

## Straumann Holding AG

## CORE HOLDING\*

Recommended since 06.05.20

10.06.2022



Country CH

Sector Health Care

Factset STMN-CH

ISIN CH1175448666

Market capitalization (bn) CHF 18.4

Free float 66.6%

Closing price CHF 115.45

ESG Risk score\* 22.2 Medium risk

Perf. since reco. (%)

Straumann Holding AG 56.1

Sector 9.9



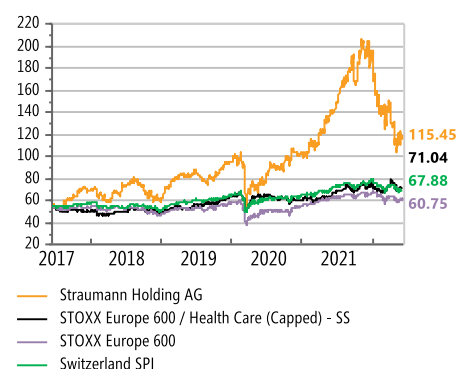
\*From 2015, B&Cie separates its investment recommendations into Core Holdings (higher organic growth potential, high free cash flow, ROCE in excess of the cost of capital and balance sheet efficiency throughout the cycle) and Satellite Recommendations, which do not meet the above criteria but are likely to outperform in the short-to-medium term.

## Profile

Straumann was founded in 1954 as a research institute originally focusing on the watchmaking industry. The group subsequently evolved to specialise in dental implants from 1974. Through a policy of targeted acquisitions, Straumann diversified into dental supply and equipment, becoming a key player in the sector. Implants account for 58% of the group's sales, restorative solutions 28% and other activities (biomaterials, scanner hardware, software and clear aligners) 14%.

## Market - competition - positions - barriers to entry

The dental supply and equipment market is valued at CHF 27-29bn, with growth averaging c. 4-5% a year, buoyed by population expansion and innovation. Straumann ranks sixth in the market with a 6% share but is market leader in dental implants, where it has a 26% share, ahead of Envista.



Source: Factset

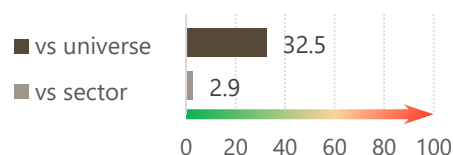
## Investment case

- After initially specialising in high-quality dental implants, Straumann diversified by expanding its presence into markets offering a more buoyant growth outlook. Through this strategy, the group has been able to establish itself as a key player in esthetic dentistry. Through targeted acquisitions, the group has expanded its presence in dental implants by offering more affordable solutions, allowing access to fast-growing emerging markets, and has moved into CAD/CAM restorative solutions (digital design and manufacture of dental prosthetics) and orthodontics, with clear teeth aligners (mouthguards). Penetration is still low in these segments, which thus offer significant growth potential.
- Expansion in these markets and constant innovation will enable the group to extend its presence and to pursue growth which we estimate around 11-12% on average/year over the medium-to-long term, ahead of underlying market growth.
- While management has been conservative in setting its 2022 targets (as at the beginning of each year), this has led to a reset of market expectations, which we now consider justified by the adoption of a more cautious scenario for global GDP growth. We have aligned our estimates with the group's outlook: 1/ organic growth between 11% and 13% and 2/ EBIT margin "around" 26% (vs 27.4% in 2021), penalised by investments to support growth.
- The business is relatively sensitive to economic trends and their impact on consumer confidence (implying a temporary postponement of elective procedures due to the absence of reimbursement), nevertheless Straumann is a long-term growth stock in the Healthcare sector. With a strong balance sheet and relatively low gearing, the Group is in a position to pursue its development.

## ESG - risks and key points

- Straumann's level of ESG risk is high with ESG issues management in line with the sector. Nevertheless, the company has not experienced any major controversies in the past.
- As a supplier of dental implants, prostheses and biomaterials, Straumann must guarantee the quality and safety of its products to avoid any harm to patients. Design or manufacturing errors could lead to product recalls and litigation.
- Given the importance of innovation and competition in the industry, the Group must be able to attract and train highly qualified professionals.

## ESG risk vs. universe &amp; sector (percentile)\*



Source: Sustainalytics

## Valuation\*\* in CHF

Current price

Value Bordier Scenario

115

122

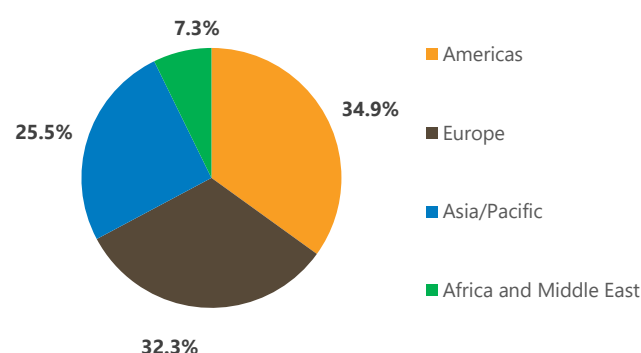
Our scenario assumes Swiss 10-year yields rising to 1.75%; sales growth averaging 12% a year post-2021; an EBITDA margin improvement towards 36.5% at the end of the period.

\*\* The theoretical value reflects the company's business model, our baseline growth and profit scenario and market data, exogenous to the company (risk-free rate and equity risk premium). It does not in itself constitute a target price.

## "Bordier Core Holding" indicators

In millions of CHF	2020	2021	2022e	2023e	2024e
<b>Sales revenue</b>	<b>1'426</b>	<b>2'022</b>	<b>2'265</b>	<b>2'559</b>	<b>2'892</b>
<b>Sales growth %</b>	<b>-10.7%</b>	<b>41.8%</b>	<b>12.0%</b>	<b>13.0%</b>	<b>13.0%</b>
<i>o/w organic</i>	-5.6%	41.7%	12.0%	13.0%	13.0%
<b>EBIT adjusted</b>	<b>333</b>	<b>553</b>	<b>589</b>	<b>691</b>	<b>804</b>
<b>% of sales</b>	<b>23.4%</b>	<b>27.4%</b>	<b>26.0%</b>	<b>27.0%</b>	<b>27.8%</b>
<b>Net income</b>	<b>257</b>	<b>453</b>	<b>494</b>	<b>586</b>	<b>683</b>
<b>Adjusted EPS</b>	<b>1.62</b>	<b>2.84</b>	<b>3.10</b>	<b>3.67</b>	<b>4.28</b>
Adjusted EPS growth	-23.5%	75.5%	9.2%	18.5%	16.6%
<b>Capex/Sales</b>	<b>5.8%</b>	<b>6.0%</b>	<b>5.0%</b>	<b>5.0%</b>	<b>5.0%</b>
Free cash-flow	295	439	453	536	626
<b>FCF/Sales</b>	<b>20.7%</b>	<b>21.7%</b>	<b>20.0%</b>	<b>20.9%</b>	<b>21.7%</b>
Dividend per share	0.58	0.68	0.80	0.95	1.11
<b>Dividend yield</b>	<b>0.6%</b>	<b>0.3%</b>	<b>0.7%</b>	<b>0.8%</b>	<b>1.0%</b>
<b>ROCE - WACC</b>	<b>12.4%</b>	<b>23.3%</b>	<b>19.0%</b>	<b>17.5%</b>	<b>16.3%</b>
<b>ROE (%)</b>	<b>21.4%</b>	<b>30.3%</b>	<b>26.5%</b>	<b>25.5%</b>	<b>24.4%</b>
<b>Net debt/Ebitda</b>	<b>31.0%</b>	<b>-22.9%</b>	<b>-71.6%</b>	<b>-112.0%</b>	<b>-147.4%</b>

## Sales breakdown - 12/2021



## Governance and ownership structure

Since 2020 - CEO Guillaume Daniellot

## Key shareholders (if any):

Thomas Straumann (Vice-Chairman of the Board of Directors) owns 16.9% of the capital; Rudolf Maag 11.5%; Simone Maag de Moura Cunha 3.7%; Gabriella Straumann 3%.

## Any special characteristics of ownership (multiple voting rights, controlling holding company, shareholders' agreements)

None

## Ratios

Source: Factset, Bordier estimates

	Straumann Holding AG	Sector	Stoxx Europe 600 Market
<b>PE (x)***</b>		Health Care	Stoxx 600
2021	68.3	18.4	13.1
2022e	37.3	16.7	12.4
2023e	31.5	15.0	11.6
<b>P/B (x)***</b>			
2021	20.7	3.5	1.8
2022e	9.9	3.2	1.7
2023e	8.0	2.9	1.5
<b>Beta (2Y, daily) vs market:</b>			1.22

\*\*\*) The valuation ratios set out are provided for information only. They do not constitute the criteria based upon which Core Holdings are selected, and may present significant premi-ums representing the quality of the company's business model.

## Agenda

16 Aug. 2022: half-year results

02 Nov. 2022: Q3 results

## Glossary

## ESG Risk Score

At B&Cie, we take particular care to ensure that the companies in which we recommend investing are sustainable. Accordingly, our selection process takes account of risks relating to environmental, social and governance (ESG) issues. This approach is underpinned by research from Sustainalytics, the global leader in ESG and corporate governance analysis, whose methodology aims to identify major controversies and risks and assess a company's ESG risks relative to both its sector and the investment universe as a whole. The corresponding score is expressed as a percentile: the lower the overall risk score, the lower the risk within the investment universe.

## b-Digital, b-Transition &amp; b-Well

Over and above the conventional geographical and sectoral approaches to asset management, at B&Cie we believe the world of tomorrow is being shaped by structural trends. We have identified three main megatrends: ongoing digital globalisation of the economy; economic transition, particularly in the energy sector; and the quest for wellness. We believe selecting and investing in companies that play an active role in these transformations should lead to more resilient portfolios that generate higher long-term returns. Our investment recommendations in the digital globalisation space are labelled "b-Digital", those in the economic transition space "b-Transition" and those in the wellness space "b-Well". A given recommendation may fall under more than one theme, in which case it will carry the relevant matching labels.

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