

## Henry Schein Makes Investment to Form Strategic Partnership With Biotech Dental Group

December 16, 2022

### Expands Henry Schein's offering in several of dentistry's fastest-growing categories, including clinical software and oral surgery and orthodontic products

MELVILLE, N.Y.--(BUSINESS WIRE)--Dec. 16, 2022-- Henry Schein, Inc. (Nasdaq: HSIC), the world's largest provider of health care solutions to office-based dental and medical practitioners, today announced a definitive agreement with the shareholders of Biotech Dental S.A.S., a rapidly growing provider of innovative clinical software and oral surgery and orthodontic products based in Salon-de-Provence, France, to acquire a majority ownership stake in the company.

Henry Schein and Biotech Dental will partner to bring Biotech Dental's full line of high-quality software, products, and services, including dental prostheses, clear aligners, dental implants, regenerative solutions, and biomaterials, to more dentists and dental laboratories as well as new geographies. The closing of this transaction is subject to certain regulatory approvals.

Biotech Dental has several important solutions, including Nemotec, a comprehensive, integrated suite of planning and diagnostic software using open architecture that connects disparate devices to create a digital view of the patient's oral health condition, offering greater diagnostic accuracy and an improved patient experience. Biotech Dental is also one of the fastest-growing implant and custom abutment brands in France, as well as the manufacturer of the Smilers<sup>®</sup> brand of clear aligners. In addition, Biotech Dental has launched LaGalaxy<sup>®</sup>, a comprehensive, open, and secure software platform where both clinical and administrative tasks can be performed. Within a single platform, dentists and dental laboratories benefit from end-to-end integrated digital solutions that help improve case outcomes while speeding treatment time, shortening case completion, and lowering the costs of implants, orthodontic, and prosthetic treatments.

"Henry Schein and Biotech Dental are committed to offering customers best-in-class, user-friendly, customer-centric solutions based on open architecture that help improve patient outcomes," said Stanley M. Bergman, Chairman of the Board and Chief Executive Officer of Henry Schein. "Henry Schein will, over time, incorporate Biotech's Nemotec software as part of our solutions offering, including integrating Biotech's software solutions with Henry Schein One's industry-leading practice management software solutions to create a leading end-to-end clinical system and to help dental practitioners streamline their clinical as well as administrative workflow."

Biotech Dental will maintain its own brands and go-to-market strategies.

"Biotech Dental has excelled in several of the most exciting and fastest-growing segments of the dental market, including implants and aligners. With our combined resources, we will introduce customers to state-of-the-art technology. We are committed to maintaining the French operations of Biotech, which will become centers of excellence for some of our combined processes and manufacturing operations," said Mr. Bergman.

"We have continually grown to meet the specialized and unique needs of dentists, orthodontists, and dental laboratories," said Philippe Veran, Biotech Dental Founder and President. "For the past 35 years, the growth of our business has been rooted in our rich French heritage. This will remain as we continue to manufacture our products in France while bringing innovation and new technologies to the global dental community. Together, with Henry Schein, we look forward to helping our customers enhance their surgical skills, achieve better outcomes for their patients, and maximize business success."

Under the terms of the transaction, Henry Schein will acquire a majority ownership position in Biotech Dental. Uppside Capital Partners Group will continue to own the remaining minority interest in the company. For the fiscal year 2021, Biotech Dental's revenue was approximately \$100 million. Henry Schein expects this transaction to be slightly dilutive to 2023 earnings per share when excluding amortization. The dilution is primarily due to non-cash acquisition accounting adjustments for inventory. Financial terms were not disclosed.

Mr. Veran will continue to lead the business, supported by Dr. Olivia Veran, a dental surgeon who is Biotech's Senior Vice President and Managing Director. Mr. Veran has been a serial entrepreneur for the past 35 years, received the Entrepreneur of the Year award from Ernst & Young in 2018, and was raised to the level of Knight of the French Legion of Honor in 2021.

### About Biotech Dental Group

Biotech Dental is one of the largest providers of end-to-end dental solutions. For more than 35 years, the company has been designing and manufacturing a full range of dental implants, implant treatment planning software, orthodontic aligners, regenerative products and digital dentistry solutions. Its products are designed to help dentists achieve better outcomes for their patients, enhance their surgical skills, and maximize business success. Biotech Dental achieves these goals through developing and manufacturing products that leverage innovative technologies that ensure quality products at affordable prices.

### 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 22,000 [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 help 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<sup>®</sup> index, Henry Schein is headquartered in Melville, N.Y., and has operations or affiliates in

32 countries and territories. The Company's sales reached \$12.4 billion in 2021, and have grown at a compound annual rate of approximately 12.5 percent since Henry Schein became a public company in 1995.

For more information, visit Henry Schein at [www.henryschein.com](http://www.henryschein.com), [Facebook.com/HenrySchein](https://www.facebook.com/HenrySchein), [Instagram.com/HenrySchein](https://www.instagram.com/HenrySchein), and [Twitter.com/HenrySchein](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 include EPS guidance and are generally identified by the use of such terms as "may," "could," "expect," "intend," "believe," "plan," "estimate," "forecast," "project," "anticipate," "to be," "to make" or other comparable terms. A fuller discussion of our operations, financial condition and status of litigation matters, 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, including our Annual Report on Form 10-K, 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. Forward looking statements include the overall impact of the Novel Coronavirus Disease 2019 (COVID-19) on the Company, its results of operations, liquidity and financial condition (including any estimates of the impact on these items), the rate and consistency with which dental and other practices resume or maintain normal operations in the United States and internationally, expectations regarding personal protective equipment ("PPE") and COVID-19 related product sales and inventory levels, whether additional resurgences or variants of the virus will adversely impact the resumption of normal operations, whether vaccine mandates will adversely impact the Company (by disrupting our workforce and/or business), whether supply chain disruptions will adversely impact our business, the impact of restructuring programs as well as of any future acquisitions, and more generally current expectations regarding performance in current and future periods. Forward looking statements also include the (i) ability of the Company to have continued access to a variety of COVID-19 test types, expectations regarding COVID-19 test sales, demand and inventory levels, as well as the efficacy or relative efficacy of the test results given that the test efficacy has not been, or will not have been, independently verified under normal FDA procedures and (ii) potential for the Company to distribute the COVID-19 vaccines and ancillary supplies.

Risk factors and uncertainties that could cause actual results to differ materially from current and historical results include, but are not limited to: risks associated with COVID-19 and any variants thereof, as well as other disease outbreaks, epidemics, pandemics, or similar wide-spread public health concerns and other natural disasters; our dependence on third parties for the manufacture and supply of our products; our ability to develop or acquire and maintain and protect new products (particularly technology products) and technologies that achieve market acceptance with acceptable margins; transitional challenges associated with acquisitions, dispositions and joint ventures, including the failure to achieve anticipated synergies/benefits; financial and tax risks associated with acquisitions, dispositions and joint ventures; certain provisions in our governing documents that may discourage third-party acquisitions of us; effects of a highly competitive (including, without limitation, competition from third-party online commerce sites) and consolidating market; the repeal or judicial prohibition on implementation of the Affordable Care Act; changes in the health care industry; 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 and domestic macroeconomic and political conditions, including inflation, deflation, fluctuations in the value of the U.S. dollar as compared to foreign currencies and changes to other economic indicators, international trade agreements, potential trade barriers and terrorism; failure to comply with existing and future regulatory requirements; risks associated with the EU Medical Device Regulation; failure to comply with laws and regulations relating to health care fraud or other laws and regulations; failure to comply with laws and regulations relating to the collection, storage and processing of sensitive personal information or standards in electronic health records or transmissions; changes in tax legislation; risks related to product liability, intellectual property and other claims; litigation risks; new or unanticipated litigation developments and the status of litigation matters; risks associated with customs policies or legislative import restrictions; cyberattacks or other privacy or data security breaches; risks associated with our global operations; our dependence on our senior management, employee hiring and retention, and our relationships with customers, suppliers and manufacturers; and disruptions in financial markets. 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 except as required by law.

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