



Henry Schein Acquires Majority Interest in Cliniclands, an Innovative Distributor Serving Dentists in Sweden, Denmark and Norway

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Acquisition Establishes First Presence for Henry Schein Dental in Scandinavia

MELVILLE, N.Y.--(BUSINESS WIRE)--Aug. 5, 2019-- Henry Schein, Inc. (Nasdaq: HSIC), the world's largest provider of health care solutions to office-based dental and medical practitioners, today announced the acquisition of a majority equity stake in Cliniclands, an innovative distributor serving dental practices throughout Sweden, Denmark, and Norway. Based in Trelleborg, Sweden, Cliniclands represents the first presence of Henry Schein Dental in Scandinavia and offers a wide range of dental consumables, implants, prosthetic and orthodontic solutions as well as small and office equipment. Cliniclands had sales for the 12 months ended March 31, 2019, of approximately \$9.5 million.

With the addition of Cliniclands, Henry Schein now has operations in 32 countries around the world. Henry Schein expects this transaction will be neutral to 2019 earnings per diluted share and accretive thereafter. The three founders – Falk Andersson, Chief Executive Officer, Niklas Schori, Chief Operating Officer, and Daniel Skoglund, Head of Sales – will continue to lead the business and own the remaining equity stake in Cliniclands, which Henry Schein may acquire under various options after the next three and five years. Financial terms were not disclosed.

"Cliniclands is a rapidly growing, successful company built upon a valuable business model," said Stanley M. Bergman, Chairman of the Board and Chief Executive Officer of Henry Schein. "We are delighted to partner with the co-founders and the entire Cliniclands team. Our two companies have a shared commitment to the use of advanced technology to help our customers run successful, profitable businesses. We expect to achieve meaningful operating synergies and category expansion while expediting the delivery of products to Scandinavian dental customers."

"We are especially excited to partner with Henry Schein and work together to bring new services and solutions to the Scandinavian dental community," said Falk Andersson. "Our partnership with Henry Schein represents 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 accessing a network of expert advisors with an in-depth knowledge of clinical businesses and a dedication of helping practitioners grow their dental practices."

"We are delighted to be expanding across Scandinavia with Cliniclands," said Andrea Albertini, Vice President, EMEA Dental Group and International Equipment Business, Henry Schein. "Our partnership comes at a time of growing demand for dental services in the European market. With the completion of our strategic investment, we see a significant opportunity to bring technology and value-added solutions to the market as well as expand the breadth of products and services available to Cliniclands' customers."

About Henry Schein, Inc.

Henry Schein, Inc. (Nasdaq: HSIC) is a solutions company for health care professionals powered by a network of people and technology. With more than 19,000 [Team Schein Members](#) worldwide, the Company's network of trusted advisors provides more than 1 million customers globally with more than 300 valued solutions that improve operational success and clinical outcomes. Our Business, Clinical, Technology, and Supply Chain solutions help office-based [dental](#) and [medical](#) practitioners work more efficiently so they can provide quality care more effectively. These solutions also support [dental laboratories](#), [government and institutional health care clinics](#), as well as other alternate care sites.

Henry Schein operates through a centralized and automated distribution network, with a selection of more than 120,000 branded products and Henry Schein private-brand products in stock, as well as more than 180,000 additional products available as special-order items.

A FORTUNE 500 Company and a member of the S&P 500® and the Nasdaq 100® indexes, Henry Schein is headquartered in Melville, N.Y., and has operations or affiliates in 32 countries. The Company's sales from continuing operations reached \$9.4 billion in 2018, and have grown at a compound annual rate of approximately 13 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

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 macro-economic conditions; risks associated with currency fluctuations; risks associated with political and

economic uncertainty; 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; new or unanticipated litigation developments; the dependence on our continued product development, technical support and successful marketing in the technology segment; our dependence on third parties for certain technologically advanced components; increased competition by third party online commerce sites; risks from disruption to our information systems; cyberattacks or other privacy or data security breaches; and certain provisions in our governing documents that may discourage third-party acquisitions of us; 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.

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