



THIRD-QUARTER REPORT 2023

Webcast for investors, analysts and media

Basel, October 31, 2023

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AGENDA

Highlights	Guillaume Daniellot
Financials	Yang Xu
Recent achievements & strategy	Guillaume Daniellot
Outlook 2023	Guillaume Daniellot
Q&A	Guillaume Daniellot, Yang Xu

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HIGHLIGHTS

Guillaume Daniellot, CEO

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STRONG THIRD-QUARTER RESULT

<p>Third quarter revenue in CHF</p> <p>571 m</p> <p>Strong currency headwinds Nine-month: CHF 1.8 billion</p>	<p>Organic revenue growth¹</p> <p>11.4%</p> <p>Different dynamics in various regions Nine-month: 8.7%</p>	<p>Regional performance</p> <p>China</p> <p>Strong dynamics and increased volume</p>
<p>Digital solutions</p> <p>AlliedStar</p> <p>Enhancing intraoral scanner portfolio</p>	<p>Implants</p> <p>iExcel</p> <p>Pre-launch of new premium implant system</p>	<p>Outlook 2023²</p> <p>Outlook confirmed</p> <p>High single-digit revenue growth, profitability at around 25%</p>

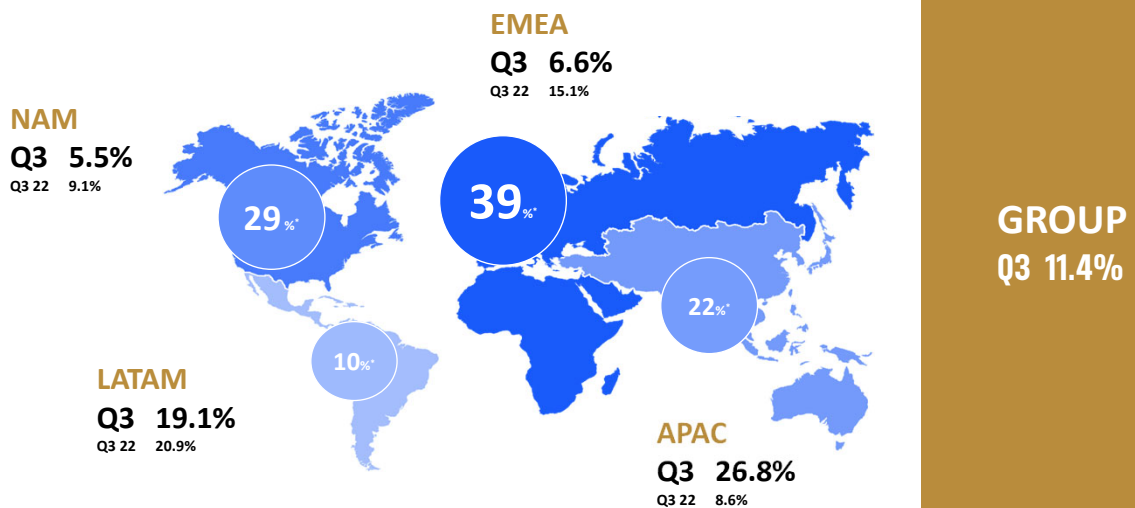
⁵ ¹ Organic growth excluding FX and M&A effects ² Barring unforeseen events and excluding FX effects

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REGIONAL VARIATIONS IN PATIENT FLOW DYNAMICS

ORGANIC REVENUE GROWTH IN THE THIRD QUARTER

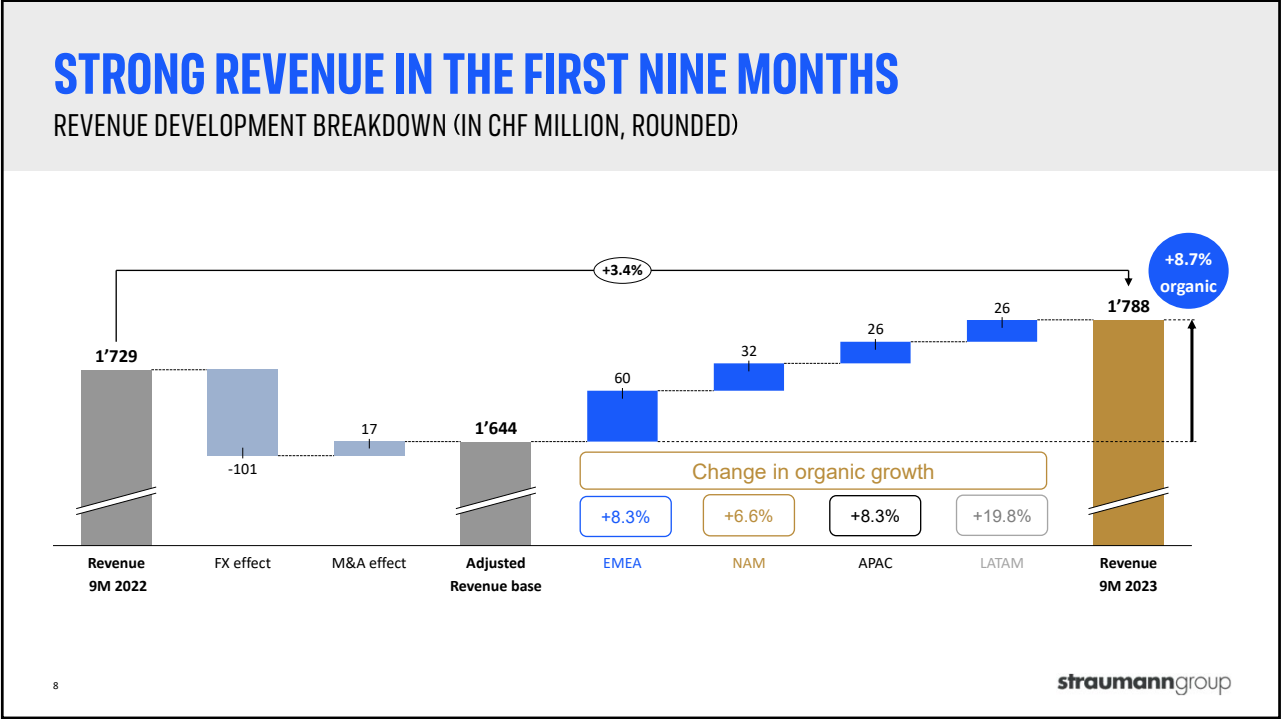


⁶ * % of Group total revenue

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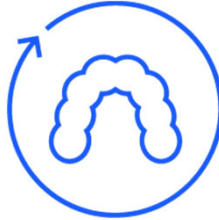
PERFORMANCE ACROSS ALL BUSINESSES

IMPLANTOLOGY KEPT ITS STRONG GROWTH PACE

Tooth replacement
and restoration



Tooth alignment



Digital Solutions



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RECENT ACHIEVEMENTS & STRATEGY

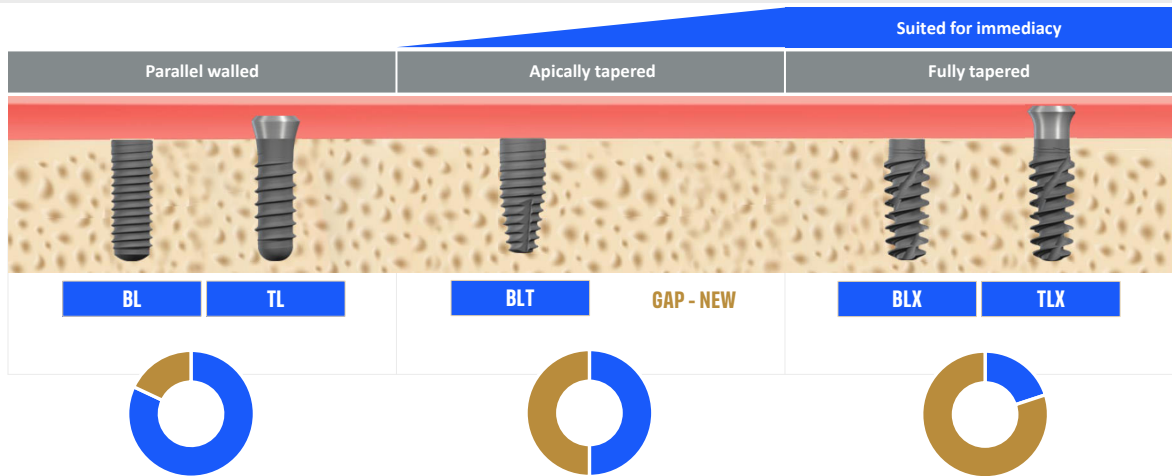
Guillaume Daniellot, CEO

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NEW IMPLANT LINE SEIZING OPPORTUNITIES IN THE APICALLY TAPERED PREMIUM SEGMENT



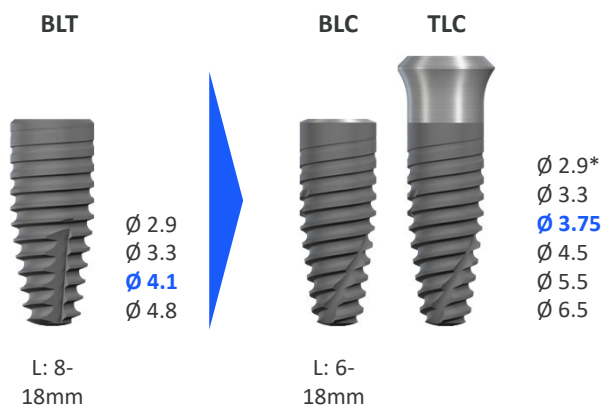
11 ■ Straumann share ■ Market opportunity Source: STMN Group market model & data 2022

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NEW C-LINE WITH AN IMPROVED BLT AND TISSUE LEVEL OPTION

C-LINE IMPLANTS ARE MADE OF ROXOLID AND HAVE AN SLACTIVE SURFACE



Improved clinical performance

- TorcFit with modern prosthetic portfolio
- Thread design: extended cutting flutes
- Reduced invasiveness with $\varnothing 3.75$

Increased treatment options

- New wider $\varnothing 5.5$ and $\varnothing 6.5$ options
- New shorter 6mm options

12 *Current $\varnothing 2.9$ BLT implant keeps its own prosthetics and instruments

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DRIVING EFFICIENCY FOR CUSTOMERS

IEXCEL IMPLANT SYSTEM IS THE RESPONSE TO CUSTOMER REQUESTS



	ONE instrument set
	ONE connection
	ONE prosthetic platform

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STRENGTHENING OUR CLEARCORRECT VALUE PROPOSITION THROUGH PRODUCTS AND FEATURE UPDATES

CLINICIAN JOURNEY

ENGAGE	DIAGNOSE	PLAN	TREAT	MONITOR
Drive consumer demand & patient conversion	Enable doctor diagnosis, prescription & patient acceptance	Digitally visualize & plan treatments	Deliver customized aligners & retainers	Virtually track treatment between visits



ClearPilot 7.0 features

- Bite Jump Simulation
- Expanded editing capabilities for ClearControl
- Clinical Features
- Arch and more precise editing tools
- Additional user interface improvements

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DIGITAL TRANSFORMATION IS EVERYWHERE

AN OPPORTUNITY FOR THE MOST AGILE & FASTEST PLAYERS



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ENHANCING OUR INTRAORAL SCANNER PORTFOLIO

AGREEMENT TO ACQUIRE ALLIEDSTAR, AN IOS TECHNOLOGY COMPANY LOCATED IN CHINA



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STRENGTHENING OUR BRANDS THROUGH EVENTS AND PRE-LAUNCHES



International Esthetic Days 2023



European Association of Osseointegration (EAO) 2023

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EDGE!UP WILL CULTIVATE A DIGITAL MINDSET AND SKILLSET

EMBRACING THE OPPORTUNITIES AND CHALLENGES PRESENTED BY THE DIGITAL AGE



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OUTLOOK 2023 CONFIRMED

Market environment and assumption

- Regional variations in patient flow dynamics
- Uncertain economic environments remain
- Outgrow the market

Revenue and profitability¹

- Group aims to achieve organic revenue growth in the high single-digit percentage range versus the prior year
- Profitability (core EBIT margin) expected around 25%, including growth investments

20 ¹Barring unforeseen circumstances

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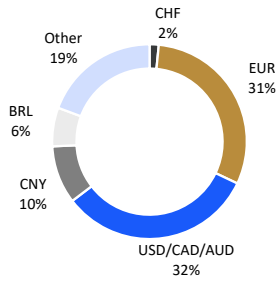
CALENDAR OF UPCOMING EVENTS

2023	Event	Location
1 November	ZKB Equity Conference	Zurich
10 November	J.P. Morgan European Healthcare CEO Call Series	Virtual
4-5 December	Berenberg European Conference	London

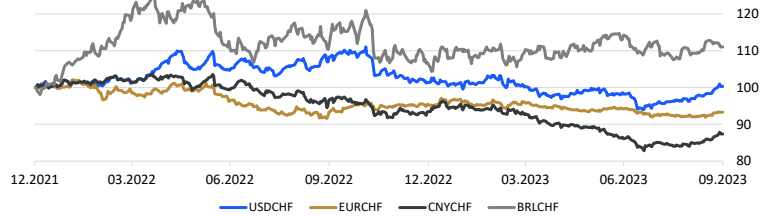
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CURRENCY EXPOSURE

Revenue breakdown 9M 2023



Exchange rates development 2022 – Sep 2023



Average exchange rates (rounded)				Closing	FX sensitivity (+/- 10%) on FY	
		2021	2022	Sep 2023	Revenue	
1	EURCHF	1.080	1.004	0.980	0.965	+/- 51m
1	USDCHF	0.911	0.950	0.907	0.910	+/- 48m
1	BRLCHF	0.170	0.184	0.181	0.181	+/- 11m
1	CNYCHF	0.141	0.141	0.129	0.125	+/- 17m

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