

PRESS RELEASE

Sales Development – Fiscal Year 2002

Straumann maintains strong growth and continues to gain market share

In fiscal year 2002, the Straumann Group increased sales by 19% to CHF 275 million. In local currencies, sales grew by 23% year-on-year. The Group thus achieved its ambitious sales targets and confirmed its forecasts and expectations despite the weak economy.

The Straumann Group continued to increase its market share and now accounts for roughly a quarter of the world market for dental implants. The Group held onto its almost 30% market leadership in both Europe and Asia and moved into third place, with around 17%, on the North American market.

At 23%, the strong sales growth in local currencies was maintained. Growth of almost 22% achieved in H1 continued to accelerate, rising to 24% in H2. Thanks to the price increases implemented at the start of the year, growth development in the past four quarters rose from 20% in Q1 to 25% in Q4. The net volume increase over all four quarters was 19%. The price increases contributed almost 4% to Group growth.

Developments in Swiss francs were mainly influenced by the sharp devaluation of the US dollar as well as by the weak euro. Exchange losses rose from 3% in H1 to 5% in H2 and stood at around 4% for the year as a whole.

In Europe, the Group lifted its sales by 17% to CHF 166 million (growth in local currencies: 20%). Germany, the most important European market with a share of some 25% or CHF 68 million, recorded growth of 12% (15% in local currency). Price increases in Germany contributed around 3%. The market slowdown (estimated growth 10% at most) is a result of the difficult economic situation in and the structural challenges facing the health care system. Despite this, Straumann was able to further expand its market leadership thanks to its good positioning in Germany.

With regard to the other key European countries, Spain saw its sales rise by 21% (25% in local currency), while sales in countries such as the Netherlands and the UK maintained strong growth rates of between 25% and 30% in local currencies. Switzerland recorded sales growth

of 20%. Following a weaker H2, an increase in sales of 11% was achieved on the Italian market.

The good growth prospects in North America are continuing to materialize. As a result of the currency effects, sales rose by just 23% to CHF 75 million though this reflected local growth of 33%. 25% of this growth was attributable to volume increases, and 8% to price rises.

Sales in Asia grew by 27% to CHF 32 million and were sustained at a high level throughout the year. Sales in the rest of the world totaled over CHF 2 million.

Total sales by subsidiaries increased by 21% (26% in local currencies) to CHF 226 million, while sales by distributors rose by 10% to CHF 49 million.

The Straumann Group is pleased with the way sales developed, and met its ambitious targets in a difficult economic environment with highly volatile currencies. Overall, the market for dental implants remains rather resistant to cyclical fluctuations. However, it is not possible at present to assess conclusively how long this will continue given the current world political and economic situation.

The results for fiscal year 2002 will be presented at a press conference on March 13, 2003 and are expected to be in line with projections.

In 2003, we expect sales development above market growth and resulting in a sales increase of 20% in local currencies. Further we expect a continuing margin expansion year-on-year.

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Sales development 2002

in CHF mio.	1 st half year	2 nd half year	Total 2002	Total 2001
Europe	86,9	78,7	165,6	141,1
growth in %	18,9%	15,6%	17,4%	22,1%
growth % in local	22,7%	17,0%	19,9%	26,0%
North America	37,9	36,9	74,8	60,9
growth in %	25,8%	20,1%	22,9%	22,8%
growth % in local	29,2%	35,8%	32,6%	23,2%
Asia	15,3	16,8	32,1	25,2
growth in %	9,9%	48,2%	27,1%	22,3%
RoW	1,2	1,2	2,4	4,4
growth in %	-47,4%	1,2%	-45,7%	2,9%
Total	141,3	133,6	274,9	231,6
growth in %	18,4%	19,0%	18,7%	21,8%
growth % in local	21,5%	23,8%	22,6%	24,3%
price increase	2,0%	5,8%	3,9%	1,0%
in % of sales	51,4%	48,6%	100,0%	

Sales development per quarter 2002

in CHF mio.	1 st quarter	2 nd quarter	3 rd quarter	4 th quarter	Total 2002
Europe	42,8	44,2	35,6	43,0	165,6
growth in %	16,8%	21,0%	13,0%	18,1%	17,4%
growth % in local	20,0%	25,4%	15,6%	18,2%	19,9%
North America	17,2	20,8	17,5	19,3	74,8
growth in %	20,3%	30,7%	13,0%	27,4%	22,9%
growth % in local	17,3%	41,4%	31,9%	39,4%	32,6%
Asia	7,4	7,8	7,9	9,0	32,1
growth in %	42,6%	-9,8%	48,3%	48,1%	27,1%
RoW	0,4	0,8	0,6	0,6	2,4
growth in %	-63,2%	-33,8%	-32,5%	-52,0%	-45,7%
Total	67,8	73,6	61,6	71,9	274,9
growth in %	18,6%	18,1%	15,7%	22,0%	18,7%
growth % in local	19,9%	24,3%	22,6%	24,9%	22,6%
price increase	0,0%	3,8%	5,3%	6,3%	3,9%
in % of sales	24,7%	26,8%	22,4%	26,1%	100,0%

The Straumann Group, with headquarters in Waldenburg, Switzerland, is a leader in the field of implant dentistry. Straumann develops, produces and markets products worldwide for oral implantology (ITI® DENTAL IMPLANT SYSTEM, instruments) in cooperation with the International Team for Oral Implantology (ITI), leading hospitals, research institutes and universities. Through the acquisition of Kuros Therapeutics, which had proprietary technology in biomaterials for soft and hard tissue regeneration, Straumann gained the necessary competency to develop tissue regeneration products for the dental market. Straumann products are all manufactured in Switzerland. The company is represented by subsidiaries in 14 countries worldwide, and in 34 countries by distributors. Sales in fiscal year 2002 amounted to CHF 275 million. Straumann has 750 employees worldwide, of whom 220 are employed at the company's headquarters in Waldenburg/Switzerland, and 160 at its production plant in Villeret/Switzerland.

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