

Media Release

Straumann Group strengthens foothold in low cost implant segment

- *Group to gain control of T-Plus, an established Taiwanese manufacturer of attractively-priced implant systems*
- *An additional brand to penetrate the non-premium implant segment in China and other attractive markets*
- *T-Plus will benefit from the Straumann Group's global presence and network*

Basel/Taipei, 19 September 2018: The Straumann Group has signed agreements to buy further shares in T-Plus, the Taiwanese dental implant manufacturer, in order to gain a controlling stake in the company. The shares will be purchased from existing shareholders, increasing the Group's ownership from 49% to up to 60%. The transaction is subject to approval by the Taiwan Investment Commission.

T-Plus develops and manufactures attractively-priced dental-implant systems, which are sold exclusively through distributors in Taiwan and China. Its portfolio includes three tapered implant designs and covers a broad range of indications and customer preferences. The concepts, features and quality are similar to those found in popular implant brands, making T-Plus a very attractive, inexpensive option for dentists using systems like Osstem and Astra.

Penetrating the fast-growing non-premium segment

While the premium implant market still offers significant growth potential in Asia, more than 6 million non-premium implants are sold there annually, of which more than a third are low cost¹. Straumann has been extremely successful in the premium segment, especially in the region's largest market, China, where the company has built up a wide network of distributors supported by an internal specialist team. To create further growth opportunities, the Group entered the fast-growing value segment two years ago with the Anthogyr brand.

T-Plus extends this strategy to a broader section of the non-premium market, as Patrick Loh, Head of Sales APAC of the Straumann Group explained: "T-Plus provides us with the additional product ranges, registrations and brand to penetrate the entire non-premium segment in Taiwan and mainland China. In addition, it provides us with a modern, certified manufacturing facility in Asia. The company has a good track record and is well positioned for international growth, supported by the Straumann Group's global presence, network and expertise."

T-Plus is financially successful and the Straumann Group currently recognizes its share of the company's earnings as 'income from associates'. It expects to consolidate T-Plus in the fourth quarter.

About T-Plus

Located in New Taipei City, T-Plus Implant Tech. Co. Ltd. was established in 2008 and is owned by approximately 70 shareholders – including the three founders and the Straumann Group, which became the major shareholder in

¹ Source: Straumann estimates

2015. T-Plus' portfolio includes the cost-effective Ti-Star, A+ and ST implant systems, which are sold through distributors in Taiwan, China, and the USA. The company currently employs a team of approximately 30, mainly in production, and its facility is capable of producing up to four hundred thousand components annually. In addition to approvals from Taiwan's TFDA, the company holds the following certifications for all or some of its product families: GMP, European CE, China's CFDA, US FDA 510(k), Korean FDA and ISO 13485 for medical equipment manufacturing.

About Straumann

The Straumann Group (SIX: STMN) is a global leader in tooth replacement and orthodontic solutions that restore smiles and confidence. It unites global and international brands that stand for excellence, innovation and quality in replacement, corrective and digital dentistry, including Straumann, Neodent, Medentika, ClearCorrect, Dental Wings, and other fully/partly owned companies and partners. In collaboration with leading clinics, institutes and universities, the Group researches, develops, manufactures and supplies dental implants, instruments, CAD/CAM prosthetics, biomaterials and digital solutions for use in tooth replacement and restoration or to prevent tooth loss.

Headquartered in Basel, Switzerland, the Group currently employs approx. 5500 people worldwide and its products, solutions and services are available in more than 100 countries through a broad network of distribution subsidiaries and partners.

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