



DENTSPLY SIRONA  
**WORLD 2021**  
THE **ULTIMATE** DENTAL EXPERIENCE

# Forward-Looking Statements and Associated Risks

All statements in this presentation that do not directly and exclusively relate to historical facts constitute “forward-looking statements.” These statements represent current expectations and beliefs, and no assurance can be given that the results described in such statements will be achieved. Such statements are subject to numerous assumptions, risks, uncertainties and other factors that could cause actual results to differ materially from those described in such statements, many of which are outside of our control. Furthermore, many of these risks and uncertainties are currently amplified by and may continue to be amplified by or may, in the future, be amplified by, the novel coronavirus (“COVID-19”) pandemic and the impact of varying private and governmental responses that affect our customers, employees, vendors and the economies and communities where they operate. For a written description of these factors, see the section titled “Risk Factors” in Dentsply Sirona’s Annual Report on Form 10-K for the fiscal year ended December 31, 2020 and any updating information in subsequent SEC filings including the Company’s Quarterly Report on Form 10-Q for the quarterly period ending June 30, 2021. No assurance can be given that any expectation, belief, goal or plan set forth in any forward-looking statement can or will be achieved, and readers are cautioned not to place undue reliance on such statements which speak only as of the date they are made. We do not undertake any obligation to update or release any revisions to any forward-looking statement or to report any events or circumstances after the date of this press release or to reflect the occurrence of unanticipated events.



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# Investment Community Meeting Agenda

- Welcome & Introductions
- Opening Comments
- Feature Topics
  - Digital
  - Clear Aligners
  - Implants and Endodontics
- Q&A

# Meet the Leadership Team



**Don Casey**  
CEO



**Jorge Gomez**  
EVP and CFO



**Walter Petersohn**  
Chief Commercial Officer



**Cord Staehler**  
Chief Technology Officer



**Lisa Yankie**  
CHRO



**Matt Coggin**  
Chief Strategy Officer



**Neeraj Gunsagar**  
CEO of Byte



**Chidam Chidambaram**  
SureSmile Leader



**Dan Key**  
Chief Supply Chain Officer



**Erania Brackett**  
Chief Marketing Officer



**Eric Bruno**  
NA Commercial Leader

# What we have been up to

**Growth**

**Margin Improvement**

**Culture**

**Pandemic Management**

**Restructuring Progress**

**Supply Chain Consolidation**

# Vision

We transform dentistry to improve oral health globally.

# Purpose & Mission

Every day, we empower millions of customers by proudly creating innovative solutions for healthy smiles.

# Values

## AGILE

We innovate.

We challenge ourselves constantly.

We act quickly.

## ACCOUNTABLE

We hold ourselves and each other accountable.

## RESPECTFUL

We listen. We foster diversity and inclusion.

We respect the communities in which we live and work.

## COLLABORATIVE

We are good partners.

We learn from each other. We are one team. We have fun.

## TRUSTWORTHY

Our customers can rely on us.

We can rely on each other. We empower our people.

# Operating Principles

- We approach customers as ONE Company, and they are core to everything we do.
- We create innovative solutions that customers love to use.
- We think and act with positive intent and the highest integrity.
- We operate sustainably in everything we do.
- We use our size and global breadth to our advantage.

# Innovations over the last 18 months

**CEREC 5.2**  
**SureSmile 7.6**



**ProTaper Ultimate**  
“The Trifecta”



**Axeos**  
3D wide field of view



**SureSmile**  
Major product launch  
VPro



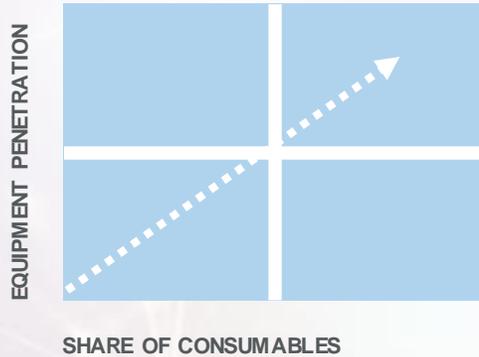
**Dentsply Sirona Implants**  
Digital Implant Company



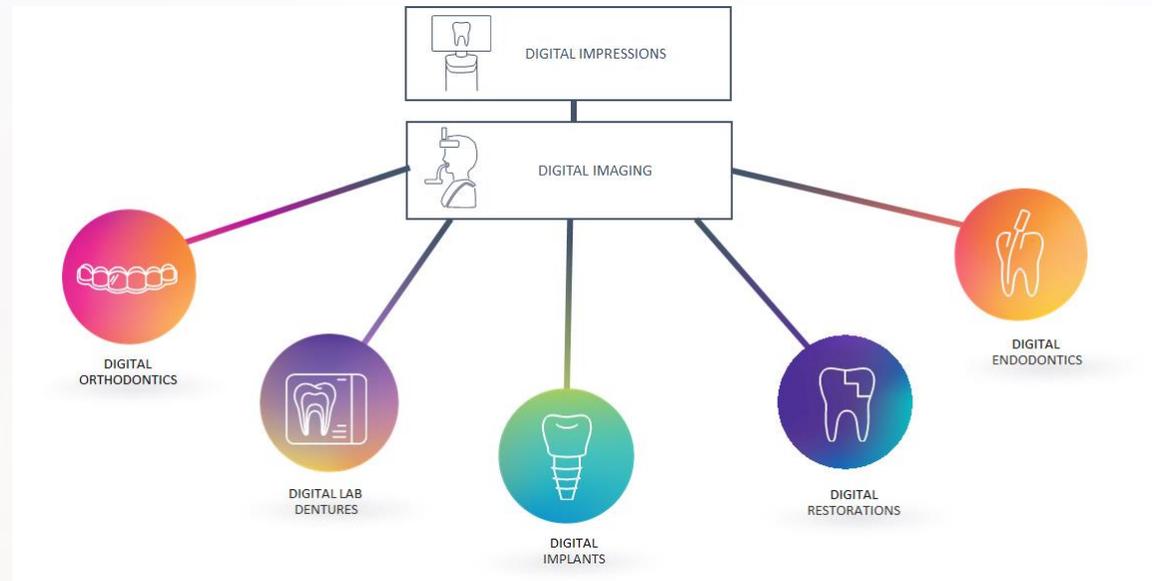
**And there is more to come.**

# Innovation, Education, and Connected Workflows

**A HEALTHY PRACTICE=  
A FULLY CONNECTED PRACTICE**



**TECHNOLOGY ENABLING  
5 POWERFUL WORKFLOWS**



**1 STOP SHOP PROCEDURAL SOLUTIONS & PRACTICE SUPPORT**

**DS Activate™**

**One DS + POINTS**  
MAKING MORE SMILES - REWARDS PROGRAM

**Clinical Accelerator**  
ADVANCED TRAINING

Dentsply  
Sirona



Leading  
the digital  
dentistry  
revolution

Artificial  
Intelligence

Machine  
Learning

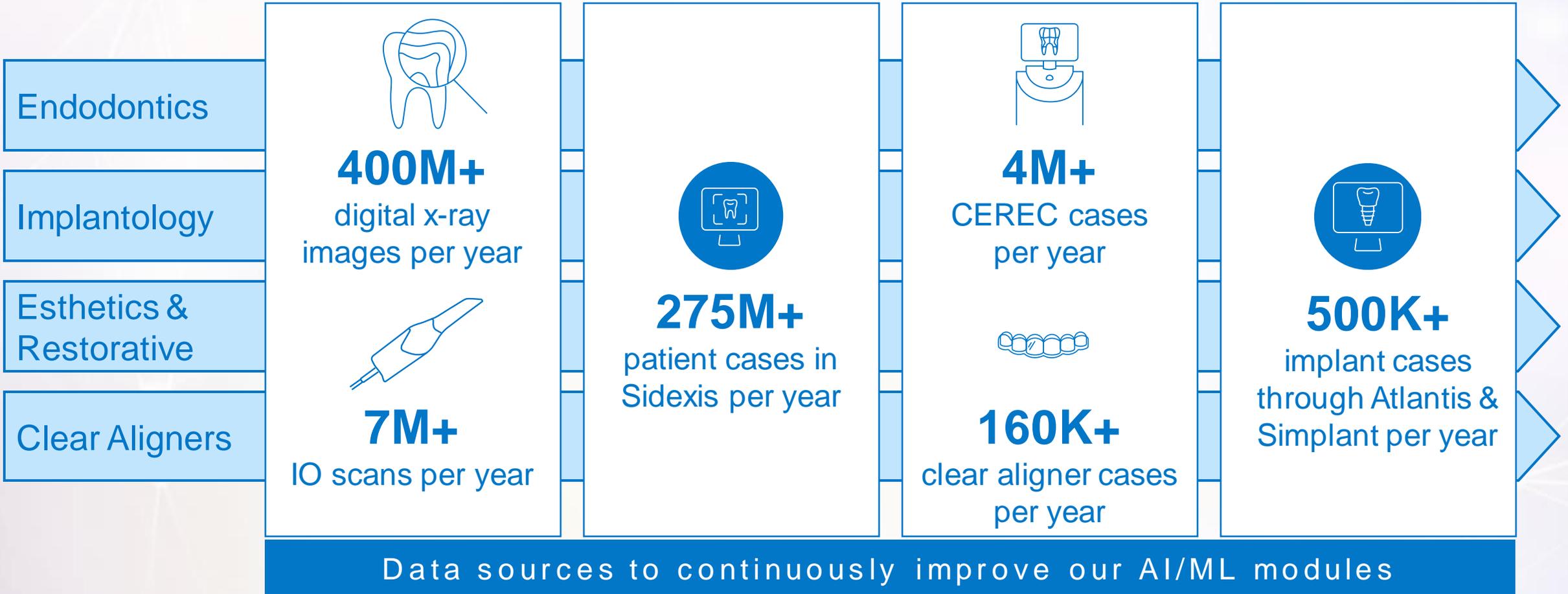
Advanced  
Analytics

Cord Staehler

Chief Technology Officer



# Our installed base and digital services power 650M+ digitally enabled patient cases every year



Data sources to continuously improve our AI/ML modules

Note: rounded numbers



# Dentsply Sirona has deployed AI and machine learning in our offerings to meet our customer needs since 2007

## We leverage AI / ML to enable our customers to...

### Grow their practices

- Diagnose oral health issues accurately
- Increase case acceptance
- Confidence in complex procedures

### Run their practices more efficiently

- Save time in executing treatments
- Reduce costs of care

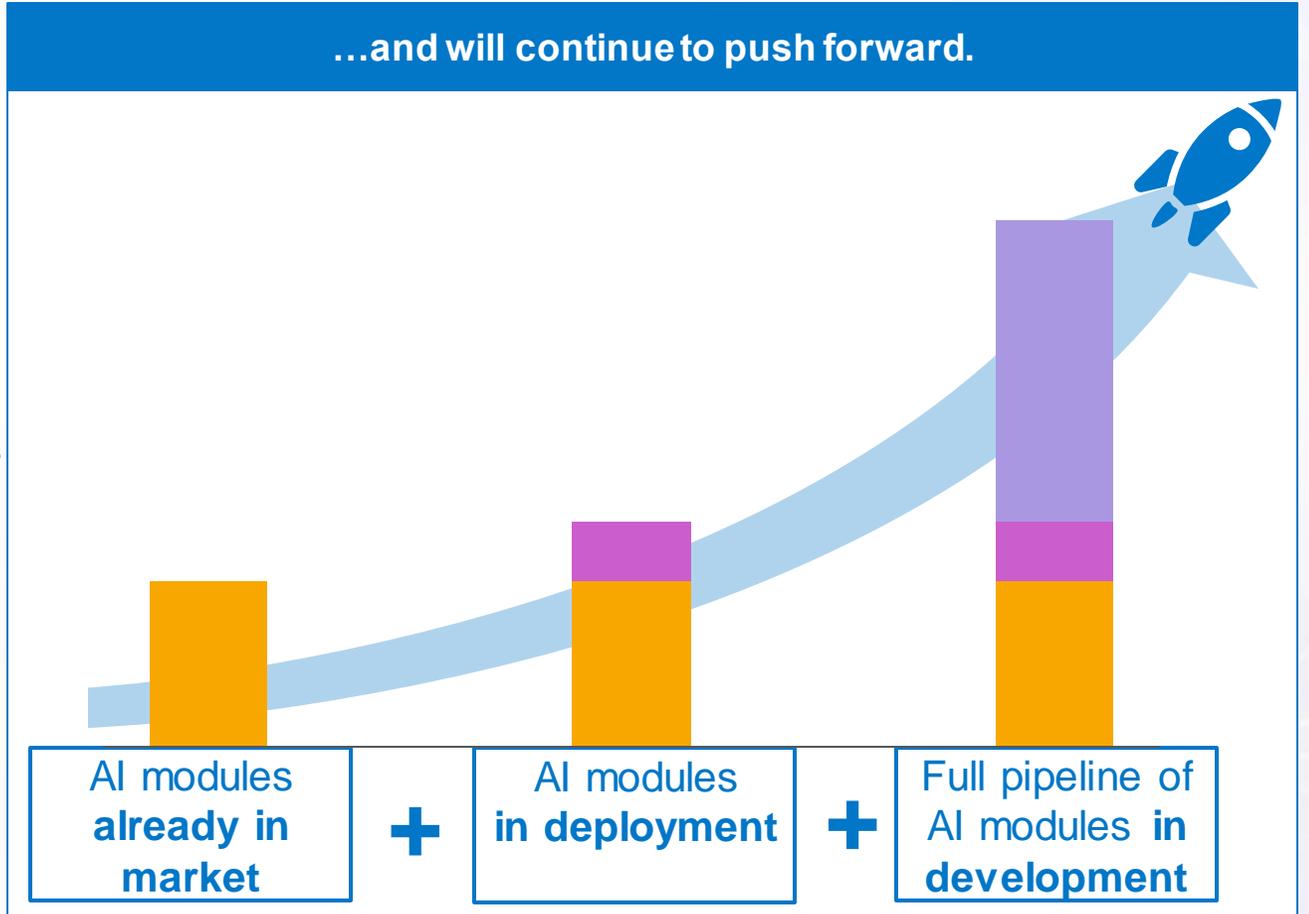
### Provide better patient care

- Earlier detection of oral health issues
- Improve clinical outcomes

### Work more conveniently

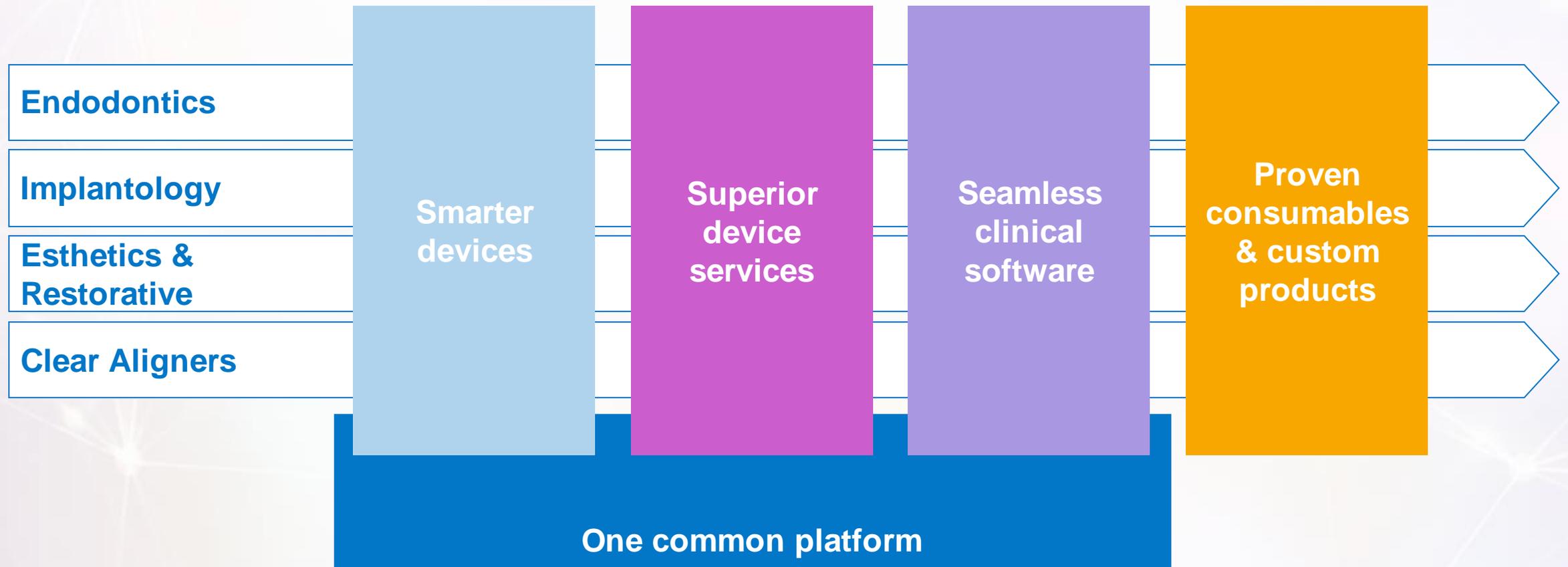
- Seamless useability
- Easier collaboration

## ...and will continue to push forward.



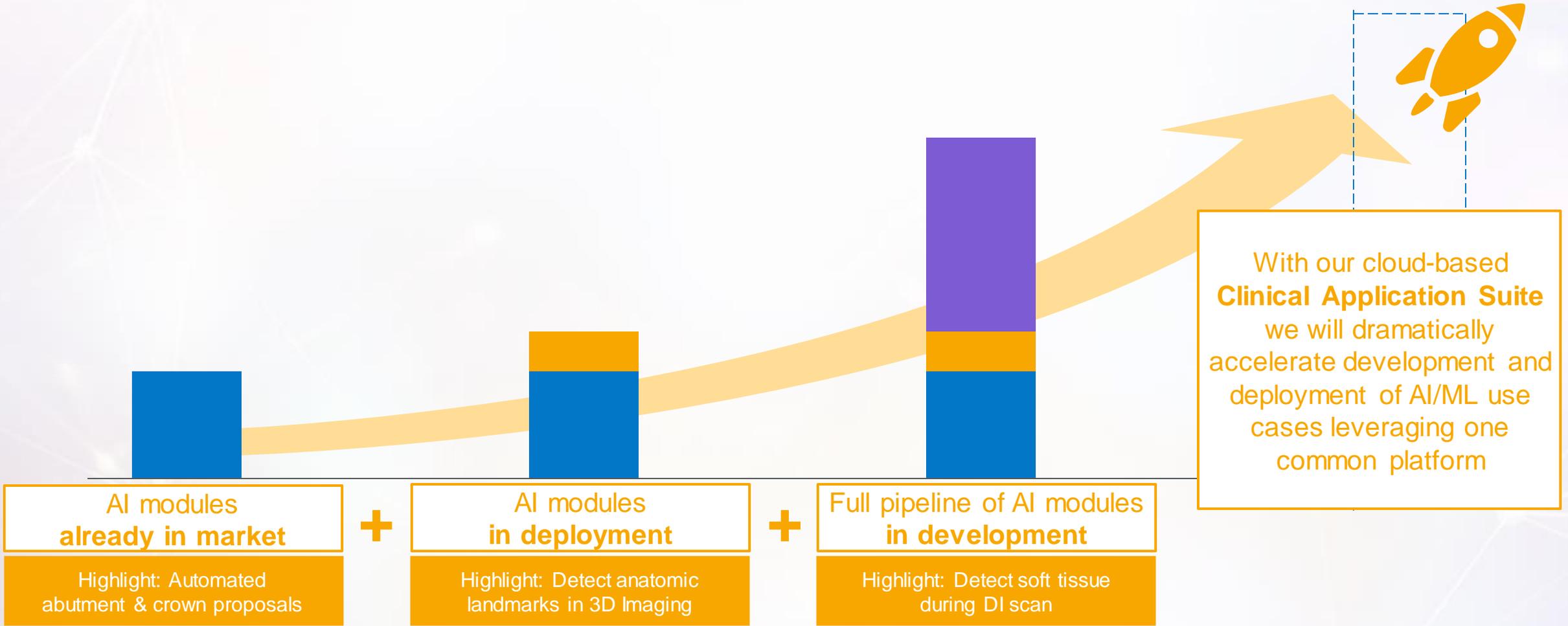


# Dentsply Sirona serves customers to deliver key dental treatments with a state-of-the-art digital technology stack



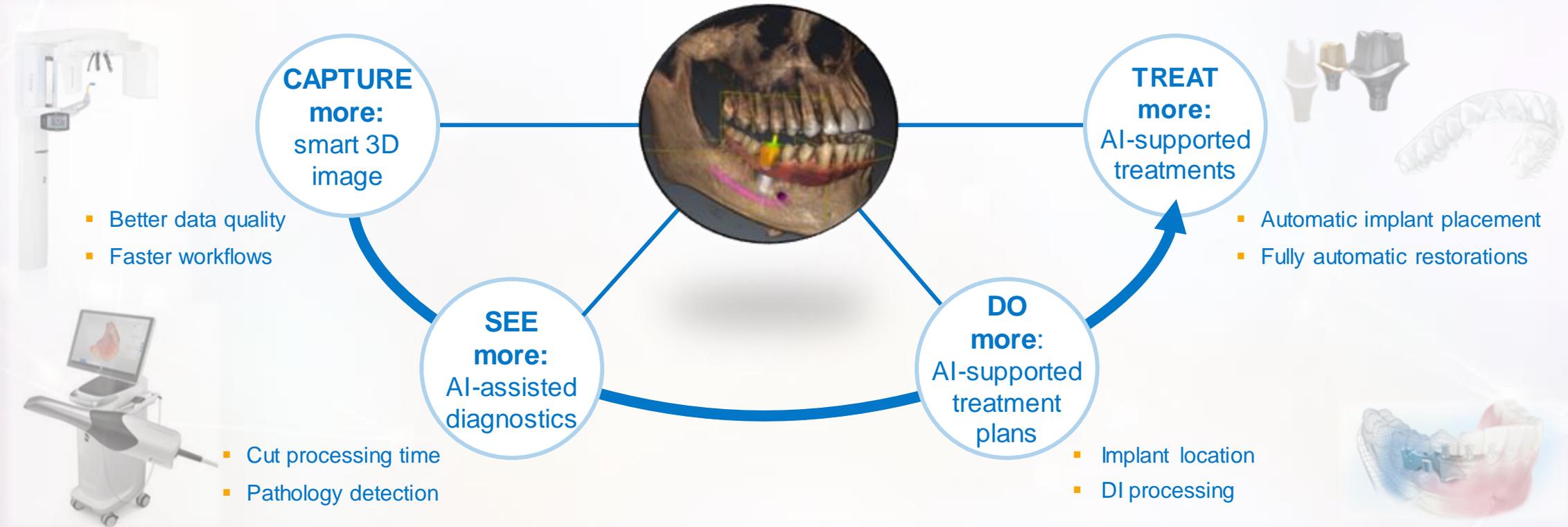


# Our coming cloud deployment empowers AI@scale, accelerating utilization of our industry-leading offering





# At the heart is the digital twin of the patient's mouth increasing efficiency, quality and insight via AI@scale



# Clear Aligners

Chidam Chidambaram, Neeraj Gunsagar  
SureSmile & Byte Leaders

# SureSmile – Growth Driver for Dentsply Sirona

- Doctor driven professional aligners, up to class 3
- Premium Solution: Superior treatment planning
- Works with all DI systems. Seamless with Primescan
- Primarily in North America, expanding geographically
- Growing significantly



# SureSmile - Product Releases

- Software: Significant UX enhancements - October
- SureSmile® VPro™ : High Frequency Vibration - December
- Whitening : US Only December



# byte Who We Are?

Acquired by Dentsply Sirona in January 2021, Byte is a consumer-focused, doctor-directed leader in the at-home clear aligner market, providing nationwide access to an clear aligner system and growing suite of oral care solutions



# byte Clear Aligners – Just The Beginning

## Underserved US Market



**70M People**

- Large # of customers with mild-to-moderate malocclusions in the US and Abroad (3-4x US Market)
- Early stages of building awareness and product/service solution suite based on customer preferences
  - Pricing sensitivity
  - Convenient “at-home” coupled with doctor-direction
  - Speed and comfort (HyperByte)
- DTC huge positive for entire industry as “underserved market” provides long-term incrementality to dental offices
- We have doubled in a year with continued momentum as category gains awareness and marketing channels expand
- **How is Byte winning?** Top rated experience coupled with disciplined marketing across all channels drives strong unit economics and long-term foundation for success

# byte What's Next?

- **Revenue:** Continued momentum on top-line growth through enhanced consumer experience and marketing expansion
- **Experience:** Deeper integration with HyperByte and Aligner Journey through consumer-friendly mobile app
- **Profitability:** Gross margin expansion driven by deeper supply-chain integration with Dentsply Sirona
- **Ecosystem:** Professional integration with select Dental offices (BytePro)
- **Global:** International expansion beyond US and Australia (UK 2022 launch)

# Implants and Endodontics

Don Casey

Chief Executive Officer

# Dentsply Sirona Implants Relaunch

- Common Dentsply Sirona Brand
- Prime Taper excellent immediate load new product
- Common prosthetics
- Simplant software refresh
- CEREC edentulous scanning
- Ossix bone regeneration
- Atlantis Custom Abutments
- Unified continuing education curriculum
- Lucitone digital dentures

# Comprehensive set of products to enable and launch signature workflows



# Dentsply Sirona Implants: The future is digital

Dentsply Sirona Implants transforms digital implant dentistry with solutions from scan to crown that outperform expectations in bone health, longevity and esthetics.



## DIAGNOSIS + PLANNING

Optimize case planning with an eye on the outcome through fast, **accurate** imaging and close collaboration with the lab.



## SURGERY + TEMPORIZATION

More efficient bone preservation and **longevity** begins by simplifying the augmentation procedure.

**Simple**, accurate and immediate placement with no trade-offs in control or performance.

Pre-milled temporary restorations afford streamlined success, total control and immediate **esthetics**.



## RESTORATION

Expect a higher degree of **accuracy**, reduced patient visits and incredibly precise impressions.

**Accurate** design ensures excellent patient fit, enviable **esthetics** and optimal, long-lasting outcomes

# DS Signature Digital Workflows

Workflows

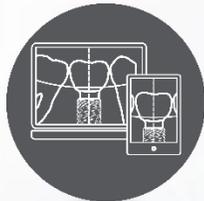
Practice to Lab Signature Workflows: Single Tooth | Partial | Full Arch

DIAGNOSIS + PLANNING

SURGERY + TEMPORIZATION

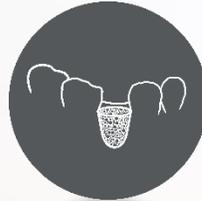
RESTORATION

Procedures



**DIAGNOSIS +  
PLANNING**

Axeos 3D  
Primescan  
Simplant Pro  
Simplant Core File\*



**AUGMENTATION**

OSSIX Bone  
OSSIX Plus  
OSSIX Volumax



**IMPLANT  
PLACEMENT**

DS PrimeTaper  
Simplant Guide\*



**TEMPORIZATION**

Atlantis CustomBase\*  
Core File\*  
Temp Cylinders  
Multilayer PMMA\*



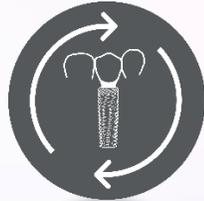
**FINAL  
IMPRESSION**

Primescan  
IO-FLO-S



**FINAL  
RESTORATION**

Atlantis CustomBase  
Atlantis BridgeBase  
Core File  
Cercon ht ML



**MAINTENANCE**

Maintenance  
Manual  
Warranties

# ...equates to more cost-effective workflows

Visit 1

Visit 2

Visit 3

Visit 4

Visit 5

Visit 6

Visit 7

Visit 8

Visit 9

Analog

Diagnosis: Xray +  
Impression

Augmentation

Implant  
Placement

Temporization

Final  
Impression

Final  
Restoration

6

**Single Tooth Signature Workflow: Reduction of 33% of visits/Saved \$800 (or \$800 more profit)**

Single Tooth  
Signature Workflow

Diagnosis +  
Planning

Surgery +  
Temporization

Final  
Impression

Final  
Restoration

4

Analog

Diagnosis: Xray +  
Impression

Augmentation

Implant  
Placement  
(No Temporary)

Final  
Impression

Final  
Restoration

5

**Partial Signature Workflow: Reduction of 20% of visits/Saved \$400 (or \$400 more profit)**

Partial  
Signature Workflow

Diagnosis +  
Planning

Surgery +  
Temporization

Final  
Impression

Final  
Restoration

4

Analog

Diagnosis: Xray +  
Impression

Augmentation

Implant  
Placement

Temporization

Final  
Impression

Verification  
Jig

Try-In

Correction

Final  
Restoration

**Full Arch Signature Workflow: Reduction of 66% of visits/Saved \$2,000 (or \$2,000 more profit)**

Full Arch  
Signature Workflow

Diagnosis +  
Planning

Surgery +  
Temporization

Final  
Impression

Final  
Restoration

4

# ProTaper Ultimate – Endodontics Organic Innovation

## Shaping

File System  
Simplicity

- Greater Shaping
- Ease of Use
- Fewer Files



## Cleaning

Activator  
Efficacy & Efficiency

- 25% better cleaning vs Sodium Hypochlorite
- 90 sec vs 15 minutes



## Obturation

Bio Ceramic Sealer  
Efficiency

- 100% Gutta-Percha point fit
- 60% faster set time

Providing the Dental practitioner with a **full range of cutting-edge root-to-crown solutions** to align with the evolving and diverse range of patient and the confidence to handle even the toughest cases providing optimal patient outcomes.

Q&A





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