



First-quarter 2018 – success story continues
Webcast for investors, analysts & media

Basel, 26 April 2018

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First quarter highlights

Marco Gadola, CEO

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Strong start to 2018

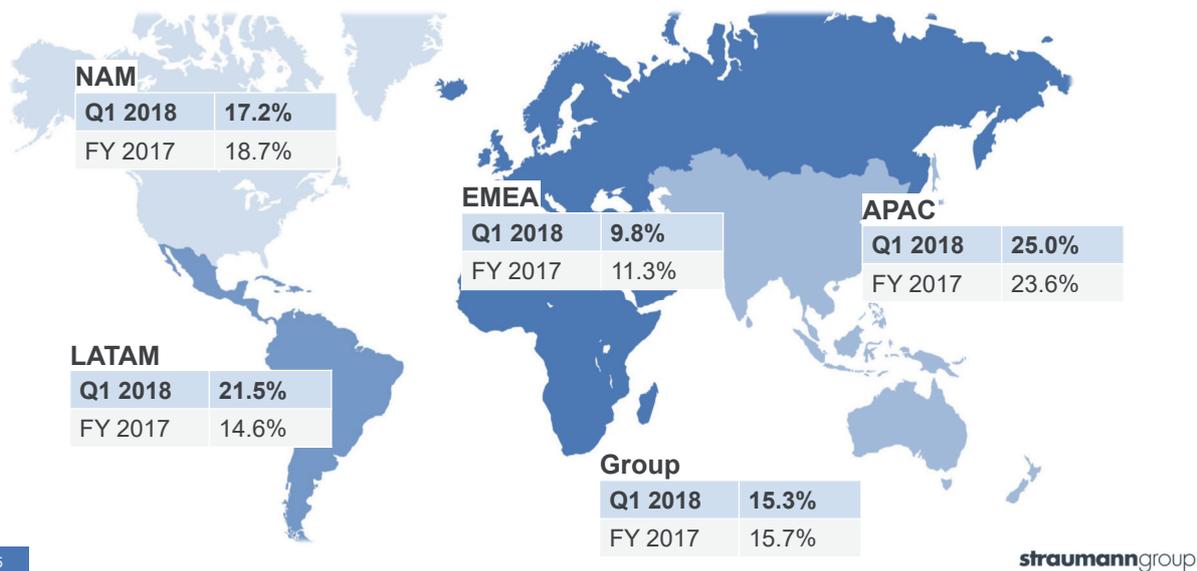
REVENUE	GROWTH	REGIONS
CHF 324m	+15% organic ¹	Highest growth in APAC
Strong organic growth across all regions and businesses.	+22% in CHF Acquisition effect: 5% points FX effect: 2% points	EMEA & NAM each contribute 30% of overall growth. LATAM posts best quarter in 4 years.
KEY DRIVERS	TECHNOLOGY	OUTLOOK ²
Total solutions	Dental Monitoring	Continued growth
Premium business driven by Straumann BLT. Dynamic growth in non-premium driven by Neodent and Medentika.	Investment DM secures access to artificial intelligence for dental applications.	Low double-digit organic growth expected in 2018, with further EBITDA margin improvement.

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¹ Organic growth – i.e. excluding the effects of currency fluctuations and acquired/divested business activities
² Barring unforeseen events/circumstances

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Good momentum maintained



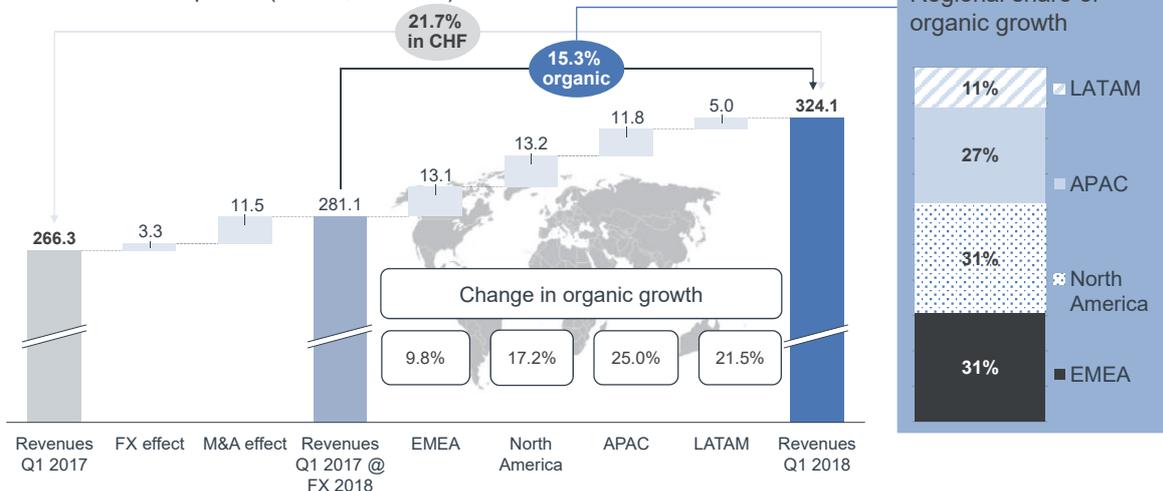
Business and regional review

Peter Hackel, CFO

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Strong performance all round

Revenue development (CHFm, rounded)



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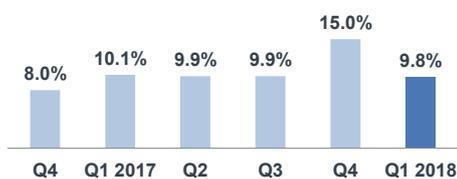
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EMEA & North America – growth heavyweights

EMEA



Revenue change (organic)



North America



- Robust growth in EMEA despite Easter holiday timing
- Strong performances in Iran, Russia, Saudi Arabia, Turkey & UK
- Batigroup (Turkey) & Dental Wings consolidated
- Double-digit growth in Canada & US
- BLT drives premium business; Medentika adds to non-premium expansion
- Digital business expands

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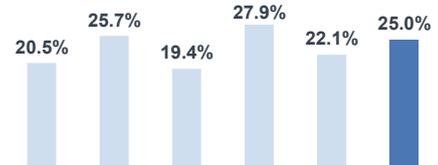
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Strong Asia Pacific – solid pace in Latin America

Asia/Pacific



Revenue change (organic)



Latin America



- Strong growth in all subsidiaries
- Dynamic performance in China reflects sales-force expansion and increased T&E activities
- Australia enters non-premium segment with Neodent

- Strong growth in Brazil driven by: sales-force & store-network expansion, excellent CIO SP event, entry into biomaterials, Neodent GM, launch of BLT SmallOne
- Dynamic growth in Columbia & Mexico; strong results in Argentina & Chile

Q1 growth led by implants & restorative – strong demand for digital products

Implants



Restorative & Digital



Biomaterials



Strategy in action moving forward

Marco Gadola, CEO

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Investment in artificial intelligence

- Capital injection in return for a minor stake in Dental Monitoring (DM) and global distribution rights
- The world's first dental monitoring solution using smart phones and artificial intelligence technology to increase treatment efficiency
- Companies to develop further applications, e.g. to monitor implants and to analyze intra-oral scans



**DENTAL
MONITORING**[®]
Connected orthodontics

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Enhanced chairside digital solutions



- ◀ TRIOS3 intraoral scanner launched in US
- TRIOS Design Studio software enters limited market release, offering seamless chairside workflow to Trios users



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CARES CAD/CAM service launched in China

- State-of-the-art milling center inaugurated in Shenzhen
- Initially to serve the domestic market for tooth-borne prosthetics

CAD/CAM global milling capabilities

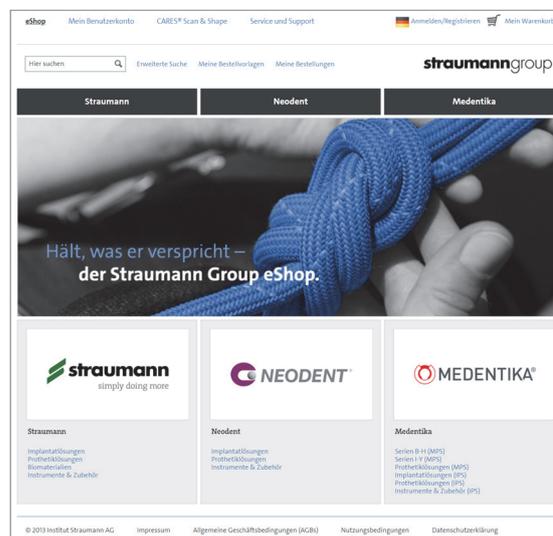


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Converging premium & non-premium activities to unlock selling opportunities

- Straumann & Intradent activities converged in 15 countries
- New set-up facilitates non-premium roll-out; Neodent launched in Australia, France, Germany, and Nordics
- Existing organizations able to market more products and make resources available for non-premium brands
- Single eShop for all brands; customers have one account and can order everything together with one invoice



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Bringing Neodent's innovative Grand Morse system to customers around the world

- Complete new system for all clinical needs; fully-tapered design, comprehensive and easy-to-use prosthetics
- Very well received in Brazil; full market release underway in Benelux, Chile, France, Germany, Hungary, Iberia, Iran, Italy, Nordics, South Africa, UK
- Launches to follow in North America, APAC and LATAM in mid-year



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¹ Data on file



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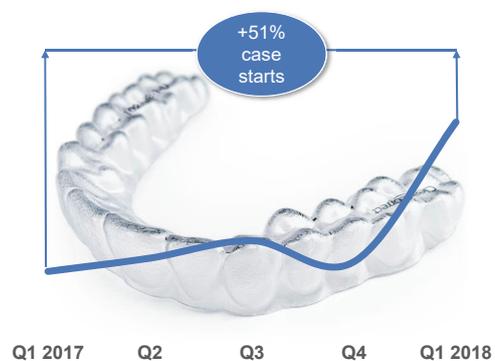
Ortho business progressing well since acquisition

ClearCorrect™

- Customer base expands 10%; steep rise in specialists
- Q1: significant case growth; proportion of cases from international markets reaches 15%
- NAM sales teams leveraged; coverage increased
- Pilot programs: Europe very positive, further countries added; mini-pilot in Japan
- Building to full market releases in Europe, LATAM & APAC in 2019

GENIOVA
THE FAST ALIGNER

- Combined treatment pilot started in Spain



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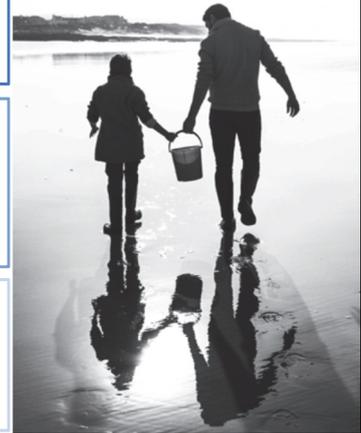
Outlook 2018

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Our 2018 guidance remains unchanged

Barring unforeseen circumstances

Market growth	Global implant market to grow at approx. 4%
Our revenue growth	Confident to outperform and achieve organic revenue growth in the low double-digit range
Profitability	Further improvement in EBITDA margin; EBIT margin stable



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Questions & answers

Q & A

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Calendar of upcoming events

2018	Event	Location
26 April	Q1 revenue	Webcast
07 May	Investor meetings	Milano / Lugano
23 May	Investor meetings	Zurich
29 May	Investor meetings	Boston
30 May	Stifel Dental & Veterinary conference	New York
31 May	Investor meetings	New York
05/06 June	Vontobel summer conference	Interlaken (CH)
19 June	Investor meetings	Frankfurt
20 June	Investor meetings	Netherlands
14 August	H1 results publication	Basel HQ
Social media	Type	Source
Analyst Talk (Shift + left mouse)	Executive interviewed by analysts	straumann.com (Investors) / youtube.com
StraumannIR (Shift + left mouse)	Investor Relations Twitter	@StraumannIR

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