

Henry Schein Reports First Quarter Results

May 4, 2009

EPS from continuing operations increases 14% to \$0.64, excluding restructuring costs Company affirms 2009 guidance

MELVILLE, N.Y.--(BUSINESS WIRE)--May. 4, 2009-- Henry Schein, Inc. (NASDAQ: HSIC), the largest provider of healthcare products and services to office-based practitioners, today reported financial results for the quarter ended March 28, 2009.

Net sales for the first quarter of 2009 were \$1.5 billion, a decrease of 2.2% compared with the first quarter of 2008. This consists of 5.5% growth in local currencies offset by a 7.7% decline related to foreign currency exchange (see Exhibit A for details of sales growth).

Income from continuing operations attributable to Henry Schein, Inc. for the first quarter of 2009 was \$54.9 million, or \$0.61 per diluted share. These results include restructuring costs of \$4.0 million (or \$0.03 per diluted share, after-tax) related to the completion of the expense reduction program announced in November 2008. Excluding the impact of these restructuring costs, income from continuing operations attributable to Henry Schein, Inc. for the quarter was \$57.6 million, or \$0.64 per diluted share, an increase of 11.9% and 14.3%, respectively, compared with the first quarter of 2008 (see Exhibit B for reconciliation of GAAP net income and EPS to non-GAAP adjusted net income and EPS).

Income from continuing operations for the first quarter of 2008 has been restated for the adoption of FASB Staff Position APB 14-1, which requires the recognition of non-cash interest expense related to convertible debt. The impact of this adoption decreased first quarter 2008 diluted EPS by approximately \$0.01.

"With market conditions largely as we expected during the quarter, we remain committed to managing expenses and delivering growth in diluted EPS from continuing operations," said Stanley M. Bergman, Chairman and Chief Executive Officer of Henry Schein. "Our operating margin excluding restructuring costs once again expanded, up 77 basis points for the quarter to 6.4%. This is primarily a reflection of effective expense management. We continue to have a very strong balance sheet with \$308 million in cash at quarter-end, and access to capital at favorable terms."

Dental Group sales of \$597 million declined 2.4%, consisting of a 0.4% decline in local currencies and a 2.0% decline related to foreign currency exchange. The 0.4% decline in local currencies consists of 1.0% growth in Dental consumable merchandise sales and a 5.1% decline in Dental equipment sales and service revenues.

Medical Group sales of \$327 million declined 1.2%, and were negatively impacted by higher sales of private label products, increased sales of generic pharmaceuticals, and manufacturer shortages of certain vaccines.

International Group sales of \$524 million declined 3.0%, consisting of 16.2% growth in local currencies and a 19.2% decline related to foreign currency exchange.

"International internal sales growth in local currencies was nearly 6%, reflecting particular strength in Australia and New Zealand, as well as with our European veterinary business," added Mr. Bergman. "We were encouraged by the excellent attendance at the biennial International Dental Show held late in the quarter in Cologne, Germany, which is one of the largest and most important gatherings of dentists from across Europe. Our booth was busy, and equipment orders exceeded those received at the 2007 show."

Technology and Value-Added Services Group sales of \$40 million increased 3.9% during the quarter, consisting of 8.8% growth in local currencies and a 4.9% decline related to foreign currency exchange.

"Our electronic services business was particularly strong during the quarter, up more than 20%, while financial services revenue reflects 3.5% growth in equipment and practice financing," stated Mr. Bergman.

Restructuring Costs

The Company recorded \$4.0 million of costs in the first quarter of 2009 for restructuring actions taken to complete the expense reduction program initiated in the fourth quarter of 2008. The program, which resulted in the elimination of approximately 400 positions and the closure of several smaller facilities, is now complete and is expected to provide approximately \$24 to \$27 million in annual pretax cost savings.

2009 EPS Guidance

Henry Schein today affirmed 2009 financial guidance, as follows:

- 2009 diluted EPS attributable to Henry Schein, Inc. is expected to be \$3.11 to \$3.26, representing growth of 7% to 12% compared with restated 2008 results of \$2.92, excluding charges related to the Lehman Brothers bankruptcy as well as restructuring costs. The 2009 guidance also excludes the effects of restructuring costs.
- Guidance for 2009 diluted EPS attributable to Henry Schein, Inc. is for current continuing operations including completed or previously announced acquisitions, and does not include the impact of potential future acquisitions, if any.

First Quarter Conference Call Webcast

The Company will hold a conference call to discuss first quarter financial results today, beginning at 10:00 a.m. Eastern time. Individual investors are invited to listen to the conference call over the Internet through Henry Schein's Web site at www.henryschein.com. In addition, a replay will be available beginning shortly after the call has ended.

About Henry Schein

Henry Schein, a Fortune 500® company and a member of the NASDAQ 100® Index, is recognized for its excellent customer service and highly competitive prices. The Company's four business groups – Dental, Medical, International and Technology – serve more than 575,000 customers worldwide, including dental practitioners and laboratories, physician practices and animal health clinics, as well as government and other institutions.

The Company operates through a centralized and automated distribution network, which provides customers in more than 200 countries with a comprehensive selection of more than 90,000 national and Henry Schein private-brand products in stock, as well as more than 100,000 additional products available as special-order items.

Henry Schein also offers a wide range of innovative value-added practice solutions for healthcare professionals, such as Aruba®, the Company's electronic catalog and ordering system. Its leading practice-management software solutions have an active user base of more than 60,000 practices, including DENTRIX®, Easy Dental®, Oasis® and EXACT® for dental practices, MicroMD® for physician practices, and AVImark® for animal health clinics.

Headquartered in Melville, N.Y., Henry Schein employs over 12,500 people and has operations or affiliates in 23 countries. The Company's net sales reached a record \$6.4 billion in 2008. For more information, visit the Henry Schein Web site at www.henryschein.com.

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 are identified by the use of such terms as "may," "could," "expect," "intend," "believe," "plan," "estimate," "forecast," "project," "anticipate" or other comparable terms. A full discussion of our operations and financial condition, including factors that may affect our business and future prospects, is contained in documents we have filed with the SEC 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: decreased customer demand and changes in vendor credit terms; disruptions in financial markets; general economic conditions; competitive factors; changes in the healthcare industry; changes in regulatory requirements that affect us; risks associated with our international operations; fluctuations in quarterly earnings; our dependence on third parties for the manufacture and supply of our products; transitional challenges associated with acquisitions, including the failure to achieve anticipated synergies; financial risks associated with acquisitions; regulatory and litigation risks; the dependence on our continued product development, technical support and successful marketing in the technology segment; our dependence upon sales personnel and key customers; our dependence on our senior management; possible increases in the cost of shipping our products or other service issues with our third-party shippers; risks from rapid technological change; risks from potential increases in variable interest rates; possible volatility of the market price of our common stock; certain provisions in our governing documents that may discourage third-party acquisitions of us; and changes in tax legislation that affect us. 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.

HENRY SCHEIN, INC.
CONSOLIDATED STATEMENTS OF INCOME
(in thousands, except per share data)
(unaudited)

	<u>Three Months Ended</u>	
	<u>March 28,</u>	<u>March 29,</u>
	<u>2009</u>	<u>2008</u>
Net sales	\$1,488,605	\$1,521,777
Cost of sales	1,047,595	1,071,146
Gross profit	441,010	450,631
Operating expenses:		
Selling, general and administrative	346,080	365,356
Restructuring costs	4,043	-
Operating income	90,887	85,275
Other income (expense):		
Interest income	2,801	3,983
Interest expense	(6,814)	(8,167)
Other, net	(17)	(383)
Income from continuing operations before taxes, noncontrolling interest and equity in earnings of affiliates	86,857	80,708

Income taxes	(28,922)	(27,446)
Equity in earnings of affiliates	1,365	1,510
Income from continuing operations	59,300	54,772
Loss from discontinued operations, net of tax	-	(82)
Net income	59,300	54,690
Less: Net income attributable to noncontrolling interests	(4,449)	(3,250)
Net income attributable to Henry Schein, Inc.	\$ 54,851	\$ 51,440

Amounts attributable to Henry Schein, Inc.:

Income from continuing operations	\$ 54,851	\$ 51,522
Loss from discontinued operations, net of tax	-	(82)
Net income	\$ 54,851	\$ 51,440

Earnings per share attributable to Henry Schein, Inc.:

From continuing operations:

Basic	\$ 0.62	\$ 0.58
Diluted	\$ 0.61	\$ 0.56

From discontinued operations:

Basic	\$ 0.00	\$ 0.00
Diluted	\$ 0.00	\$ 0.00

From net income:

Basic	\$ 0.62	\$ 0.58
Diluted	\$ 0.61	\$ 0.56

Weighted-average common shares outstanding:

Basic	88,731	89,223
Diluted	89,589	92,259

Note: The above prior period amounts have been restated to reflect the effects of discontinued operations, the adoption of FASB Staff Position APB 14-1 related to convertible debt and FAS 160 related to the presentation of noncontrolling interests.

HENRY SCHEIN, INC.
CONSOLIDATED BALANCE SHEETS
(in thousands, except share and per share data)

	March 28, 2009	December 27, 2008
	(unaudited)	
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 308,156	\$ 369,570
Accounts receivable, net of reserves of \$43,966 and \$42,855	677,193	734,027
Inventories, net	740,947	731,654
Deferred income taxes	37,386	36,974
Prepaid expenses and other	176,634	193,841
Total current assets	1,940,316	2,066,066
Property and equipment, net	242,175	247,835
Goodwill	899,884	922,952
Other intangibles, net	203,163	214,093
Investments and other	147,006	148,264
Total assets	\$ 3,432,544	\$ 3,599,210
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	\$ 426,066	\$ 554,773
Bank credit lines	1,911	4,936
Current maturities of long-term debt	155,044	156,405

Accrued expenses:		
Payroll and related	106,768	135,523
Taxes	84,304	69,792
Other	237,792	262,236
Total current liabilities	1,011,885	1,183,665
Long-term debt	256,333	256,648
Deferred income taxes	86,135	95,399
Other liabilities	56,131	58,109

Commitments and contingencies

Stockholders' equity:

Preferred stock, \$.01 par value, 1,000,000 shares authorized, none outstanding	-	-
Common stock, \$.01 par value, 240,000,000 shares authorized, 90,150,568 outstanding on March 28, 2009 and 89,351,849 outstanding on December 27, 2008	902	894
Additional paid-in capital	729,939	725,540
Retained earnings	1,236,305	1,181,454
Accumulated other comprehensive income (loss)	(15,580)	29,721
Total Henry Schein, Inc. stockholders' equity	1,951,566	1,937,609
Noncontrolling interest	70,494	67,780
Total stockholders' equity	2,022,060	2,005,389
Total liabilities and stockholders' equity	\$ 3,432,544	\$ 3,599,210

Note: The above prior period amounts have been restated to reflect the adoption of FASB Staff Position APB 14-1 related to convertible debt and FAS 160 related to the presentation of noncontrolling interests.

HENRY SCHEIN, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
(in thousands)
(unaudited)

	<u>Three Months Ended</u>	
	<u>March 28,</u>	<u>March 29,</u>
	<u>2009</u>	<u>2008</u>
Cash flows from operating activities:		
Net income attributable to Henry Schein, Inc.	\$ 54,851	\$ 51,440
Adjustments to reconcile net income attributable to Henry Schein, Inc. to net cash provided by (used in) operating activities:		
Depreciation and amortization	19,921	19,438
Amortization of bond discount	1,464	1,382
Stock-based compensation expense	6,067	9,260
Provision for losses on trade and other accounts receivable	1,186	1,137
Benefit from deferred income taxes	(5,485)	(3,809)
Undistributed earnings of affiliates	(1,365)	(1,510)
Net income attributable to noncontrolling interests	4,449	3,250
Other	1,616	(426)
Changes in operating assets and liabilities, net of acquisitions:		
Accounts receivable	43,397	16,504
Inventories	(21,039)	(21,087)
Other current assets	12,669	2,514
Accounts payable and accrued expenses	(144,859)	(64,720)
Net cash provided by (used in) operating activities	(27,128)	13,373
Cash flows from investing activities:		
Purchases of fixed assets	(12,866)	(13,743)
Payments for equity investment and business acquisitions, net of cash acquired	(13,743)	(8,524)
Purchases of available-for-sale securities	-	(35,925)
Proceeds from sales of available-for-sale securities	2,740	847

Net proceeds from (payments for) foreign exchange forward contract settlements	283	(2,004)
Other	(4,294)	(768)
Net cash used in investing activities	<u>(27,880)</u>	<u>(60,117)</u>

Cash flows from financing activities:

Repayments of bank borrowings	(3,189)	(3,919)
Principal payments for long-term debt	(1,712)	(973)
Proceeds from issuance of stock upon exercise of stock options	377	7,172
Excess tax benefits related to stock-based compensation	180	3,429
Other	(2,090)	(424)
Net cash provided by (used in) financing activities	<u>(6,434)</u>	<u>5,285</u>

Net change in cash and cash equivalents	(61,442)	(41,459)
Effect of exchange rate changes on cash and cash equivalents	28	(3,095)
Cash and cash equivalents, beginning of period	369,570	247,590
Cash and cash equivalents, end of period	<u>\$ 308,156</u>	<u>\$ 203,036</u>

Note: The above prior period amounts have been restated to reflect the adoption of FASB Staff Position APB 14-1 related to convertible debt and FAS 160 related to the presentation of noncontrolling interests.

Exhibit A

Henry Schein, Inc.
2009 First Quarter
Sales Growth Rate Summary
(unaudited)

Q1 2009 over Q1 2008

	<u>Consolidated</u>	<u>Dental</u>	<u>Medical</u>	<u>International</u>	<u>Technology</u>
Internal Sales Growth	0.5%	-3.0%	-2.4%	5.8%	8.8%
Acquisitions	<u>5.0%</u>	<u>2.6%</u>	<u>1.2%</u>	<u>10.4%</u>	<u>0.0%</u>
Local Currency Sales Growth	5.5%	-0.4%	-1.2%	16.2%	8.8%
Foreign Currency Exchange	<u>-7.7%</u>	<u>-2.0%</u>	<u>0.0%</u>	<u>-19.2%</u>	<u>-4.9%</u>
Total Sales Growth	<u>-2.2%</u>	<u>-2.4%</u>	<u>-1.2%</u>	<u>-3.0%</u>	<u>3.9%</u>

Exhibit B

Henry Schein, Inc.
2009 First Quarter

Reconciliation of GAAP results of continuing operations to non-GAAP results of continuing operations
(in thousands, except per share data)
(unaudited)

	First Quarter		%
	2009	2008	Growth
From Continuing Operations	<hr/>		
Net Sales	\$ 1,488,605	\$ 1,521,777	-2.2%
Operating Income	90,887	85,275	6.6%
Margin	6.1%	5.6%	50 bp
Income from Continuing Operations attributable to Henry Schein, Inc.	\$ 54,851	\$ 51,522	6.5%
Diluted EPS from Continuing Operations attributable to Henry Schein, Inc.	0.61	0.56	8.9%

Net Income attributable to Henry Schein, Inc.	54,851	51,440	6.6%
Diluted EPS	0.61	0.56	8.9%

Add: Non-GAAP Adjustments

Net Sales	-	-	
Operating Income	\$ 4,043	-	
Income from Continuing Operations attributable to Henry Schein, Inc.	2,784	-	
Diluted EPS from Continuing Operations attributable to Henry Schein, Inc.	0.03	-	
Net Income attributable to Henry Schein, Inc.	2,784	-	
Diluted EPS	0.03	-	

Adjusted Results From Continuing Operations

Net Sales	\$ 1,488,605	\$ 1,521,777	-2.2%
Operating Income	94,930	85,275	11.3%
Margin	6.4%	5.6%	77 bp
Income from Continuing Operations attributable to Henry Schein, Inc.	\$ 57,635	\$ 51,522	11.9%
Diluted EPS from Continuing Operations attributable to Henry Schein, Inc.	0.64	0.56	14.3%
Net Income attributable to Henry Schein, Inc.	57,635	51,440	12.0%
Diluted EPS	0.64	0.56	14.3%

Note:

Above reflects adjusted results from continuing operations excluding restructuring costs of \$4,043 (\$2,784 after tax and \$.03 per diluted share) recorded in the first quarter of 2009. This non-GAAP comparison is being presented in order to provide a more comparable basis for analysis.

Source: Henry Schein, Inc.

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