

**COLTENE Holding AG**Feldwiesenstrasse 20
9450 Altstätten, Switzerland

T +41 71 757 54 72 F +41 71 757 53 03 Info.ch@coltene.com www.coltene.com

## First half 2013:

## Strategy execution on track, growth slightly above market rate, margin improvement

Altstätten, July 22, 2013 – COLTENE Holding AG (SIX Swiss Exchange: CLTN), an internationally leading developer and producer of dental consumables, expects its consolidated sales in the first half of 2013 to increase by 2.7% to CHF 75.0 million (2012 H1: CHF 73.0 million). That is slightly faster than the corresponding market growth rates, which ranged between 2-3% in North America and were either flat or slightly negative in Europe. Operating income (EBIT) is expected to reach CHF 7.3 million, an increase of 5.8% compared to the prior-year period, and the EBIT margin for the traditionally weaker first half of the year is expected to show a slight improvement from 9.5% to 9.7%. Expected net profit is CHF 5.0 million, an increase of CHF 2.0 million primarily because of a more favorable tax rate.

COLTENE profited from the steady market momentum across Asia and in various other emerging markets during the first half of the 2013 financial year. The upward order trend in the USA continued. Some markets in Europe were challenging but overall business developments are positive.

A negative free cash flow of CHF -0.5 million is expected (2012 H1: CHF 3.0 million) due to higher inventories and a rise in order fulfillment at the end of the reporting period, which led to a temporary increase in accounts receivable. With the introduction of SAP in the USA, a sound platform for systematically improving inventory management and logistics operations is now in place.

Due to various different factors, COLTENE expects tax expenses to decline by CHF 1.3 million compared to the year-ago figure. The resulting tax rate is 19% compared to 45% in the previous year. Resulting net profit is expected to reach CHF 5.0 million, which corresponds to an increase of CHF 2.0 million versus the prior-year period.

COLTENE Holding AG will publish its complete interim report on August 8, 2013.

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For further information: Michael Düringer, Corporate Communications/Investor Relations, Telephone +41 43 244 81 42, Mobile +41 79 653 19 75, E-mail <a href="mailto:michael.dueringer@coltene.com">michael.dueringer@coltene.com</a>



## **Financial Calendar**

Interim Results 2013	August 8, 2013
Annual Results 2013	March 14, 2014
Annual General Meeting	April 15, 2014
Interim Results 2014	August 2014

## **About COLTENE**

COLTENE is an internationally active developer, manufacturer and seller of dental consumables and small equipment in the areas of restoration, endodontics, prosthetics and treatment auxiliaries. COLTENE has state-of-the-art production facilities in the USA, Germany, Brazil and Switzerland as well as own distribution organizations in all major markets including China and India. Dentists and dental labs all around the globe trust the high-quality COLTENE products. The registered shares of COLTENE Holding AG (CLTN) are listed on SIX Swiss Exchange. Learn more about COLTENE and our products at www.coltene.com.

This press release and oral statements or other written statements made, or to be made, by us contain forward-looking statements that do not relate solely to historical or current facts. These forward-looking statements are based on the current plans and expectations of our management and are subject to a number of uncertainties and risks that could significantly affect our current plans and expectations, as well as future results of operations and financial condition. We undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.