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The availability and indications/claims of the products illustrated and mentioned in this presentation may vary according to country.
# Agenda

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Very strong first quarter accelerating the growth trend

**REVENUE**
CHF 470m
Accelerated Q4 2020 growth trend

**ORGANIC GROWTH**
34%
-6 ppts currency effect
2% acquisition effect

**ORTHODONTICS**
Strong growth
ClearCorrect internationally and DrSmile in Europe

**FULL PIPELINE**
Launches ahead
Continued global roll out of immediacy solutions, Neodent Z1 and EasyPack, Orthodontic planning software

**INVESTMENT**
China Campus
CAPEX of up to CHF 170 million by 2029 to support future growth

**OUTLOOK**
Raised
2021: mid-to-high twenties organic growth, profitability improvement (core EBIT margin) vs. 2020

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Organic revenue growth

**NAM**
Q1 2020 7.7%
Q1 2021 27.0%
2y CAGR 17.1%

**EMEA**
Q1 2020 0.1%
Q1 2021 27.0%
2y CAGR 14.9%

**LATAM**
Q1 2020 7.2%
Q1 2021 23.8%
2y CAGR 18.4%

**APAC**
Q1 2020 -22.1%
Q1 2021 74.4%
2y CAGR 16.5%

**Group**
Q1 2020 -1.4%
Q1 2021 34.0%
2y CAGR 16.0%
From pandemic headwind to tailwind - dental market benefits from consumer focus on oral health

The Conference Board consumer confidence index

Degree of restrictions to public life

Europe
APAC
NAM
LATAM
Emerging mkts

Patient flow

Europe
APAC
NAM
LATAM
Emerging mkts

Source: The Conference Board and Financial Times
Source: Assessments of local Straumann Group organizations

Business and regional review
Peter Hackel, CFO
Exceptional first quarter brings Group back to its growth trajectory

Revenue development by quarter (in CHF million, rounded)

Strongest growth contribution from EMEA and Asia Pacific

Revenue development (in CHF million, rounded)

Regional share of organic growth
### Strong growth in EMEA and NAM

- France, Germany, and Italy strong
- New subsidiary opened in Jordan
- Orthodontics business grew strongly lifted by DrSmile and ClearQuartz material launch
- US and Canada both deliver double-digit growth
- Growth fueled by premium and challenger implants, as well as digital solutions

### Accelerated growth in APAC and LATAM

- Back to strong growth compared to 2020 and 2019
- Key markets such as Australia, China and Japan bounced back with very strong growth
- Strong growth despite ongoing pandemic
- Argentina and Chile strongest growth contributors
- Double-digit growth in largest market Brazil

* * refers to Q1
Strong performance across all businesses

Implant systems  
Digital & restorative  
Biomaterials  
Orthodontics

Recent achievements & strategy in action  
Guillaume Daniellot, CEO
Leveraging digital technology to stay connected

- Customer and team proximity are key performance drivers
- Company culture enables team to embrace accelerated change and digital transformation
- Major investments in Straumann service platform to provide frictionless, customer-centric solutions, virtual events and digital showrooms

Driving growth in the implant businesses

**Immediacy**
- BLX launched in Japan and Mexico, pre-launch started in Russia
- First clinical study on BLX underway
- TLX on track for full launch in 2nd half of 2021
- Zygoma launch in full swing

**Neodent**
- Neodent now a global brand, available in 80 countries
- Continued investment to ramp up production activity in recently established building
Value proposition in orthodontics further strengthened

High-performance material ClearQuartz
- Launched in Europe in March

New software feature Collaborator launched
- Enabling doctors to exchange advice and collaborate on cases with their staff, other doctors and treatment planning services

New software version ClearPilot 2.0 in preparation
- Improved visualization simplifies treatment planning for doctors and helps with patient communication
- Software optimized for mobile view e.g. for tablets which are often used in practices

DrSmile dynamic growth accelerated

- 200th partner practice opened
- Established: Austria, Germany, Spain
- Rolled out in Q1: France, Italy and Switzerland
- Coming soon: Poland and Sweden
Significant investment to expand presence in China and build first Group Campus

- China Campus to be built in Shanghai comprising manufacturing, education and innovation center
- Plans to invest up to 1.2 billion Chinese yuan (~CHF 170 million)
- Expansion caters to rapidly growing demand for dental solutions from Chinese dentists and patients
- Campus to ensure responsiveness and support forthcoming launches in China
- Campus to support implantology and orthodontic solutions
### Outlook raised

#### Market environment
- Dental practices around the world are open, demand focused on dental specialty treatments, temporary tailwind from pandemic, spending on oral health prioritized
- With mass vaccination underway and other spending options becoming available again, Group expects softer tailwind in the second half of the year
- Business fundamentals remain in place

#### Our revenue and profitability
- Group aims to achieve organic revenue growth in the mid-to-high twenties percentage range
- Profitability (core EBIT margin) expected to improve vs 2020

### Questions & answers
Calendar of upcoming events

<table>
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<tr>
<th>Date</th>
<th>Event</th>
<th>Location</th>
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<tr>
<td>May 11</td>
<td>Roadshow Exane BNPP, Benelux</td>
<td>Benelux (virtual)</td>
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<tr>
<td>May 27</td>
<td>Roadshow Kepler Cheuvreux, Nordics</td>
<td>Nordics (virtual)</td>
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<td>June 2</td>
<td>Stifel Virtual Jaws &amp; Paws Conference</td>
<td>USA (virtual)</td>
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<td>June 3</td>
<td>Stifel Virtual Swiss Equity Conference</td>
<td>Switzerland (virtual)</td>
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<td>June 10</td>
<td>Exane BNPP European CEO Conference</td>
<td>France (virtual)</td>
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<td>June 17</td>
<td>dbAccess Berlin Conference 2021</td>
<td>Germany (virtual)</td>
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<td>June 29</td>
<td>UBS Bus Tour 2021</td>
<td>Switzerland (tba)</td>
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<td>August 12</td>
<td>First-half 2021 results conference</td>
<td>Basel (tba)</td>
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<td>October 28</td>
<td>Third-quarter results</td>
<td>Webcast</td>
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Straumann’s currency exposure

Revenue breakdown Q1 2021

- CHF 1%
- EUR 30%
- BRL 4%
- CNY 10%
- USD/CAD/AUD 33%
- Other 20%

Average exchange rates (rounded) and FX sensitivity (+/- 10%) on FY

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020</th>
<th>Q1 2021</th>
<th>Revenue</th>
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Thank you