

UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE PATENT TRIAL AND APPEAL BOARD

STRAUMANN USA, LLC,
Petitioner,

v.

SMART DENTURE CONVERSIONS, LLC,
Patent Owner.

Case No. IPR2025-00956
U.S. Patent No. 11,937,992

DECLARATION OF GEORGE KOSKINAS

I, George Koskinas, hereby declare:

1. I am over 18 years of age, and am fully competent to give this declaration based upon my personal knowledge and recollection of the matters stated herein. All statements made herein of my own knowledge are true and all statements made on information and belief are believed to be true.

2. I submit this declaration in support of Petitioner Straumann USA, LLC's ("Straumann") Opposition Brief to Patent Owner's Request for Discretionary Denial in this inter partes review proceeding IPR2025-00956 for U.S. Patent No. 11,937,992.

3. I hold the position of Senior Director, Head of Customer Success Management at Straumann. I am personally familiar with the introduction, marketing, and sale of the "NeoConvert" system in the United States.

4. Prototype components of the NeoConvert system were shown at an industry event in Huntington Beach, CA in May 2023.

5. The NeoConvert system was commercially launched in the U.S. in late January 2024.

I declare under penalty of perjury that the foregoing is true and correct, and further that these statements were made with the knowledge that willful, false statements

and the like are punishable by fine or imprisonment, or both, under Section 1001 of Title 18 of the United States Code.

Executed on 8/27/25, at Charlotte, NC

George Koskinas
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