

## AT A GLANCE

#243  
FORTUNE® 500 RANKING  
OF THE LARGEST U.S.  
CORPORATIONS

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

A FORTUNE®  
WORLD'S MOST  
ADMIRED COMPANY

AN ETHISPHERE®  
INSTITUTE WORLD'S  
MOST ETHICAL COMPANY



- 48.5% DENTAL
- 27.9% ANIMAL HEALTH
- 20.1% MEDICAL
- 3.5% TECHNOLOGY & VALUE-ADDED SERVICES



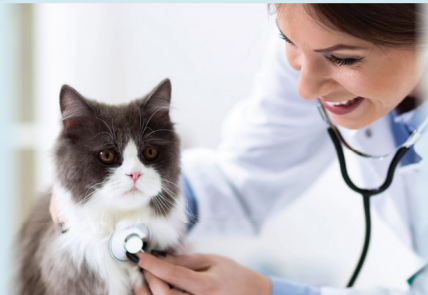
**2017 NET SALES OF \$6.0 BILLION**

### 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



**2017 NET SALES OF \$3.5 BILLION**

### ANIMAL HEALTH

Only global animal health distributor

**Growth Opportunities:**

- Increasing penetration with existing customers
- Geographic expansion
- Advancing technology solutions, including practice management
- Continued focus on large group practices
- Focus on practice-building products and services

### TECHNOLOGY & VALUE-ADDED SERVICES

A leader in practice management software solutions for Dental and Animal Health 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



**2017 NET SALES OF \$2.5 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



**2017 NET SALES OF \$438 MILLION**

## HENRY SCHEIN AROUND THE WORLD



SERVING MORE THAN  
**1 MILLION**  
CUSTOMERS

**86** YEARS IN  
BUSINESS

MORE THAN  
**22,000**  
TEAM SCHEIN MEMBERS

**4,100** FIELD SALES  
CONSULTANTS

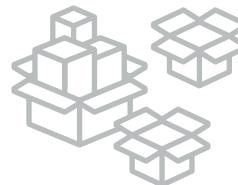


**2,300** TELESALES  
REPRESENTATIVES



**63**   
DISTRIBUTION  
CENTERS

AVERAGE OF  
**190,000**  
CARTONS  
SHIPPED DAILY



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

MORE THAN  
**3,000**   
SUPPLIER PARTNERS

**120,000**   
PRODUCTS IN STOCK

**180,000**  
ADDITIONAL PRODUCTS  
AS SPECIAL-ORDER ITEMS