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## COLTENE reports solid Q3 sales of CHF 35 million

- **Stable demand for dental consumables**
- **Sales gap to previous year gradually decreases at end of each quarter**
- **Nine-month sales of CHF 104.7 million 10% below same period last year**
- **EBIT margin of 10-14% confirmed as financial target for full year 2009**

**Altstätten, October 30, 2009.** COLTENE Holding AG (SIX Swiss Exchange: CLTN), an internationally leading developer and producer of dental consumables, reports year-over-year stable sales of CHF 35.0 million for the third quarter of 2009. The sales volume of CHF 104.7 million recorded for the first nine months is 10.5% below last year, while the gap to last year's sales figures gradually decreases each quarter. COLTENE expects a reasonably strong fourth quarter and re-confirms its full-year EBIT margin target of 10-14%.

The market demand for dental consumables remains stable and COLTENE has returned to quarterly sales volumes in line with previous years: With revenues of CHF 35.0 million, COLTENE reports practically unchanged sales for the traditionally somewhat slower summer quarter compared with last year. While sales at the end of the first quarter were 20%, and at the end of June some 15% below the previous year's volume, the gap has now decreased to 10.5% (or 9.6% at constant translation rates) after the first nine months of 2009.

Sales in Europe still lag behind the previous year's first nine months reflecting the significant inventory reduction at distributors in the first quarter, but they are gradually picking up. Some markets including Switzerland, Scandinavia, and Eastern European states even show positive sales developments. Nine-month sales to North American customers are a single-digit percentage below last year. In the light of the global recession, COLTENE also continues to be well positioned in this market. The co-operation with Vigodent in Brazil is being intensified and supports the objective to gain additional market share in Latin America. This process, however, will only show in additional sales once Vigodent is consolidated in COLTENE's income statement. COLTENE currently has strong double-digit growth in India where it founded its own subsidiary in 2009. The market position in China is also being systematically expanded and further steps are planned to reach the strategic goals in the region.

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COLTENE expects the positive sales development to persist. Based on the ongoing growth initiatives, the implemented cost saving measures and the carefully managed balance sheet, COLTENE believes it will see a further significant increase in earnings by year end. With sales anticipated to be in the single-digit percentage range below last year's figures, COLTENE re-confirms its EBIT margin target of 10-14% for the full year 2009.

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#### **About COLTENE**

COLTENE is an internationally leading developer, manufacturer and seller of dental consumables and small equipment. COLTENE has state-of-the-art production facilities in the USA, Switzerland, Germany, and Hungary. Dentists and dental labs use COLTENE products for traditional as well as implant-based therapies and dental reconstructions. 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](http://www.coltene.com)

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