



Half-Year Results 2010

August 20, 2010

Safe Harbour Statement

We need to remind you that the information made available in this presentation may include forward-looking statements that reflect the intentions, beliefs or current expectations and projections of COLTENE Holding AG about the future results of operations, financial condition, liquidity, performance and similar circumstances. Such statements are made on the basis of assumptions and expectations which may prove to be erroneous, although COLTENE Holding AG believes them to be reasonable at this time.

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Key Developments 1HY 2010 (1)

Sales development 1 HY 2010 over 1 HY 2009

- Consolidated sales increase 5.7% to CHF 73.7 million
 - Adjusted for currency impacts +9.8%
- Gratifying development compared with overall industry
- Broad-based growth in terms of both geography and product range

Key performance figures 1 HY 2010 over 1 HY 2009

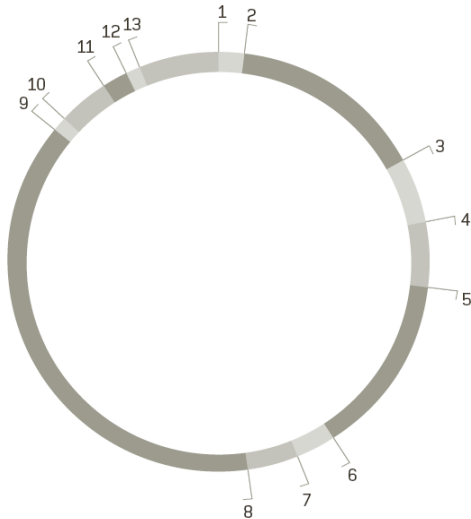
- EBIT up 27.6% to CHF 5.8 million
 - EBIT margin increases 14 basis points from 6.5% to 7.9%
- CHF 0.6 million negative currency impact
- CHF 1.1 million negative impact from participation in Vigodent, Brazil
- Net profit for the period CHF 2.6 million, down from CHF 4.2 million
 - EPS of CHF 0.63 after CHF 1.01 a year ago

Key Developments 1HY 2010 (2)

Strong Cash flow and sound Balance Sheet

- Cash flow from operating activities CHF 9.4 million after CHF 1.8 million for 1 HY 2009
- Free Cash flow CHF 7.8 million or 10.6% of sales
- Strong equity ratio of 65% and low net debt level

Broad-based sales growth 1 HY 2010



1	Switzerland	2%
2	Germany, Austria	15%
3	Great Britain, Ireland	5%
4	France	5%
5	Other Europe	14%
6	Russia and CIS	3%
7	Middle East and Africa	4%
8	North America	38%
9	Brazil	1%
10	Other South America	4%
11	China	2%
12	India	1%
13	Other Far East, Oceania	6%

Europe

- Sales increases in most European markets (i.e. Germany)
- Intensified KAM leads to growth in FRANCE and BENELUX
- Additional potential in ITALY and SOUTHERN EUROPE
- RUSSIA and CIS maintained high growth rate
- GREAT BRITAIN grew in local currency
- EASTERN EUROPE stable

North America

- Sales increase in USA in local currency

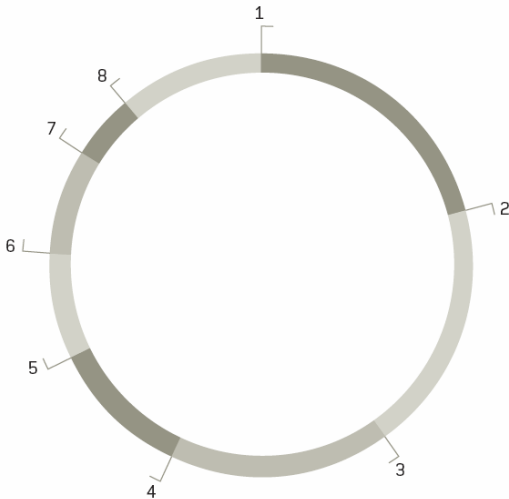
Latin America

- Satisfying growth, strong results in MEXICO, COLUMBIA, PERU
- Accessing further growth potential by stepping up local presence, offering targeted training

Asia/Far East

- Double-digit sales growth in CHINA and INDIA
- Sales suffered from currency developments and price pressure, especially in SOUTH KOREA

Balanced product portfolio in 1 HY 2010

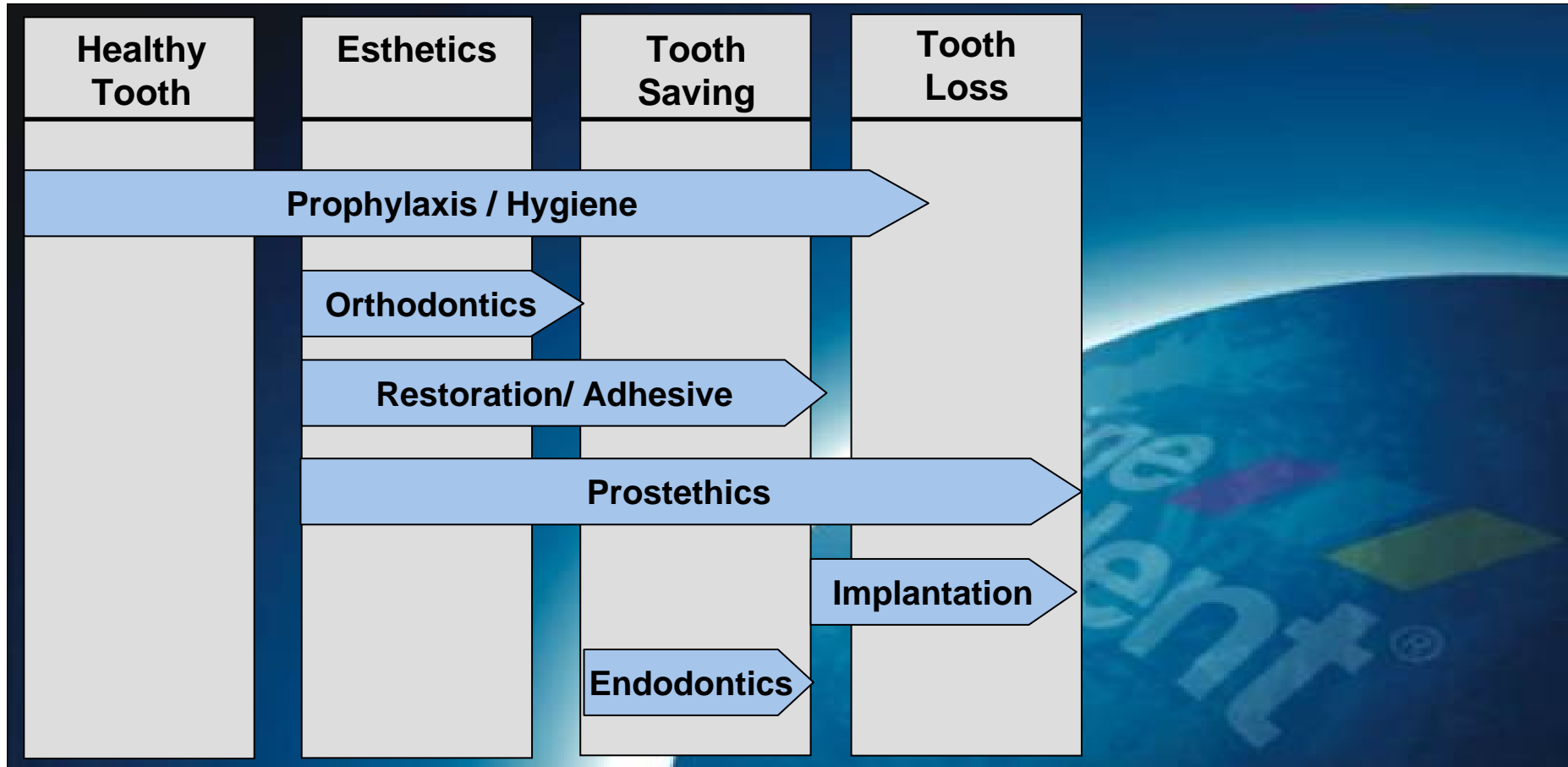


1	Restoration	21%
2	Impression	19%
3	Endodontics	17%
4	Hygiene and Surgical	11%
5	Units/Accessories	8%
6	Rotary	8%
7	Laboratory	5%
8	Miscellaneous	11%

Sales highlights include

- Success in continuously expanded family of A-silicone impression materials, such as Affinis 360 Putty
- Special offers in Hygiene to celebrate 100-year anniversary of ROEKO brand
- Small equipment and units
- Ongoing growth in rotary instruments

Comprehensive Product Range



Participation in Vigodent, Brazil

- 40% stake with option to expand participation
- Vigodent posts loss for the first half-year 2010:
 - Sales growth below expectations
 - Cost development not according to business plan
 - Transition to COLTENE standards more complex than anticipated due to minority partner status
- CHF 1.1 million adverse impact for the first half-year

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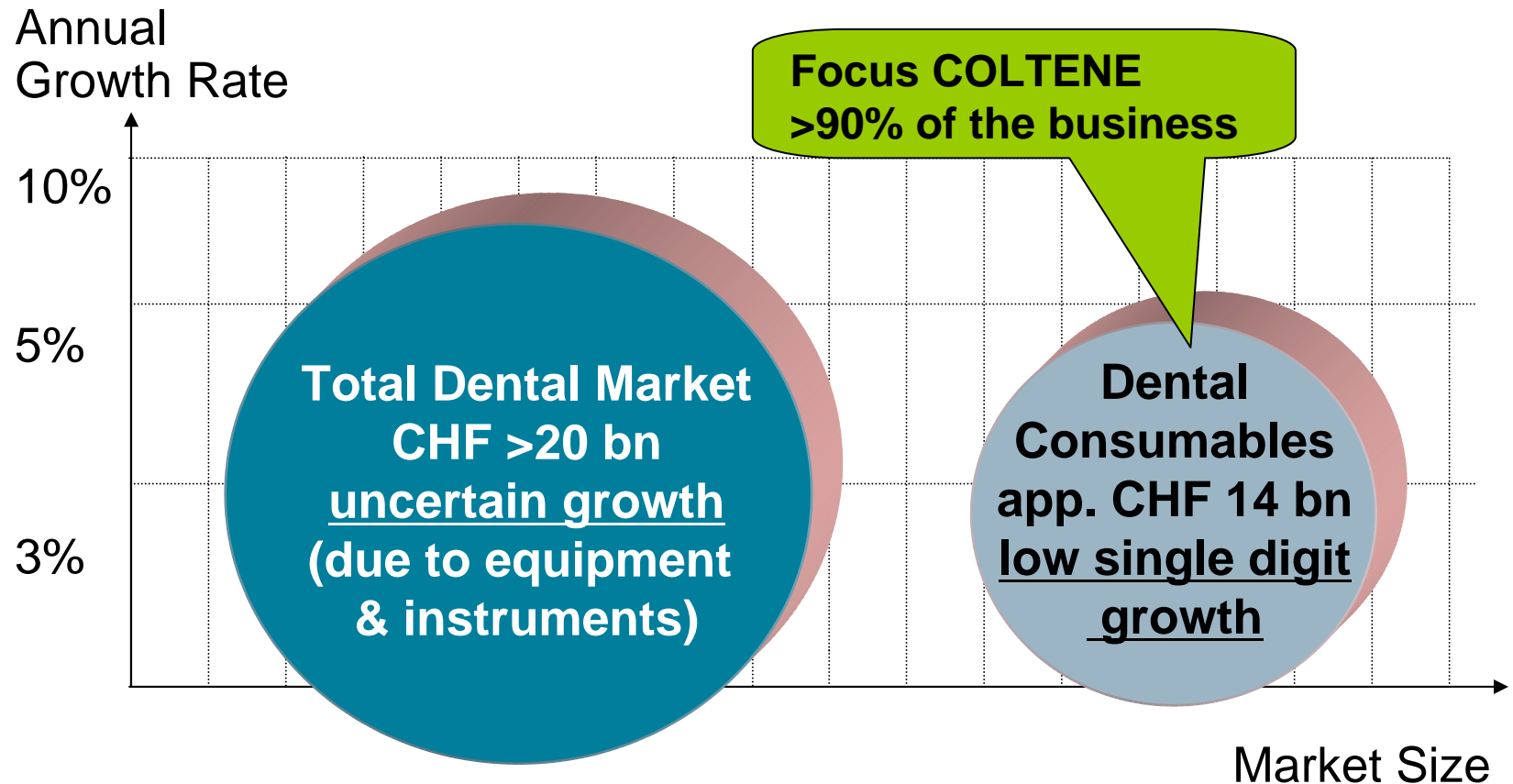
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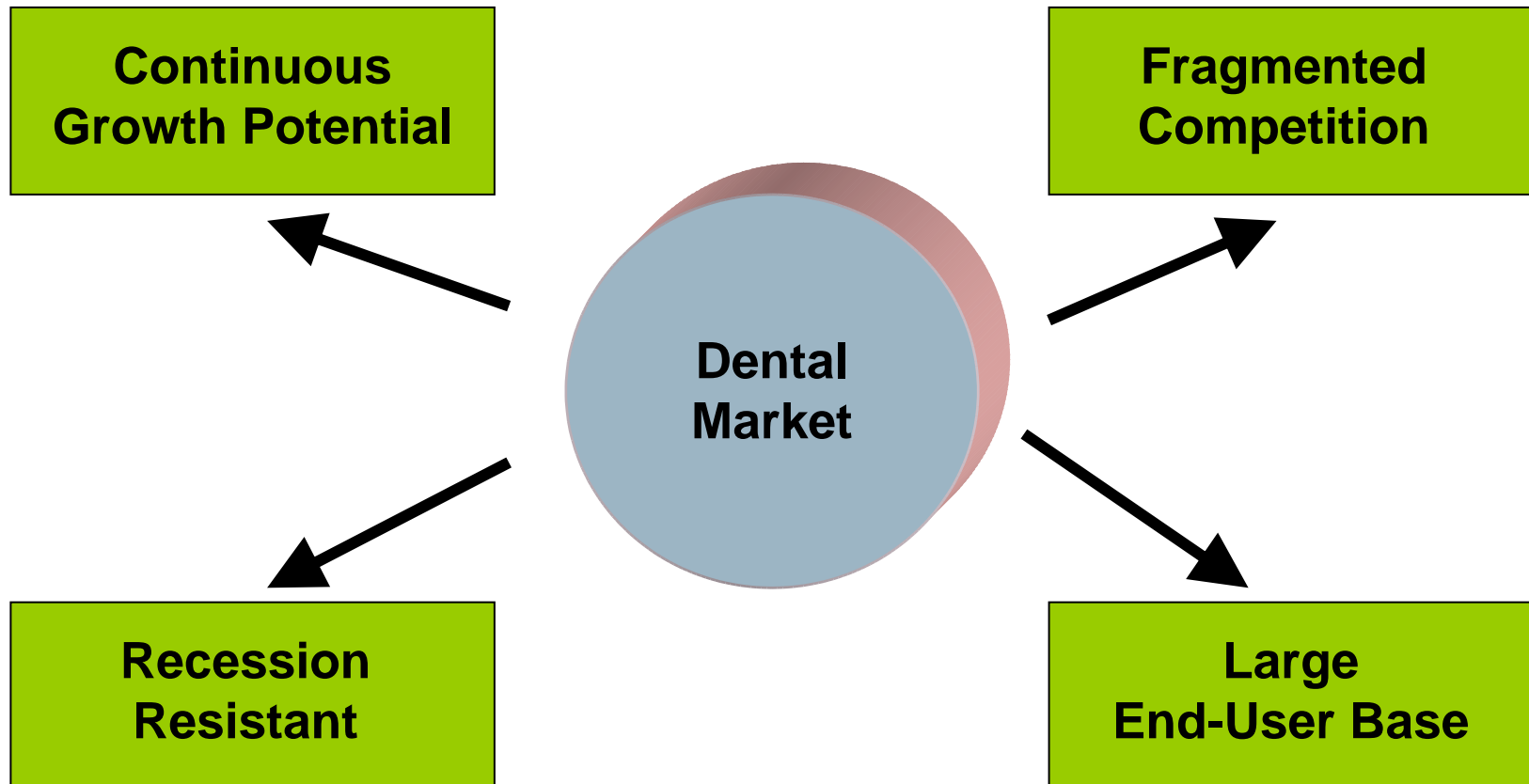
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Focus on attractive global dental consumables market



Based on a resistant and sustainable business environment



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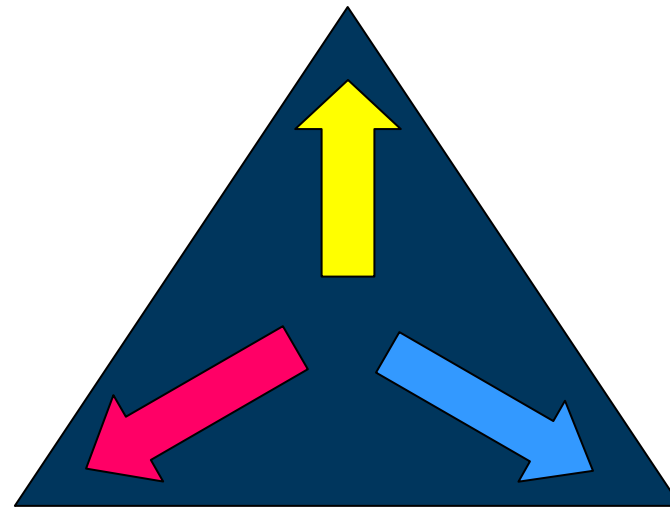
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Strategy implementation: Three growth pillars

Product Innovation



Geographic
Expansion

Acquisitions
Partnerships

Geographic expansion

Traditional markets

- Improve penetration with intensified Key Account Management (co-operation with our partner) and leading-edge products

Emerging markets

- Develop platforms for future growth
- Tailored product offerings
- Step up presence in Latin America
 - Latin American Dental Seminar in Panama, June 2010
- Step-up presence in China, India and Asia
 - Asian Dental Summit in Phuket, March 2010

Innovation in Products and Services

- Innovation is a continuous process for COLTENE
 - As much *evolutionary* improvement process as *revolutionary* new applications
 - Continuous stream of upgrades and new products
 - Focus to meet customer needs (customer centric)
- Solution-oriented
 - Innovations show clinical effectiveness (time, color, accuracy, durability)
 - Applications to be patient-preferred
 - Products and services to support better dentistry
- Use of innovative new marketing avenues

Acquisitions and Partnerships

Main focus on Vigodent

- Improve business achievements with partner
- Introduction of extensive cost reduction measures and standardized processes
- Expectation of exercise of call option



Generally, acquisition projects to support

- Core competencies and market approach
- Opportunities in new technologies
- Geographical expansion
- Financial situation

New partnerships are implemented

- In new market areas (i.e. emerging markets)
- For web-based (s. gIDE) and catalogue platforms
- Solution partners with dedicated focus (specific products/segments)

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Group Income Statement (1)

1'000 CHF	<i>1 HY 09</i>	<i>%</i>	<i>1 HY 10</i>	<i>%</i>	<i>% YoY</i>
Net Sales	69'674	100.0%	73'667	100.0%	5.7%
Changes in inventories	6'024	8.6%	1'281	1.7%	-78.7%
Raw materials	-24'062	-34.5%	-23'452	-31.8%	-2.5%
Personnel expenses	-28'919	-41.5%	-27'780	-37.7%	-3.9%
Other expenses*	-16'019	-23.0%	-15'592	-21.2%	-2.7%
Depreciation&amortization	-2'162	-3.1%	-2'335	-3.2%	8.0%
EBIT	4'536	6.5%	5'789	7.9%	27.6%
Net Sales currencies adjusted	69'674		76'533		9.8%

*: including work performed capitalized

Group Income Statement (2)

1'000 CHF	1 HY 09	%	1 HY 10	%	% YoY
EBIT	4'536	6.5%	5'789	7.9%	27.6%
Exchange rate gains & losses	1'407		-630		
Financial income	15		1'695		
Financial expenses	-265		-294		
Share of loss of associates	0		-764		
Impairment on associates	0		-1'972		
Net profit before tax	5'693	8.2%	3'824	5.2%	-32.8%
Tax expenses	-1'482	-2.1%	-1'210	-1.6%	
Profit for the period	4'211	6.0%	2'614	3.5%	-37.9%
Fx translation foreign operation	1'858	2.7%	-1'412	-1.9%	
Comprehensive income	6'069	8.7%	1'202	1.6%	

Group Cash Flow Statement

1'000 CHF	<i>1 HY 09</i>	<i>%*</i>	<i>1 HY 10</i>	<i>%*</i>
CF from operations	1'756	2.5%	9'429	12.8%
Purchase & proceeds PPE	-4'244		-898	
Purchase fin. & intangibles	-351		-699	
CF from investments**	-4'595		-1'597	
FCF prior acquisitions**	-2'839	-4.1%	7'832	10.6%

*: in % of net sales **: continuing operations only

Group Statement of Financial Position

1'000 CHF	31.12.09		30.6.10	
Cash & cash equivalents	5'880		5'384	
Receivables from deliveries & sales	35'640		31'412	
Other receivables	2'598		5'338	
Inventory	27'296		28'542	
Property, plant & equipment	32'978		32'373	
Financial, intangible & tax assets	52'786		50'315	
Total assets	157'178		153'364	
Bank loans & other loans	22'879		28'191	
Payables to suppliers	6'069		6'993	
Other short term liabilities	10'610		12'276	
Other long term liabilities	6'894		6'905	
Equity (equity ratio)	110'726	70%	98'999	65%
Total liabilities & equity	157'178		153'364	

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COLTENE's Competitive Advantages

In the market place

- Company clearly focused on dental consumables business
- Targeting both traditional and emerging dental markets
- Product offering for comprehensive applications and treatments
- Continuous innovation cycles
- Further expanding global presence
- Oriented towards solid and healthy growth

In terms of financial strength

- Business model generating good cash flow
- Solidly financed
- Targeting attractive dividend yield

COLTENE Outlook 2010

- Global dental market expected to show little growth in current year
 - Special focus
 - Core product areas (innovation)
 - Restorative materials
 - Endodontic systems
 - Rotary instruments
 - Hygiene/ Prophylaxis
 - Continuous cost improvement
 - Expansion of sales organization
 - Emerging Markets, Italy, Germany
- ➡ Sales increase in all geographies
- ➡ Growth in 2010



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Further information:

www.coltene.com