

PRESS RELEASE

Net Sales 1st quarter 2003

Straumann starts successfully into 2003

In the first three months of fiscal year 2003, the Straumann Group increased sales by 18% to CHF 80 million. In local currencies, sales increased by 25% year-on-year, while North America confirmed its strong potential with even higher growth of 42%.

Straumann started 2003 positively. Growth continued despite the difficult economic situation and the sharp fall in the US dollar. Straumann's participation in the International Dental Show (IDS) in Cologne confirmed once more that the Company is pursuing the right strategy by focusing on dental implantology and the related area of soft and hard tissue regeneration. The launch during the IDS of TE implants for immediate implantation following the extraction of a tooth, the In-Ceram products, as well as the extension of the synOcta prosthetics range met with great interest. In California, the first training center in North America was opened – an important step in the implementation of the Company's growth strategy in this market.

At the end of March Straumann received FDA approval for the immediate loading and function for the ITI Dental Implant on single tooth applications. Thus the application for immediate loading on multiple implant restorations with the ITI Dental Implant System, which was approved since 1990, has been complemented.

On April 7, 2003, Straumann reached an important milestone in its efforts relating to soft and hard tissue regeneration with the public takeover offer to the shareholders of Swedish-based Biora AB. The transaction volume is around CHF 65 million depending on the consent of 90% of the voting capital and is scheduled to close in June.

Developments in Swiss francs were impacted by the sharp fall in the US dollar. An exchange loss of approximately 7% was recorded for the first quarter. Sales growth in local currencies reached a new high at 25%, while sales volumes rose to 21% in comparison with the previous year. Price increases contributed approximately 4% to this growth. Straumann is forecasting a renewed increase in market share.

In Europe, the Group lifted its sales by 19% to CHF 51 million. (growth in local currencies: 20%). Germany, the most important European market with a share of almost 25% or CHF 19 million, recorded growth of 12% (13% in local currencies). The market in Germany continues to suffer from the poor economic and structural conditions in the health sector. Only Straumann's excellent positioning has enabled it to clearly outperform market growth, which is currently running at a maximum of 10%.

With regard to the other key European countries, Spain saw sales rise by 21% (22% in local currencies), while sales in countries such as The Netherlands, Great Britain and Sweden achieved strong growth rates of between 25% and 30% in local currencies. Switzerland recorded encouraging sales growth of 27%. The increase in sales on the Italian market was 6%.

The good growth prospects in North America are continuing to materialize. As a result of currency effects, sales rose by just 15% to CHF 20 million. In local currencies however, this corresponds to a growth rate of more than 42%.

Sales in Asia grew by 9% to CHF 8 million. Sales in the rest of the world totaled slightly less than CHF 1 million.

Total sales by subsidiaries increased by 18% (27% in local currencies) to CHF 66 million, while sales by distributors rose by 13% to CHF 14 million.

Due to current development, Straumann expects growth in 2003 to clearly outperform the market average. In the area of dental implants, Straumann is forecasting sales growth of around 20% in local currencies and an improvement in operating margins. Assuming that the Biora AB shareholders approve Straumann's takeover offer, the growth of the Straumann Group is expected to be around 24% in local currencies, and operating margins are expected to remain unchanged year-on-year.

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Net Sales development 2003

in CHF million	1st quarter 2003	1st quarter 2002
Europe	50,9	42,8
growth in %	19,0%	16,8%
growth in % locals	20,3%	20,0%
Northamerica	19,8	17,2
growth in %	15,3%	20,3%
growth in % locals	42,4%	17,3%
Asia	8,1	7,4
growth in %	8,9%	42,6%
RoW	0,8	0,4
growth in %	112,3%	-63,2%
Total	79,6	67,8
growth in %	17,5%	18,6%
growth in % locals	24,6%	19,9%
price increase	3,4%	0,0%

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, 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 35 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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