

2025 HALF-YEAR RESULTS

Presentation for investors, analysts and media

Basel, August 13, 2025



straumanngroup

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AGENDA

Highlights

Guillaume Daniellot

Financials

Isabelle Adelt

Recent achievements & strategy

Guillaume Daniellot

Outlook 2025

Guillaume Daniellot

Q&A

Guillaume Daniellot, Isabelle Adelt

HIGHLIGHTS

Guillaume Daniellot, CEO



straumanngroup

STRONG HALF-YEAR AND SECOND-QUARTER RESULTS

Revenue in H1 2025¹

1.3 bn

CHF 667.5 m revenue in Q2

Organic revenue growth in H1 2025¹

10.2%

or 5.9% in CHF and
9.3% organic growth² in Q2
or 1.9% in CHF

EBIT margin at constant currency³

27.3%

Core EBIT margin 26.6% including strong
currency headwinds

Innovation

iEXCEL

Targeting new customer acquisitions

Localized production

Shanghai campus

More licenses obtained

Outlook 2025 confirmed⁴

**High-single digit
organic revenue growth**

with 30 to 60 basis points improvement
of the core EBIT margin at constant 2024
currency rates

STRONG GROWTH DESPITE MACROECONOMIC UNCERTAINTIES

ORGANIC REVENUE GROWTH IN THE SECOND QUARTER

NAM

Q2 2.7%

Q2 24 5.3%

26 %*

LATAM

Q2 16.2%

Q4 24 14.9%

9 %*

EMEA

Q2 8.2%

Q2 24 12.4%

40 %*

APAC

Q2 16.4%

Q2 24 33.8%

25 %*

GROUP

Q2 25 9.3%

Q2 24 14.8%

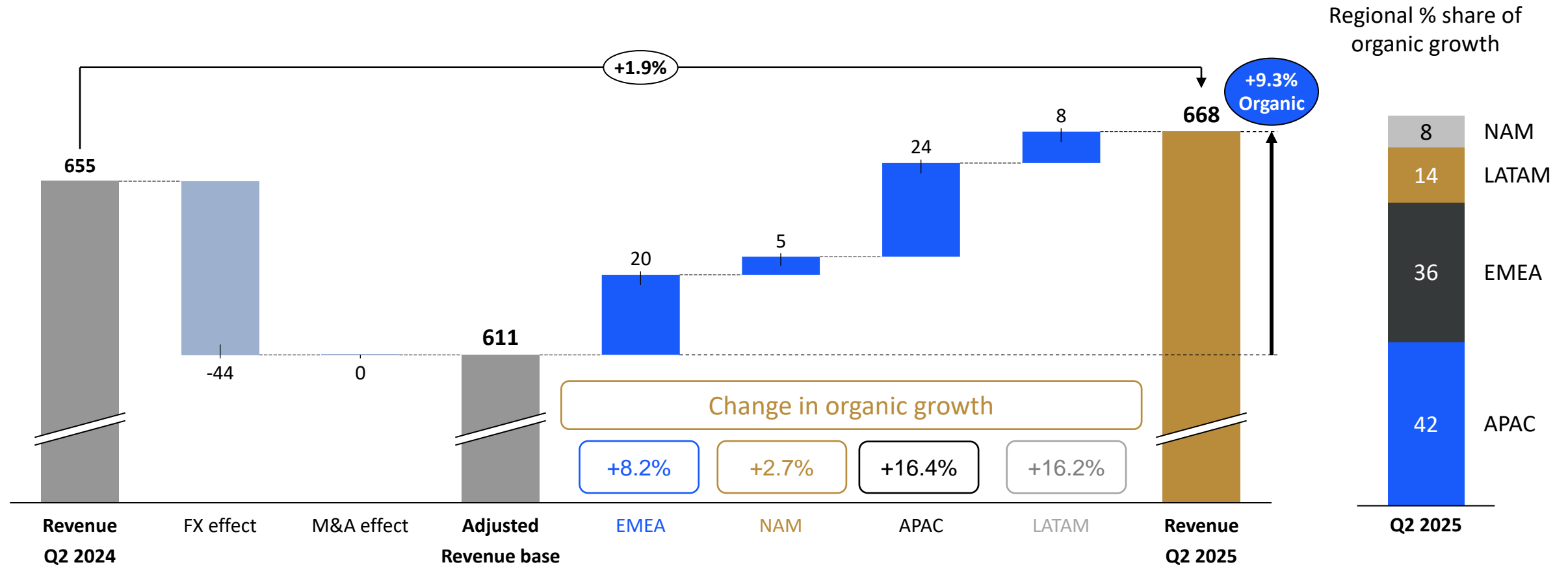
A photograph of a sailboat on the ocean with two crew members. The image is overlaid with several semi-transparent blue circles of varying sizes. The word 'FINANCIALS' is written in large white capital letters on the left side, partially overlapping the blue circles.

FINANCIALS

Isabelle Adelt, CFO

STRONG RESULTS WITH CONSIDERABLE FX HEADWINDS

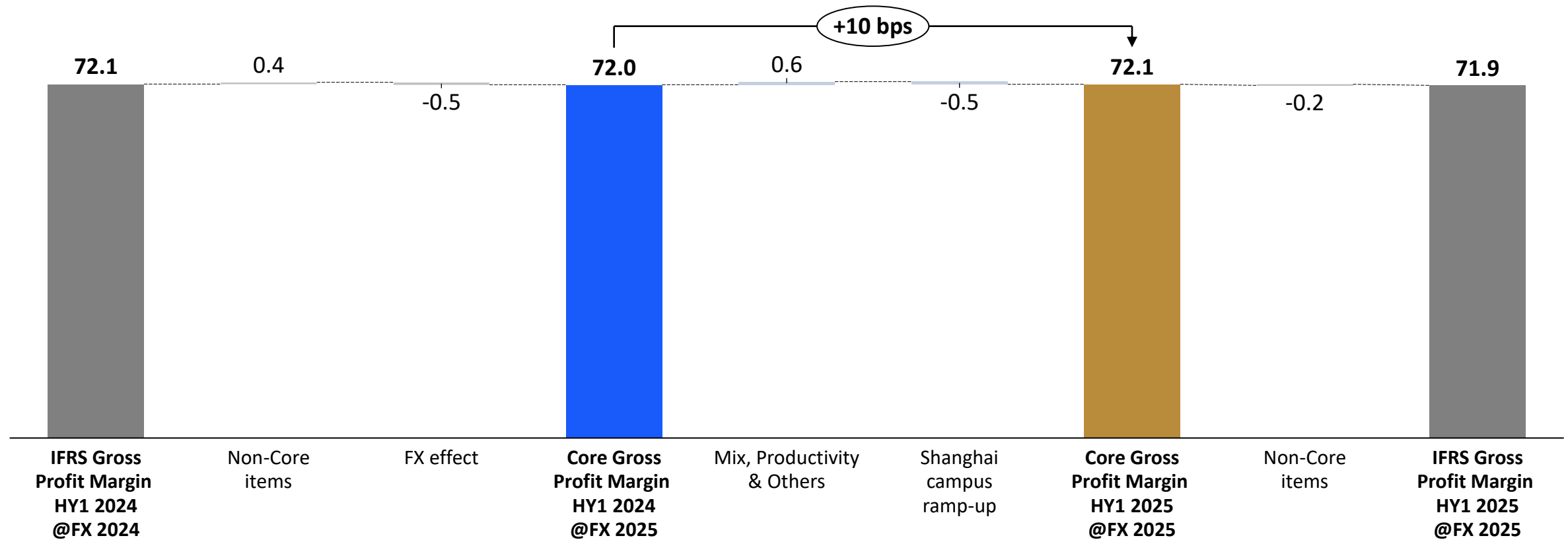
REVENUE DEVELOPMENT BREAKDOWN (IN CHF MILLION, ROUNDED)



CORE GROSS MARGIN AT 72.1%

GROSS PROFIT MARGIN REMAINS AT A HIGH LEVEL DESPITE GROWTH INVESTMENTS AND US TARIFFS

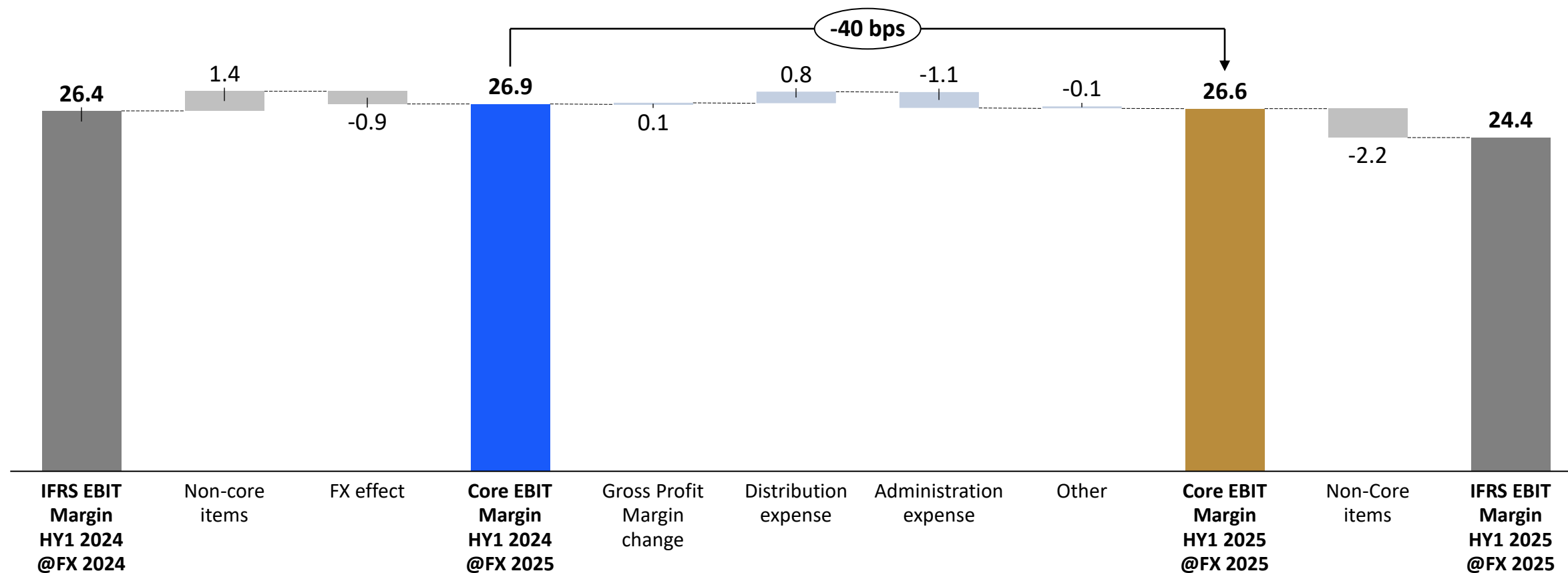
in %, rounded



CORE EBIT MARGIN REACHED 26.6%

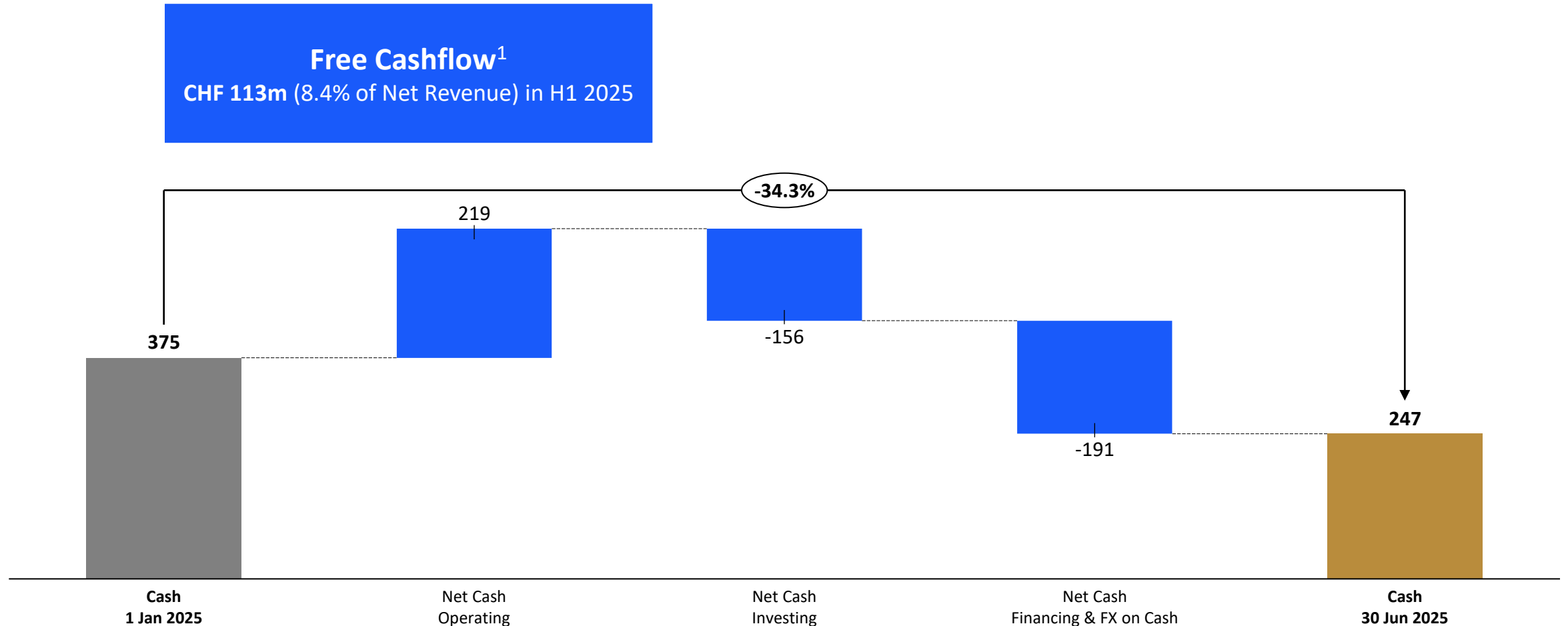
CORE EBIT MARGIN AT CONSTANT 2024 CURRENCY RATES: 27.3%¹

in %, rounded



FREE CASH FLOW DEVELOPMENT

IN CHF MILLION, ROUNDED



HALF-YEAR CORE FINANCIALS AT A GLANCE

NET PROFIT ROSE 16% TO 265 MILLION AT CONSTANT CURRENCIES

	HY1 2025 ¹	% of Revenue	CER Change in % ²	CER Margin Change ²
REVENUE	1 348		10.2%	
COGS	-376	27.9%		
GROSS PROFIT	972	72.1%	10.3%	+10 bps
Operating expenses	-619	45.9%		
Other Result	5	0.4%		
EBIT	358	26.6%	8.7%	-40 bps
EBIT Margin at 2024 ³		27.3%		-30 bps
Financial result	-24	1.8%		
Associates	-9	0.7%		
Income tax	-60	4.4%		
NET PROFIT (from continuing operations)	266	19.7%	2.6%	-140 bps
Loss from discontinued operations	-1			
NET PROFIT	265	19.7%	15.9%	+100 bps
Basic EPS	1.66			

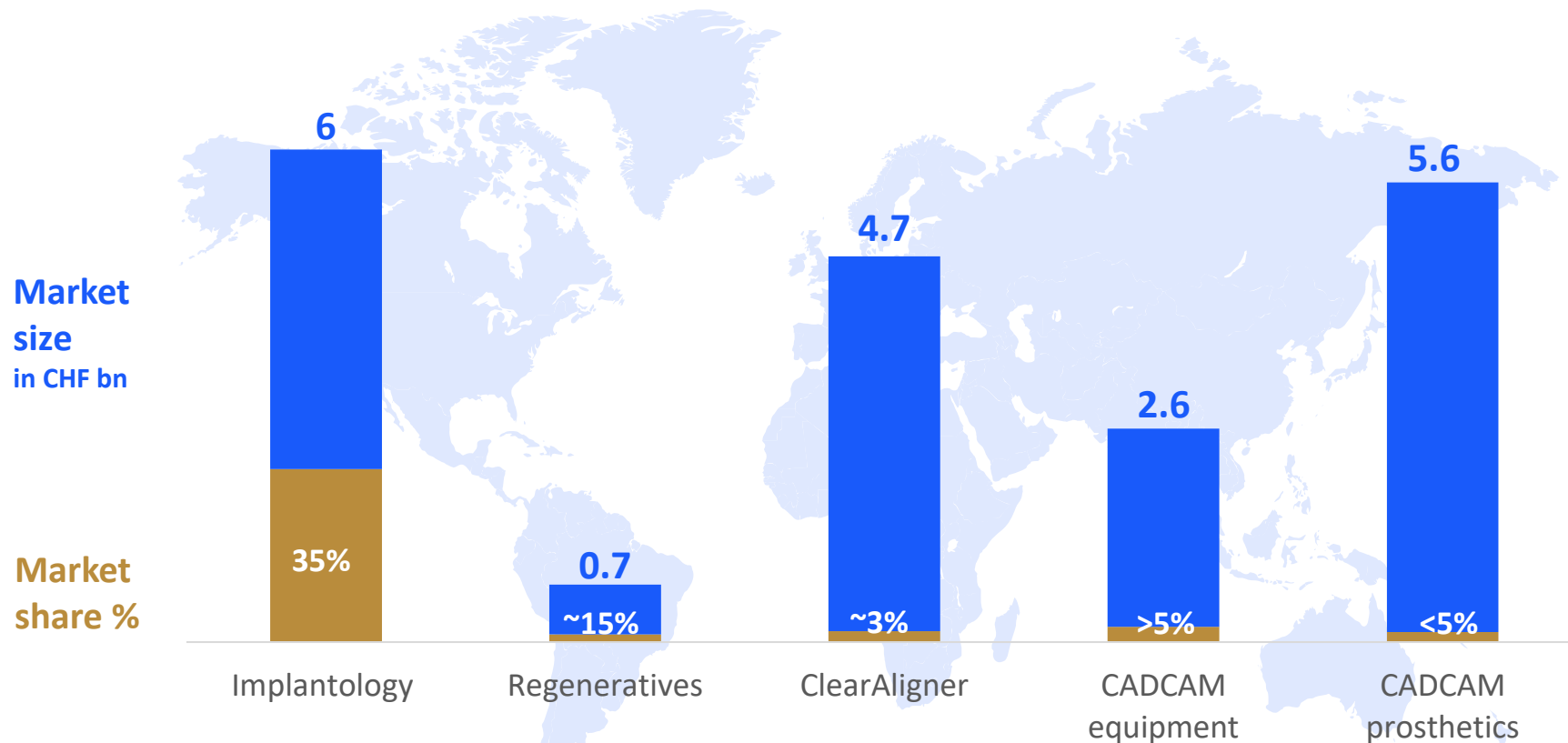
RECENT ACHIEVEMENTS & STRATEGY

Guillaume Daniellot, CEO



HUGE OPPORTUNITIES – IN IMPLANTOLOGY AND BEYOND

ADDRESSABLE MARKET GREW FROM CHF 19 BN TO ABOUT CHF 20BN GLOBALLY



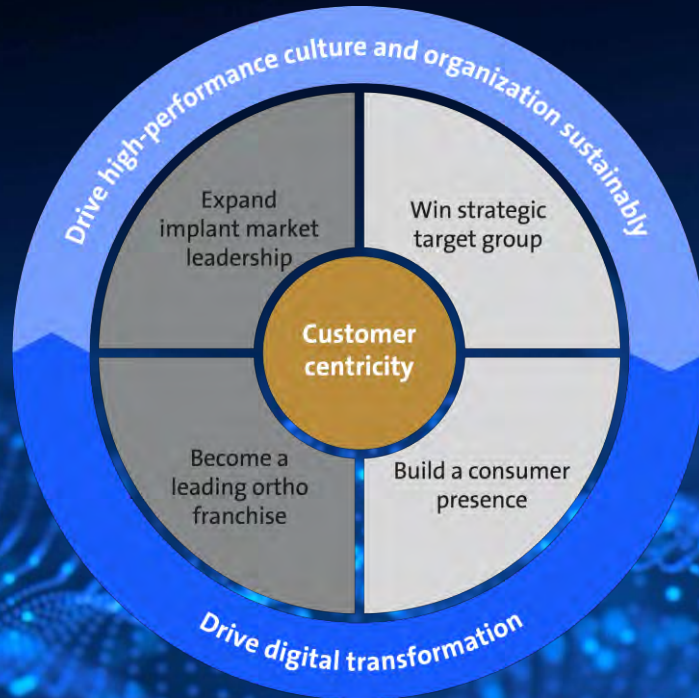
12.5%

Straumann Group share within the addressable market in 2024

NEW
CUSTOMER
ACQUISITION
THROUGH
INNOVATION

CLEAR AND CONSISTENT STRATEGIC ROAD MAP

THREE PILLARS TO CREATE ADDITIONAL CUSTOMER VALUE

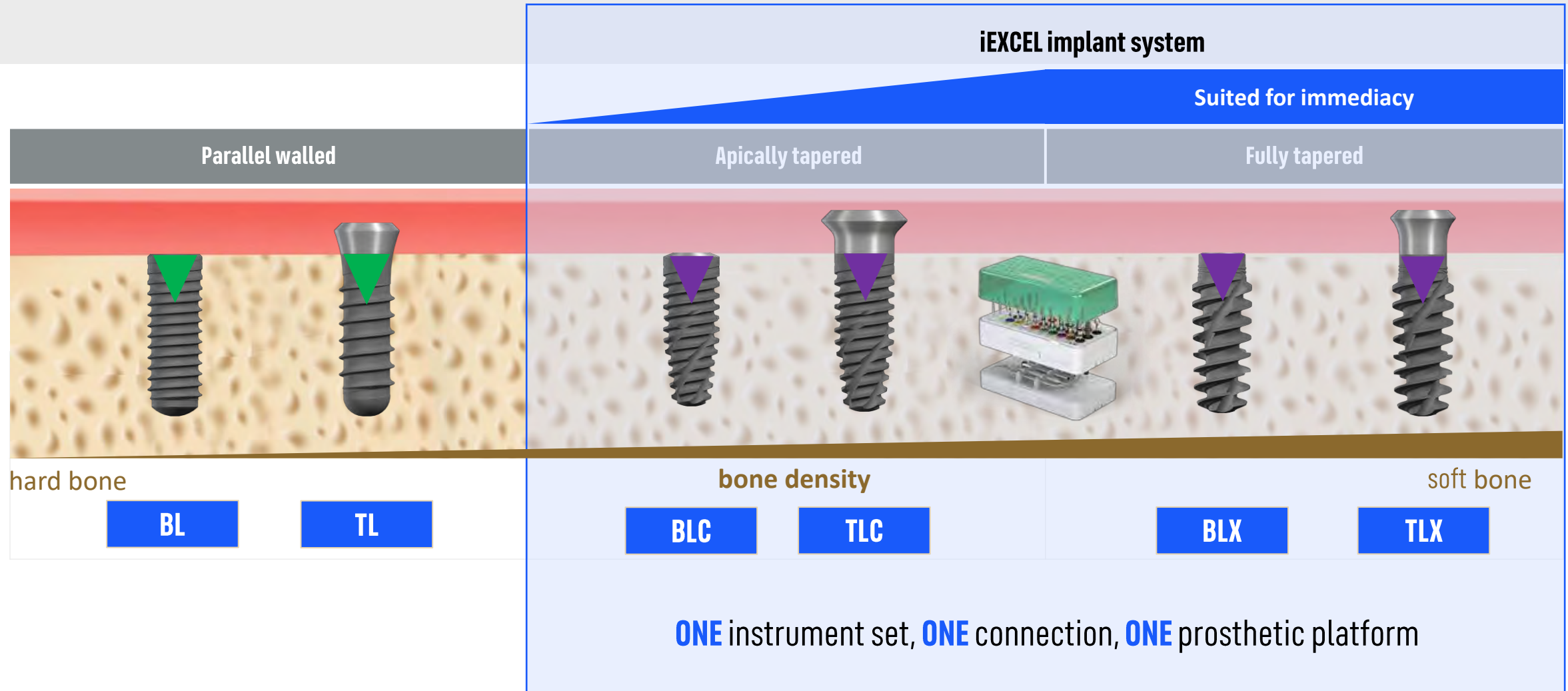


Innovation

Digitalization

Education

IEXCEL – SIMPLIFYING COMPLEXITY IN IMPLANTOLOGY



IEXCEL SLA LAUNCH FOR BROADER POSITIONING

OPTIONS EXPANSION WITH INNOVATIVE MATERIALS AND SURFACES

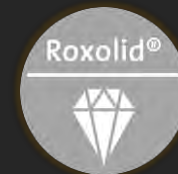


NEW

- Ø3.75, Ø5.5 and Ø6.5 options for wide molars
- Shorter 6mm options



SLActive advanced surface technology supports osseointegration faster



Roxolid helps reduce invasiveness and treatment complexity



SLA is a proven surface technology that promotes reliable bone integration for standard healing protocols

ACQUISITION OF MAXON DENTAL TO EXPAND CERAMIC IMPLANT CAPABILITIES

- World's first two-piece ceramic implant system using proprietary ceramic injection molding
- Scalable production processes enabling high-volume manufacturing with consistent quality

Distinct biological advantages of ceramic implants

- Reduced risk of inflammation
- Improved soft tissue integration
- Studies suggest a lower incidence of peri-implantitis



FAST MOLAR – EFFORTLESS 3-STEP WORKFLOW

THE STREAMLINED SOLUTION FOR IMMEDIATE SINGLE-MOLAR RESTORATION



1

Place

Immediate socket seal



2

Scan

Without removing



3

Restore

100% matching emergence profile



STRAUMANN EXACT – A LANDMARK IN DIGITAL DENTISTRY

DIGITAL FULL-ARCH WORKFLOW FROM TEMPORARY TO FINAL RESTORATION

STRAUMANN®
SIRIOS™

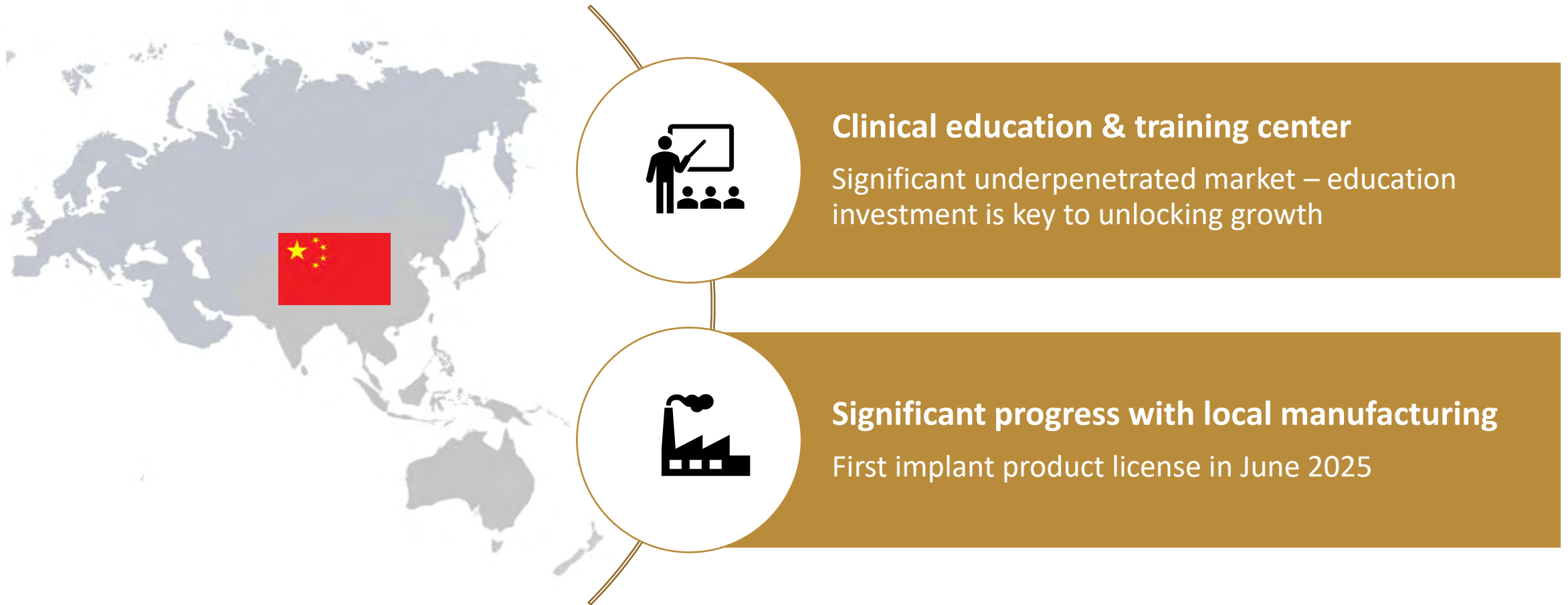
coDiagnostiX

STRAUMANN
EXACT™



CHINA OFFERS MASSIVE GROWTH OPPORTUNITIES

LICENSE IN JUNE FOR LOCAL PRODUCTION - WELL POSITIONED FOR VBP 2.0



OUR CULTURE – THE CATALYST FOR LONG-TERM PERFORMANCE

THE SMILE MOVEMENT



CONFIRMED OUTLOOK 2025

BARRING UNFORESEEN CIRCUMSTANCES

Market environment and assumption

- Uncertain economic environment remains
- Group believes global patient flow should remain stable
- Continue to outgrow market

Revenue and profitability

- Organic revenue growth in the high single-digit percentage range
- With 30 to 60 basis points improvement of the core EBIT margin at constant 2024 currency rates

Growth ambition 2030 confirmed

CAPITAL MARKETS DAY 2025

SWITZERLAND

24 NOVEMBER

SITE VISIT IN VILLERET

25 NOVEMBER

CAPITAL MARKETS DAY IN BASEL



**THANK YOU
ANY QUESTIONS?**



CALENDAR OF UPCOMING EVENTS

2025	Event	Location
August 14 – 15	Swiss Roadshow	Zurich & Geneva
September 3	Wells Fargo Healthcare Conference	Boston
September 4	Goldman Sachs Medtech Conference	London
September 8	Morgan Stanley Healthcare Conference	New York
September 9 – 10	Canada Roadshow	Toronto & Montreal
September 23	UBS Conference	Wolfsberg
September 25	Bank of America Healthcare Conference	London
September 25	Bank of America Healthcare Conference	London
Sep 30 – Oct 28	Quiet period	
October 29	Third quarter 2025 results	Webcast

HALF-YEAR CORE RESULTS RECONCILIATION

(in CHF 1 000)	IFRS	M&A	Impairments	Restructuring	Legal cases	Associates ¹	CORE
Revenue	1 348 199						1348 199
Cost of goods sold	(379 340)	62		3 124			(376 154)
Gross profit	968 860	62		3 124			972 046
Other income	4 382			419			4 801
Distribution expense	(247 397)	3 099		2 255			(242 043)
Administrative expense	(396 231)	5 550	9 506	1 455	3 000		(376 721)
Operating profit	329 613	8 710	9 506	7 254	3 000		358 082
Finance income	84 207	(7 421)				(687)	76 098
Finance expense	(112 451)	11 955				482	(100 014)
Share of result of associates	(8 866)						(8 866)
Profit before income tax	292 502	13 244	9 506	7 254	3 000	(206)	325 300
Income tax expense	(54 317)	(2 089)	(1 317)	(1 534)	(331)		(59 589)
NET PROFIT FROM CONTINUING OPERATIONS	238 185	11 155	8 189	5 719	2 669	(206)	265 711
Loss from discontinued operations, net of tax	(790)						(790)
NET PROFIT	237 395	11 155	8 189	5 719	2 669	(206)	264 921
Attributable to:							
Shareholders of the parent company	236 443	11 111	8 189	5 719	2 669	(206)	263 925
Non-controlling interests	952	44					996
Operating profit	329 613	8 710	9 506	7 254	3 000		358 082
Depreciation & amortization	88 634	(8 710)	(9 506)	(16)			70 402
EBITDA	418 247			7 237	3 000		428 485

HALF-YEAR IFRS FINANCIALS AT A GLANCE

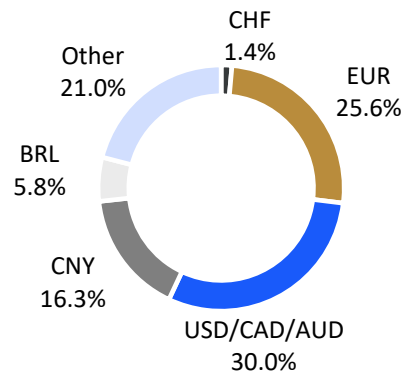
NET PROFIT ROSE 14% TO 237 MILLION AT CONSTANT CURRENCIES

	HY1 2025 ¹	% of Revenue	CER Change in % ²	CER Margin Change ²
REVENUE	1 348		10.2%	
COGS	-379	28.1%		
GROSS PROFIT	969	71.9%	10.5%	+20 bps
Operating expenses	-643	47.7%		
Other Result	4	0.3%		
EBIT	330	24.4%	5.9%	-100 bps
Financial result	-28	2.1%		
Associates	-9	0.7%		
Income tax	-54	4.0%		
NET PROFIT (from continuing operations)	238	17.7%	-2.9%	-240 bps
Loss from discontinued operations	-1			
NET PROFIT	237	17.6%	13.5%	+50 bps
Basic EPS	1.49			

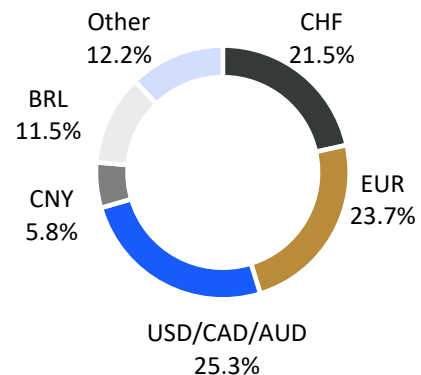
CURRENCY EXPOSURE

INCREASING DEPRECIATION OF OTHER CURRENCIES - AMPLIFIED EFFECT FROM THE TARIFF ANNOUNCEMENT

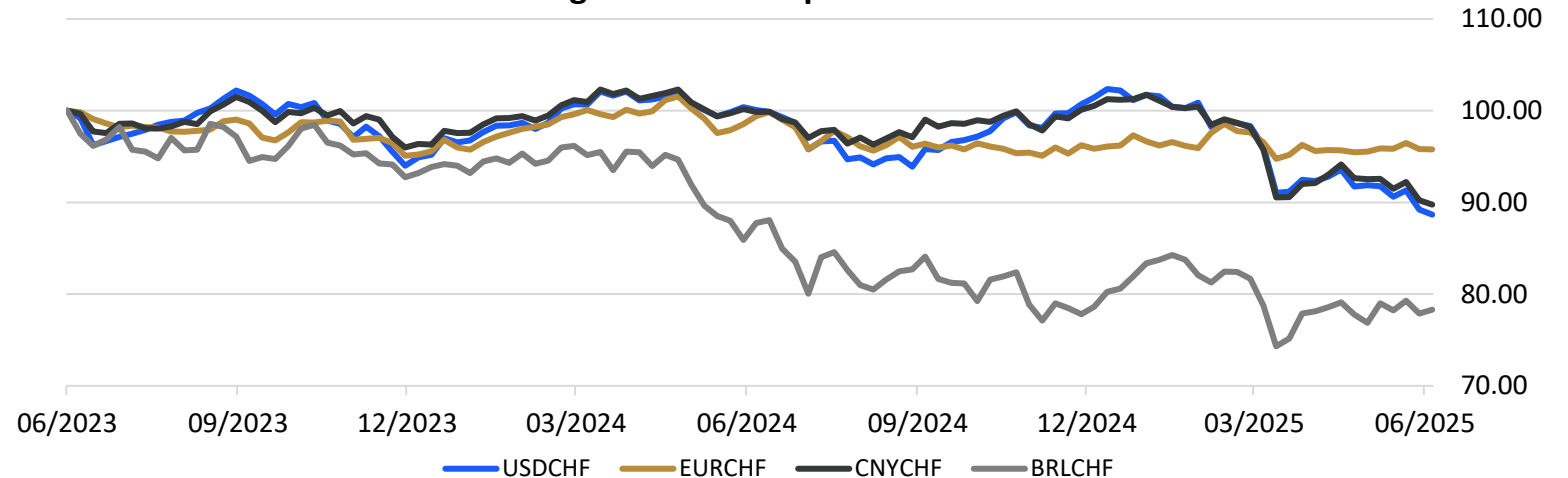
Revenue breakdown H1 2025



Total cost breakdown H1 2025



Exchange rates development 2023 – 2025



Average exchange rates (rounded)					Closing	FX sensitivity (+/- 10%) on HY	
		2023	2024	Jun 2025	Jun 2025	Revenue	EBIT
1	EURCHF	0.973	0.951	0.940	0.934	+/- 32m	+/- 18m
1	USDCHF	0.899	0.879	0.863	0.798	+/- 33m	+/- 18m
1	BRLCHF	0.180	0.164	0.149	0.145	+/- 8m	+/- 1m
1	CNYCHF	0.127	0.122	0.119	0.111	+/- 22m	+/- 16m

A full-page background image of a surfer in a black wetsuit riding a wave. The surfer is seen from behind, with their arms outstretched. The wave is a vibrant blue-green color with white foam. The sky is a pale, hazy blue.

THANK YOU