

Henry Schein Acquires Full-Service Swiss Dental Distributor abc dental

July 29, 2024

MELVILLE, N.Y., July 29, 2024 -- Henry Schein, Inc. (Nasdaq: HSIC), the world's largest provider of health care solutions to office-based dental and medical practitioners, today announced it has acquired abc dental AG (abc dental), a full-service dental distributor offering consumables, equipment, and technical service to general practitioners, specialists, and dental laboratories in Switzerland.

abc dental was established in 1998 and had sales in 2023 of approximately \$27.5 million, the majority of which were from dental consumable merchandise and equipment, with further revenue from the design and customization of dental practices and dental laboratory installations. Henry Schein acquired 100% of abc dental from ADMETOS GmbH. Henry Schein expects the transaction to be neutral to 2024 non-GAAP earnings per share and accretive thereafter. Financial terms were not disclosed.

The acquisition of abc dental, based in Schlieren, Switzerland, builds upon Henry Schein's 2022 acquisition of Condor Dental, based in Vouvy, Switzerland. abc dental will extend Henry Schein's ability to deliver a wider range of solutions and services to customers in Switzerland.

Henry Schein's current offering through Condor is concentrated on consumables and focused primarily on customers in the French-speaking region of Switzerland. abc dental, whose focus is the German-speaking part of the country, will enable Henry Schein to expand its solutions portfolio and offer innovative equipment and technical services to customers across the Swiss market.

"Our investment in abc dental furthers our strategic vision to become the leading full-service distributor in Switzerland," said Stanley M. Bergman, Chairman of the Board and Chief Executive Officer of Henry Schein. "As demand rises for dental services across Switzerland, Henry Schein will be able to more effectively serve our customers through the resources of abc dental and Condor. We at Henry Schein welcome our new abc dental colleagues and we look forward to bringing new products, services, and solutions to the Swiss oral health community."

abc dental is now a part of Henry Schein's International Distribution Group, and the business will continue to be led by Dejan Eric as General Manager of abc dental.

"Through our exciting new alliance with Henry Schein, a company that shares our values of empowering dental practitioners, we believe abc dental is poised for significant growth," said Mr. Eric. "Together, we are committed to providing our combined customer base with the most effective solutions to deliver exceptional patient care."

"We are thrilled to announce our cooperation with abc dental, a highly respected dental solutions provider with more than 25 years of experience," said Stefan Heine, Vice President, Dental-Central Europe, Henry Schein International Distribution Group. "With the support of Henry Schein's operational expertise, abc dental will be better positioned to improve market coverage and deliver enhanced services and solutions to dentists."

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 25,000 [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 300,000 branded products and Henry Schein corporate brand products in our distribution centers.

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 33 countries and territories. The Company's sales reached \$12.3 billion in 2023, and have grown at a compound annual rate of approximately 11.5 percent since Henry Schein became a public company in 1995.

For more information, visit Henry Schein at www.henryschein.com, Facebook.com/HenrySchein, Instagram.com/HenrySchein, and [@HenrySchein on X](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 expectations regarding the impact of the abc dental transaction on non-GAAP earnings per share 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.

Risk factors and uncertainties that could cause actual results to differ materially from current and historical results include, but are not limited to: 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, as well as significant demands on our operations, information systems, legal, regulatory, compliance, , financial and human resources functions in connection with acquisitions, dispositions and joint ventures; certain provisions in our governing documents that may discourage third-party acquisitions of us; adverse changes in supplier rebates or other purchasing incentives; risks related to the sale of corporate brand products; security risks associated with our information systems and technology products and services, such as cyberattacks or other privacy or data security breaches (including the October 2023 incident); effects of a highly competitive (including, without limitation, competition from third-party online commerce sites) and consolidating market; 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 macro-economic and political conditions, including inflation, deflation, recession, ongoing wars, fluctuations in energy pricing and 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; geopolitical wars; 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; risks associated with customs policies or legislative import restrictions; risks associated with disease outbreaks, epidemics, pandemics (such as the COVID-19 pandemic), or similar wide-spread public health concerns and other natural or man-made disasters; risks associated with our global operations; litigation risks; new or unanticipated litigation developments and the status of litigation matters; 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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