

Press release

Hanau, April 4, 2013

Heraeus Parts Ways with Dental Business

Heraeus, the Hanau-based precious metals and technology Group, is parting ways with its dental business. The entire business group will be acquired by Mitsui, a listed chemicals group with 13,000 employees worldwide. The acquisition is still subject to the approval of the antitrust authorities.

Heraeus Dental ranks among the top providers of dental solutions and materials, including precious metal alloys and materials for prosthetic treatments, teeth and materials for full prosthetic treatments, casting materials and compounds used for local anesthesia. Heraeus Dental has a total of 1,400 employees around the world. It reported revenues of €360 million for 2012. Customers include dentists and dental technicians as well as others in the dental field.

The introduction of new materials and treatments has fundamentally changed the Heraeus Dental business in recent years. In particular, the use of precious metals products, Heraeus' traditional core business, has dropped dramatically in dental medicine.

Heraeus Dental responded to market demands by instituting efficiency programs. Besides, the business group expanded its activities in the business segment of digital prosthetics. Heraeus Dental is operating at a profit and well positioned for its future development.

However, given the fundamental changes in this business area Heraeus has decided to sell the business group after a portfolio evaluation. Mitsui plans to expand its activities in this business area, which will give Heraeus Dental promising opportunities for development. "We see very good opportunities for long-term development for Heraeus Dental in this new constellation. This was a crucial factor for us in the decision to sell," said Jan Rinnert, Heraeus Board of Management.

Mitsui intends to retain all the employees of the 20 worldwide locations with its acquisition of the business group. Heraeus Dental's existing management will remain intact and will continue the company's operations. Mitsui supports the current strategy of Heraeus Dental and intends to continue it. At this point in time, no further job cuts are planned beyond the measures that were introduced this past year. The headquarters of Heraeus Dental managing company Heraeus Kulzer GmbH will remain in Hanau.

Heraeus will continue its current strategy for growth. In addition to internal growth in profitable niche markets, this includes acquisitions that strengthen its competitive position in the market and open up new business segments.

Heraeus, the precious metals and technology group headquartered in Hanau, Germany, is a global, private company with over 160 years of tradition. Our fields of competence include precious metals, materials and technologies; sensors; biomaterials and medical products, as well as dental products, quartz glass, and specialty light sources. With product revenues of €4.8 billion and precious metal trading revenues of €21.3 billion, as well as more than 13,300 employees in more than 120 subsidiaries worldwide, Heraeus holds a leading position in its global markets.

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