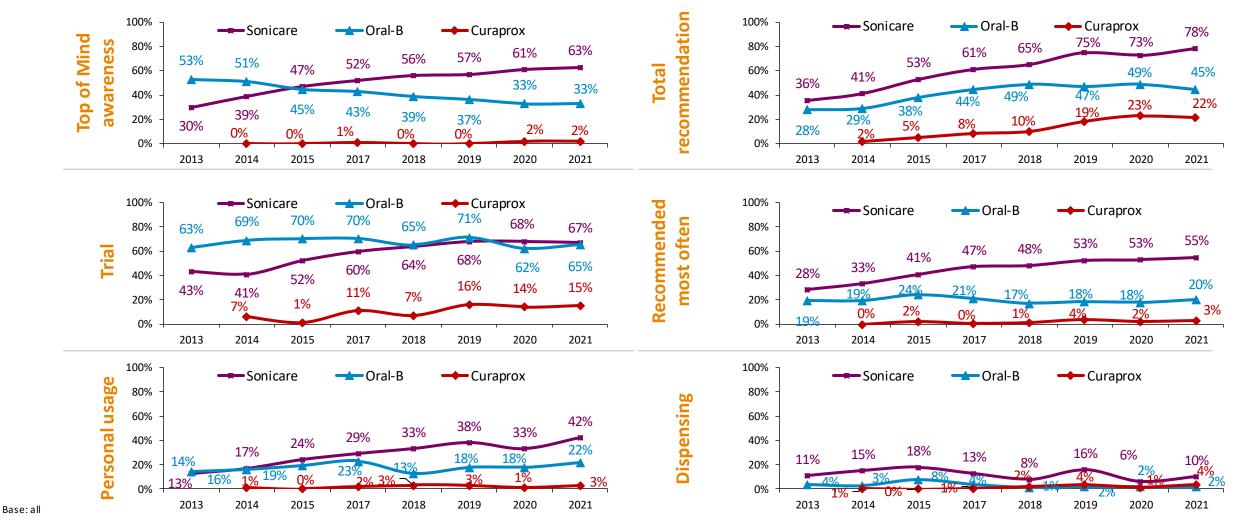
Comparable* Key Performance Indicators Ipsos

Sonicare is a category leader in Czechia and tends to grow in the long-term perspective on almost all KPI's (except for dispensing) which is visible particularly in case of personal usage. No significant changes in comparison to 2020.



A2A. When thinking of pow er toothbrushes, which brand first comes to mind? By "pow er" we mean brushes powered by replaceable or rechargeable batteries. T1. What pow er toothbrushes have you ever tried? U2. What pow er toothbrush brands do you regularly use? R9A. Which brand of pow er toothbrush do you recommend most often to your patients? R10A. What other brands of pow er toothbrushes do you recommend to your patients? R13A. Which brand of sonic toothbrush w ould you recommend most often? D2. What pow er toothbrush brands, if any, do you dispense directly to your patients from your office? significantly higher/low er results January, 2021 | Philips Oral Healthcare Market Intelligence & Ipsos in comparison to previous wave

* For comparability betw een waves data has been weighted to 61% dentists and 39% hygienists

3