

## Media release

### **Straumann's net revenue rises 17% in local currencies (19% in CHF) in first 9 months of 2007**

- *Net revenue climbs 24% in local currencies (27% in CHF) in third quarter*
- *Steady increase in organic growth throughout 9-month period (excluding effect of US import detention on Biora products)*
- *Europe: revenue rises 17% in local currencies (l.c.) over 9 months and 20% in third quarter, with additional lift from etkon*
- *Asia/Pacific: revenue expands strongly, driven mainly by acquisition of Korean and Japanese distributors in third quarter*
- *North America: excluding Biora, revenue grows 14% (l.c.) over 9 months and 13% in third quarter*
- *New generation Bone Level Implant launched in Europe and North America with clinical data presented at EAO and AAP meetings*

### **Key figures**

(in CHF million)	Q3, 2007	9M, 2007	Q3, 2006	9M, 2006
<b>Net revenue</b>	167.0	518.7	131.9	437.3
Growth in %	26.6	18.6	14.3	17.8
Growth in l.c. in %	24.2	16.5	14.1	15.8

**Basel, 2 November 2007:** In the first 9 months of 2007, Straumann's net revenue climbed 17% in l.c. or 19% in Swiss francs to CHF 519 million. The performance was lifted by recent acquisitions, notably the etkon CAD/CAM crown and bridge business, purchased in March, and the Japanese and Korean distributors acquired in July and August respectively. Collectively these contributed 5% points to revenue growth. 12% points of revenue growth were generated organically. Excluding the impact of the US import detention on Biora products organic growth amounted to 14%.

The 9-month performance was impacted positively by a strong third quarter, in which net revenue climbed 24% in local currencies (l.c.) or 27% in Swiss francs. Organic growth – excluding the effect of the US import detention – rose steadily throughout the 9-month period.

### **Europe**

In the first 9 month, European revenue climbed 17% in l.c. or 21% in Swiss francs to CHF 334 million, representing 64% of Group net revenue. Germany continued to post double-digit growth in local currencies, and Straumann's UK and Iberian subsidiaries continued to report dynamic performances.

## **North America**

North American revenue growth continued to be impacted by the import detention imposed on Biora (regenerative) products in the US since the beginning of the year. The non-regenerative business grew 14% in local currencies over the first 9 months, with growth maintained in the low teens in the third quarter. Overall, regional 9-month revenue edged up 6% in l.c. to CHF 114 million, or 22% of Group net revenue. The increase in Swiss francs was 3%, reflecting the weakening of the dollar against the franc.

## **Asia/Pacific and RoW**

Revenue in the Asia/Pacific region increased 32% in Swiss francs to CHF 56 million, or 11% of Group net revenue over the 9-month period. The marked increase of more than 90% in the third quarter was mainly due to the acquisition of the Japanese and Korean distributors. Other Straumann subsidiaries in the region posted good double-digit growth throughout, while elsewhere, in the rest of the world, 9-month revenue rose 72% to CHF 15.3 million.

## **Straumann® Bone Level Implant launched in key markets**

No fewer than 11 internationally renowned clinicians recently presented preclinical and clinical data on Straumann's new generation Bone Level Implant at the EAO<sup>1</sup> in Barcelona and at the AAP<sup>2</sup> in Washington, D.C. The clinical program has included a pilot study, a multicenter study and a large non-interventional study. To date, more than 1500 implants have been clinically documented in over 800 patients by more than 130 centers around the world. At least 500 implants have been followed clinically for more than 6 months.

The new implant line, which complements and is integrated into Straumann's existing system, has a comprehensive matching prosthetic portfolio comprising 125 components, each carefully designed for simplicity, reliability and esthetic performance. Straumann Bone Level Implant will be available in most parts of Europe, North America, Australia and New Zealand in the fourth quarter, with the remaining global roll-out beginning in 2008. It's contribution to revenue and costs in the remainder of the current year have already been included in the guidance.

## **Korean and Japanese subsidiaries established**

In the third quarter, Straumann established its own fully-fledged local subsidiaries in Osaka and Seoul, following the acquisitions of the Japanese and Korean distributors in July and August respectively (see half-year report for details). These initiatives give Straumann direct access to customers in Asia's two largest markets.

## **Investors eye US Headquarters in Andover**

At the end of September, the Group hosted its first Investor Day at its North American headquarters in Andover, Massachusetts, drawing approximately 80 representatives of the financial and analyst community. The Executive Management shared information about Straumann's performance, market environment and product pipeline, which is still available in presentation slides on the Investor Relations pages of [www.straumann.com](http://www.straumann.com).

## **Progress towards resolving the Biora import detention in US**

Straumann's Biora products are still subject to an import detention in the US in connection with the FDA 'warning letter' received by the company in January. Following a comprehensive review of Biora's quality management system by external specialists,

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<sup>1</sup> 16th Annual Scientific Meeting of the European Association for Osseointegration

<sup>2</sup> 93rd Annual Meeting of the American Association of Periodontology

Straumann met with the FDA in the third quarter to signal the readiness of its Biora facility for re-inspection, which is required before the import detention can be lifted. The company does not expect this to happen before year-end.

### **Outlook**

Barring unforeseen circumstances, Straumann foresees 2007 full-year net revenue growth of around 21% in local currencies or 22% in Swiss francs including the acquisition effects of etkon and the Japanese and Korean distributors as well as the import detention on Biora products in the US. This includes the expected contribution to net revenue in the fourth quarter from the newly launched Straumann Bone Level implant.

While the acquired businesses will contribute to Group revenues and profits, they will not contribute to margin expansion in the foreseeable future. Taking this into account, Straumann's full-year operating and net profit margins are expected to reach 27% and 22% respectively. The operating profit margin of the underlying business is anticipated to be around 30%.

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### **Disclaimer**

This release contains certain "forward-looking statements", which can be identified by the use of terminology such as "expectations", "will", "up to", "foresees", "expected", "anticipated", "outlook", or similar wording. Such forward-looking statements reflect the current views of management and are subject to known and unknown risks, uncertainties and other factors that may cause actual results, performance or achievements of the Group to differ materially from those expressed or implied. These include risks related to the success of and demand for the Group's products, the potential for the Group's products to become obsolete, the Group's ability to defend its intellectual property, the Group's ability to develop and commercialize new products in a timely manner, the dynamic and competitive environment in which the Group operates, the regulatory environment, changes in currency exchange rates, the Group's ability to generate revenues and profitability, and the Group's ability to realize its expansion projects in a timely manner. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described in this report. Straumann is providing the information in this release as of this date and does not undertake any obligation to update any forward-looking statements contained in it as a result of new information, future events or otherwise.

### **About Straumann**

Headquartered in Basel, Switzerland, the Straumann Group (SWX: STMN) is a global leader in implant and restorative dentistry and oral tissue regeneration. In collaboration with leading clinics, research institutes and universities, Straumann researches, develops and manufactures dental implants, instruments, prosthetics and tissue regeneration products for use in tooth replacement and restoration solutions or to prevent tooth loss. Straumann currently employs more than 1860 people worldwide and its products and services are available in more than 60 countries through its broad network of distribution subsidiaries and partners.

**Analysts' and media conference call**

Straumann will present the 2007 9-month sales results to representatives of the media and financial community in a telephone conference call at 09.00 h Swiss time. Presentation slides for the conference call should be downloaded from [www.straumann.com](http://www.straumann.com) in advance. The telephone conference can be accessed at:

+41 91 610 56 00 (Europe and ROW) or

+44 207 107 06 11 (UK) or

+1 (1) 866 291 41 66 (USA)

A recording of the conference call will be available until the evening of Monday, 5 November 2007 at the following telephone numbers:

+41 91 612 43 30 (Europe), +44 207 108 62 33 (UK) or +1 (1) 866 416 25 58 (USA).

The ID Code is 266 followed by #. Further information and the presentation slides are available on the Investor Relations pages at [www.straumann.com](http://www.straumann.com).

**Key reporting dates**

7 February 2008

FY 2007 results

28 April 2008

Q1 revenues

7 August 2008

Q2 revenues and H1 results

30 October 2008

Q3 and 9M revenues

Details of roadshows and other events for investors are published on [www.straumann.com](http://www.straumann.com)

**Quarterly revenues by region**

	Q1, 2007	Q2, 2007	Q3, 2007	9M, 2007
<b>Europe</b>	<b>113.2</b>	<b>119.9</b>	<b>100.6</b>	<b>333.7</b>
growth in % CHF	13.3	26.6	25.0	21.3
growth in % l.c.	9.7	20.9	20.3	16.7
in % of net revenue	63.4	69.3	60.2	64.3
<b>North America</b>	<b>37.9</b>	<b>38.9</b>	<b>37.1</b>	<b>113.8</b>
growth in % CHF	2.6	4.3	0.9	2.6
growth in % l.c.	8.8	5.8	3.5	6.0
in % of net revenue	21.2	22.5	22.2	21.9
growth in % l.c. excl. Biora	13.6	15.1	12.6	13.8
<b>Asia/Pacific</b>	<b>22.4</b>	<b>9.2</b>	<b>24.2</b>	<b>55.8</b>
growth in % CHF	17.3	(15.8)	95.5	31.5
in % of net revenue	12.5	5.3	14.5	10.8
<b>Rest of the World</b>	<b>5.2</b>	<b>5.0</b>	<b>5.1</b>	<b>15.3</b>
growth in % CHF	75.0	39.6	115.9	71.8
in % of net revenue	2.9	2.9	3.0	3.0
<b>Group</b>	<b>178.7</b>	<b>173.0</b>	<b>167.0</b>	<b>518.7</b>
growth in % CHF	12.5	18.1	26.6	18.6
growth in % l.c.	11.6	14.8	24.2	16.5