Creating opportunities for customers and shareholders

Peter Hackel, CFO
7 December 2017
Disclaimer

This presentation contains certain forward-looking statements that reflect the current views of management. Such statements are subject to known and unknown risks, uncertainties and other factors that may cause actual results, performance or achievements of the Straumann Group to differ materially from those expressed or implied in this presentation. The Group is providing the information in this presentation as of this date and does not undertake any obligation to update any statements contained in it as a result of new information, future events or otherwise.

The availability and indications/claims of the products illustrated and mentioned in this presentation may vary according to country.
Our tooth replacement solutions

- CAD/CAM prosthetics incl. digital equipment
- Abutment / bars & bridges (titanium/cobalt chrome/ceramic)
- Bone and tissue regeneration (Human/Animal/synthetic bone substitutes & membranes)
- Implant (Titanium/titanium alloy/ceramic)

Main other players by segment:
The ClearCorrect acquisition extends our offering in esthetic dentistry

- One of the leading providers of full clear-aligner tooth-correction solutions
- Privately-held; fast-growing; 2016 sales: USD 32m
- Products sold directly in North America and through distributors in Australia, the UK and other countries
- Approx. 200 employees; HQ in Round Rock, Texas
- Straumann acquires all outstanding shares in ClearCorrect Holdings Inc. and subsidiaries for total consideration of approximately USD 150m
- ClearCorrect acquired and consolidated as of 1 October
Financial performance
Momentum sustained in Q3 with accelerations in APAC and LATAM

Growth year-on-year (in %)

North America
28% of Group

<table>
<thead>
<tr>
<th></th>
<th>Q3</th>
<th>9M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Growth</td>
<td>17.0</td>
<td>17.2</td>
</tr>
</tbody>
</table>

EMEA
44% of Group

<table>
<thead>
<tr>
<th></th>
<th>Q3</th>
<th>9M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Growth</td>
<td>9.9</td>
<td>10.0</td>
</tr>
</tbody>
</table>

APAC
17% of Group

<table>
<thead>
<tr>
<th></th>
<th>Q3</th>
<th>9M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Growth</td>
<td>27.9</td>
<td>24.2</td>
</tr>
</tbody>
</table>

LATAM
11% of Group

<table>
<thead>
<tr>
<th></th>
<th>Q3</th>
<th>9M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Growth</td>
<td>18.9</td>
<td>15.7</td>
</tr>
</tbody>
</table>

Straumann Group

<table>
<thead>
<tr>
<th></th>
<th>Q3</th>
<th>9M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Growth</td>
<td>15.9</td>
<td>14.8</td>
</tr>
</tbody>
</table>
Winning share in all segments

Organic revenue growth since 2012

Average 7.2%

-1.0% 1.2% 6.4% 9.1% 13.1% 14.8%


>3x market growth (incl. Straumann Group)

Double-digit growth over the first 9 months supported across all segments

++ Biomaterials  ++ Implants  ++ Restorative
Above-market growth driven by new products and entry into new geographies & segments

Organic revenue growth 2012-2017

<table>
<thead>
<tr>
<th>Year</th>
<th>Products</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>Roxolid implant material</td>
</tr>
<tr>
<td>2013</td>
<td>PURE ceramic implant</td>
</tr>
<tr>
<td>2014</td>
<td>Variobase abutments</td>
</tr>
<tr>
<td>2015</td>
<td>‘Roxolid for all’</td>
</tr>
<tr>
<td>2016</td>
<td>BLT implant</td>
</tr>
<tr>
<td>2017</td>
<td>ProAch edentulous solution</td>
</tr>
</tbody>
</table>

Premium

Non-premium
Growth strategy reflected in an increasingly diverse team

Employees by region (in % of total\(^1\))

- APAC 10%
- CH (incl. HQ) 20%
- Rest of EMEA 26%
- LATAM 25%
- NAM 19%

Headcount development (pro forma\(^1\))

- 2'217 (2013)
- 2'387 (2014)
- 3'471 (2015)
- 3'797 (2016)
- 4'290 (9M 2017)

\(^1\) Incl. Dental Wings and ClearCorrect, which were consolidated as of 01.10.2017
## Capacity expansion to meet growing demand

<table>
<thead>
<tr>
<th>Facility</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>Output increase(^1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Villeret (CH)</td>
<td></td>
<td></td>
<td></td>
<td>+70%</td>
</tr>
<tr>
<td>Andover (US)</td>
<td></td>
<td></td>
<td></td>
<td>+60%</td>
</tr>
<tr>
<td>Curitiba (BR)</td>
<td></td>
<td></td>
<td></td>
<td>+35%</td>
</tr>
</tbody>
</table>

1. Expected capacity increase from H1 2017 – Q4 2019

- New production building (brownfield)
- New building/modification
- Additional machine capacity or working hours
Strategic progress
Strategic priorities of the Straumann Group

1. Drive our high performance STMN Group culture and organization
2. Target unexploited growth markets & segments
3. Expand scope to become a Total Solution Provider for esthetic dentistry
Addressable market 2018 vs. 2012

**Milestones:**

2012
- **Non-premium**
  - Traditional implant & abutment market
  - Premium: apically tapered
  - Premium: fully tapered

2015
- **Variobase abutment**
  - Biomaterials (grafts & membranes)
- **BLT implant**
  - Premium: parallel walled
- **Neodent consolidation**
  - Premium: fully tapered
- **Lab- and chairside CAD/CAM systems**
- **Clear Aligners**

2018
- **Fully-tapered implant expected**
  - Clear aligners & Lab- and chairside CAD/CAM equipment

**Total market:**
- **2012:** CHF 3.4bn
  - Addressed: ~1.0bn
- **2015:** CHF 4.0bn
  - Addressed: ~3.6bn
- **2018:** CHF 8.3bn
  - Addressed: ~7.5bn

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1 Straumann Group incl. Neodent, Medentika and Anthogyr China. 2 Implant dentistry market segment includes implant fixtures, abutments and related instruments; information based on DRG 2015 and Straumann estimates.
Our present implant portfolio

<p>| | | | | | |</p>
<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>Tissue Level</td>
<td>Bone Level</td>
<td>Bone Level</td>
<td>Bone Level</td>
<td>Bone Level</td>
<td>Tissue Level</td>
</tr>
<tr>
<td>parallel-walled</td>
<td>parallel-walled</td>
<td>apically tapered</td>
<td>fully tap./external fixation</td>
<td>fully tap./internal fixation</td>
<td>Ceramic / Monotype</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Straumann</th>
<th>Straumann</th>
<th>Straumann</th>
<th>Straumann</th>
<th>'18</th>
<th>Straumann</th>
</tr>
</thead>
<tbody>
<tr>
<td>Neodent</td>
<td>Neodent</td>
<td>Neodent</td>
<td>Neodent</td>
<td></td>
<td>Neodent</td>
</tr>
</tbody>
</table>
Substantial growth potential in the tapered implant segment in 2018 and beyond

Combined implant market in our 2 largest subsidiaries US & Germany (market size 3.7m implants) in 1’000 implants

- Fully tapered
  - Tissue Level
  - Bone Level
- Apically tapered
  - Tissue Level
  - Bone Level
- Parallel walled
  - Tissue Level
  - Bone Level

STMN share - Potential to grow - Lower priced implants

Growth of tapered implants driven by trend towards immediacy

Date of launch:
- 1986
- 2007
- 2015

LMR Q42018

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Combined implant market in our 2 largest subsidiaries US & Germany (market size 3.7m implants) in 1’000 implants

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- Apically tapered
  - Tissue Level
  - Bone Level
- Parallel walled
  - Tissue Level
  - Bone Level

STMN share - Potential to grow - Lower priced implants

Growth of tapered implants driven by trend towards immediacy

Date of launch:
- 1986
- 2007
- 2015

LMR Q42018
Neodent launches ‘Grand Morse’ in Brazil – a 2\textsuperscript{nd} generation fully-tapered implant system

- Complete new implant system for all clinical needs, developed from the inside out, starting with the prosthetic interface
- Fully tapered design with cutting threads
- Comprehensive prosthetic range, including angulated rounded abutments for full-arch restorations, ti-bases and ‘ProPeek’ temporary abutments
- 1-year clinical evidence: 100% survival of 277 implants in 57 patients\textsuperscript{1}
- 200 new customers attracted in first month
- Roll-out in other regions beginning mid 2018
- Grand Morse is expected to become the preferred choice of Neodent customers and to supersede the Cone Morse in the next two years.

\textsuperscript{1} Data on file
Continuously expanding our footprint in the non-premium segment

- Premium
- Non-Premium

Non-premium offering (current)
Future non-premium markets

Medentika home market
Equinox home market
Neodent home market
The ClearCorrect acquisition extends our offering in esthetic dentistry

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- ClearCorrect acquired and consolidated as of 1 October
Winning share and growing the market

Esthetic dentistry

Tooth replacement market

CHF m

CHF 3.5 bn

0

1000

2000

3000

Imaging & planning

Implants

Abutments

CADCAM prosthetics

Biomaterials

CADCAM equipment

Scanners

Clear aligners

Source: Based on 2015 data
Attractive clear-aligner market worth USD 1.5bn

Clear aligners vs. conventional braces & wires: worldwide cases per year

- **Potential: 4-5m cases**
  - **9m Orthodontic cases annually**
  - **North America: Clear-aligner penetration ~14-18%**
  - **Outside N. America: Clear-aligner penetration ~5-8%**

**Clear aligner adoption drivers**

- More dentists trained (GPs & orthodontists)
- More GPs offer/promote treatment
- Current users expand business (utilization rate)
- Attention to esthetics increasing
- Geographic availability
- Teenager segment penetration
- Product improvement (ease-of-use, more indications)
- Digitalization simplifies workflow and drive penetration

Commonalities in restorative and clear-aligner workflows

**Prosthetic workflow**
- Case design
- Doctor approval
- Milling
- Tooth-borne Implant-borne
- Restorations

**Orthodontic workflow**
- Treatment design
- Doctor approval
- Data capturing
- Aligner production (thermo-foiling process)
- Model production (3D prints)
New Group set-up

<table>
<thead>
<tr>
<th>Implants &amp; prosthetics</th>
<th>Orthodontics</th>
<th>Digital</th>
<th>Biomaterials</th>
<th>Other technology partners</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>straumann</strong></td>
<td><strong>ClearCorrect</strong></td>
<td><strong>dental wings</strong></td>
<td><strong>botiss</strong></td>
<td><strong>etkon</strong></td>
</tr>
<tr>
<td><strong>NEODENT</strong></td>
<td><strong>GENIOVA</strong></td>
<td><strong>rapidshape DENTAL</strong></td>
<td></td>
<td><strong>maxon dental</strong></td>
</tr>
<tr>
<td><strong>MEDENTIKA</strong></td>
<td></td>
<td><strong>3shape</strong></td>
<td></td>
<td><strong>VALOC</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Local/regional</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>anthogyr</strong></td>
</tr>
<tr>
<td><strong>equinox</strong></td>
</tr>
</tbody>
</table>

- **Premium**
- **Non-Premium**

- **Fully consolidated**
- **Associate (equity method)**
- **Partnership**
Key steps to put strategy into action

- **Create Digital business unit**
  - 35% ownership
  - >500 employees worldwide

- **Build global DSO team**
  - ~10% of global implant volumes growing at 20%

- **Market entry Orthodontics**
  - 100% ownership
  - >200 employees

- **Leverage commercial synergies**

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1 DSO = Dental Service Organization
Outlook 2017 and beyond
## Full-year outlook raised in Q3

**Barring unforeseen circumstances**

<table>
<thead>
<tr>
<th>Market growth</th>
<th>We expect the global implant market to grow at approx. 3-4%(^1) in 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Straumann</td>
<td>Confident that we can continue to outperform by achieving organic(^2) revenue growth of 13-15%</td>
</tr>
<tr>
<td>Profitability</td>
<td>Further improvements in the underlying(^2) operating profit margin despite further investments in strategic growth initiatives</td>
</tr>
</tbody>
</table>

\(^{1}\) Market growth assessment incl. Straumann Group \(^2\) excl. currency and acquisition effects (ClearCorrect, Dental Wings, Medentika, and Equinox).
Favorable secular trend driven by demographics, adoption and awareness

Estimated implants placed in 2016 (in thousand units) and per 10,000 inhabitants (small number in italic)

<table>
<thead>
<tr>
<th>Country</th>
<th>Estimated Implants (in thousand units)</th>
<th>Number per 10,000 inhabitants</th>
</tr>
</thead>
<tbody>
<tr>
<td>US</td>
<td>2,400 (74)</td>
<td></td>
</tr>
<tr>
<td>Brazil</td>
<td>2,300 (112)</td>
<td></td>
</tr>
<tr>
<td>Argentina</td>
<td>430 (99)</td>
<td></td>
</tr>
<tr>
<td>Spain</td>
<td>1,300 (271)</td>
<td></td>
</tr>
<tr>
<td>Turkey</td>
<td>500 (62)</td>
<td></td>
</tr>
<tr>
<td>Iran</td>
<td>600 (75)</td>
<td></td>
</tr>
<tr>
<td>Russia</td>
<td>615 (43)</td>
<td></td>
</tr>
<tr>
<td>Greater China</td>
<td>1,200 (9)</td>
<td></td>
</tr>
<tr>
<td>Japan</td>
<td>430 (34)</td>
<td></td>
</tr>
<tr>
<td>S.Korea</td>
<td>3,100 (632)</td>
<td></td>
</tr>
<tr>
<td>Germany</td>
<td>1,300 (158)</td>
<td></td>
</tr>
<tr>
<td>India</td>
<td>240 (2)</td>
<td></td>
</tr>
</tbody>
</table>

Underpenetrated    Mature
### Convincing growth drivers for the upcoming years

<table>
<thead>
<tr>
<th>Industry</th>
<th>Straumann Group specific</th>
</tr>
</thead>
<tbody>
<tr>
<td>▪ Favorable sociodemographic trend</td>
<td>▪ Expansion of the non-premium offering</td>
</tr>
<tr>
<td>▪ Underpenetrated markets (expanding provider base through T&amp;E, ITI network, female programs and patient campaigns)</td>
<td>▪ Develop ceramic and fully-tapered implant solutions</td>
</tr>
<tr>
<td>▪ Substitution of conventional technologies (crown &amp; bridges, wires &amp; brackets)</td>
<td>▪ Worldwide ‘biomaterials’ offering</td>
</tr>
<tr>
<td>▪ Reducing medical &amp; acceptance barriers (predictability, affordability, easy to perform)</td>
<td>▪ Expand digital dentistry offering (CADCAM materials &amp; equipment)</td>
</tr>
<tr>
<td>▪ Improved materials (ceramics, polymers and hybrids)</td>
<td>▪ Systematic outreach to dental chains/ DSO customers</td>
</tr>
<tr>
<td>▪ New manufacturing technologies (additive manufacturing, injection molding)</td>
<td>▪ Penetrate clear aligner market worldwide</td>
</tr>
<tr>
<td>▪ Market share gains in high-growth markets (NAM, Russia, Argentina, India, Turkey, Iran etc.)</td>
<td>▪ Market share gains in high-growth markets (NAM, Russia, Argentina, India, Turkey, Iran etc.)</td>
</tr>
</tbody>
</table>
Questions & answers
## Calendar of upcoming events

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>07 December</td>
<td>Berenberg Equities conference</td>
<td>Pennyhill (UK)</td>
</tr>
<tr>
<td>08 January</td>
<td>Investor meetings</td>
<td>Denver (US)</td>
</tr>
<tr>
<td>11-12 January</td>
<td>Baader Helvea Swiss conference</td>
<td>Bad Ragaz (CH)</td>
</tr>
<tr>
<td>15 February</td>
<td>Full-year 2017 results conference</td>
<td>Straumann Group Headquarters, Basel</td>
</tr>
<tr>
<td>04 April</td>
<td>AGM 2018</td>
<td>Messe Basel</td>
</tr>
<tr>
<td>26 April</td>
<td>Q1 2018 results</td>
<td>Webcast</td>
</tr>
<tr>
<td>14 August</td>
<td>Half-year 2018 results conference</td>
<td>Straumann Group Headquarters, Basel</td>
</tr>
<tr>
<td>30 October</td>
<td>Q3 2018 results</td>
<td>Webcast</td>
</tr>
</tbody>
</table>
The Straumann Group
Straumann in brief

- The global leader in (implant-borne) tooth replacement with CHF approx. 1bn annual sales
- Founded by the Straumann family as a research institute in 1954
- 4800 employees from 50 nations
- Listed at the Swiss stock exchange since 1998 with a market cap of approx. CHF 11bn
- Global presence in >100 countries through 41 subsidiaries and a broad distributor network
- Direct-to-dentists and dental laboratories distribution (>90% of business is conducted directly) with approx. 10 000 customer contacts per day
Bolstered leading position in an attractive market

Global dentistry market worth CHF 24bn in 2016

- General dentistry: 33%
- Dental specialties (implants/endo/ortho): 28%
- Equipment: 22%
- Prosthetics: 17%

Global market for implant dentistry

- Others (400+): 23%
- ORTHO IMPLANT: 19%
- HENRY SCHEIN: 15%
- ZIMMER BIOMET: 10%
- DENTSPLY SIRONA: 7%
- DANAHER: 6%

Source:
1. Market data based on Goldman Sachs, Renub Research, Marketsandmarkets, and Straumann estimates
2. Implant dentistry market segment includes implant fixtures, abutments and related instruments; information based on DRG 2015 and Straumann estimates
Growth strategy pays off

In CHF million

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>9M 2017</th>
<th>5-year average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>686.3</td>
<td>679.9</td>
<td>710.3</td>
<td>798.6</td>
<td>917.5</td>
<td></td>
<td>801.3</td>
</tr>
<tr>
<td>Organic revenue growth in %</td>
<td>-1.0</td>
<td>1.2</td>
<td>6.4</td>
<td>9.1</td>
<td>13.1</td>
<td></td>
<td>14.8</td>
</tr>
<tr>
<td>Acquisition / Divestiture effect in %</td>
<td>-0.6</td>
<td>-0.8</td>
<td>0.0</td>
<td>9.5</td>
<td>0.8</td>
<td></td>
<td>2.9</td>
</tr>
<tr>
<td>Change in l.c.%</td>
<td>-1.6</td>
<td>0.4</td>
<td>6.4</td>
<td>18.6</td>
<td>13.9</td>
<td></td>
<td>17.7</td>
</tr>
<tr>
<td>FX effect in %</td>
<td>0.5</td>
<td>-1.3</td>
<td>-1.9</td>
<td>-6.1</td>
<td>1.0</td>
<td></td>
<td>1.0</td>
</tr>
<tr>
<td>Growth in CHF %</td>
<td>-1.1</td>
<td>-0.9</td>
<td>4.5</td>
<td>12.4</td>
<td>14.9</td>
<td></td>
<td>18.7</td>
</tr>
<tr>
<td><strong>2012</strong></td>
<td>534.4</td>
<td>535.9</td>
<td>558.7</td>
<td>628.0</td>
<td>718.5</td>
<td></td>
<td>420.0</td>
</tr>
<tr>
<td><strong>Underlying margin</strong></td>
<td>77.9%</td>
<td>78.8%</td>
<td>78.7%</td>
<td>78.6%</td>
<td>78.3%</td>
<td></td>
<td>77.2%</td>
</tr>
<tr>
<td><strong>EBIT b. exceptionals</strong></td>
<td>102.1</td>
<td>123.8</td>
<td>148.3</td>
<td>185.7</td>
<td>227.2</td>
<td></td>
<td>139.8</td>
</tr>
<tr>
<td><strong>Underlying margin</strong></td>
<td>14.9%</td>
<td>18.2%</td>
<td>20.9%</td>
<td>23.3%</td>
<td>24.8%</td>
<td></td>
<td>25.7%</td>
</tr>
<tr>
<td>Underlying net profit¹</td>
<td>72.7</td>
<td>107.9</td>
<td>130.9</td>
<td>144.7</td>
<td>186.8</td>
<td></td>
<td>117.2</td>
</tr>
<tr>
<td><strong>Underlying margin</strong></td>
<td>10.6%</td>
<td>15.9%</td>
<td>18.4%</td>
<td>18.1%</td>
<td>20.4%</td>
<td></td>
<td>21.6%</td>
</tr>
<tr>
<td>Earnings per share (adjusted)</td>
<td>4.71</td>
<td>6.98</td>
<td>8.42</td>
<td>9.19</td>
<td>11.94</td>
<td></td>
<td>7.57</td>
</tr>
<tr>
<td><strong>2012</strong></td>
<td>114.6</td>
<td>151.5</td>
<td>146.2</td>
<td>185.6</td>
<td>184.7</td>
<td></td>
<td>77.5</td>
</tr>
<tr>
<td><strong>Operating cash flow</strong></td>
<td>(19.4)</td>
<td>(12.6)</td>
<td>(18.8)</td>
<td>(35.2)</td>
<td>(46.7)</td>
<td></td>
<td>(32.8)</td>
</tr>
<tr>
<td>as % of revenue</td>
<td>-2.8%</td>
<td>-1.9%</td>
<td>-2.6%</td>
<td>-4.4%</td>
<td>-5.1%</td>
<td></td>
<td>-4.1%</td>
</tr>
<tr>
<td>Free cash flow</td>
<td>95.2</td>
<td>139.2</td>
<td>128.4</td>
<td>151.1</td>
<td>138.7</td>
<td></td>
<td>45.2</td>
</tr>
<tr>
<td><strong>Number of employees (year-end)¹</strong></td>
<td>2'517</td>
<td>2'217</td>
<td>2'387</td>
<td>3'471</td>
<td>3'797</td>
<td></td>
<td>4'227</td>
</tr>
</tbody>
</table>

¹ In March 2015 Straumann acquired the remaining 51% stake of Neodent (Brazil) which added 930 employees to the Group. In 2017, the incorporation of Equinox in India and Medentika in Germany added 160 employees. Note: 5-year average = 2013 – 9M 2017
More diversified and less dependency on mature markets in Europe

Straumann Group regional revenue split 2011 and H1 2017

### 2011
- **Europe**: 55%
- **North America**: 22%
- **APAC**: 15%
- **Middle East & Eastern EU**: 3%
- **LATAM**: 5%

### Today
- **Europe**: 39%
- **North America**: 28%
- **APAC**: 17%
- **Middle East & Eastern EU**: 5%
- **LATAM**: 11%
Actions taken in recent years to make our company more resilient to economic downturns

- Entered the non-premium implant market with multiple brands: Neodent, Medentika, Anthogyr and equinox
- Expanded our geographical presence (previously European-centric) and increased our addressable market (examples: tapered implants, chairside milling)
- Regained innovation leadership (examples: ceramic implants, injection molding manufacturing, additive prosthetic manufacturing, cement-free crowns)
- Developed attractively priced premium solutions (examples: Variobase abutments, cost-effective overdentures)
- Expanded the business scope (Clear Aligners)
# Competitive landscape

<table>
<thead>
<tr>
<th></th>
<th>DVT/CBCT</th>
<th>Clear Aligners</th>
<th>Traditional wires &amp; brackets</th>
<th>Surgical planning</th>
<th>Biomaterials</th>
<th>Implants</th>
<th>Intraoral scanner</th>
<th>CADCAM chairside milling</th>
<th>CADCAM in-lab milling</th>
<th>3D printers</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Straumann Group</strong>¹</td>
<td></td>
<td>✓</td>
<td></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<td>Danaher</td>
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<tr>
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<tr>
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</tr>
</tbody>
</table>

Legend: ✓ Full offering (✓) partially offered. Availability may vary regionally.
Straumann's currency exposure

Cost breakdown FY2016

- CHF: 36%
- EUR: 19%
- USD/CAD/AUD: 23%
- JPY: 4%
- BRL: 9%
- Other: 9%

Revenue breakdown FY2016

- CHF: 8%
- EUR: 31%
- USD/CAD/AUD: 20%
- JPY: 7%
- BRL: 10%
- Other: 15%

Average exchange rates (rounded)

<table>
<thead>
<tr>
<th>Currency Pair</th>
<th>9M 2016</th>
<th>9M 2017</th>
<th>Latest trend</th>
<th>FX sensitivity (+/- 10%) on full-year</th>
</tr>
</thead>
<tbody>
<tr>
<td>EURCHF</td>
<td>1.09</td>
<td>1.10</td>
<td>↑</td>
<td>+/- 29m</td>
</tr>
<tr>
<td>USDCHF</td>
<td>0.98</td>
<td>0.98</td>
<td>↓</td>
<td>+/- 23m</td>
</tr>
<tr>
<td>BRLCHF</td>
<td>27.72</td>
<td>30.89</td>
<td>↓</td>
<td>+/- 9m</td>
</tr>
<tr>
<td>JPYCHF</td>
<td>0.90</td>
<td>0.88</td>
<td>↓</td>
<td>+/- 6m</td>
</tr>
</tbody>
</table>

Development of Straumann's main exchange rates since 2014

1 These distribution charts represent the total net revenues and the total COGS, as well as OPEX in the various currencies. All numbers are rounded and based on FY 2016 figures.
Thank you

investor.relations@straumann.com