confirms forecasts

In the first nine months of 2002, the Straumann Group increased sales by 18% to CHF 203 million despite increasingly difficult economic and currency conditions. In local currencies, sales rose by 22% year-on-year. The Group expects to reach its targets for 2002 as a whole.

At 22%, the Group's sales growth in local currencies matched the levels recorded in H1 of this year. In Swiss francs, developments are still being slowed by the weak euro and – since the middle of Q2 in particular - by the extremely weak US dollar. Correspondingly, exchange losses rose from 3% in H1 to over 4% after nine months. Price increases in large parts of Europe and in North America contributed 3% to Group growth.

Sales development in the last three quarters accelerated and stabilized from 20% growth in Q1 to 24% in Q2 and 23% in Q3.

In Europe, Straumann increased its sales by 17% to CHF 123 million Swiss francs in the first nine months (growth in local currency: 21%). Germany, the most important European market with a share of around 25% or CHF 50 million, saw growth of 13% (17% in local currency). Price increases in Germany contributed around 3%. On the one hand, this modest increase was due to uncertainty caused by the general election - an effect also noticed four years ago - and on the other to the effects of the catastrophic flooding in the middle of the year. The poor economic and structural condition makes it difficult to predict how the German market will develop.

Of the other key European countries, Spain saw its sales rise by 19% (24% in local currency), and countries such as the Netherlands and the UK also continued to generate above average growth rates of between 25% and 30% in local currencies. Switzerland recorded sales growth of 20%. Growth for the first nine months on the Italian market slowed to 12% as a result of the vacation season. However, we expect to achieve an increase in sales of more than 15% by the end of the year.

The high growth potential of the North America market was confirmed. As a result of negative currency effects, sales rose by only 21% to CHF 55 million, though growth was over 30% in local currency. Of this, 25% related to increased volumes and 5% to price increases.

After the one-time effects in Q2 of the previous year, sales in Asia rose significantly again in Q3. After nine months they had reached CHF 23 million or 21% year-on-year. Sales in the rest of the world totaled around CHF 2 million.

Total sales by subsidiaries increased by 20% (25% in local currencies) to CHF 168 million, while sales by distributors rose by only 8% to CHF 35 million.

The Straumann Group is satisfied with the results it has achieved year to date. Strong sales increases were generated in a difficult economic environment with highly volatile currencies. Therefore, we remain confident that we will reach our goals for 2002: sales are expected to rise by around 20% in local currency. With an estimated negative exchange rate effect of between 2% and 4% for the year as a whole, the sales increase in Swiss francs is expected to be between 17% and 19% at the end of the year.

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Details of sales development - Nine months 2002

Resultat 9 months (Jan. - Sep.)	2002 in CHF million	2001 in CHF million	Growth	
			in CHF	in local currencies
Europe	122,6	104,7	17,1%	20,5%
North Armeica	55,4	45,6	21,4%	30,2%
Asia	23,2	19,3	20,5%	
RoW	1,7	3,0	-43,0%	
Total	202,9	172,6	17,6%	21,8%

Details of sales development in Q3 2002

Resultat Q3	2002 in CHF million	2001 in CHF Mio.	Growth	
			in CHF	in local currencies
Europe	35,6	31,5	13,0%	15,6%
North America	17,5	15,5	13,0%	31,9%
Asia	7,9	5,3	48,3%	
RoW	0,6	0,9	-32,5%	
Total	61,6	53,2	15,7%	22,6%

The Straumann Group is active in the field of implant-supported dental replacement. Straumann develops, produces and markets products world-wide for oral implantology (ITI® DENTAL IMPLANT SYSTEM, instruments) in cooperation with the ITI, leading hospitals, research institutes and universities. Straumann products are all manufactured in Switzerland, a country which has evolved into one of the international forerunners for quality, particularly in the area of precision mechanics. With a market share of about 25%, Straumann is No. 2 on the global market, and is represented by subsidiaries in 14 countries world-wide, and by distributors in 27 countries. Sales in fiscal year 2001 amounted to CHF 232 million. Straumann has around 717 employees world-wide, 230 of whom are employed at the company's headquarters in Waldenburg/Switzerland, and 150 at its production plant in Villeret/Switzerland.

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