



- Thank you, Matt.
- It is a great pleasure to be here today at this exciting Dentrix Business of Dentistry Conference.
 - This is a wonderful turnout for what will be one of the most exciting, dynamic and informative dental practice management conferences this year.
- Just so you know what to expect from me, here is my promise to you:
 - I know that our keynote speaker, Mark Sanborn, is waiting in the wings,
 - so I will be brief, and take less than 15 minutes.
 - During that time, I hope that you will learn something about Henry Schein that you did not know before.
 - And when I am finished, I believe that you will be even happier you have chosen Henry Schein to be a partner in building your practice.
- Looking at the packed agenda, I can imagine that your expectations are very high,
 - and I know how important it is to ensure that everyone's expectations are aligned.



- Henry Schein has enjoyed a rich history over the past 80 years.
1. We have become the world's largest provider of health care products and services to office-based dental, medical and animal health practitioners.
 2. We serve nearly 775,000 customers,
 - that is one million dentists, physicians, vets and lab owners.
 3. Team Schein includes over 15,000 Members in 25 countries.
 4. Since becoming a publicly listed company on NASDAQ in 1995 our sales have grown from \$616 million to \$8.5 billion in 2011, a CAGR of 18%.
 5. Globally for 2011, our Dental business accounted for 59% of our sales, followed by Animal Health at 23%, and Medical at 18%.
 6. We have risen to number 303 on the Fortune 500,
 7. This year we ranked first in our industry among Fortune's list of the World's Most Admired Companies, ranking highest for:
 - Social responsibility,
 - Global competitiveness,
 - Quality of management,
 - Quality of products and services, and
 - Long-term Investment.
 8. We also are on the NASDAQ 100 Index.



- Dentistry is being affected by several important trends.
 1. There is consolidation across all levels of health care – providers, distributors and manufacturers.
 2. We are seeing increased focus on specialization in dentistry, such as in the areas of oral surgery, orthodontics and endodontics.
 3. Health care reform and the Affordable Care Act will affect dentistry to some degree, though not as much as the medical sector.
 - Dentistry is not well positioned in the Act with respect to scope of services and inter professional dialog and diagnosis.
 - Through the Act, nearly 8 million children will be eligible for dental coverage through the state health insurance exchanges free of annual and lifetime caps.
 - The Act also includes nearly two dozen provisions that aim to improve the oral health of all Americans.
 - It represents an integrated and strategic plan to address oral health through prevention and health promotion, coverage and financing, workforce and training, infrastructure and surveillance, and an improved oral health safety net.
 - From our perspective, it is essential that the Act passes guidelines to certify dental health records so the investment to incorporate EHR in dentistry is available to the profession.
 - Although many of the public health provisions await funding, this is a clear recognition that dental disease remains a silent epidemic in America, especially among children, and can only be eliminated by improving the entire oral health system.



4. Technology continues to reshape dentistry, particularly in the area of prosthetic solutions.
5. Dentists are increasing the use of the Internet, eCommerce and social media in building practices.
 - Our Likeable Dentists offering is just part of our commitment to help our customers in this important new area.
6. Finally, consumerism continues to affect dental practices, as patients are using readily-available health care information to drive clinical discussions.

What is Our Goal?



Our goal is to partner with our customers to improve practice efficiency, productivity and profitability, allowing our customers to focus on delivering quality care to patients

 HENRY SCHEIN®

- “Practice Made Perfect” is a most appropriate theme for this conference,
 - because that is exactly what we at Henry Schein have been helping dentists and dental staff members do for decades.
- Regardless of the trends affecting dentistry, we strive to be as relevant as possible to your practice,
 - and want you to think of Henry Schein as a valuable network of trusted advisors who are all focused on the long-term success of your practice.
- Our goal is to partner with you and provide you with virtually every product and service needed to operate an efficient, productive and profitable practice so you can focus on delivering quality care to patients.
 - And we believe that we are better able to do this than any other company in the dental community.

How Do We Deliver on Our Commitment to You?

The graphic is a promotional poster for Henry Schein Dental. At the top, it asks 'How Do We Deliver on Our Commitment to You?'. Below this, the Henry Schein logo and 'DENTAL' are prominently displayed. The poster is divided into several sections:

- Most Extensive Offering of Consumables and Equipment:** Accompanied by images of dental supplies.
- Innovative High-Tech Solutions:** Accompanied by images of dental equipment.
- #1 Practice Management System:** Features the 'DENTRIX' logo and a computer monitor.
- Exclusive Services:** Includes 'Supply Chain' and 'Office Design' with corresponding images.
- Financial Services:** 'Business Solutions for Healthcare Professionals'.
- Professional Practice Transitions:** 'For the Healthcare Professional'.
- Continuing Education:** 'For the Healthcare Professional'.
- Dental Practice Consulting:** 'For the Healthcare Professional'.

 A woman in a blue shirt is shown on the left, with the slogan 'We do that!' and 'Extensive Product and Service Selection' below her. The website 'www.HenrySchein.com' is listed at the bottom right. The Henry Schein logo is at the bottom center.

- The starting point for delivering on this commitment begins with your individual Henry Schein Field Sales Consultant, Equipment Sales Specialist, or Digital Technology Sales Specialist.
- Your Henry Schein representative is knowledgeable, experienced and truly committed to enhancing the success of your practice.
- In addition, your Henry Schein representative brings to your practice the most extensive selection of equipment, products and services in the dental industry.
- We represent more than 3,000 supplier partners globally,
 - and are proud to offer their products as solutions to meet your practice needs.
- This includes:
 1. The most extensive offering of consumables and equipment
 2. Innovative high-tech solutions
 3. The #1 practice management system, Dentrrix
 4. 24/7 access through our Web site
 5. and exclusive services including supply chain, office design, financial, practice transitions, equipment repair and continuing education –
 - all of which help you provide high-quality care to patients.

What are We Doing for You in the Future?

HENRY SCHEIN®
DENTAL

Total Health
Linking Oral Health to Overall Health

SLEEP COMPLETE
The All-Time Most Used Party

TechCentral
DENTRIX
DENTRIX® eServices

Specialty Products
Oral Surgery Orthodontics

camlog
Oral Surgery

ACE **Ortho Organizers**

HENRY SCHEIN®
GLOBAL DENTAL
PLUS HEALTH SOLUTIONS

ConnectDental **Ortho Technology**

HENRY SCHEIN®

- Your Henry Schein representative also is your conduit to the exciting new ways that Henry Schein can help you in the future.
 - This means bringing you access to an experienced team of specialists and specialty programs that can help enhance virtually every facet of a dental practice.
- 1. Our Total Health program further drives awareness of the link between oral health and total health,
 - and enables your dental team to address the overall health of their patients by helping identify chronic medical conditions at an early stage.
- 2. Our Sleep Complete offering provides a turnkey kit for a dental practice to address sleep apnea among patients.
- 3. Our Dental Specialties Group can provide you with expertise in the Oral Surgery category, with our Camlog and Ace Surgical products,
 - and in the Orthodontic category through Ortho Organizers and Ortho Technology.

What are We Doing for You in the Future?



We do that!

Extensive Product and Service Selection	Total Health Specialties Technology
---	-------------------------------------



Specialty Products

 <p>Periodontal Disease Oral Cancer Heart Disease Diabetes Sleep Disorders</p>	 	 
--	---	---



TechCentral



DENTRIX eServices




GLOBAL DENTAL PROSTHETIC SOLUTIONS

Digital Revolution



4. Our TechCentral offering, including our Dentrix practice management software, and Dentrix eServices, can keep your practice and your staff at the leading edge of technology to drive your practice success.
 5. Our Global Dental Prosthetic Solutions can help speed your practice along the digital dental highway
 - with our ConnectDental offering of products and services and our D4D CAD-CAM system.
 6. Our new Dental Practice Consulting Group is working with Kerry Straine and three other consulting firms to help our customers operate better businesses.
- Your Henry Schein representative brings all of these areas of specialty to your practice with each visit.

How Do We Give Back to Society?

HSC
Henry Schein Cares.
Helping Health Happen.

SupPLIER PARTNERS CUSTOMER
TEAM SCHEIN
INVESTORS SOCIETY

We do that!

Extensive Product and Service Selection
Total Health Specialties Technology
Giving Back to Society

Give Kids a Smile
Healthy Lifestyles, Healthy Communities
Back to School
THINK PINK
Holiday Cheer
Global Product Donative Program
Hope Lodge
NYU Henry Schein Cares Global Student Outreach

FORTUNE
WORLD'S MOST ADMIRED COMPANIES 2012

2012
WORLD'S MOST ETHICAL COMPANIES
ETHISPHERE
GOOD. SMART. BUSINESS. PROFIT.

HENRY SCHEIN

- Your Henry Schein representative also brings our commitment to giving back to society to your practice with every visit.
- We give back to society through Henry Schein Cares, our global corporate social responsibility program,
- Henry Schein Cares focuses on expanding access to care for underserved populations by
 - advancing wellness,
 - building capacity in the delivery of health care services
 - and assisting in emergency preparedness and relief.
- In addition to being a Fortune “Most Admired” company, for 2012 we also were named one of The Ethisphere Institute’s Most Ethical Companies,
 - one of just 145 companies from around the world to receive this recognition.

How Do We Support Dental Professional Associations?

We do that!

- Extensive Product and Service Selection
- Total Health Specialties Technology
- Giving Back to Society
- Supporting Dental Professional Associations

HENRY SCHEIN®

- Finally, your Henry Schein representative represents our Company's strong support for the dental professional associations of which you are members.
- We work hand-in-hand with these organizations to address issues of importance to the dental community:
 - Elevating the role of the dentist and the dental team in the continuum of health care;
 - Driving awareness of the link between oral health and overall health;
 - Expanding access to oral health care among underserved communities;
 - And increasing diversity and cultural competency in the dental community.
- Henry Schein is an active and vocal advocate for these and other important issues,
 - and your Henry Schein representative is the face of our shared commitment.

What Does Your Henry Schein Representative Bring to Your Practice?



Extensive
Product and
Service
Selection



Total Health
Specialties
Technology

Giving Back to
Society

Supporting
Dental
Professional
Associations

We do that!™

HENRY SCHEIN®

- In conclusion, the next time your Henry Schein representative visits your practice, be sure to look behind them
 - at the extensive selection of products and services they can provide,
 - at the specialists and specialty programs they can access,
 - at their commitment to giving back to society,
 - and at the support of dental professional associations they provide.
- This is what makes your Henry Schein representative special.
 - This is what makes Henry Schein special.
 - And this is why we hope that you will to allow us to continue to partner with you and build the success of your practice for many years to come.
- Thank you, and have a wonderful conference.