

New Henry Schein Web Site Makes Online Ordering Easier

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Instant Customer Registration, Advanced Product Search, Streamlined Purchasing Options and Valuable Supply Procurement Tools Among Features

Building on its industry-leading success in electronic and Web-based marketing to healthcare professionals, Henry Schein, Inc. (Nasdaq: H SIC), the largest provider of healthcare supplies to office-based practitioners in North America and Europe, today announced the launch of a new www.henryschein.com.

Featuring an inviting new design and developed in conjunction with Microsoft's(R) Commerce Server 2000, www.henryschein.com boasts an array of value-added features including instant customer registration, easy shopping and ordering, and a high level of customer service and supply procurement capabilities. These services are available to the Company's 400,000 customers worldwide, as well as to new visitors to the site. As part of this effort, Henry Schein has also launched www.sullivanschein.com for its office-based dental practitioner customers.

"Henry Schein has had tremendous success in supporting its customers via the Internet since 1997, and has seen sales processed through the Web grow by nearly 60% in the past year alone," said Stanley M. Bergman, Chairman, Chief Executive Officer and President of Henry Schein. "Today, the best e-commerce sites offer rich and flexible marketing, sales and service functionality, and support to businesses globally. Our goal with henryschein.com is to provide an enjoyable, interactive shopping experience that complements our other sales channels and integrates seamlessly with our existing business processes."

Henry Schein was a pioneer in developing electronic catalogs and ordering systems for its healthcare professional customers, and first offered a PC-based ordering option during the mid-1980's.

Supported by an efficient, state-of-the-art distribution system, the new henryschein.com and sullivanschein.com Web sites supplement Henry Schein's sales and marketing approach, which combines extensive direct marketing programs with a field sales force of 1,150 sales consultants, 800 telesales representatives and a suite of electronic commerce services under the Aruba(R) brand. Aruba products offer Windows(R)-based and telephone Touch-Tone(R) shopping and ordering.

"We also plan to leverage the connectivity Henry Schein has established with its more than 35,000 practice management software customers by identifying synergies between the services we offer through our practice management systems and our new Internet capabilities," added Bergman.

Henry Schein's new site now features:

- An open environment. First-time visitors and current customers of henryschein.com can browse the breadth and depth of the Company's product offerings without registering. Products can be located by viewing dental, medical and veterinary catalogs; by searching keyword catalog and product content; by searching for on-sale items; and by searching full-text information in product descriptions.
- Personalized shopping lists. henryschein.com allows registered users to personalize their online shopping experience by creating a variety of customized lists tailored to their specific buying needs, and by providing direct and streamlined access to product specials and content targeted to their practice specialty.
- Customer reporting capabilities. Customers can now create an array of reports that track and analyze their order history and spending trends, helping them to better manage the supply procurement aspect of their practices. Customers may also check on the status of their orders, view order details and order histories, and re-stock supplies using previous order lists.
- A Global Focus. The new henryschein.com gives customers worldwide the ability to order the full array of healthcare products offered through Henry Schein.

Henry Schein's new e-commerce system was a beta site for Microsoft's recently introduced Commerce Server 2000 product.

"The launch of the new henryschein.com was aggressive in scope and scale. In May 2000, when Henry Schein began its efforts, Commerce Server 2000 was a pre-beta product," said Larry Gibson, Corporate Chief Technology Officer and Executive Vice President of Henry Schein. "Today, henryschein.com offers one of the most innovative and sophisticated business-to-business capabilities available for the office-based healthcare practitioner."

"Microsoft Commerce Server 2000 is designed to serve the dynamic e-commerce Web sites of tomorrow," said Marie Huwe, Director for Microsoft's .NET Developer Solutions Group. "We are thrilled that Henry Schein chose Commerce Server 2000 as the solution that will allow for continued growth and improve customer satisfaction."

About Henry Schein

Henry Schein Inc. is the largest distributor of healthcare products and services to office-based healthcare practitioners in the combined North American and European markets. Recognized for its excellent customer service and low prices, the Company serves more than 400,000 customers worldwide, including dental practices and laboratories, physician practices and veterinary clinics, as well as government and other institutions.

The Company operates its five business groups - Dental, Medical, Veterinary, International and Technology - through a centralized and automated distribution network, which provides customers in more than 125 countries with a comprehensive selection of over 70,000 national and Henry Schein

private-brand products. Henry Schein also offers a wide range of innovative value-added practice solutions, including such leading practice management software systems as DENTRIX(R) and Easy Dental(R) for dental practices, and AVImark(R) for veterinary clinics, which are installed in over 35,000 practices; and ArubA(R), Henry Schein's electronic catalog and ordering system. Headquartered in Melville, New York, Henry Schein employs over 6,000 people in 15 countries. The Company's 1999 sales reached a record \$2.3 billion. For more information, visit the Henry Schein Web site at <http://www.henryschein.com/>.

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