

## HOW DO WE SELECT PARTNERS, PROJECTS AND PROGRAMS?

The Straumann Group Foundation receives requests for support from organizations around the world. At the same time, we actively seek initiatives and partnerships that align with our mission. As a focused and impact-driven foundation, we apply a structured and principled approach — both when evaluating incoming proposals and when identifying projects we wish to support proactively.

Our decisions are never based on a single factor such as geography or topic. Instead, they are guided by a comprehensive framework that ensures alignment with our purpose, governance standards, impact ambition, sustainability principles, and the realities of the local context.

The following overview explains what we look for in potential collaborations and how we assess opportunities before entering into a partnership.

### 1. Our purpose and focus

Everything we do begins with our mission: to improve access to oral healthcare and enhance the quality of life for people in need.

We look for and support initiatives that create sustainable and systemic improvements in oral health. In particular, we seek programs that address structural barriers such as:

- Limited availability of care
- Restricted accessibility
- Lack of awareness
- Affordability challenges

Our focus is on long-term change rather than isolated or short-term activities. We aim to strengthen systems, build capacity, and enable sustainable access to care.

To remain focused and responsible, we do not support activities unrelated to oral health, disaster relief or emergency aid, political or religious initiatives, short-term projects without a long-term perspective, funding requests by individuals, or initiatives that lack transparency or ethical standards.

### 2. The partners we look for

Strong partnerships are essential to achieving meaningful impact. We seek to collaborate with credible, independent non-profit or charitable organizations that share our commitment to integrity, compassion, and collaboration.

We look for partners who:

- Have a proven track record in healthcare, community health, or oral health-related activities
- Are embedded in and trusted by the communities they serve
- Operate independently from political or religious agendas
- Demonstrate professional governance and transparent financial management

Compliance with applicable laws and international standards — including ethics, anti-corruption, data protection, and human rights — is a prerequisite for collaboration. All partners must be willing to engage in appropriate due diligence and maintain open and transparent dialogue throughout the partnership.

Beyond formal criteria, we value cultural fit: openness to collaboration, willingness to learn, and readiness to share both successes and challenges.

### 3. The programs we seek

When identifying or evaluating initiatives, we prioritize programs that demonstrate strong potential for measurable and lasting impact.

We look for initiatives that:

- Have clear objectives and a well-defined target population
- Address relevant unmet oral health needs
- Present a realistic and professionally developed implementation plan
- Include appropriate monitoring and reporting mechanisms

Sustainability is central to our approach. We actively seek programs that:

- Build local capacity
- Train healthcare professionals
- Integrate into existing health systems
- Develop scalable or replicable models

We see our role as that of an incubator and accelerator for impactful initiatives — not a short-term funder. We aim to strengthen promising models and help them grow sustainably.

### 4. Local context and strategic alignment

Even the strongest concept must be viable within its environment. We therefore assess whether an initiative is embedded in a context that enables responsible and sustainable implementation.

We consider:

- The level of unmet oral health need
- The feasibility of long-term implementation within the local health system
- The regulatory and community environment
- The potential for effective collaboration and local ownership

Geographically, we prioritize initiatives in low- and middle-income countries as well as programs serving vulnerable or underserved populations in high-income countries.

Preference is given to countries where the Straumann Group has an established presence, particularly where own subsidiaries exist, as this enables effective collaboration, local engagement, and sustainable implementation. However, geographic presence is one important factor within our broader evaluation and does not replace mission alignment or program quality.

### 5. Decision and due diligence

All potential collaborations — whether proactively identified or externally proposed — undergo a structured and transparent review process.

The Foundation team conducts an initial assessment and appropriate due diligence of both the organization and the proposed program. This may involve requests for clarification or additional documentation. The process ensures fairness, consistency, and responsible stewardship of resources. The final decision to enter into a collaboration rests exclusively with the Foundation Board.

Upon approval, a formal contractual agreement is established before activities begin. This agreement defines the scope of collaboration and clarifies legal, governance, compliance, and reporting requirements.

## **6. Monitoring, learning and adaptation**

Our commitment does not end with approval. We maintain active partnerships through ongoing monitoring of progress and outcomes, regular exchange with partners, and transparent reporting. We believe that meaningful impact requires learning. We value honest dialogue, reflection on results, and openness to adapt programs where necessary to strengthen effectiveness and long-term sustainability. Through this continuous learning approach, we ensure that supported initiatives remain aligned with our mission and contribute to lasting improvements in oral health.

## ELIGIBLE COUNTRIES

Preference is given to countries where the Straumann Group has its own subsidiaries, compared with countries where the Group is present through distributors, resellers, or partners.

### Europe, Middle East & Africa (EMEA)

#### Countries with own subsidiaries

Austria  
 Belgium  
 Croatia  
 Czech Republic  
 Denmark  
 Estonia  
 Finland  
 France  
 Germany  
 Hungary  
 Italy  
 Iran  
 Jordan  
 Latvia  
 Lithuania  
 Netherlands  
 Norway  
 Poland  
 Portugal  
 Romania  
 Russia  
 South Africa  
 Slovakia

Spain  
 Sweden  
 Switzerland  
 Turkey  
 United Kingdom

#### Countries served via distributors :

Armenia  
 Algeria  
 Albania  
 Azerbaijan  
 Belarus  
 Bulgaria  
 Bosnia-Herzegovina  
 Cyprus  
 Egypt  
 Georgia  
 Greece  
 Iraq  
 Iceland  
 Ivory Coast  
 Israel

Ireland  
 Kazakhstan  
 Kuwait  
 Kosovo  
 Lebanon  
 Libya  
 Malta  
 Morocco  
 Moldova  
 Montenegro  
 North Macedonia  
 Oman  
 Pakistan  
 Qatar  
 Serbia  
 Saudi Arabia  
 Syria  
 Slovenia  
 Tunisia  
 Ukraine  
 Uzbekistan  
 UAE

### North America (NAM)

#### Countries with own subsidiaries

Canada  
 United States

## **Asia Pacific (APAC)**

### **Countries with own subsidiaries**

Australia  
China  
India  
Japan  
Korea (South)  
Malaysia  
Singapore  
Taiwan  
Thailand

### **Countries served via distributors**

Hong Kong  
Indonesia  
Philippines  
Nepal  
Vietnam

## **Latin America (LATAM)**

### **Countries with own subsidiaries**

Argentina  
Brazil  
Chile  
Colombia  
Costa Rica  
(Central America hub)  
Mexico  
Peru

### **Countries served via distributors**

Bolivia  
Dominican Republic  
Ecuador  
Guatemala  
Paraguay  
Uruguay