



STRONG ORGANIC REVENUE GROWTH IN THE THIRD QUARTER 2024

ZKB Swiss Equity Conference
Guillaume Daniellot, CEO

Zurich, November 6, 2024

straumanngroup

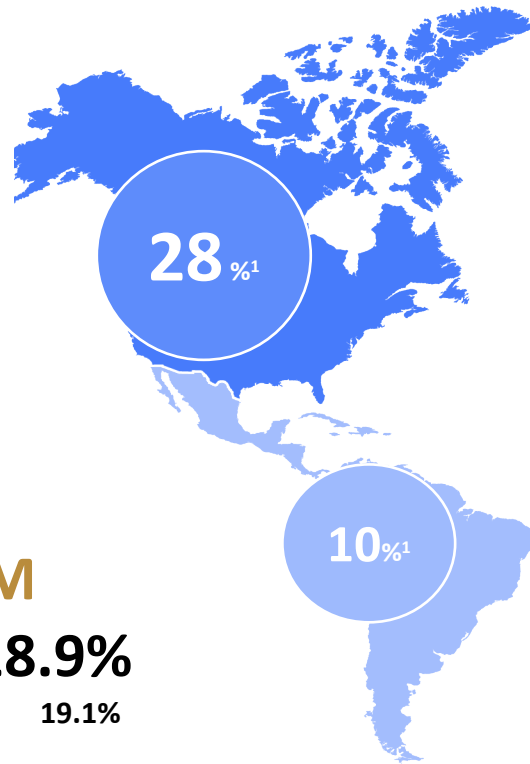
GAINING MARKET SHARE IN ALL REGIONS

ORGANIC REVENUE GROWTH IN THE THIRD QUARTER

NAM

Q3 2.0%

Q3 2023 5.5%



LATAM

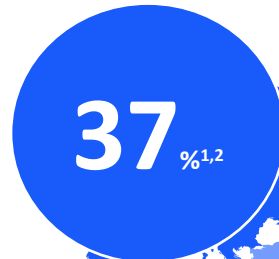
Q3 18.9%

Q3 2023 19.1%

EMEA

Q3 11.4%

Q3 2023 7.6%²



APAC

Q3 19.7%

Q3 2023 26.8%



GROUP

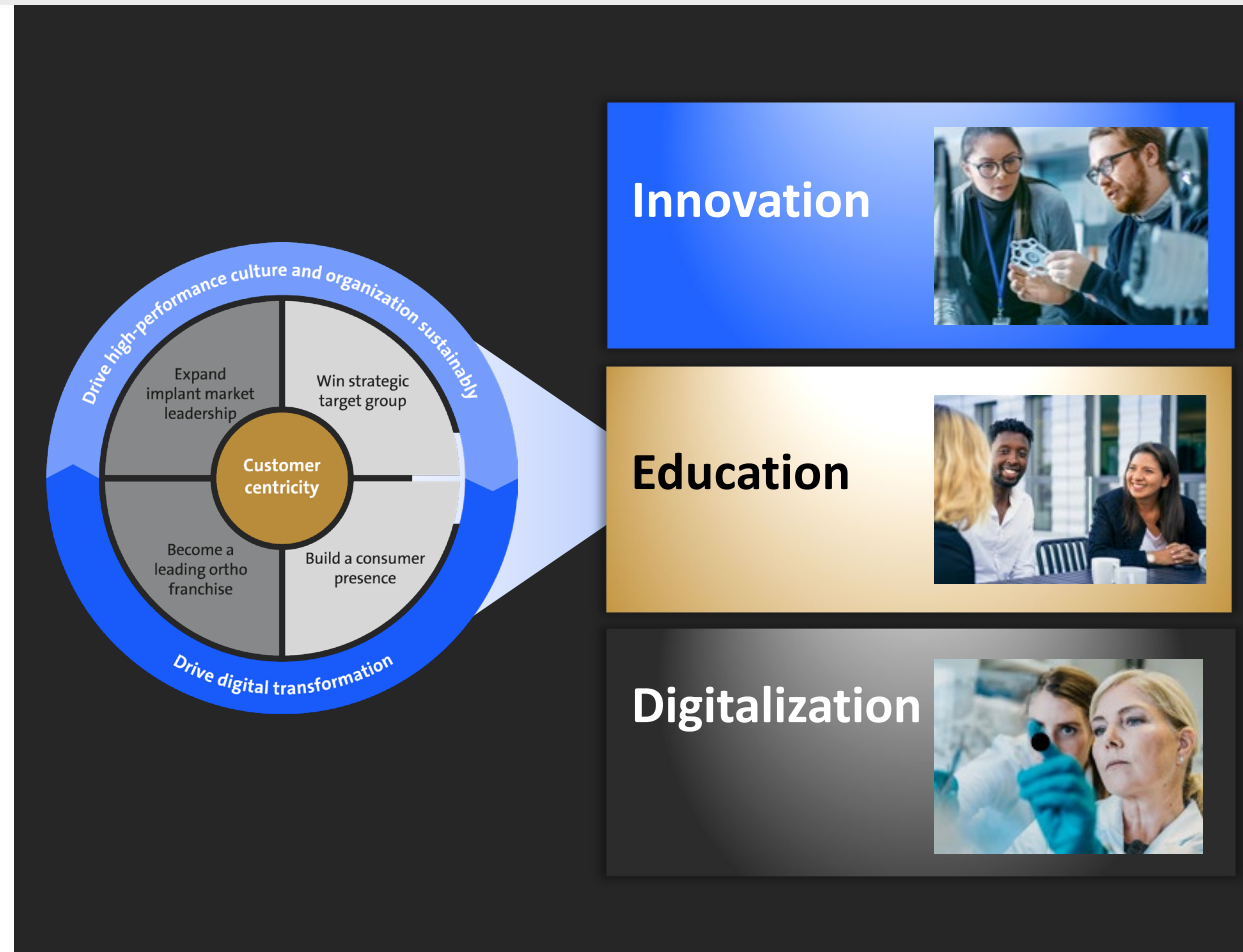
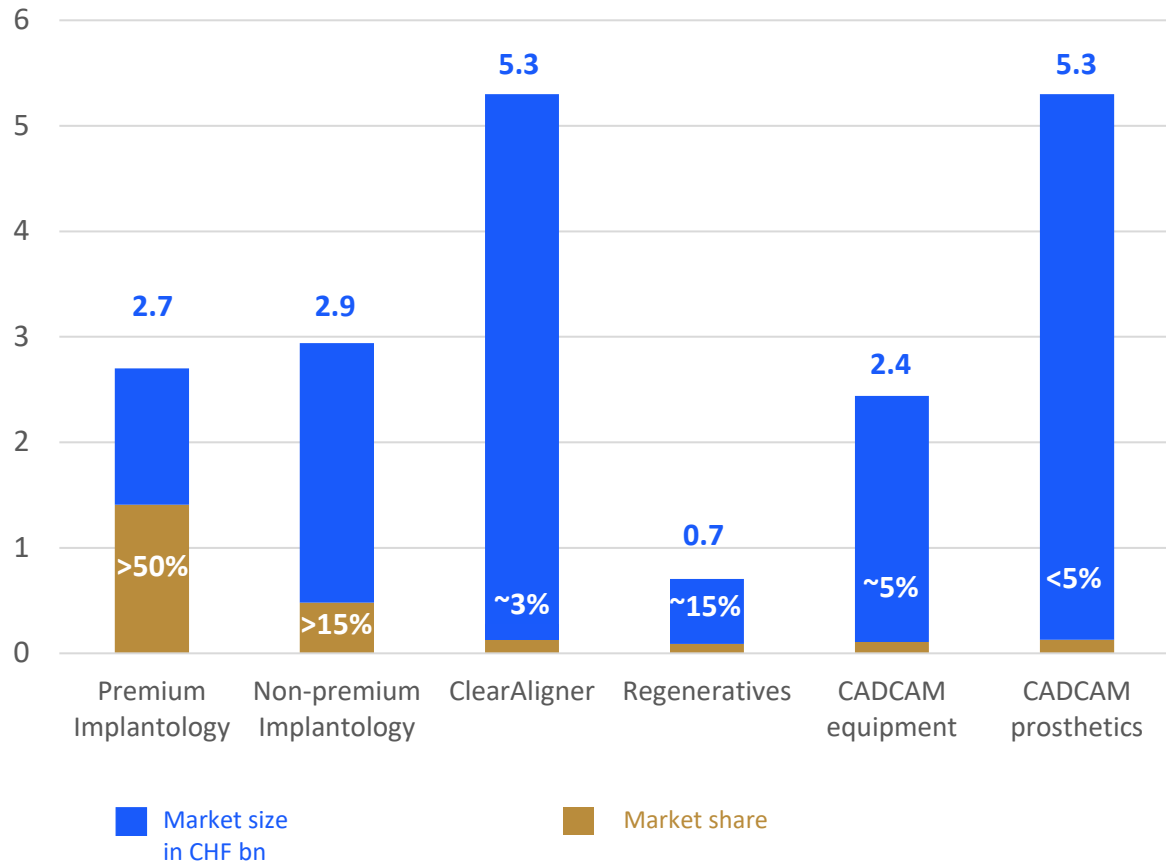
Q3 11.2%

Q3 2023 12.1%²

¹ % of Group total revenue ² 2023 growth numbers refer to continuing operations

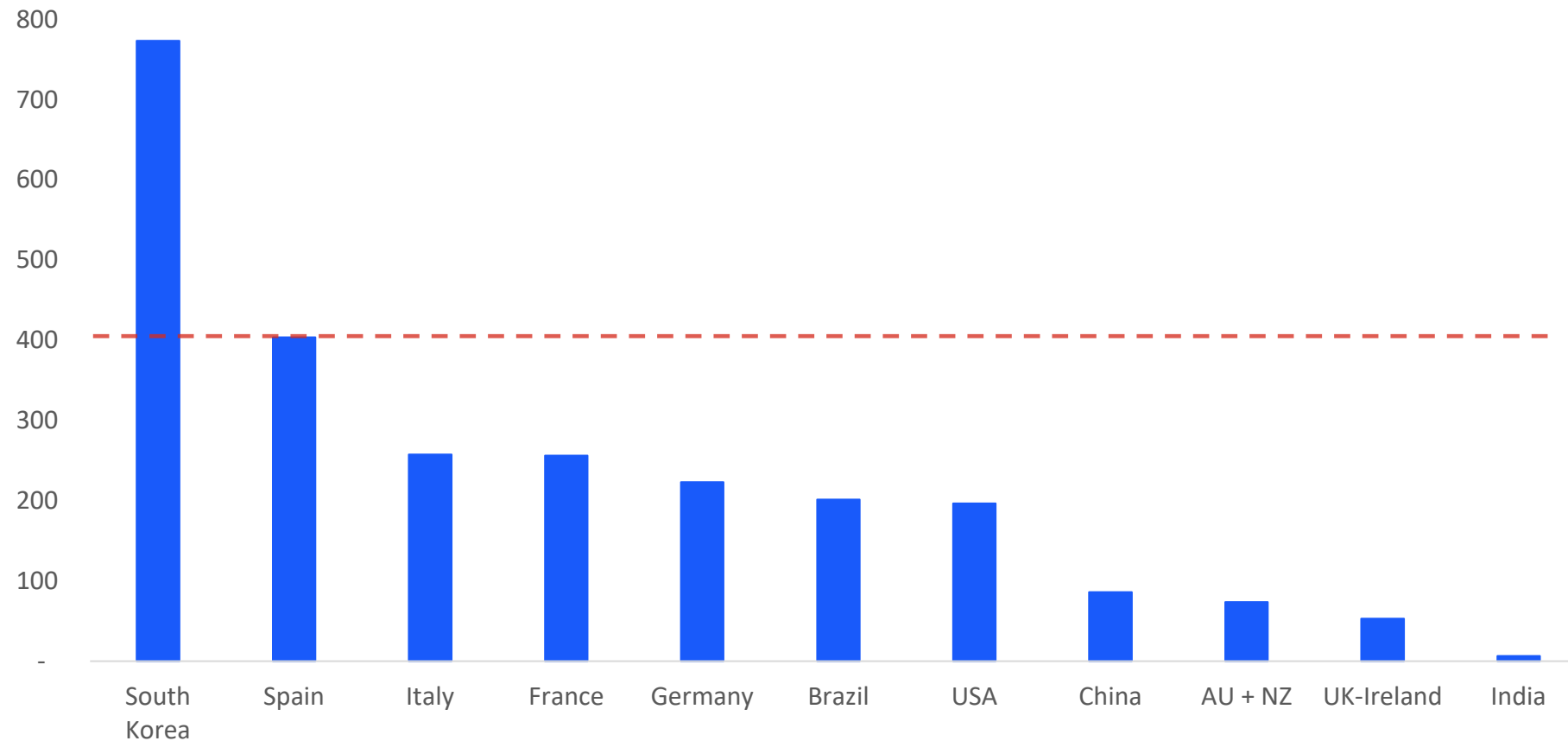
HUGE OPPORTUNITIES AHEAD TO REACH OUR 2030 AMBITION!

ADDRESSABLE MARKET OF ABOVE CHF 19BN GLOBALLY

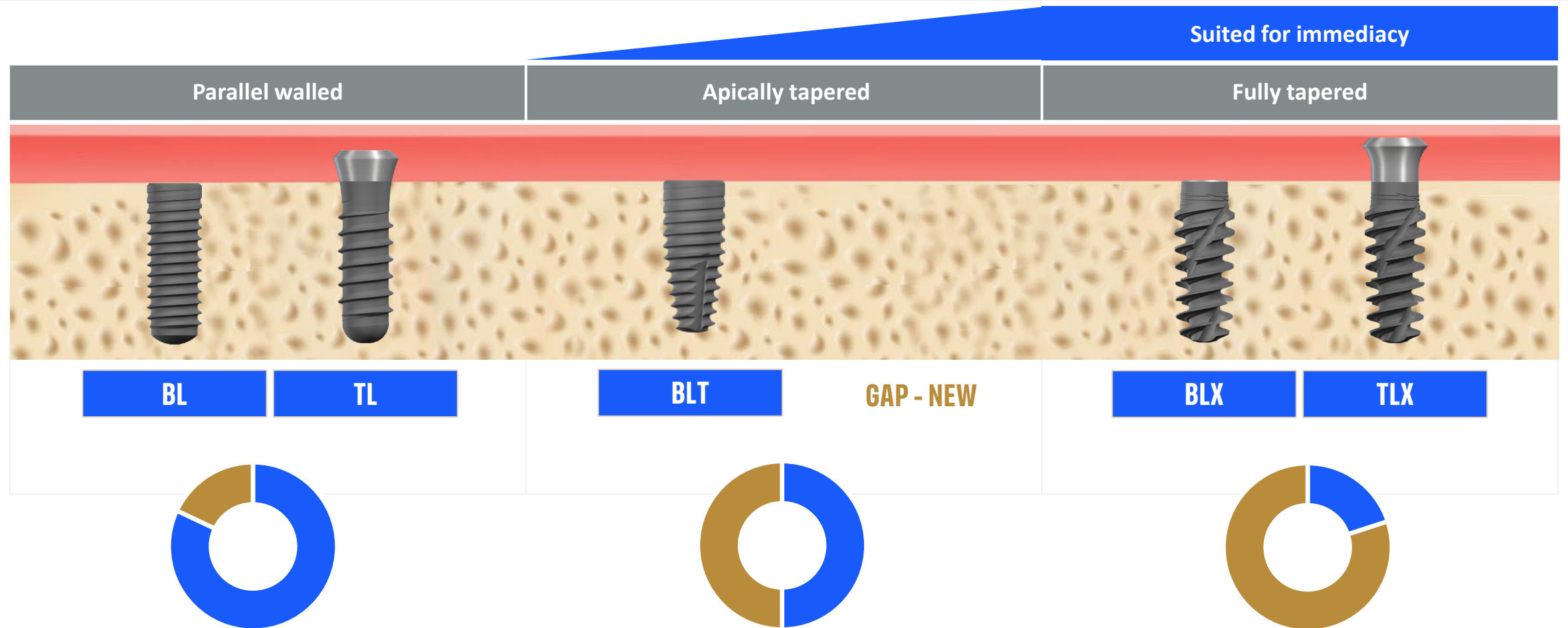


LOW IMPLANT PENETRATION SUPPORTS FUTURE GROWTH

2023 IMPLANT PENETRATION PER 10K ADULT POPULATION¹

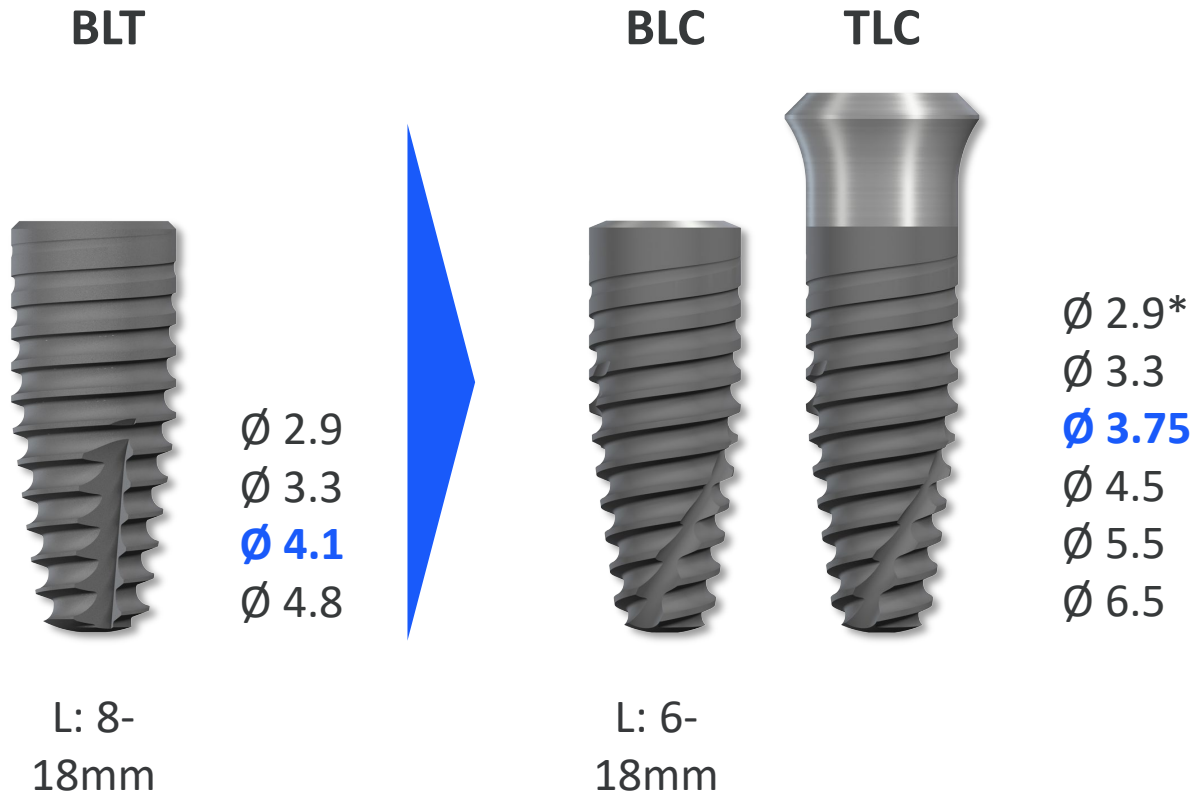


NEW IMPLANT LINE SEIZING OPPORTUNITIES IN THE APICALLY TAPERED PREMIUM SEGMENT



NEW C-LINE WITH AN IMPROVED BLT AND TISSUE LEVEL OPTION

C-LINE IMPLANTS ARE MADE OF ROXOLID AND HAVE AN SLACTIVE SURFACE



Improved clinical performance

- TorcFit with modern prosthetic portfolio
- Thread design: extended cutting flutes
- Reduced invasiveness with Ø3.75

Increased treatment options

- New wider Ø5.5 and Ø6.5 options
- New shorter 6mm options

DRIVING EFFICIENCY FOR CUSTOMERS

IEXCEL IMPLANT SYSTEM IS THE RESPONSE TO CUSTOMER REQUESTS

NEW



BLC

Former BLT

NEW



TLC



BLX



TLX

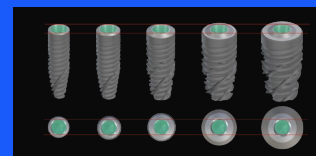


ONE instrument set



TorcFit®

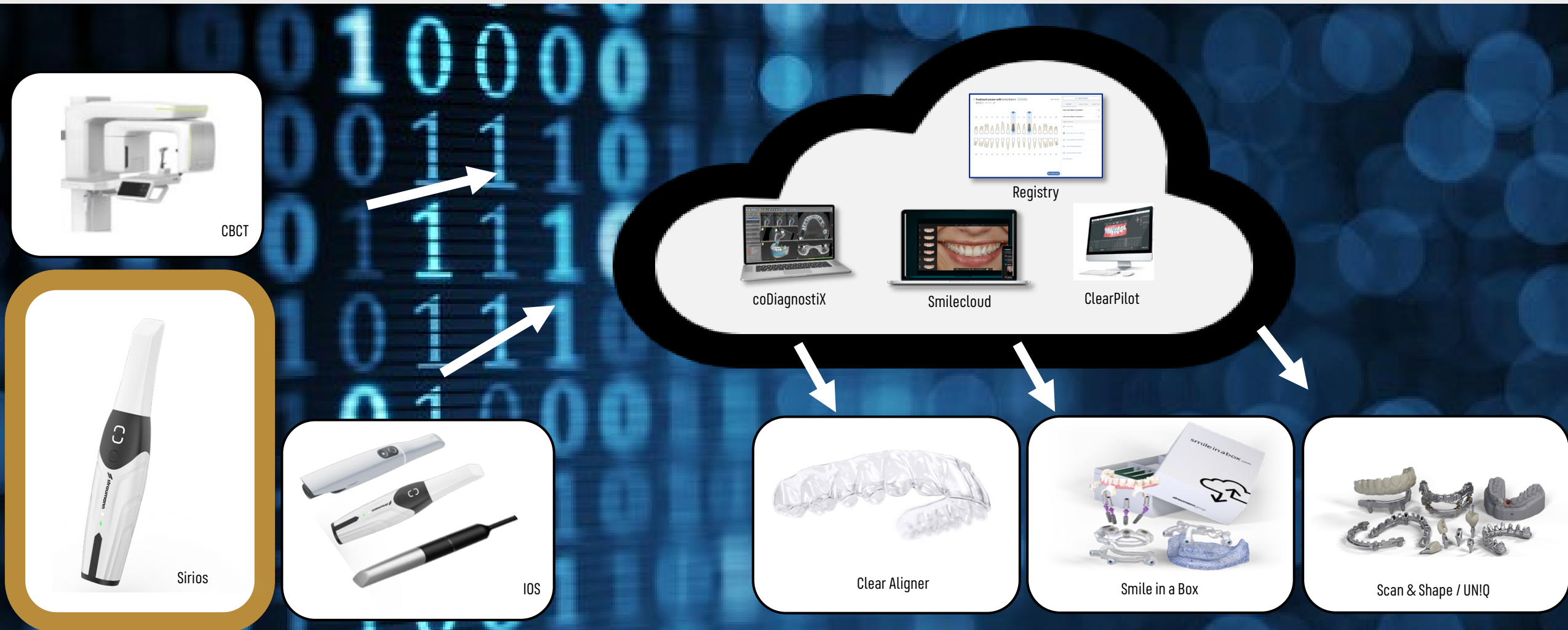
ONE connection



ONE prosthetic platform

STRAUMANN AXS TO CREATE A UNIQUE CUSTOMER EXPERIENCE

AN OPPORTUNITY FOR THE MOST AGILE PLAYERS



FIRESIDE CHAT

Guillaume Daniellot & Daniel Jelovcan

