

Media Release

Schaan, Liechtenstein – 22 March 2018

Ivoclar Vivadent's growth continues

Ivoclar Vivadent ended the 2017 business year with a turnover of 809 million Swiss francs. Sales increased by 4.5% compared with 2016. The growth rate in local currencies amounted to 3.3%.

Ivoclar Vivadent sales rose by 1.5% in Europe and 3.9% in North America. Two-digit growth (14.7%) was achieved in Latin America, while Asia/Pacific saw an increase of 9.7%. The strongest growth was registered in Brazil, Greater China, Russia and Mexico with over 20% each. "We are very pleased with this performance, but this trend is not new," comments CEO Robert Ganley. "The company has been investing in the emerging markets with much success for many years."

Several growth drivers

The products and systems focused on dental practices continued to be the growth drivers. The categories of Direct Restoratives and Professional Care grew by a combined rate of 7%. Sales of restorative materials increased by around 4% and the turnover of clinical accessories rose significantly (27%). Furthermore, the category of Fixed Prosthetics showed considerable growth where sales increased by almost 6%. Apart from the All-Ceramics segment, the cementation products recorded particularly strong growth rates in this category.

129 new full-time positions

At the end of 2017, the Ivoclar Vivadent Group had 3,596 full-time employees worldwide. A total of 129 positions were added during the year. The new job opportunities were created in various subsidiaries and regions including recent acquisitions.

Outlook for 2018

In 2018, Ivoclar Vivadent will again focus its efforts on the market expansion and the development of digital technologies for the benefit of dentists and dental technicians. The extensive range of CAD/CAM products introduced under the new Ivoclar Digital brand at the International Dental Show (IDS) in 2017 will continue to play a major role. Mr. Ganley summarized the company's digital direction: "As one of the recognized global leaders in esthetic dental solutions we are now driving the development of digital esthetics. It is an exciting time to be in the dental industry".

Renewed multi-million investments planned

Ivoclar Vivadent plans to invest around 82 million Swiss francs in projects around the world in 2018. Thirty-nine million Swiss francs are earmarked for investments at the company headquarters in Schaan, Principality of Liechtenstein. Furthermore, several of the company's production facilities will be expanded and upgraded.

Caption:

(IvoclarVivadent.jpg)

Ivoclar Vivadent significantly increased its turnover in 2017.

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