

# Investor Day

## Dental Product Division

15<sup>th</sup> May 2014

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## Customer needs

- We operate in the **dental** supply chain of the health care sector
- More specifically; We supply dental laboratories with frameworks used to create prosthetic restorations for dentists
- The main drivers in these markets are:
  - **Cost**, especially where the NHS is a consumer of our products
  - **Delivery turnaround**, as the patient's 'fitting' appointment is often already booked when we receive the job
  - **Precision fit** as a poor fit can mean remaking a restoration and cancelling a patient's appointment
  - **Aesthetics** are important as the customer (the patient) has a high focus on the look, and how it makes them feel

# Overview of CAD/CAM: The 6-step process

6. Final fitting

5. Porcelain  
build up

4. Manufacture (CAM)  
Machined zirconia or  
Additive  
Manufactured CoCr



1. Tooth preparation &  
impression

2. Pouring model

3. Scanning model /  
framework design  
(CAD)

# Engineering solutions

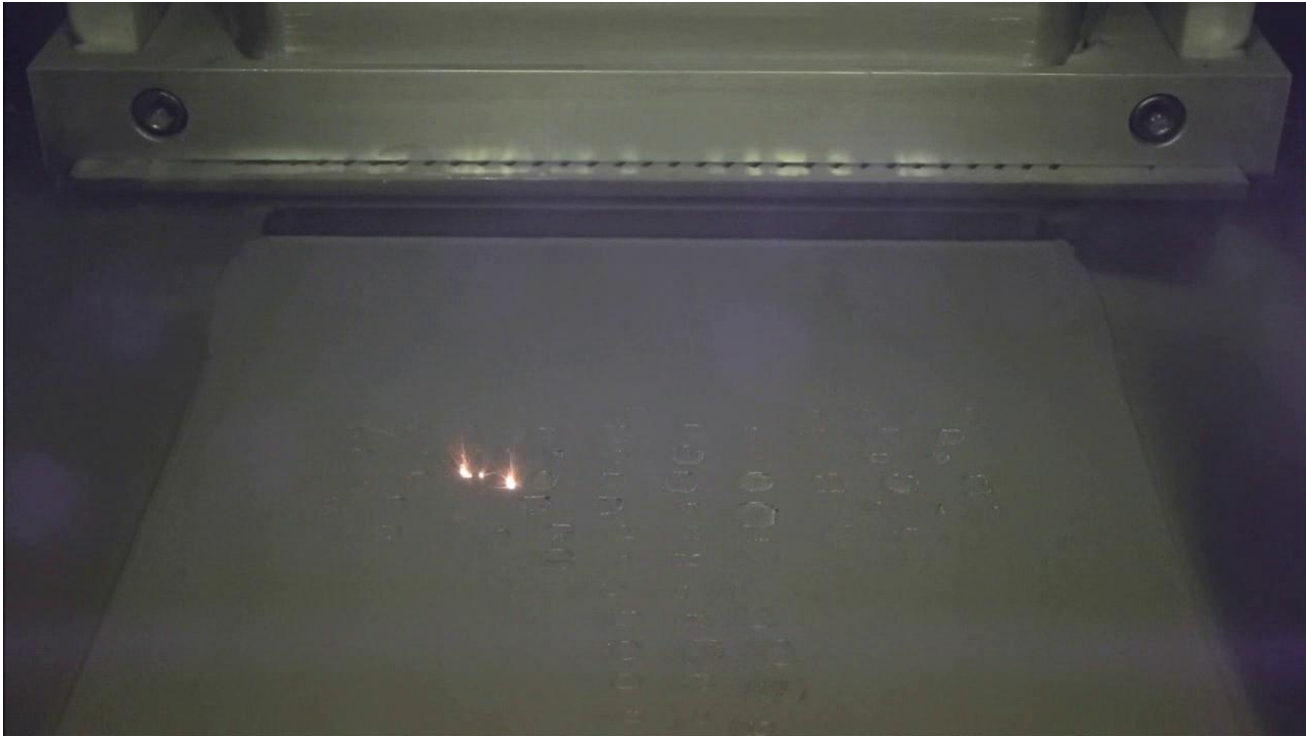
- **Hardware**

- CAD/CAM – Contact and non-contact scanners (with software)
- AM250 Additive manufacturing machines

- **Consumables**

- Tooth supported restoration frameworks in a variety of materials
  - Cobalt Chrome frameworks (Using Renishaw's additive manufacturing machine)
  - Zirconia frameworks
- Implant supported restoration frameworks
  - Custom Abutments
  - Implant bridges

# AM dental frameworks



# Successful outcomes

