

The Dentists Supply Company and Henry Schein Inc. form new entity to better serve members of organized dentistry

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The Dentists Supply Company is pleased to announce it has reached an agreement with Henry Schein Inc. (Nasdaq: HSIC) to further its mission to serve state dental association members with an online-only option for purchasing dental supplies. TDSC.com, Powered by Henry Schein will officially launch in late October 2020 and will continue to offer everyday low pricing and expand its offerings for dental supplies and small equipment to dental association members.

Launched in 2017 by the California Dental Association (CDA), TDSC serves members of all 50 state dental associations with an everyday low-price, online-only option for obtaining dental supplies. Any member of a state dental association is eligible to purchase on TDSC.com. While TDSC enjoyed a strong growth trajectory, the COVID-19 pandemic presented an opportunity to evaluate strategic options for providing greater value to its members.

"We're proud of TDSC's growth since its inception to help members of organized dentistry remain competitive in a challenging practice environment," said Walt Weber, DDS, chair of TDSC's Board of Directors. "We're excited to join Henry Schein, as it will expand TDSC's value proposition to our members."

As the world's leading provider of health care solutions to office-based dental and medical practitioners, Henry Schein's expertise will enable TDSC to build on its already strong model with improved fulfillment rates and delivery times, among other distribution and operational efficiencies.

Henry Schein will be the majority owner with CDA owning an interest in the newly formed operating company TDSC Inc. The new company will also form an advisory council, which will include key stakeholders from both organizations, dental association leaders and practicing dentists to provide insights and guidance to the operating team along with its board of directors. Financial terms were not disclosed.

"We are most enthusiastic to partner with TDSC, a company that shares Henry Schein's commitment to helping dental practices operate more efficiently so practitioners can focus on the quality of care delivered," said Stanley M. Bergman, chairman of the board and chief executive officer of Henry Schein. "Our two organizations are well-aligned in our key values, including supporting the dental profession and the next generation of dentists, as well as promoting the connection between oral health and overall health. Henry Schein's full-service distribution model, coupled with TDSC's strategy, will offer dental association members the options the profession seeks when choosing to purchase dental supplies and small equipment for their practices. We look forward to welcoming our new colleagues from TDSC to Team Schein."

The channels offered by TDSC and Henry Schein are complementary and aimed at delivering service models for varying customer segments. Dentists purchasing supplies through TDSC.com will continue to enjoy the convenience of online ordering and everyday low pricing and will now also benefit from an expanded product portfolio and faster delivery service. Henry Schein will maintain its full-service distribution model offering customers competitively priced consumable merchandise, equipment and technology products and services, including software, coupled with its highly experienced field and telesales teams. Henry Schein also plans to offer a select set of branded consumable merchandise as well as Henry Schein corporate brand products to TDSC customers.

"We remain steadfast in our commitment to offer a full-service model — as the main component of our dental strategy — that delivers the solutions customers can rely on to operate a more profitable practice and better serve their patients," said AJ Caffentzis, president, U.S. Dental Distribution, Henry Schein Dental. "We recognize that there are some members of organized dentistry who want an alternative channel for purchasing dental supplies and we look forward to meeting their needs. We also look forward to welcoming new customers and providing all customers of TDSC.com with the option to expand our relationship through our full-service model."

About The Dentists Supply Company

The Dentists Supply Company (TDSC) leverages collective purchasing power to attain better supply pricing for practices of every size. Founded as a subsidiary of the California Dental Association, TDSC provides significant savings on dental supplies from authorized vendors as a benefit included in dental association membership. The Company's 2019 sales were approximately \$20 million. For more information, visit <http://www.tdsc.com>.

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 approximately 19,000 Team Schein Members worldwide, the Company's network of trusted advisors provides more than 1 million customers globally with more than 300 value solutions that improve operational success and clinical outcomes. Its 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® Index, Henry Schein is headquartered in Melville, N.Y., and has operations or affiliates in 31 countries. The Company's sales from continuing operations reached \$10 billion in 2019 and have grown at a compound annual rate of approximately 13% since Henry Schein became a public company in 1995.

For more information, visit Henry Schein at <http://www.henryschein.com>, Facebook.com/HenrySchein, and @HenrySchein on Twitter.