HENRY SCHEIN AT A GLANCE

2022 GLOBAL net sales of $12.64 BILLION

59% DENTAL
35% MEDICAL
6% TECHNOLOGY & VALUE-ADDED SERVICES

2022 net sales of $7.47 billion

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

Growth Opportunities:
• Increasing penetration with existing customers
• Greater penetration of specialty markets
• Advancing technology solutions
• Continued focus on large group practices
• Digitalization of prosthetic solutions
• Geographic expansion

2022 net sales of $4.45 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

2022 net sales of $723 million

TECHNOLOGY & VALUE-ADDED SERVICES
Full-service provider of practice management software, claims management, patient relationship management, and practice services

Growth Opportunities:
• Expand cloud-based solutions
• Increasing penetration with existing customers
• Ability to serve large group practices
• Expand range of practice services and solutions-based product offerings
• Facilitating financial services for technology investments, office expansion, and practice transitions
• Geographic expansion

FORTUNE 500 RANKING OF THE LARGEST U.S. CORPORATIONS (16 YEARS)
A FORTUNE WORLD’S MOST ADMIRED COMPANY (22 YEARS+)
AN ETHISPHERE® INSTITUTE WORLD’S MOST ETHICAL COMPANY SINCE 2012
COMPONENT OF S&P 500® INDEX (6 YEARS)

(As of November 2023)
HENRY SCHEIN AROUND THE WORLD

SERVING MORE THAN 1 MILLION CUSTOMERS

24,000 TEAM SCHEIN MEMBERS

AVERAGE OF 157,000 CARTONS SHIPPED DAILY

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

52 DISTRIBUTION AND MANUFACTURING CENTERS

MORE THAN 3,200 SUPPLIER PARTNERS

90+ YEARS IN BUSINESS

300,000 BRANDED AND HENRY SCHEIN-BRAND PRODUCTS IN STOCK

OPERATIONS OR AFFILIATES IN 33 COUNTRIES AND TERRITORIES

www.henryschein.com