



1

Disclaimer

This presentation contains forward-looking statements that reflect the current views of management, and which 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. Statements are made on the basis of management's views and assumptions regarding future events and business performance at the time the statements are made. They are subject to risks and uncertainties including, but not confined to, future global economic conditions, pandemics, exchange rates, legal provisions, market conditions, activities by competitors and other factors outside Straumann's control. Should one or more of these risks or uncertainties materialize or should underlying assumptions prove incorrect, actual outcomes may vary materially from those forecasted or expected. Straumann 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. This presentation constitutes neither an offer to sell nor a solicitation to buy any securities.

2

2

Agenda

Highlights	Guillaume Daniellot
Business & regional review	Peter Hackel
Recent achievements & strategy in action	Guillaume Daniellot
Outlook 2022	Guillaume Daniellot
Q&A and upcoming events	Guillaume Daniellot Peter Hackel

straumanngroup

3



Highlights

Guillaume Daniellot, CEO

straumanngroup

4

Very strong first quarter



5

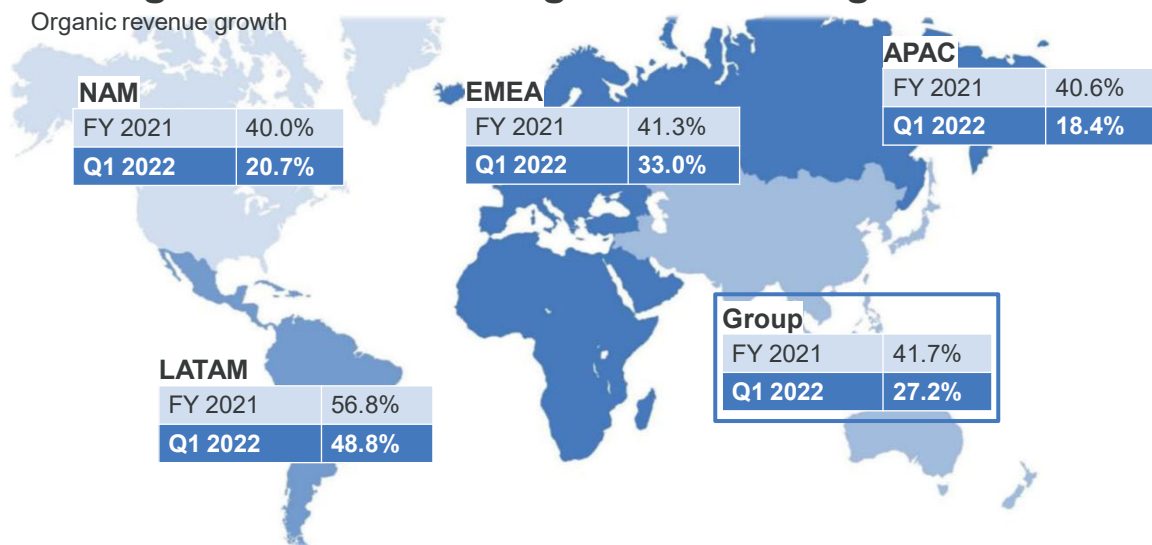
¹ Organic growth excluding FX and M&A effects ² Barring unforeseen events, assuming the pandemic will not negatively impact the patient flow and excluding FX effects

straumanngroup

5

Strong execution boosts growth in all regions

Organic revenue growth



6

straumanngroup

6

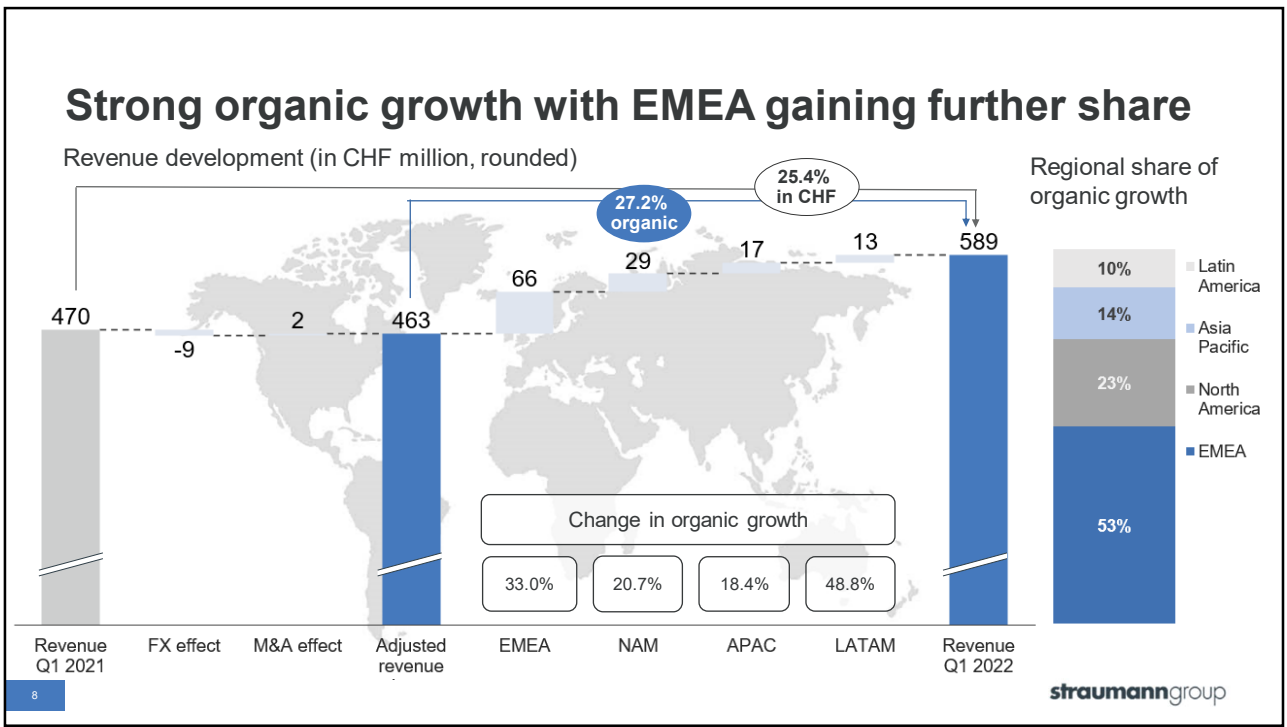


Business and regional review

Peter Hackel, CFO

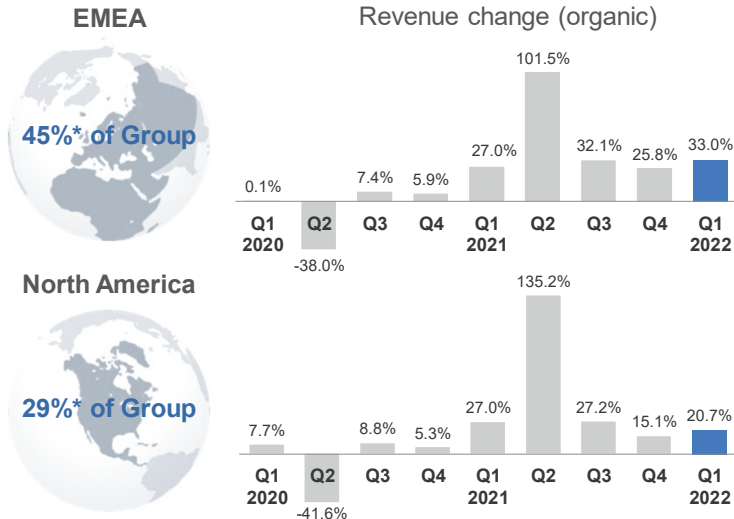
straumanngroup

7



8

EMEA remains biggest region and gains share

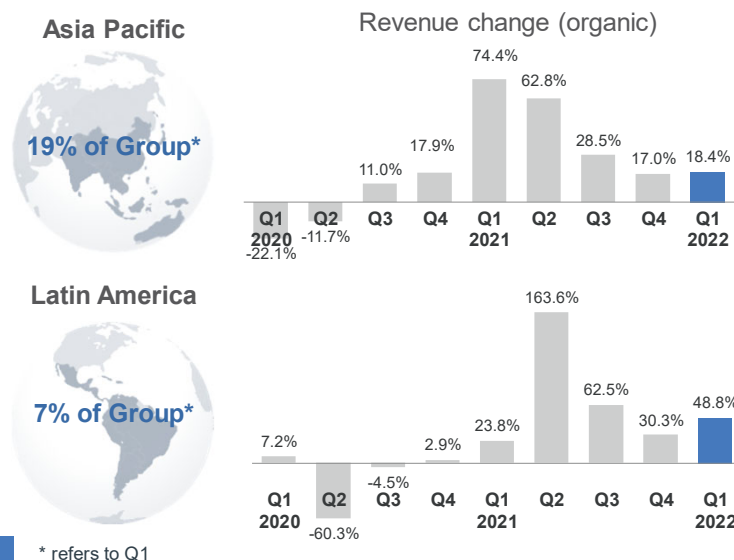


- Germany, Turkey and Romania leading growth
- All business areas growing fast
- Dental Service Organization (DSO) segment enjoyed very strong growth
- DrSmile continues growth
- US and Canada growing fast
- Immediacy driving growth in implants as well as Neodent particularly in the DSO segment
- Digital Solutions key driver

straumanngroup

9

LATAM growing exceptionally fast



- China, Japan and Australia driving growth
- New subsidiary in India and ClearCorrect launch in Malaysia
- Strong growth led by Brazil, Mexico, Argentina
- Implants growing fast
- VirtuoVivo important driver
- Key success factor: direct local footprint in countries

straumanngroup

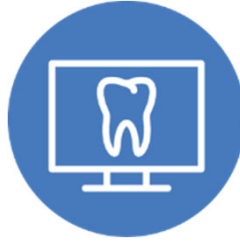
10

Strong performance across all businesses

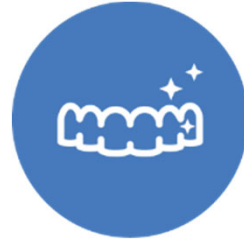
Tooth replacement
and restoration



Digital Solutions



Tooth alignment



11

straumanngroup

11



Recent achievements & strategy in action

Guillaume Daniellot, CEO

straumanngroup

12

Straumann Group strategic compass



13

straumanngroup

13

Immediacy unlocks edentulous segment, helping to convert customers, thus driving the entire portfolio

STRAUMANN® EDENTULOUS REMOVABLE SOLUTIONS



Straumann® Mini Implant System

Straumann® Novaloc® Retentive System

STRAUMANN® EDENTULOUS FIXED SOLUTIONS



Straumann® Pro Arch with BLT & BLX systems

Straumann® TL and BL implant systems

Straumann® Zygomatic Implant with BLX

- Customer conversion thanks to immediacy portfolio driving market share
- Comprehensive portfolio increases addressable market for implant based restorations

14

straumanngroup

14

New launches accelerate internationalization of challenger brands

Anthogyr X3

- Fully tapered implant, strengthening immediacy portfolio in upper value segment
- Ensures bone preservation



Neodent Zi

- Apically tapered ceramic implant for value segment
- Highly-efficient production technique: injection molding
- Esthetic treatment results, helping dentists to differentiate



straumann group

15

15

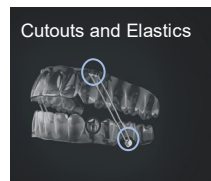
Orthodontics on track to become a global provider for complex cases

- ClearPilot 3.1 software launch: customer feedback feature, overcorrection user interface
- Technology to enable cutouts for buttons and elastics to cater to more complex cases
- IOS integration delivering simplicity for clinicians and driving commercial performance

clearpilot™



Cutouts and Elastics



straumann group

16

16

Multiple tier strategy for intraoral scanners delivering strong growth and new 3D printer introduced

Intraoral Scanners



VirtuoVivo



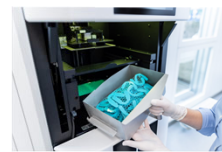
Medit i700 wireless



3Shape Trios

P50+ 3D printer

- P50+: high quality 3D printer
- On track for full launch in Q2



straumanngroup

17

17

Investing in CareStack to offer an all-in-one, cloud-based practice management software

- seamless, end-to-end treatment management experience for customers
- for individual practices, groups and DSOs
- simplifying treatment planning, scheduling and payment options
- practice growth support through analytics



straumanngroup

18

New EMB members to support strategy



Sébastien Roche
Chief Operations and
Supply Chain Officer (COO)
as of April 1st



Jason Forbes
Chief Consumer Officer (CCO)
as of April 19th

19

straumanngroup

19

Driving our high-performance culture sustainably



20

straumanngroup

20



Outlook 2022

straumanngroup

21

Outlook 2022

Market environment

- Trying to anticipate and mitigate potential supply chain disruption, inflationary and geopolitical developments

Our revenue and profitability¹

- Group aims to achieve organic revenue growth in the low double-digit percentage range versus the strong comparative year
- Profitability (core EBIT margin) expected around 26%, including major growth investments

22

¹ Barring unforeseen events, assuming the pandemic will not negatively impact the patient flow and excluding FX effects

straumanngroup

22

11



23

Calendar of upcoming events

2022	Event	Location
31 May	Stifel Equities Conference	Interlaken
15 June	BNP Paribas Exane Conference	Paris
16 June	Roadshow	Copenhagen
23 June	J.P. Morgan European Healthcare Conference	London
29 - 30 June	Roadshow	Boston & New York
16 August	Half year results conference	
2 November	Third-quarter results	

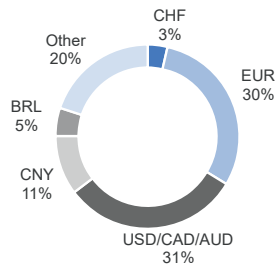
24

straumanngroup

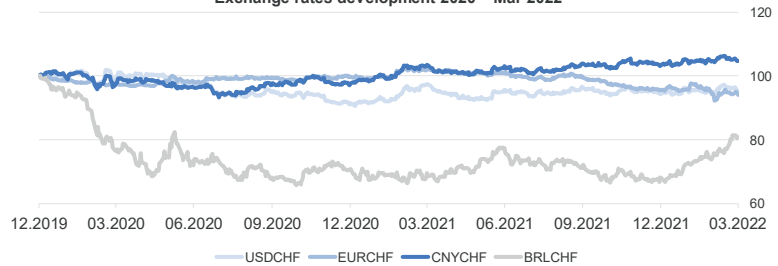
24

Currency exposure

Revenue breakdown Q1 2022



Exchange rates development 2020 – Mar 2022



Average exchange rates (rounded)					FX sensitivity (+/- 10% on Q1)
		2020	2021	Q1 2022	Revenue
1	EURCHF	1.072	1.080	1.033	+/- 14m
1	USDCHF	0.938	0.911	0.922	+/- 15m
1	BRLCHF	0.185	0.170	0.177	+/- 3m
1	CNYCHF	0.136	0.141	0.145	+/- 6m

25

straumanngroup

25

To **UNLOCK** *the* **POTENTIAL** *of* **PEOPLE'S LIVES.**

Thank you

straumanngroup

26