

AT A GLANCE



- 67.4% DENTAL
- 28.3% MEDICAL
- 4.3% TECHNOLOGY & VALUE-ADDED SERVICES*

MEMBER OF FORTUNE® 500 LIST OF THE LARGEST U.S. CORPORATIONS

A FORTUNE® WORLD'S MOST ADMIRED COMPANY

COMPONENT OF NASDAQ 100® AND S&P 500® INDEXES

AN ETHISPHERE® INSTITUTE WORLD'S MOST ETHICAL COMPANY



2018 NET SALES OF \$6.3 BILLION

DENTAL

Only global dental distributor to general practitioners, specialists, and laboratories

Growth Opportunities:

- Increasing penetration with existing customers
- Geographic expansion
- Advancing technology solutions, including practice management
- Greater penetration of specialty markets
- Continued focus on large group practices
- Digitalization of prosthetic solutions



2018 NET SALES OF \$2.7 BILLION

MEDICAL

A leading U.S. distributor to primary care physicians and specialists, group practices, physician-owned labs, and ambulatory surgery centers

Operations in certain European markets

Growth Opportunities:

- Increasing penetration with existing customers
- Greater penetration of U.S. market
- Continued focus on large group practices
- Focus on specialty segments and solutions
- Select international opportunities



2018 NET SALES OF \$408 MILLION*

TECHNOLOGY & VALUE-ADDED SERVICES

A leader in practice management software, patient relationship management solutions, and patient demand generation solutions for dental practices

Full-service provider of financial services

Growth Opportunities:

- Increasing penetration with existing customers
- Geographic expansion
- Ability to serve large practices
- Continued focus on facilitating financial services for technology investments and office expansion

*sales from continuing operations

HENRY SCHEIN AROUND THE WORLD



SERVING MORE THAN
1 MILLION
CUSTOMERS

87 YEARS IN
BUSINESS

MORE THAN
18,000
TEAM SCHEIN MEMBERS

3,600 FIELD SALES
CONSULTANTS

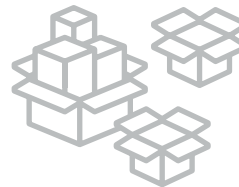


1,900 TELESALES
REPRESENTATIVES



30 
DISTRIBUTION
CENTERS

AVERAGE OF
134,000
CARTONS
SHIPPED DAILY



99%
OF ITEMS ORDERED
ARE SHIPPED ON THE
SAME BUSINESS DAY
THE ORDER IS RECEIVED

MORE THAN
3,200 
SUPPLIER PARTNERS

120,000 
PRODUCTS IN STOCK

180,000
ADDITIONAL PRODUCTS
AS SPECIAL-ORDER ITEMS