

## **Henry Schein, Inc. Purchases German Healthcare Distributor; Expands European Operations By 50 Percent**

January 5, 1999

MELVILLE, N.Y., Jan. 5 /PRNewswire/ -- Henry Schein, Inc. (Nasdaq: HSIC), the world's largest supplier of healthcare products to office-based practitioners, announced today that it has significantly expanded its European operations by acquiring the Heiland Group, GmbH, a leading direct marketer of healthcare supplies, headquartered in Hamburg, Germany. In 1998, the privately held Heiland Group had revenues of U.S. \$130 million.

Henry Schein will merge the operations of the new acquisition with its German subsidiary -- Henry Schein Dentina, GmbH, headquartered in Konstanz, Germany. The acquisition of the Heiland Group will be accounted for as a purchase transaction -- terms of which were not disclosed. However, Henry Schein expects the transaction to be accretive to its 1999 earnings.

For more than three decades, the Heiland Group, with over 200 employees, has been recognized throughout Germany as a quality direct marketer with an extensive product offering, competitive prices and excellent customer service. As the largest direct marketer to office-based practitioners in Germany, the Heiland Group offers its Medical, Dental and Veterinary customers same day shipping and 24-hour delivery from a state-of-the-art distribution center located in Zarrentin, Germany.

"With 50 percent of the Heiland Group's 1998 revenues coming from its Medical sales, 30 percent from its Dental business, and 20 percent from its Veterinary operations, this acquisition significantly expands our presence in the European Medical and Dental markets, as well as offers Henry Schein an entree into the German Veterinary market," said Stanley M. Bergman, Henry Schein's Chairman, Chief Executive Officer and President.

Since 1990, Henry Schein has grown its international network, through internal growth and acquisitions, to 13 countries outside the United States, including; Canada, the Netherlands, Spain, Belgium, the United Kingdom, Germany, France, Israel, Ireland, Mexico, Austria, Australia and New Zealand. In 1998, Henry Schein's European operations accounted for approximately 12% of the Company's total revenues.

Henry Schein, Inc. is the largest distributor of healthcare products and services to office-based healthcare practitioners, including dental practices and laboratories, physician practices and veterinary clinics. The Company, recognized for its excellent customer service and low prices, serves more than 250,000 customers worldwide. Henry Schein's world headquarters are in Melville, N.Y. For more information, visit the Henry Schein website at <http://www.henryschein.com>.

Certain information contained herein includes information that is forward looking. The matters referred to in forward looking statements may be affected by the risks and uncertainties involved in the Company's business. These forward looking statements are qualified in their entirety by the cautionary statements contained in the Company's Securities and Exchange Commission filings.

SOURCE Henry Schein, Inc.