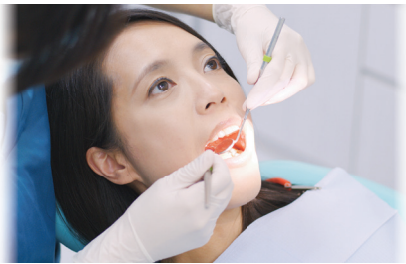


# HENRY SCHEIN AT A GLANCE



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



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
- 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 health care providers in multiple segments: alternate-site practices; ambulatory surgery centers; laboratory; public safety; government; and health systems

### Growth Opportunities:

- Increasing penetration organically and through acquisition
- Continued focus on large accounts, health systems, and surgery centers
- Focus on specialty segments and solutions
- Create unique offering with supply partners
- 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 group practices
- Continued focus on facilitating financial services for technology investments and office expansion

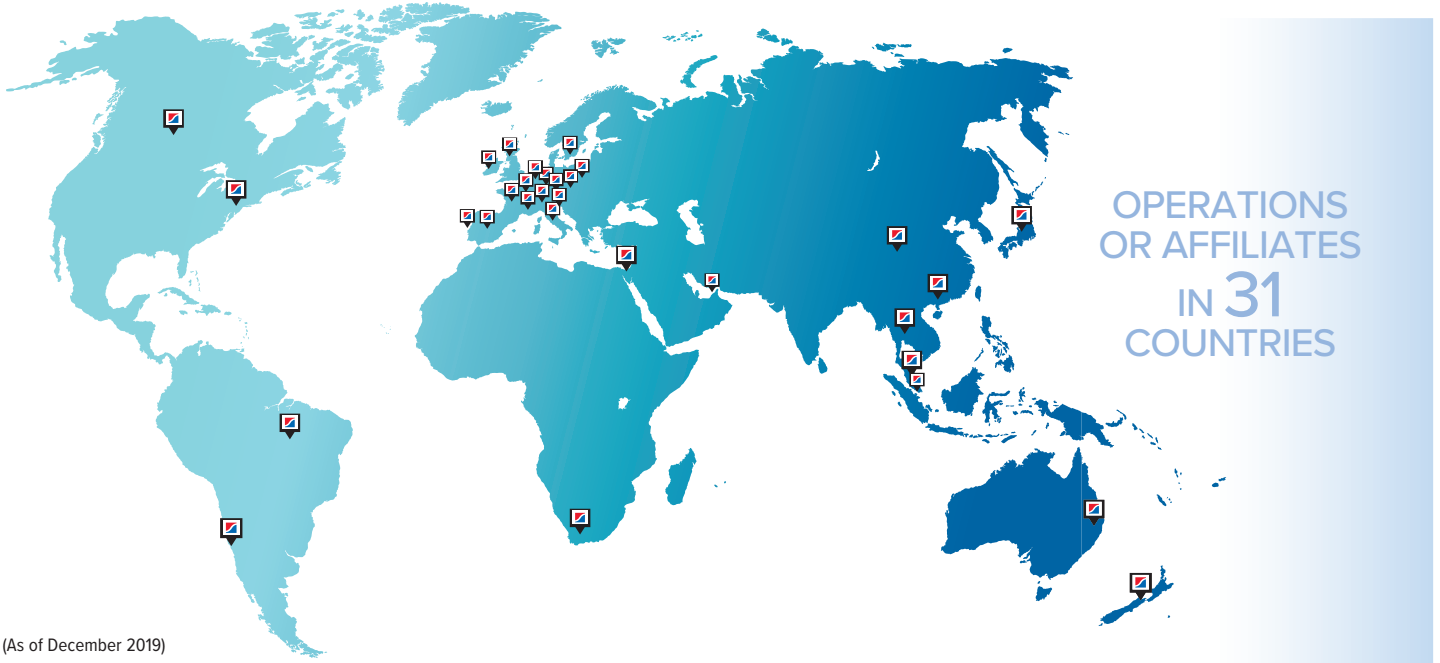
**FORTUNE 500 Ranking of the Largest U.S. Corporations (15 Years)**

**A FORTUNE WORLD'S MOST ADMIRED COMPANY (18 Years)**

**AN ETHISPHERE® INSTITUTE WORLD'S MOST ETHICAL COMPANY (8 Years)**

**COMPONENT OF S&P 500® INDEX (5 Years)**

## HENRY SCHEIN AROUND THE WORLD



SERVING MORE THAN  
**1 MILLION**  
CUSTOMERS

**88** YEARS IN  
BUSINESS

APPROXIMATELY  
**19,000**  
TEAM SCHEIN MEMBERS

**3,600** FIELD SALES  
CONSULTANTS



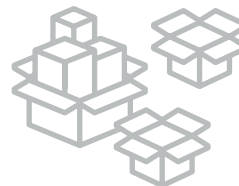
**1,900** TELESALES  
REPRESENTATIVES

**2,000**  
FIELD TECHNICIANS

**29**  
DISTRIBUTION  
CENTERS

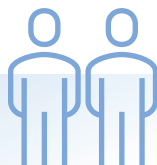


AVERAGE OF  
**134,000**  
CARTONS  
SHIPPED DAILY



**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