

Henry Schein Completes Investment With Full-Service Dental Distributor Marrodent

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MELVILLE, N.Y., Dec. 8, 2016 /PRNewswire/ -- Henry Schein, Inc. (Nasdaq: HSIC), the world's largest provider of health care products and services to office-based dental, animal health and medical practitioners, today announced the completion of an 80 percent equity investment in Marrodent, one of Poland's largest full-service dental distributors with 2015 sales of approximately \$32 million. This transaction was announced on August 30, 2016.

Henry Schein has served animal health customers in Poland since 2014, and Marrodent marks the Company's entry into Poland's dental market.

"Our partnership comes at a time of growing demand for dental services in Poland, and with the completion of our strategic investment in Marrodent, we see a significant opportunity to help dental practitioners provide high-quality care as part of operating efficient and successful practices," said Stanley M. Bergman, Chairman of the Board and Chief Executive Officer of Henry Schein. "We at Henry Schein welcome our new Marrodent colleagues and we look forward to bringing new products, services, and solutions to Poland's dental community."

Founded in 1990 by brothers Roman and Marek Stekla, and with headquarters in Bielsko-Biala and a facility in Warsaw, Marrodent distributes dental consumables and equipment, as well as dental laboratory supplies and equipment. With nearly 60 sales representatives and a call center, Marrodent serves approximately 10,000 office-based dental practitioners across Poland. Roman and Marek Stekla own the remaining 20 percent of Marrodent, and along with Managing Director Artur Podolski, have joined Henry Schein.

"We are very pleased to complete our partnership with Henry Schein, a company that shares our commitment to excellent service and providing our customers with the tools they need to provide quality care to their patients," said Roman Stekla.

"This investment marks a new chapter for our customers, who will continue to receive the high-quality service upon which they've come to rely, but with the added benefit of being able to access a range of new products and services available through Henry Schein," said Marek Stekla.

Henry Schein, Inc. has operations in 33 countries and with the addition of Marrodent, Henry Schein's dental business now operates in 27 countries. In 2015, Henry Schein reported global Dental sales of \$5.3 billion.

About Henry Schein, Inc.

Henry Schein, Inc. (Nasdaq: HSIC) is the world's largest provider of health care products and services to office-based [dental](#), [animal health](#) and [medical](#) practitioners. The Company also serves [dental laboratories](#), [government and institutional health care clinics](#), and other alternate care sites. A Fortune 500® Company and a member of the S&P 500® and the Nasdaq 100® indexes, Henry Schein employs more than 19,000 [Team Schein Members](#) and serves more than 1 million customers.

The Company offers a comprehensive selection of products and services, including value-added solutions for operating efficient practices and delivering high-quality care. Henry Schein operates through a centralized and automated distribution network, with a selection of more than 110,000 branded products and Henry Schein private-brand products in stock, as well as more than 150,000 additional products available as special-order items. The Company also offers its customers exclusive, innovative technology solutions, including practice management software and e-commerce solutions, as well as a broad range of [financial services](#).

Headquartered in Melville, N.Y., Henry Schein has operations or affiliates in 33 countries. The Company's sales reached a record \$10.6 billion in 2015, and have grown at a compound annual rate of approximately 15 percent since Henry Schein became a public company in 1995. For more information, visit Henry Schein at www.henryschein.com, [Facebook.com/HenrySchein](https://www.facebook.com/HenrySchein) and [@HenrySchein on Twitter](https://twitter.com/HenrySchein).

Cautionary Note Regarding Forward-Looking Statements and Use of Non-GAAP Financial Information

In accordance with the "Safe Harbor" provisions of the Private Securities Litigation Reform Act of 1995, we provide the following cautionary remarks regarding important factors that, among others, could cause future results to differ materially from the forward-looking statements, expectations and assumptions expressed or implied herein. All forward-looking statements made by us are subject to risks and uncertainties and are not guarantees of future performance. These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance and achievements or industry results to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. These statements are identified by the use of such terms as "may," "could," "expect," "intend," "believe," "plan," "estimate," "forecast," "project," "anticipate" or other comparable terms. A full discussion of our operations and financial condition, including factors that may affect our business and future prospects, is contained in documents we have filed with the United States Securities and Exchange Commission, or SEC, and will be contained in all subsequent periodic filings we make with the SEC. These documents identify in detail important risk factors that could cause our actual performance to differ materially from current expectations.

Risk factors and uncertainties that could cause actual results to differ materially from current and historical results include, but are not limited to: effects of a highly competitive and consolidating market; our dependence on third parties for the manufacture and supply of our products; our dependence upon sales personnel, customers, suppliers and manufacturers; our dependence on our senior management; fluctuations in quarterly earnings; risks from expansion of customer purchasing power and multi-tiered costing structures; increases in shipping costs for our products or other service issues with our third-party shippers; general global macroeconomic conditions; disruptions in financial markets; volatility of the market price of our common stock; changes in the health care industry; implementation of health care laws; failure to comply with regulatory requirements and data privacy laws; risks associated with our global operations; transitional challenges associated with acquisitions and joint ventures, including the failure to achieve anticipated synergies; financial risks associated with acquisitions and joint ventures; litigation risks; the dependence on our continued product development, technical support and successful marketing in the technology segment; increased competition by third party online commerce sites; risks from disruption to our information systems; cyberattacks or other privacy or data security breaches; certain provisions in our governing documents that may discourage third-party acquisitions of us; and changes in tax legislation. The order in which these factors appear should not be construed to indicate their relative importance or priority.

We caution that these factors may not be exhaustive and that many of these factors are beyond our ability to control or predict. Accordingly, any forward-looking statements contained herein should not be relied upon as a prediction of actual results. We undertake no duty and have no obligation to update forward-looking statements.

Included within the press release are non-GAAP financial measures that supplement the Company's Consolidated Statements of Income prepared under generally accepted accounting principles (GAAP). These non-GAAP financial measures adjust the Company's actual results prepared under GAAP to exclude certain items. In the schedules attached to this press release, the non-GAAP measures have been reconciled to and should be considered together with the Consolidated Statements of Income. These non-GAAP measures are not meant as a substitute for GAAP, but are included solely for informational and comparative purposes. The Company's management believes that this information assists in evaluating operational trends, financial performance, and cash generating capacity. However, the non-GAAP financial measures should not be regarded as a replacement for corresponding, similarly captioned, GAAP measures.

To view the original version on PR Newswire, visit: <http://www.prnewswire.com/news-releases/henry-schein-completes-investment-with-full-service-dental-distributor-marrodent-300375247.html>

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