

## Media Release

Schaan (FL) – 29 March 2016

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### Ivoclar Vivadent: growth in local currencies

**Ivoclar Vivadent has completed the 2015 business year with global sales revenues of CHF 759 million. In local currency terms, the growth rate was 5.9% over the previous year. Expressed in Swiss francs, however, sales revenues were 0.3% below the previous year due to the strong appreciation of the Swiss currency.**

The business year has been characterized by vigorous growth in local currency terms in all global regions. In North America Ivoclar Vivadent achieved an increase in sales of 6% while in Europe the company grew by 3.9%. Ivoclar Vivadent also recorded significant sales increases in the growth markets: Asia/Pacific (+ 7.5%), Latin America (+ 8.8%), Orient and Africa (+ 14.9%). In Swiss francs, the company's revenue fell slightly by CHF 2 million to CHF 759 million. "We look back on a very successful year. In local currencies we grew in all global markets and in all key product groups. This was beneficial to offset the strength of the Swiss Franc," said CEO Robert Ganley, commenting on the business results.

#### **All-ceramics continue to grow**

Like in previous years, all-ceramics were again among the strongest performers in 2015, increasing by 12.2% in local currency terms. Pleasing growth rates were also recorded for the company's luting materials (+ 21.6%), restorative materials (+ 5.6%) and Wieland CAD/CAM (+ 16.8%).

#### **Slight increase in staff**

At the end of December 2015, Ivoclar Vivadent employed about 3,300 people full time, increasing its workforce by about a hundred employees over the previous year.

#### **2016: focus on digital technologies**

In 2016 Ivoclar Vivadent will focus on the development of new materials and processes in digital technologies and restorative systems and on promoting high-quality dental care. "The combination of improved productivity through digital technology and esthetic, quality restorative materials continues to be our direction", said Ganley.

#### **High investment volume**

For the current year, Ivoclar Vivadent is planning investments of around CHF 70 million. About one third of the funds are earmarked for constructional measures at the location in Schaan.

Caption:

*(IV\_Headquarters.jpg)*

Fig.: Growth in local currencies: Ivoclar Vivadent

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