

Media Release

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Excellent business results and change in leadership at the Ivoclar Group

In the 2022 business year, the Ivoclar Group achieved a turnover of 872 million Swiss francs, surpassing its previous record set in 2021. The Liechtenstein-based dental and medical device company, which is celebrating its 100-year anniversary in 2023, attributes this success to the introduction of innovative new products and the company's expansion into growth markets around the globe. Nevertheless, a change in leadership has been announced: Markus Heinz will replace Diego Gabathuler as CEO of the Ivoclar Group.

After having achieved excellent operating results in the 2019 and 2021 fiscal years, the Ivoclar Group further improved its performance over the past financial year to attain the highest total revenues in the company's history, amounting to 872 million Swiss francs. The currency-adjusted turnover was 4.9 per cent higher than in the previous year and therefore above the average market growth rate.

Change at the helm of the company

Under the leadership of Diego Gabathuler, the company has developed very successfully in recent years. Numerous initiatives focusing on creating a more modern, digital and customer-centric organization underpin the strategic direction. After eight years with the company and for almost four years in the role of CEO, Diego Gabathuler has decided to leave the company. He will take some time out from corporate life to explore career options outside the dental industry with particular interest in the world of start-ups. "We would like to thank Diego for his achievements over the years and wish him good luck for the next chapter in his life," says Helmut Schuster, Chairman of the Supervisory Board of the Ivoclar Group.

Markus Heinz appointed new CEO

The successor of Diego Gabathuler will be Markus Heinz. He started his career at the company in 1985 and most recently held the position of Chief Operating Officer. Markus Heinz has a proven track record in the fields of production, supply chain management, organizational development, people management and customer care, a skillset the Ivoclar Group wants to draw on in order to continue its story of success.

"My remit is to continue successfully implementing the existing strategy and to further develop the organization. This includes fine-tuning and optimization by increasing the focus on our growth markets and on our core products while investing in innovative solutions for the future. We will continue to sharpen our focus on our customers, our people and partners," says the new CEO Markus Heinz.

Mastering challenges together

The Ivoclar Group did not remain unaffected by the geopolitical and economic tensions in the world in recent years. Nevertheless, the company successfully navigated through

these tough circumstances: “Even though we had to deal with issues related to logistics, delivery capabilities and energy supplies, we were able to anticipate the challenges in advance and plan accordingly,” explains Markus Heinz, the new CEO of the Ivoclar Group. “The geographical diversification strategy of the company allows us to spread our business activities over different types of economic regions, thereby reducing currency and supply chain risks. This gives us a competitive edge in uncertain times.”

Markus Heinz will be supported in his many tasks by the existing members of the Corporate Management. In his role as Chief Commercial Officer, Christian Brutzer will be responsible for the sales organization of all markets in the future. “Our organization is thus in good and safe hands as we open a new chapter in the history of our company,” says Helmut Schuster.

Outlook on 2023

In 2023, Ivoclar is celebrating its 100-year anniversary under the theme of “A Century of Innovation”. At trade fairs and conferences around the world, the company is sharing its rich history of innovative achievements and celebrating its success story with its customers. The insights provided by the “Ivoclar Innovation Room” at the International Dental Show (IDS) already gave an outlook on how the company founded in 1923 intends to continue its success story. In June, Ivoclar will be inaugurating its new administration, visitor and training centre at the company headquarters in Liechtenstein. The building houses 300 attractive, state-of-the-art workspaces and allows visitors to immerse themselves in a unique dental world of experience, the Ivoclar Experience, which brings to life the company’s mission of “Making People Smile”.

More information about Ivoclar and the 100-year anniversary celebrations “A Century of Innovation”: ivoclar.com/100years



(Ivoclar_Group.jpg)

The Ivoclar Group sells its products to over 130 countries through its 47 subsidiaries and branch offices around the world. The company employs more than 3,700 people worldwide, around 950 of which work at the company headquarters in Schaan/Liechtenstein.



(Ivoclar_Leadership-Changes.jpg)

From left: Christian Brutzer (CCO), Patric Frank (CMO), Markus Heinz (new CEO), Diego Gabathuler (previous CEO), Franz Berger (CFO) and Dr Thomas Hirt (CTO).



(Ivoclar_Heinz-Markus.jpg)

Markus Heinz takes over as new CEO of the Ivoclar Group.



Ivoclar_New-Headquarter.jpg

In June, the new administration, visitor and training centre at the Ivoclar headquarters in Liechtenstein will be inaugurated.



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Journey through time: The picture shows employees visually checking the quality of ceramic teeth after final firing. The former tooth factory has evolved into one of world’s leading suppliers of integrated solutions for high quality, esthetic dental applications.

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About the Ivoclar Group

The Ivoclar Group, headquartered in Schaan, Liechtenstein, is one of the world's leading manufacturers of integrated solutions for high-quality dental applications. In 2023, the company proudly celebrates its 100-year anniversary under the theme of "A Century of Innovation". The company's success is based on a comprehensive portfolio of products, systems and services, strong research and development capabilities and a clear commitment to training and further education. The group of companies, which sells its products to around 130 countries, has 47 subsidiaries and branch offices and employs roughly 3,700 people worldwide. More information about the Ivoclar Group is available at [ivoclar.com](https://www.ivoclar.com).

Media contact – John Isherwood

John.isherwood@ivoclar.com

[ivoclar.com](https://www.ivoclar.com)