

2025 FIRST QUARTER RESULTS

Presentation for investors, analysts and media

Basel, April 30, 2025

straumanngroup



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AGENDA

Highlights

Guillaume Daniellot

Financials

Yang Xu

Recent achievements & strategy

Guillaume Daniellot

Outlook 2025

Guillaume Daniellot

Q&A

Guillaume Daniellot, Yang Xu



HIGHLIGHTS

Guillaume Daniellot, CEO

STRONG START INTO 2025

First quarter revenue in CHF¹

681 m

Dynamic demand in most of our business segments

Organic revenue growth^{1,2}

11.0%

Continued variation in regional market dynamics

Regional performance

EMEA & APAC

Growth across all businesses

International Dental Show (IDS)

Innovation

Global rollout of Straumann AXS and iXCEL

Customer centricity

Chairside workflow

collaboration with SprintRay driving single-visit restorations

Outlook 2025³ confirmed

High single digit organic revenue growth

with 30 to 60 basis points improvement of the core EBIT margin at constant 2024 currency rates

STRONG START IN AN ENVIRONMENT MARKED BY MACROECONOMIC UNCERTAINTIES

NAM

Q1 1.8%

Q1 24 3.7%

27 %*

EMEA

Q1 10.0%

Q1 24 9.2%

41 %*

LATAM

Q1 18.8%

Q1 24 11.5%

8 %*

APAC

Q1 23.0%

Q1 24 82.0%

24 %*

GROUP

Q1 25 11.0%

Q1 24 17.5%

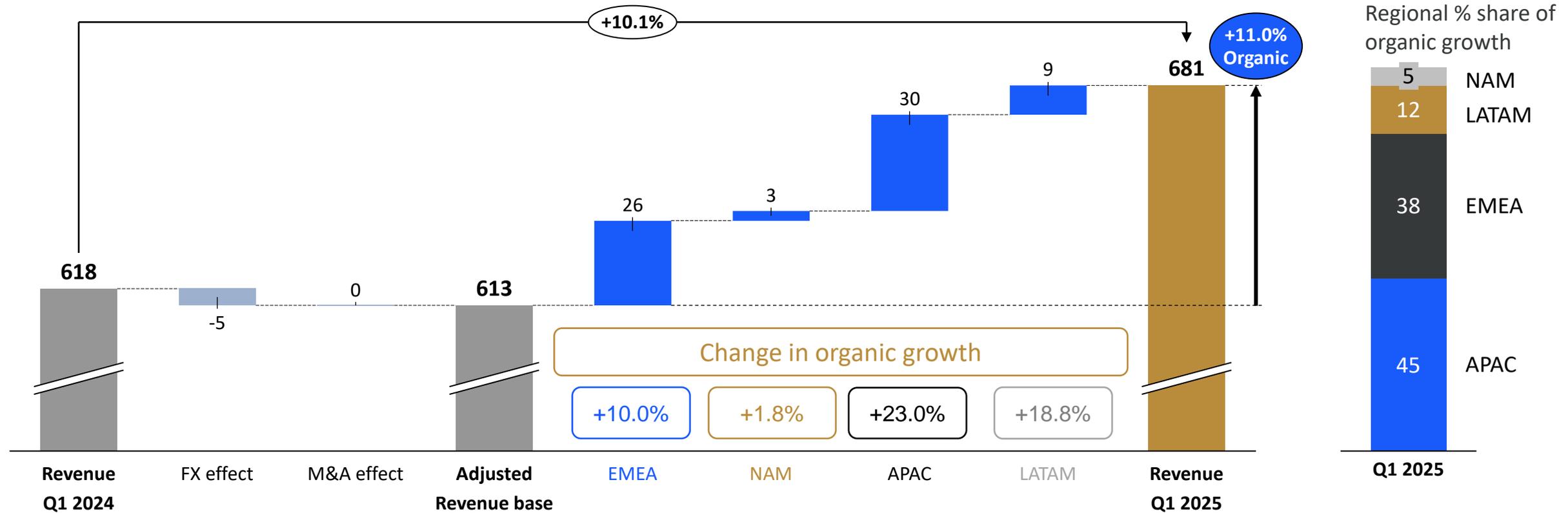


FINANCIALS

Yang Xu, CFO

STRONG RESULTS WITH VARIED REGIONAL DYNAMICS

REVENUE DEVELOPMENT BREAKDOWN (IN CHF MILLION, ROUNDED)¹



⁸ ¹ Financials refer to continuous operations, following the sale of the DrSmile business in September 2024.

CONTINUED CAPITAL ALLOCATION PRINCIPLES

FOCUS ON GROWTH INVESTMENT

In priority order

- 1 Reinvest in sustainable business growth
- 2 Maintain strong balance sheet
- 3 Pursue M&A to accelerate strategy
- 4 Maintain and increase dividend with earnings growth

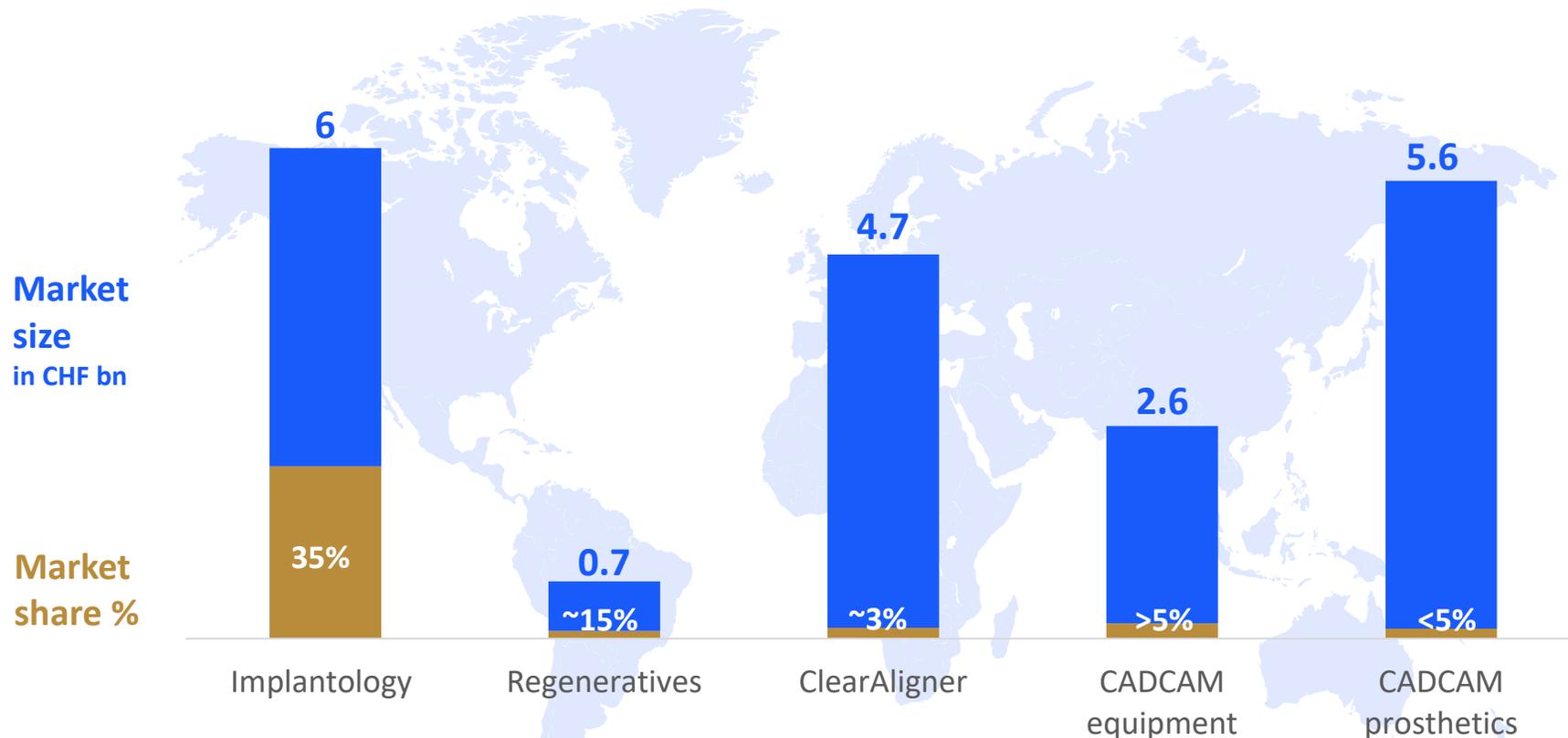
RECENT ACHIEVEMENTS & STRATEGY

Guillaume Daniellot, CEO



HUGE OPPORTUNITIES – IN IMPLANTOLOGY AND BEYOND

ADDRESSABLE MARKET GREW FROM CHF 19 BN TO ABOUT CHF 20BN GLOBALLY

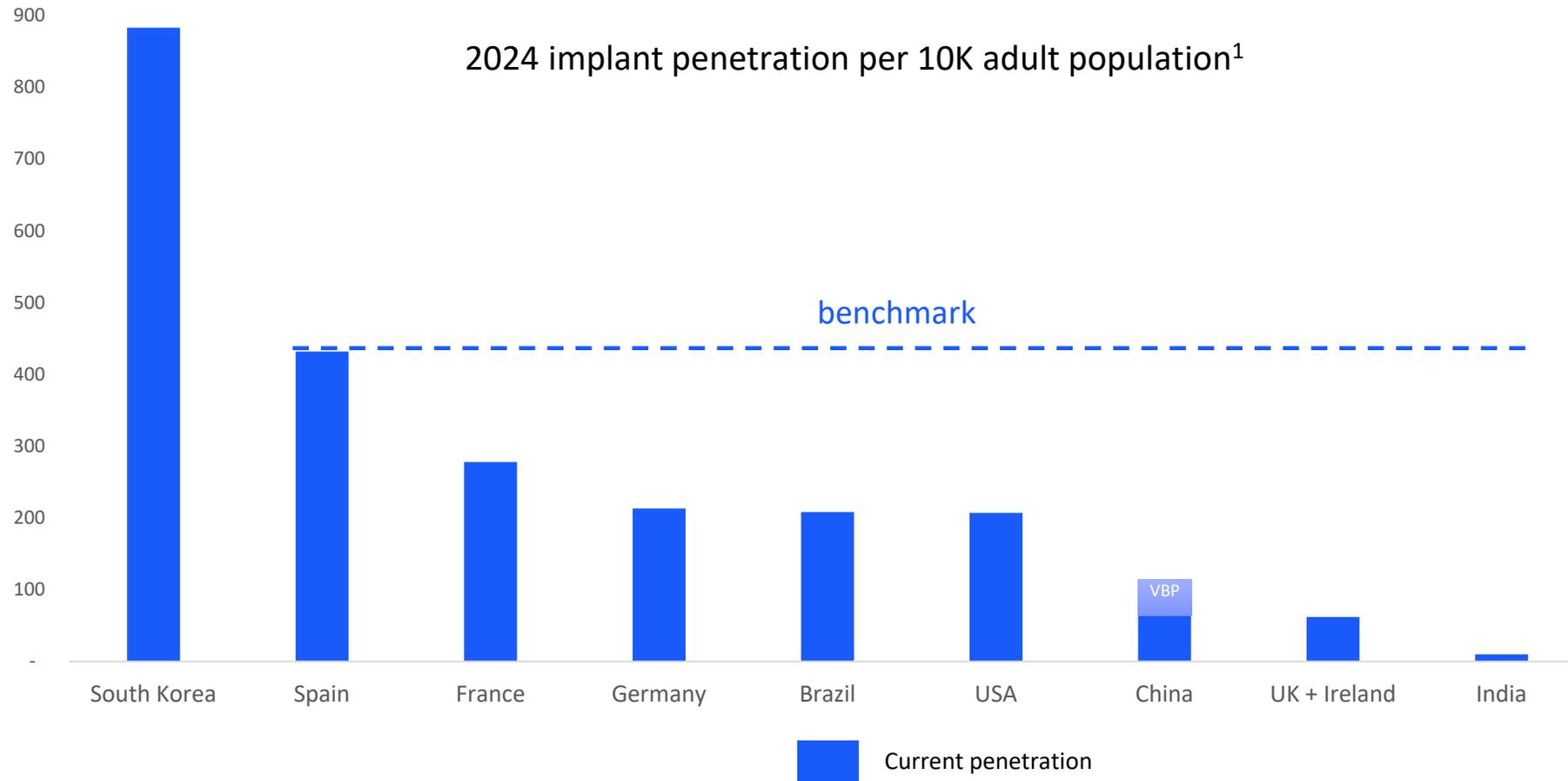


12.5%

Straumann Group share within the addressable market in 2024

**NEW
CUSTOMER
ACQUISITION
THROUGH
INNOVATION**

MASSIVE GROWTH POTENTIAL DUE TO LOW IMPLANT PENETRATION



HUGE
MARKET
OPPORTUNITY
AHEAD

PORTFOLIO DIVERSIFICATION ALLOWS TO ADAPT TO DIFFERENT MARKET ENVIRONMENT

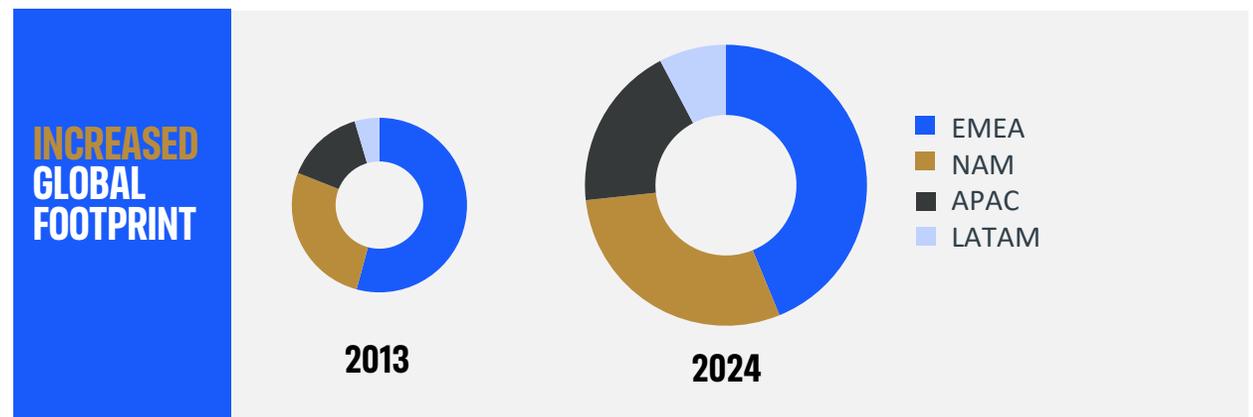
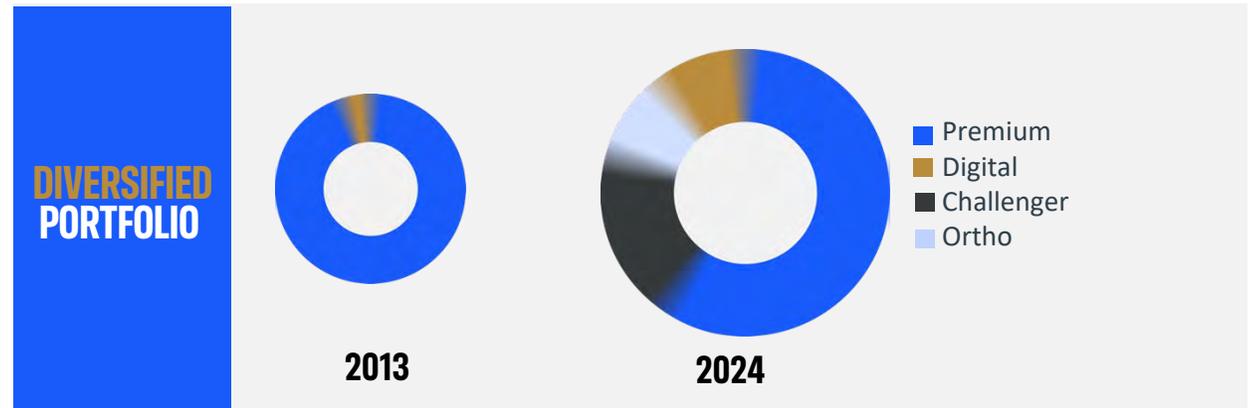
MULTI-PRICING STRATEGY



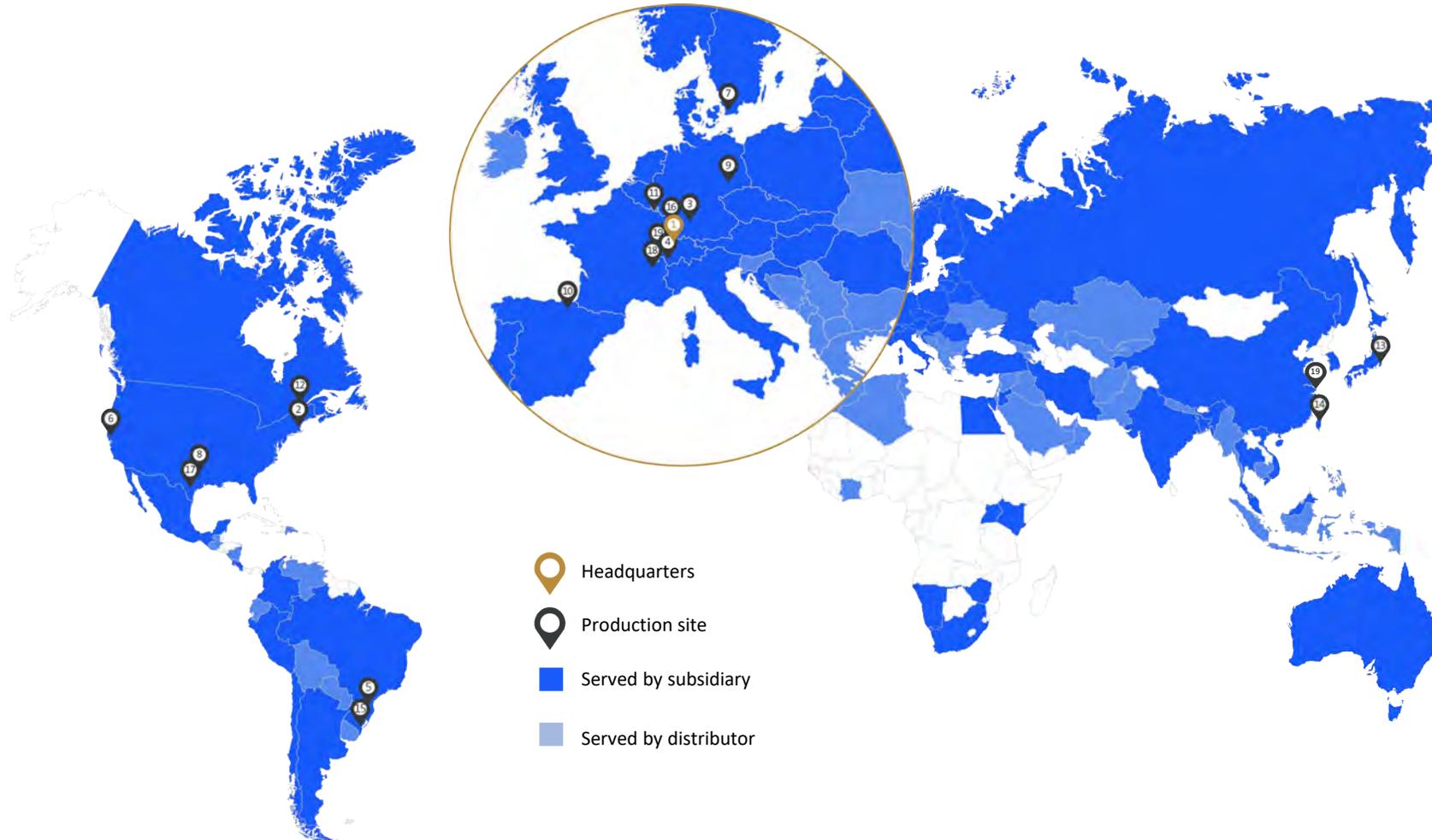
Premium
straumann

Challenger
NEODENT Anthogyr
MEDENTIKA

Eco-Challenger
nuvo



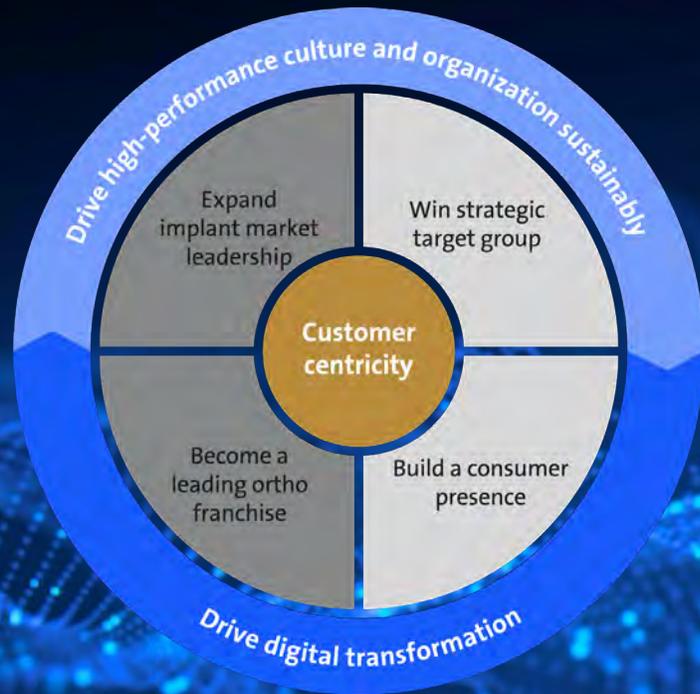
WELL POSITIONED SUPPLY CHAIN TO SUPPORT CUSTOMERS



19
PRODUCTION
SITES
WORLDWIDE

CLEAR AND CONSISTENT STRATEGIC ROADMAP

THREE PILLARS TO CREATE ADDITIONAL CUSTOMER VALUE



Innovation
Digitalization
Education

INNOVATION FOR BEST-IN-CLASS CUSTOMER EXPERIENCE

“WHAT”

Product innovation
providing
superior clinical excellence &
clinical evidence

“HOW”

Digital innovation
providing
superior clinician
experience & practice
efficiency

THE FUTURE OF DENTISTRY AND TECHNOLOGY AT IDS

CREATING VALUE AND EFFICIENCY FOR CLINICIANS



Straumann SIRIOS



Straumann Signature Midas



Straumann Falcon

STRAUMANN®
AXS

CORE OF YOUR
DIGITAL
ECOSYSTEM

straumanngroup

STRAUMANN AND SPRINTRAY COLLABORATE TO DRIVE UNIQUE CHAIRSIDE WORKFLOW WITH 3D PRINTING

Unique chairside workflow with integration into the digital AXS platform – all in a single visit



Straumann SIRIOS



Straumann Signature Midas

INVESTMENTS AS KEY DRIVER FOR GROWTH

SHANGHAI CAMPUS FINALIZED AND 3RD FACTORY IN BRAZIL UNDERWAY

Straumann Shanghai Campus



OUTLOOK 2025: CONFIRMED

BARRING UNFORESEEN CIRCUMSTANCES

Market environment and assumption

- Macroeconomic uncertainty increases
- Group's global diversified portfolio expected to continue outgrowing the market

Revenue and profitability

- Organic revenue growth in the high single-digit percentage range
- With 30 to 60 basis points improvement of the core EBIT margin at constant 2024 currency rates

Growth ambition 2030 confirmed

THANK YOU
ANY QUESTIONS?



CALENDAR OF UPCOMING EVENTS

2025	Event	Location
6 - 7 May	Berenberg Roadshow	London
8 – 9 May	Kepler Cheuvreux Roadshow	Amsterdam
12 May	Bernstein Roadshow	Madrid
13 May	BofA Global Healthcare Conference	Las Vegas
20 May	Equita Roadshow	Dublin
28 – 29 May	Stifel Jaws and Paws Conference	New York
4 – 5 Jun	Jefferies Global Healthcare Conference	New York
1 July – 12 August	Quiet period	
13 August	Second quarter 2025 results	Webcast

THANK YOU

