
FY2022 Supplemental Financial Information

 HENRY SCHEIN®

FY2022 Financial Results

- Total Sales growth of 2.0% including LCI* Sales growth of 1.3%
 - *Total Sales growth impacted by market declines in PPE pricing and lower demand for COVID-19 test kits, as well as a strong US dollar*
 - *Worldwide LCI Sales growth of 6.7% when excluding sales of PPE & COVID-19 Test Kits and adjusting for the 53rd week*
- GAAP diluted EPS of \$3.91
- Non-GAAP diluted EPS of \$4.81



*LCI reflects internally generated sales in local currencies excluding acquisitions from the prior twelve months as well as adjusting for the 53rd week in Q4 FY2022.

FY2022 Worldwide Summary*

<i>\$ Millions except EPS</i>	FY2022 (GAAP)	FY2021 (GAAP)	FY2022 (Non-GAAP)	FY2021 (Non-GAAP)
Total Sales	\$12,647	\$12,401	\$12,647	\$12,401
Operating Income	\$747	\$852	\$912	\$876
Operating Margin	5.91%	6.87%	7.21%	7.06%
Diluted EPS	\$3.91	\$4.45	\$4.81	\$4.51

*Refer to slide 21 for our GAAP & Non-GAAP Reconciliation.

**Adjusted for the 53rd week in Q4 FY2022.

HIGHLIGHTS

Solid underlying LCI sales growth of 6.7%** (excluding PPE and COVID-19 Test Kits) across our businesses. Excellent growth in our Medical business as well as growth in our Technology/VAS businesses

Operating Income growth (Non-GAAP) resulting from Gross Margin expansion y/y and low operating expense growth

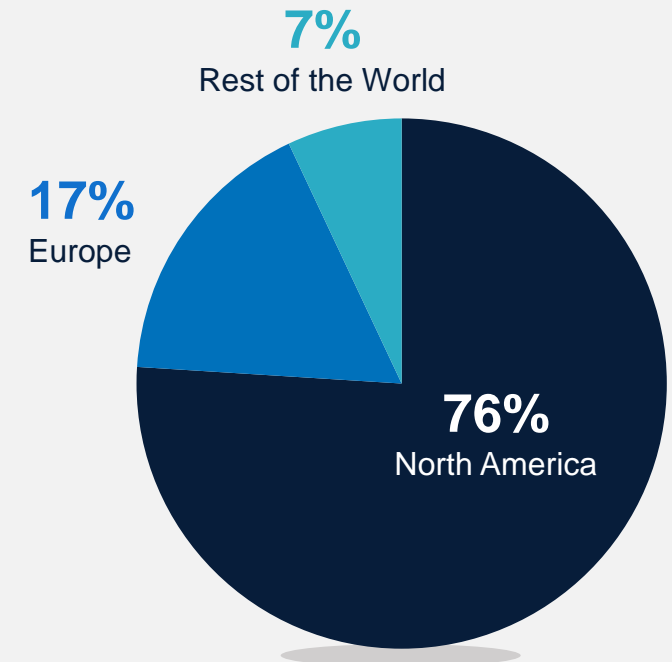
+15 basis point improvement y/y on a Non-GAAP basis

6.7% growth y/y on a Non-GAAP basis

FY2022 Worldwide Sales Summary

\$ Millions	FY2022	FY2021	y/y Δ	y/y LCI* Δ
Global Dental	\$7,473	\$7,544	-0.9%	0.4%
<i>Excl. PPE</i>			2.4%	3.8%
Global Medical	4,451	4,210	5.7%	2.1%
<i>Excl. PPE/COVID-19 Test Kits</i>			17.4%	12.8%
Global Technology/VAS	723	647	11.8%	7.1%**
Total Sales	\$12,647	\$12,401	2.0%	1.3%
<i>Excl. PPE/COVID-19 Test Kits</i>			7.4%	6.7%

BY GEOGRAPHY



*LCI reflects internally generated sales in local currencies excluding acquisitions from the prior twelve months as well as adjusting for the 53rd week in Q4 FY2022.

4 **Global Technology/VAS Sales LCI growth was 8.1% after adjusting for the expiration of a Government contract.

FY2022 Global Dental Sales Summary

\$ Millions	FY2022	FY2021	y/y Δ	y/y LCI* Δ
North America Dental Consumables	\$3,527	\$3,515	0.3%	-2.5%
<i>Excl. PPE</i>			6.2%	3.1%
North America Dental Equipment	1,101	991	11.1%	8.2%
North America Dental	\$4,628	\$4,506	2.7%	-0.1%
International Dental Consumables	\$2,180	\$2,342	-6.9%	0.2%
<i>Excl. PPE</i>			-4.6%	2.8%
International Dental Equipment	665	696	-4.5%	3.9%
International Dental	\$2,845	\$3,038	-6.3%	1.1%
Global Dental Consumables	\$5,707	\$5,857	-2.6%	-1.4%
<i>Excl. PPE</i>			1.7%	2.9%
Global Dental Equipment	1,766	1,687	4.7%	6.4%
Global Dental	\$7,473	\$7,544	-0.9%	0.4%
<i>Excl. PPE</i>			2.4%	3.8%

Dental performance primarily driven by growth in North America North America Equipment sales.

Consumables LCI growth excl. PPE was 3.1% in North America Dental and 2.8% in International Dental.

Equipment LCI growth was 8.2% in North America Dental.

FY2022 Global Medical Sales Summary

<i>\$ Millions</i>	FY2022	FY2021	y/y Δ	y/y LCI* Δ
North America Medical	\$4,375	\$4,107	6.5%	2.5%
International Medical	76	103	-25.5%	-17.6%
Global Medical	\$4,451	\$4,210	5.7%	2.1%
<i>Excl. PPE/COVID-19 Test Kits</i>			17.4%	12.8%
COVID-19 Test Kits (Worldwide)	\$497	\$650	-23.6%	-24.3%

Continued strength in Medical sales led by sales of Non-PPE/COVID-19 Test Kits in North America reflecting higher patient traffic to alternate care sites.

Sales LCI growth excl. PPE and COVID-19 Test Kits was 12.8%.

Medical performance driven by sales of point-of-care diagnostic, medical equipment and pharmaceutical sales.

FY2022 Technology/VAS Sales Summary

<i>\$ Millions</i>	FY2022	FY2021	y/y Δ	y/y LCI* Δ
North America Technology/VAS	\$633	\$560	13.0%	6.0%
International Technology/VAS	90	87	4.0%	14.4%
Global Technology/VAS	\$723	\$647	11.8%	7.1%

Solid sales growth exhibited by Henry Schein One, particularly in our International businesses and North America practice management software.

Sales growth was negatively impacted by the expiration of a government contract. Adjusting for this contract, North America Technology/VAS LCI growth was 7.1% and Global Technology/VAS LCI growth was 8.1% due to Dentally cloud-based solution.

FY2022

Technology/VAS + Dental Specialty Sales Summary

<i>\$ Millions</i>	FY2022	FY2021	y/y Δ	y/y LCI** Δ
Global Technology/VAS	\$723	\$647	11.8%	7.1%
Global Dental Specialties*	948	928	2.1%	4.1%
Global Technology/VAS + Dental Specialties	\$1,671	\$1,575	6.1%	5.3%
% of Total Sales	13.2%	12.7%		

Our goal is to grow Sales of Technology/VAS + Dental Specialty businesses in the low double-digits, including acquisitions, with minimum of 20% Operating Margin.

*Dental Specialties consists of our Implants & Biomaterials, Orthodontics and Endodontics businesses and is included within our Health Care Distribution Segment.

**LCI reflects internally generated sales in local currencies excluding acquisitions from the prior twelve months as well as adjusting for the 53rd week in Q4 FY2022.

Appendix



Prior Non-GAAP Reporting to New Non-GAAP Reporting Reconciliation

	Full Year			2021					2022				
	2018 Actual	2019 Actual	2020 Actual	Q1 Actual	Q2 Actual	Q3 Actual	Q4 Actual	FY Actual	Q1 Actual	Q2 Actual	Q3 Actual	Q4 Actual	FY Actual
(\$ in millions)													
Operating Income - Prior Reporting	\$ 693	\$ 733	\$ 588	\$ 246	\$ 214	\$ 210	\$ 206	\$ 876	\$ 244	\$ 220	\$ 221	\$ 227	\$ 912
y/y change		5.7%	-19.8%					49.1%	-0.5%	2.9%	4.6%	10.4%	4.1%
Acquisition Amortization (Pre-Tax)	\$ 75	\$ 104	\$ 102	\$ 29	\$ 30	\$ 31	\$ 33	\$ 123	\$ 32	\$ 31	\$ 32	\$ 31	\$ 126
Operating Income - New Reporting	\$ 769	\$ 837	\$ 690	\$ 275	\$ 244	\$ 241	\$ 239	\$ 999	\$ 276	\$ 251	\$ 253	\$ 258	\$ 1,038
y/y change		8.9%	-17.6%					44.8%	0.4%	3.0%	4.5%	8.1%	3.9%
Operating Margin - Prior Reporting	7.36%	7.34%	5.81%	8.40%	7.21%	6.63%	6.18%	7.06%	7.69%	7.27%	7.18%	6.74%	7.21%
y/y change		-2 bp	-153 bp					125 bp	-71 bp	6 bp	55 bp	56 bp	15 bp
Acquisition Amortization (Margin)	0.80%	1.04%	1.01%	1.02%	1.01%	0.96%	0.98%	0.99%	1.01%	1.03%	1.03%	0.91%	0.99%
Operating Margin - New Reporting	8.16%	8.38%	6.82%	9.41%	8.23%	7.59%	7.16%	8.06%	8.70%	8.30%	8.21%	7.65%	8.20%
y/y change		22 bp	-156 bp					124 bp	-71 bp	7 bp	62 bp	49 bp	14 bp
Non-GAAP Net Income (Prior Reporting)	\$ 486	\$ 523	\$ 436	\$ 177	\$ 157	\$ 155	\$ 151	\$ 640	\$ 180	\$ 161	\$ 157	\$ 165	\$ 663
y/y change		7.8%	-16.7%					46.7%	1.8%	2.3%	1.5%	9.3%	3.6%
Acquisition Amortization (After-Tax & NCI)	\$ 68	\$ 90	\$ 69	\$ 18	\$ 19	\$ 19	\$ 20	\$ 76	\$ 20	\$ 19	\$ 20	\$ 19	\$ 78
Non-GAAP Net Income (New Reporting)	\$ 553	\$ 613	\$ 505	\$ 195	\$ 176	\$ 174	\$ 171	\$ 716	\$ 200	\$ 180	\$ 177	\$ 184	\$ 741
y/y change		10.8%	-17.7%					41.8%	2.4%	2.4%	2.0%	7.6%	3.5%
Non-GAAP EPS (Prior Reporting)	\$ 3.16	\$ 3.51	\$ 3.04	\$ 1.24	\$ 1.11	\$ 1.10	\$ 1.07	\$ 4.51	\$ 1.30	\$ 1.16	\$ 1.15	\$ 1.21	\$ 4.81
y/y change		11.1%	-13.4%					48.4%	4.8%	4.5%	4.5%	13.1%	6.7%
Acquisition Amortization (EPS)	\$ 0.44	\$ 0.60	\$ 0.48	\$ 0.13	\$ 0.13	\$ 0.13	\$ 0.14	\$ 0.54	\$ 0.14	\$ 0.14	\$ 0.14	\$ 0.14	\$ 0.57
Non-GAAP EPS (New Reporting)	\$ 3.60	\$ 4.11	\$ 3.52	\$ 1.36	\$ 1.24	\$ 1.23	\$ 1.22	\$ 5.05	\$ 1.44	\$ 1.30	\$ 1.29	\$ 1.35	\$ 5.38
y/y change		14.2%	-14.4%					43.5%	5.9%	4.8%	4.9%	10.7%	6.5%

Note: Prior periods have been restated to conform to the current period presentation
Amounts may not sum due to rounding

GAAP & Non-GAAP Reconciliations

2022 Financial Highlights

(in millions, except per share data)

	GAAP			Reconciling Items								Non-GAAP Before Amortization Expense from Acquired Intangible Assets			Reconciling Item Amortization Expense from Acquired Intangible Assets		Non-GAAP				
	2021	2022	Growth	Restructuring Costs		Settlement and Litigation Costs		Net Gain on Sale of Equity Investment		Impairment of Intangible Assets		2021	2022	Growth	2021	2022	2021	2022	Growth		
				2021	2022	2021	2022	2021	2022	2021	2022				2021	2022					
Net Sales	\$ 12,401	\$ 12,647	2.0%								\$ -	\$ -		\$ 12,401	\$ 12,647	2.0%	\$ -	\$ -	\$ 12,401	\$ 12,647	2.0%
Operating Income	\$ 852	\$ 747	-12.2%	\$ 8	\$ 131	\$ 16	\$ -			\$ 1	\$ 34		\$ 876	\$ 912	4.1%	\$ 123	\$ 126	\$ 999	\$ 1,038	3.9%	
Operating Margin	6.87%	5.91%	(96) bps										7.06%	7.21%	15 bps			8.06%	8.20%	14 bps	
Net Income	\$ 631	\$ 538	-14.8%	\$ 5	\$ 103	\$ 11	\$ -	\$ (7)		\$ 0	\$ 23		\$ 640	\$ 663	3.6%	\$ 76	\$ 78	\$ 716	\$ 741	3.5%	
Diluted EPS	\$ 4.45	\$ 3.91	-12.1%	\$ 0.03	\$ 0.74	\$ 0.08	\$ -	\$ (0.05)	\$ -	\$ -	\$ 0.16		\$ 4.51	\$ 4.81	6.7%	\$ 0.54	\$ 0.57	\$ 5.05	\$ 5.38	6.5%	

Notes: Amounts may not sum due to rounding.

Prior periods have been restated to conform to the current period presentation.

This presentation includes both GAAP and non-GAAP financial results. We believe the non-GAAP financial measures provide investors with useful supplemental information about the financial performance of our business, enable the comparison of financial results between periods where certain items may vary independently of business performance, and allow for greater transparency with respect to key metrics used by management in operating our business. These non-GAAP financial measures are presented solely for informational and comparative purposes and should not be regarded as a replacement for corresponding GAAP measures.