

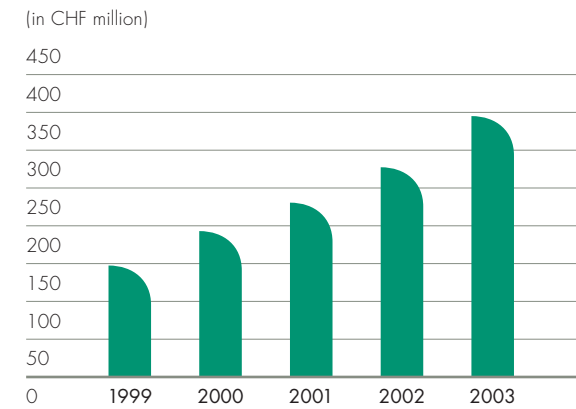
Five-Year Overview

Straumann significantly increased its performance in all areas over the last years: we achieved above-average growth and increased our profitability thanks to improved business processes.

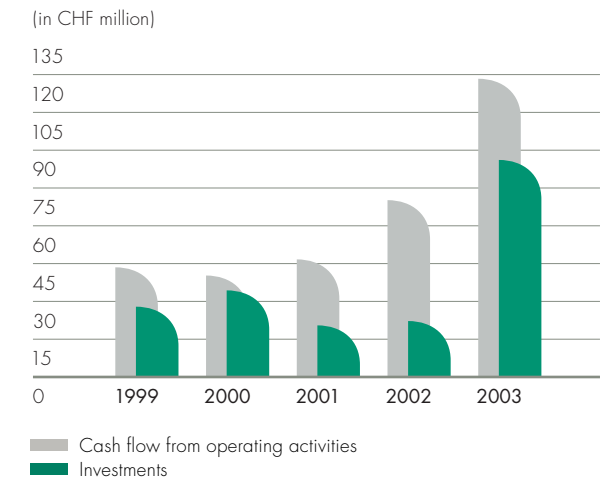
(in CHF million)	1999	2000	2001	2002	2003
Net sales	149.6	190.1	231.6	274.9	343.9
Change in %	35.1	27.1	21.8	18.7	25.1
Operating profit before depreciation and amortization (EBITDA)	43.9	60.6	77.0	93.7	119.5
Margin in %	29.3	31.9	33.3	34.1	34.7
Growth in %	84.3	37.9	27.2	21.6	27.5
Operating profit (EBIT)	37.0	51.2	61.9	75.1	96.9
Margin in %	24.7	26.9	26.7	27.3	28.1
Growth in %	113.9	38.4	20.9	21.3	29.1
Net profit	26.8	37.6	40.7	56.0	80.3
Margin in %	17.9	19.8	17.6	20.3	23.3
Change in %	157.7	40.3	8.3	37.4	43.5
Cash flow from operating activities	44.1	39.0	46.8	69.7	118.0
In % of sales	29.5	20.5	20.2	25.3	34.3
Investments	28.6	33.9	19.6	22.8	84.8
In % of sales	19.1	17.8	8.5	8.3	24.7
Economic profit (EP)	18.3	26.7	34.0	38.7	59.2
Change in Economic Profit (delta EP)	N/A	8.4	7.3	4.7	20.5
Change in % of sales	12.2	14.1	14.7	14.1	17.2
Number of employees	473	539	673	750	903
Balance sheet total	139.8	178.7	211.3	251.0	351.8
Return on assets in % (RoA)	23.6	23.6	20.9	24.2	26.6
Equity	83.3	114.4	147.4	188.9	254.1
Equity ratio in %	59.6	64.0	69.8	75.3	72.2
Return on equity in % (RoE)	39.2	38.0	31.1	33.3	36.3
Capital employed	98.5	129.2	161.9	203.1	268.3
Return on capital employed in % (RoCE)	44.1	45.0	42.5	41.1	41.1
Dividend	7.7	10.8*	12.4*	17.4	48.0**
In % of net sales	28.7	28.7*	30.4*	31.1	59.9
Share price at year-end (in CHF)	46.6	145.0	126.0	114.0	190.0
Change in %	210.7	211.2	(13.1)	(9.5)	66.7
Profit for shareholders in %	212.0	212.2	(12.6)	(8.9)	67.6

*incl. reduction in nominal value
**proposal to the Annual General Meeting

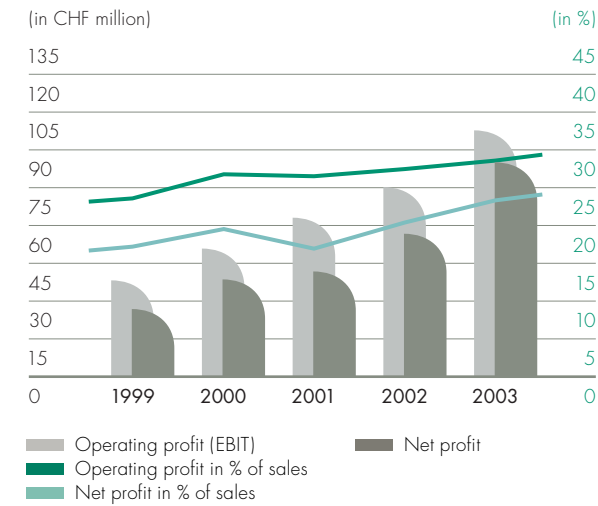
Net sales



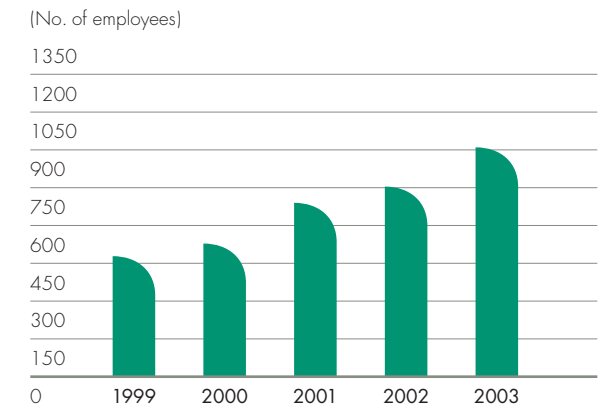
Cash flow and investments



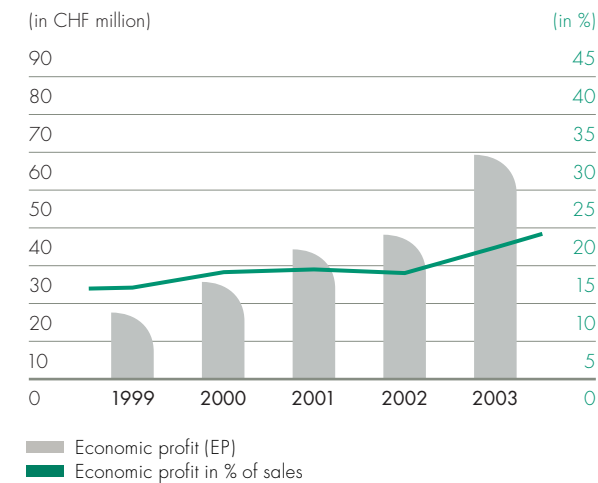
Operating profit and net profit



Employee development



Economic profit (EP)*



* Economic profit in % of sales (operating profit after taxes, reduced by the cost of capital employed)

Share price development

