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## Agenda

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<tr>
<th>Highlights</th>
<th>Guillaume Daniellot</th>
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<tr>
<td>Business and regional review</td>
<td>Peter Hackel</td>
</tr>
<tr>
<td>Recent achievements and strategy in action</td>
<td>Guillaume Daniellot</td>
</tr>
<tr>
<td>Outlook 2022</td>
<td>Guillaume Daniellot</td>
</tr>
<tr>
<td>Q&amp;A and upcoming events</td>
<td>Guillaume Daniellot Peter Hackel</td>
</tr>
</tbody>
</table>
Strong third quarter with 12% organic revenue growth

THIRD QUARTER REVENUE
CHF 551 million
Nine-month: CHF 1.7 billion

ORGANIC GROWTH¹
12.2%
Nine-month: 18.0%
nine-month: 250bps currency headwind

QUALITY OF SOLUTIONS
Roxolid SLActive
Study to demonstrate surface superiority

DIGITAL TRANSFORMATION
SmileCloud
Further investment in digitalization

CONSUMER PRESENCE
Dr Smile
One strong leading Group brand in Europe

OUTLOOK²
Raised
Mid-teens revenue growth, profitability around 26%

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

Regional third quarter performance remains robust

Organic revenue growth

<table>
<thead>
<tr>
<th>Region</th>
<th>Q3 2021</th>
<th>Q3 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>NAM</td>
<td>27.2%</td>
<td>9.1%</td>
</tr>
<tr>
<td>EMEA</td>
<td>32.1%</td>
<td>15.1%</td>
</tr>
<tr>
<td>APAC</td>
<td>28.5%</td>
<td>8.6%</td>
</tr>
<tr>
<td>LATAM</td>
<td>62.5%</td>
<td>20.9%</td>
</tr>
<tr>
<td>Group</td>
<td>31.6%</td>
<td>12.2%</td>
</tr>
</tbody>
</table>
CHF 18 billion addressable market

Market size in CHF bn

- Premium Implant: 2.6 (>45%)
- Value Implant: 2.6 (<15%)
- Clear Aligners: 5.3 (<5%)
- Biomaterial: 0.7 (>10%)
- Custom prosthetics: 4.8 (<5%)
- CadCam equipment: 2.1 (<5%)

Source: Straumann Group estimates 2021

Business and regional review
Peter Hackel, CFO
Strong revenue development in the first nine months

Revenue development (in CHF million, rounded)

Regional share of organic growth

EMEA strongest revenue contributor – NAM solid growth

- Germany, Turkey and Eastern Europe main growth driver
- Premium and challenger implant sales remained high
- Digital remarkably successful mainly by intraoral scanners
- Implant business key growth contributor
- Straumann and Neodent brands strongest
- CareStack launch

* refers to 9M
Revenue in China still impacted by local COVID lockdowns

Strong performance in Australia, Taiwan and Japan

Chinese authorities approved ClearCorrect

Brazil biggest revenue contributor

Neodent ZI launched in Brazil

Intraoral scanners largest revenue contributors within the Digital Solutions business

Asia Pacific with solid and LATAM leading growth

- Asia Pacific
  - 19% of Group*

- Latin America
  - 8% of Group*

Revenue change (organic)

- Brazil biggest revenue contributor
- Neodent ZI launched in Brazil
- Intraoral scanners largest revenue contributors within the Digital Solutions business

Double-digit growth across all businesses

Tooth replacement and restoration

Digital Solutions

Tooth alignment

* refers to 9M
Recent achievements & strategy in action
Guillaume Daniellot, CEO

Implant Roxolid SLActive study highlights performance

Crestal bone level at 8 weeks
Best results: combination of BLX geometry and Roxolid SLActive
Promotional activities in full swing

Further investment in digital by investing in SmileCloud

<table>
<thead>
<tr>
<th>Smile design</th>
<th>Clinical collaboration platform</th>
<th>Interdisciplinary planning</th>
</tr>
</thead>
<tbody>
<tr>
<td>to improve case acceptance</td>
<td>to share cases with anyone</td>
<td>to deliver predictable smiles</td>
</tr>
</tbody>
</table>
New ClearCorrect software release: ClearPilot 5.0

- Analysis tools
  - Bolton analysis tables / charts
  - Tooth movement assessment
  - Collision values monitoring and alerts

- Editing enhancements
  - Multiple tooth grouping / editing
  - Compass tooth editing
  - Compass multi-tooth editing

ClearCorrect expanding global footprint

- FDA China approved the ClearCorrect clear aligner
- Aligner production in Beijing

• Available in more than 50 countries today
• Manufacturing sites on four continents
Dr Smile – our leading brand in Europe for doctor-led clear aligner treatment

Outlook 2022
Outlook 2022 raised

<table>
<thead>
<tr>
<th>Market environment</th>
<th>Our revenue and profitability¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>▪ Patient demand for the Group solutions remains good</td>
<td></td>
</tr>
<tr>
<td>▪ Macro-economic challenges continue to influence regions differently</td>
<td></td>
</tr>
<tr>
<td>▪ Group aims to achieve organic revenue growth in the mid-teens versus the strong comparative year</td>
<td></td>
</tr>
<tr>
<td>▪ Profitability (core EBIT margin) expected around 26%, including significant growth investments</td>
<td></td>
</tr>
</tbody>
</table>

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

Questions & answers
### Calendar of upcoming events

<table>
<thead>
<tr>
<th>2022</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>4 November</td>
<td>ZKB Swiss Equity Conference</td>
<td>Zurich</td>
</tr>
<tr>
<td>8 - 10 November</td>
<td>J.P. Morgan Roadshow</td>
<td>Chicago, Toronto, Montreal</td>
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<tr>
<td>16 November</td>
<td>Credit Suisse Equity Forum Switzerland</td>
<td>Zurich</td>
</tr>
<tr>
<td>9 December</td>
<td>Mirabaud Roadshow</td>
<td>Geneva</td>
</tr>
<tr>
<td>2023</td>
<td>Event</td>
<td>Location</td>
</tr>
<tr>
<td>21 February</td>
<td>Full-year results</td>
<td>Webcast</td>
</tr>
</tbody>
</table>

### Straumann Group’s currency exposure

#### Revenue breakdown 9M 2022

- **CHF**: 2%
- **EUR**: 30%
- **USD/CAD/AUD**: 33%
- **BRL**: 6%
- **CNY**: 10%
- **Other**: 19%

#### Exchange rates development Jan 2021 - Sep 2022

#### Average exchange rates (rounded)

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>9M 2022</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>EURCHF</td>
<td>1.07</td>
<td>1.08</td>
<td>1.010</td>
</tr>
<tr>
<td>1</td>
<td>USDCHF</td>
<td>0.94</td>
<td>0.91</td>
<td>0.948</td>
</tr>
<tr>
<td>1</td>
<td>BRLCHF</td>
<td>0.185</td>
<td>0.170</td>
<td>0.185</td>
</tr>
<tr>
<td>1</td>
<td>CNYCHF</td>
<td>0.136</td>
<td>0.141</td>
<td>0.144</td>
</tr>
</tbody>
</table>
Thank you