



PRESS RELEASE

FOR IMMEDIATE RELEASE

HENRY SCHEIN REPORTS RECORD NON-GAAP FOURTH-QUARTER AND FULL-YEAR 2021 FINANCIAL RESULTS

- **Fourth-quarter total net sales of \$3.3 billion up 5.2% compared with prior-year**
- **Fourth-quarter GAAP diluted EPS from continuing operations of \$1.05 compared with prior-year GAAP diluted EPS from continuing operations of \$0.99**
- **Fourth-quarter non-GAAP diluted EPS from continuing operations of \$1.07 compared with prior-year non-GAAP diluted EPS from continuing operations of \$1.00**
- **Introduces full-year 2022 GAAP diluted EPS guidance to be \$4.75 to \$4.91, reflecting growth of 7% to 10% over 2021 GAAP diluted EPS and growth of 5% to 9% over 2020 GAAP diluted EPS**

MELVILLE, N.Y., February 15, 2022 - Henry Schein, Inc. (Nasdaq: HSIC), the world's largest provider of health care solutions to office-based dental and medical practitioners, today reported record fourth-quarter and full-year 2021 non-GAAP financial results from continuing operations. Results from continuing operations exclude contributions from Henry Schein's former Animal Health business, which was spun off in February 2022 to form a new publicly traded company, Covetrus (Nasdaq: CVET).

Total net sales for the quarter ended December 25, 2021, were \$3.3 billion, up 5.2% compared with the fourth-quarter of 2020. The 5.2% increase included 1.4% internal growth in local currencies, 3.8% growth from acquisitions and a 0.5% decline related to foreign currency exchange. (See Exhibit A for details of sales growth.) Fourth-quarter internal sales growth in local currencies when excluding personal protective equipment (PPE) and COVID-19 related products, as well as prior-year sales to Covetrus from the transition services agreement, was 6.3% compared with the prior-year.

GAAP net income attributable to Henry Schein, Inc. from continuing operations for the fourth-quarter of 2021 was \$147.2 million, or \$1.05 per diluted share, compared with prior-year GAAP net income attributable to Henry Schein, Inc. from continuing operations of \$141.9 million, or \$0.99 per diluted share. Non-GAAP net income from continuing operations for the fourth-quarter of 2021 was \$150.7 million, or \$1.07 per diluted share, compared with prior-year non-GAAP net income from continuing operations of \$143.6 million, or \$1.00 per diluted share. Exhibit B provides a reconciliation of GAAP net income to non-GAAP net income and diluted EPS from continuing operations to non-GAAP net income and diluted EPS from continuing operations.

“Despite the impact of the global COVID-19 pandemic, we are pleased to report excellent 2021 financial results, including an outstanding fourth quarter that exceeded our expectations,” M. Bergman, Chairman of the

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Board and Chief Executive Officer of Henry Schein. “We have updated our 2022 financial guidance to reflect this latest view of our businesses. The updated guidance reflects the execution of two key strategies contained in our 2022 to 2024 strategic plan: continuous operational improvement in our distribution businesses leading to exceptional customer experience and profit improvement, complemented by the overall contribution of our Technology and Value-Added Services businesses and our Dental equipment products, which have higher sales growth and higher operating margins.”

Global Dental sales for the fourth-quarter of 2021 of \$2.0 billion increased 9.4% compared to the prior-year period. In local currencies, internally generated sales increased 6.4% with 3.9% growth from acquisitions and a 0.9% decline related to foreign currency exchange. The 6.4% internal growth in local currencies included growth of 9.3% in North America and 2.5% internationally.

Global Dental consumable merchandise internal sales growth was 6.6% in local currencies. Excluding sales of PPE and COVID-19 related products, internal sales growth in local currencies was 7.4%. In North America, dental consumable merchandise internal sales in local currencies increased 10.3%, and when excluding sales of PPE and COVID-19 related products, and dental equipment internal sales in local currencies increased 6.6%. Internationally, dental consumable merchandise internal sales in local currencies increased 1.9%, and 4.0% when excluding sales of PPE and COVID-19 related products, and dental equipment internal sales in local currencies increased 4.2%.

“North America dental consumable merchandise internal sales growth in local currencies without PPE and COVID-19 related products was strong in the fourth quarter. This growth reflected the impact of some modest price increases as well as the contribution from two large contracts with Service Organizations awarded in 2021. North America dental equipment sales growth reflected growth in our high-technology product offering and modest growth in sales of traditional equipment. We continued to experience some delivery and installation delays in the U.S. traditional dental equipment business, as we had expected. We also experienced some modest delays in the delivery of digital units, which we expect to last one more quarter,” said Mr. Bergman.

“In our International Dental business, we had very strong sales growth in the UK driven by consolidation from last year, and in Brazil where we have seen some accelerated consolidation within the dental distribution industry, as well as good growth in Italy, Spain, Eastern Europe, and Australia,” added Mr. Bergman. “Our global equipment businesses are performing very well overall as dental offices continue to invest in their businesses. We have expanded our Brazilian equipment business, and at this time we have a strong underlying global equipment order book.”

Global Medical sales for the fourth-quarter of 2021 of \$1.1 billion declined by 3.2% compared to the comparable period last year, consisting of a decrease of 7.1% in local currencies and 3.9% growth from acquisitions. There was no impact related to foreign currency exchange. Excluding sales of PPE and COVID-19 related products, internal sales in local currencies increased 3.6%.

“Global Medical internal sales in local currencies for the fourth-quarter declined against the prior-year comparison that had extremely strong sales of PPE and COVID-19 related products. When excluding for sales of those products, growth was solid as we continued to gain new customers while achieving deeper penetration among existing accounts,” said Mr. Bergman.

Global Technology and Value-Added Services sales of \$177.2 million increased 27.8% compared to the prior-year quarter and included 13.4% internal sales growth in local currencies and 14.4% growth from acquisitions. There was no material impact related to foreign currency exchange.

“Global Technology and Value-Added Services sales growth was driven by Henry Schein One, our largest contributor to sales in this segment, which once again posted record-high quarterly revenue within Henry Schein One continues to be driven primarily by a recovery in patient traffic to dental practices, which generates demand for our revenue cycle management solutions,” added Mr. Bergman.

Stock Repurchase Plan

During the fourth-quarter of 2021, the Company repurchased approximately 2 million shares of common stock at an average price of \$75.50 per share, for a total of \$150 million. The impact of the repurchase of shares on fourth-quarter diluted EPS was immaterial. At fiscal year-end, Henry Schein had approximately \$200 million authorized and available for future stock repurchases.

Full-Year 2021 Financial Results

Total net sales from continuing operations for 2021 were \$12.4 billion, an increase of 22.6% compared with 2020. The 22.6% increase included 16.9% internal growth in local currencies, 4.2% growth from acquisitions and 1.5% growth related to foreign currency exchange.

GAAP net income attributable to Henry Schein, Inc. from continuing operations for 2021 was \$442.8 million, or \$4.45 per diluted share, compared with GAAP net income attributable to Henry Schein, Inc. from continuing operations for 2020 of \$402.8 million, or \$2.81 per diluted share. Non-GAAP net income from continuing operations for 2021 was \$640.6 million, or \$4.52 per diluted share, compared with non-GAAP net income from continuing operations for 2020 of \$425.3 million, or \$2.97 per diluted share. Non-GAAP net income for 2021 and 2020 exclude certain items noted in Exhibit B, which provides a reconciliation of GAAP net income and diluted EPS from continuing operations to non-GAAP net income and diluted EPS from continuing operations.

Financial Guidance

Henry Schein today provided guidance for 2022 GAAP diluted EPS as follows: 2022 GAAP diluted EPS attributable to Henry Schein, Inc. is expected to be \$4.75 to \$4.91, reflecting growth of 7% to 11% compared with 2021 GAAP diluted EPS of \$4.45 and growth of 5% to 9% compared with 2021 non-GAAP diluted EPS of \$4.52. This compares with preliminary guidance provided on November 2, 2021, which expected 2022 non-GAAP diluted EPS to be in the mid to high single digits over 2021 non-GAAP diluted EPS.

Guidance for 2022 GAAP diluted EPS is for completed or previously announced acquisitions and does not include the impact of future share repurchases, potential future acquisitions or restructurings, if any. Guidance also assumes that foreign currency exchange rates are generally consistent with current levels, that end markets remain stable and are consistent with current market conditions, and that there are no material adverse market changes associated with COVID-19.

Fourth-Quarter 2021 Conference Call Webcast

The Company will hold a conference call to discuss fourth-quarter 2021 financial results beginning at 10:00 a.m. Eastern time. Individual investors are invited to listen to the conference call on Henry Schein's website by visiting www.henryschein.com/IRwebcasts. In addition, a replay will be available on the website beginning shortly after the call has ended for a period of one week.

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 21,600 Team Schein Members worldwide, the Company's network of trusted advisors provides more than 1 million customers globally with more than 30,000 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 and 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 portfolio of more than 120,000 branded products and Henry Schein private-brand products in stock, as well as more than 180,000 additional products available as special-order items.

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 32 countries and territories. The Company's revenue reached \$12.4 billion in 2021, and have grown at a compound annual rate of approximately 12% since Henry Schein became a public company in 1995.

For more information, visit Henry Schein at www.henryschein.com, [Facebook.com/HenrySchein](https://www.facebook.com/HenrySchein) and [@HenrySchein on Twitter](https://twitter.com/HenrySchein).

Cautionary Note Regarding Forward-Looking Statements and Use of Non-GAAP Financial Information

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 other things, may cause future results to differ materially from the forward-looking statements, expectations and projections 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 include 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 forward-looking guidance 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, as well as 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. These documents will be contained in all subsequent periodic filings we make with the SEC. These documents identify important risk factors that could cause our actual performance to differ materially from current expectations. Forward looking statements include the impact of the Company's announced CFC program, the overall impact of the Novel Coronavirus Disease 2019 (COVID-19) on the Company, its operations, liquidity and financial condition (including any estimates of the impact on these items) and consistency with which dental and other practices resume or maintain normal operations in

States and internationally, expectations regarding PPE and COVID-19 related product sales and levels, whether additional resurgences or variants of the virus will adversely impact the

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resumption of normal operations, whether vaccine mandates will adversely impact the Company (including disrupting our workforce and/or business), whether supply chain disruptions will adversely impact our business, the impact of restructuring programs as well as of any future acquisitions, and more. Our current expectations regarding performance in current and future periods. Forward looking statements include the (i) ability of the Company to have continued access to a variety of test types, expectations regarding COVID-19 test sales, demand and inventory levels, as well as the efficacy or relative value of test results given that the test efficacy has not been, or will not have been, independently verified under normal FDA procedures and (ii) potential for the Company to distribute the COVID-19 vaccines and related supplies.

Risk factors and uncertainties that could cause actual results to differ materially from current historical results include, but are not limited to: risks associated with COVID-19 and any variant thereof, as well as other disease outbreaks, epidemics, pandemics, or similar wide spread public health concerns; other natural disasters; 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); our technologies that achieve market acceptance with acceptable margins; transitional challenges associated with acquisitions, dispositions and joint ventures, including the failure to achieve anticipated synergies and benefits; financial and tax risks associated with acquisitions, dispositions and joint ventures; covenants and provisions in our governing documents that may discourage third-party acquisitions of us; effects of a highly competitive (including, without limitation, competition from third-party online commerce sites) and consolidating market; the repeal or judicial prohibition on implementation of the Affordable Care Act; changes in the health care industry; risks from expansion of customer purchasing power and market penetration; pricing and costing structures; increases in shipping costs for our products or other service issues with our customers and shippers; general global macro-economic and political conditions, including international trade tensions, potential trade barriers and terrorism; 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 data, records or transmissions; changes in tax legislation; risks related to product liability, intellectual property and other claims; litigation risks; new or unanticipated litigation developments and the status of ongoing legal matters; risks associated with customs policies or legislative import restrictions; cyberattacks or data breaches, privacy or data security breaches; risks associated with our global operations; our dependence on key personnel; 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 or revise our forward-looking statements.

Included within the press release are non-GAAP financial measures that supplement the Consolidated Statements of Income prepared under generally accepted accounting principles (GAAP). The non-GAAP financial measures adjust the Company's actual results prepared under GAAP to exclude certain items. In the schedules attached to the press release, the non-GAAP measures have been reconciled to the GAAP measures and should be considered together with the Consolidated Statements of Income. Management believes that the non-GAAP financial measures provide investors with useful supplemental information about the financial performance of our business, enable comparison of financial results between periods where certain items may vary independent of business performance and allow for greater transparency with respect to the metrics used by management in operating our business. These non-GAAP financial measures are provided solely for informational and comparative purposes and should not be regarded as a replacement for, or corresponding, similarly captioned, GAAP measures.

Although this decision could change in the future, the Company has not provided in this non-GAAP guidance for fiscal 2022 as it currently does not anticipate using non-GAAP financial this period.

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CONTACTS: Investors

Steven Paladino
Executive Vice President and Chief Financial Officer
steven.paladino@henryschein.com
(631) 843-5500

Graham Stanley
Vice President, Investor Relations and Strategic Financial Project Officer
graham.stanley@henryschein.com
(631) 843-5963

Media

Ann Marie Gothard
Vice President, Global Corporate Media Relations
annmarie.gothard@henryschein.com
(631) 390-8169

(TABLES TO FOLLOW)

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

	Three Months Ended		Year
	December	December	December
	25,	26,	25,
	2021	2020	2021
	(unaudited)	(unaudited)	
Net sales	\$ 3,330,522	\$ 3,165,725	\$ 12,401,022
Cost of sales	2,351,018	2,306,045	8,728,777
Gross profit	979,504	859,680	3,672,245
Operating expenses:			
Selling, general and administrative	774,364	674,100	2,812,651
Restructuring costs	4,579	4,380	7,931
Operating income	200,561	181,200	851,663
Other income (expense):			
Interest income	1,702	2,361	6,451
Interest expense	(8,189)	(11,968)	(27,600)
Other, net	(1,025)	(1,663)	4,000
Income from continuing operations before taxes,			
equity in earnings of affiliates and noncontrolling interests	193,049	169,930	830,541
Income taxes	(43,361)	(29,409)	(197,341)
Equity in earnings of affiliates	2,459	4,536	20,000
Gain on sale of equity investments	-	1,572	7,311
Net income from continuing operations	152,147	146,629	660,521
Income from discontinued operations, net of tax	-	712	-
Net income	152,147	147,341	660,521
Less: Net income attributable to noncontrolling interests	(4,914)	(4,708)	(29,291)
Net income attributable to Henry Schein, Inc.	\$ 147,233	\$ 142,633	\$ 631,232
Amounts attributable to Henry Schein Inc.:			
Continuing operations	\$ 147,233	\$ 141,921	\$ 631,232
Discontinued operations	-	712	-
Net income attributable to Henry Schein, Inc.	\$ 147,233	\$ 142,633	\$ 631,232
Earnings per share from continuing operations attributable to Henry Schein, Inc.:			
Basic	\$ 1.06	\$ 1.00	\$ 4.53
Diluted	\$ 1.05	\$ 0.99	\$ 4.43
Earnings per share from discontinued operations attributable to Henry Schein, Inc.:			
Basic	\$ -	\$ 0.01	\$ -

Diluted	\$ -	\$ -	\$ -
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Earnings per share attributable to Henry Schein, Inc.:

Basic	\$ 1.06	\$ 1.00	\$ 4.5
Diluted	\$ 1.05	\$ 1.00	\$ 4.4

Weighted-average common shares outstanding:

Basic	138,406	142,379	140,09
Diluted	140,318	143,328	141,77

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

December
25,
2021

ASSETS

Current assets:

Cash and cash equivalents	\$ 117,965
Accounts receivable, net of reserves of \$67,168 and \$88,030	1,451,829
Inventories, net	1,861,138
Prepaid expenses and other	413,103
Total current assets	3,844,035
Property and equipment, net	366,456
Operating lease right-of-use assets, net	324,950
Goodwill	2,854,150
Other intangibles, net	667,626
Investments and other	423,874
Total assets	\$ 8,481,091

LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities:

Accounts payable	\$ 1,053,934
Bank credit lines	50,530
Current maturities of long-term debt	10,640
Operating lease liabilities	76,393
Accrued expenses:	
Payroll and related	385,376
Taxes	136,919
Other	592,722
Total current liabilities	2,306,514
Long-term debt	811,346
Deferred income taxes	42,283
Operating lease liabilities	267,772
Other liabilities	376,672
Total liabilities	3,804,587

Redeemable noncontrolling interests	613,312
Commitments and contingencies	

Stockholders' equity:

Preferred stock, \$0.01 par value, 1,000,000 shares authorized, none outstanding	-
Common stock, \$0.01 par value, 480,000,000 shares authorized, 137,145,558 outstanding on December 25, 2021 and 142,462,571 outstanding on December 26, 2020	1,371,000
Additional paid-in capital	-
Retained earnings	3,595,233

Accumulated other comprehensive loss	(171,478)
Total Henry Schein, Inc. stockholders' equity	3,425,126
Noncontrolling interests	638,066
Total stockholders' equity	4,063,192
Total liabilities, redeemable noncontrolling interests and stockholders' equity	\$ 8,481,091

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

	Three Months Ended		Year
	December	December	December
	25,	26,	25,
	2021	2020	2021
	(unaudited)	(unaudited)	
Cash flows from operating activities:			
Net income	\$ 152,147	\$ 147,341	\$ 660,5
Income from discontinued operations	-	712	
Income from continuing operations	152,147	146,629	660,5
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization	58,695	47,023	209,5
Impairment charge on intangible assets	713	18,126	7
Gain on sale of equity investments	-	(2,096)	(9,7
Stock-based compensation expense	20,715	15,436	78,4
Provision for (benefits from) losses on trade and other accounts receivable	1,047	547	(7,7
Benefit from deferred income taxes	(10,260)	(4,784)	(10,9
Equity in earnings of affiliates	(2,459)	(4,536)	(20,0
Distributions from equity affiliates	2,727	5,949	17,7
Changes in unrecognized tax benefits	4,532	(6,516)	(1,9
Other	(9,669)	10,876	(9,7
Changes in operating assets and liabilities, net of acquisitions:			
Accounts receivable	87,263	10,509	4,1
Inventories	(87,210)	(5,987)	(295,1
Other current assets	50,711	45,267	9,0
Accounts payable and accrued expenses	7,687	68,662	84,7
Net cash provided by operating activities from continuing operations	276,639	345,105	709,5
Net cash provided by operating activities from discontinued operations	-	4,743	
Net cash provided by operating activities	276,639	349,848	709,5
Cash flows from investing activities:			
Purchases of fixed assets	(30,309)	(11,030)	(79,0
Payments related to equity investments and business acquisitions, net of cash acquired	(155,193)	(7,965)	(570,5
Proceeds from sale of equity investment	-	2,020	9,7
Proceeds from (repayments to) loan to affiliate	1,890	208	(4,0
Other	(14,604)	(4,296)	(33,3
Net cash used in investing activities from continuing operations	(198,216)	(21,063)	(677,2
Net cash used in investing activities from discontinued operations	-	-	
Net cash used in investing activities	(198,216)	(21,063)	(677,2
Cash flows from financing activities:			
Net change in bank borrowings	(5,280)	(439,057)	(18,4
Proceeds from issuance of long-term debt	105,000	-	305,0
Principal payments for long-term debt	(435)	(759)	(122,2
Debt issuance costs	(880)	(196)	(2,8
Debt extinguishment costs	-	-	

Payments for repurchases of common stock	(150,000)	-	(401,2
Payments for taxes related to shares withheld for employee taxes	(99)	(292)	(7,4
Distributions to noncontrolling shareholders	(16,842)	(3,891)	(25,4
Acquisitions of noncontrolling interests in subsidiaries	(9,948)	(4,604)	(60,2
Proceeds from Henry Schein Animal Health Business	-	2,572	
Net cash used in financing activities from continuing operations	(78,484)	(446,227)	(332,9
Net cash used in financing activities from discontinued operations	-	(4,743)	
Net cash used in financing activities	(78,484)	(450,970)	(332,9
Effect of exchange rate changes on cash and cash equivalents from continuing operations	(1,107)	9,875	(2,6
Effect of exchange rate changes on cash and cash equivalents from discontinued operations	-	-	
Net change in cash and cash equivalents from continuing operations	(1,168)	(112,310)	(303,2
Cash and cash equivalents, beginning of period	119,133	533,495	421,1
Cash and cash equivalents, end of period	\$ 117,965	\$ 421,185	\$ 117,9

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**Exhibit A - Fourth Quarter
Sales**

**Henry Schein, Inc.
2021 Fourth Quarter
Sales Summary
(in thousands)
(unaudited)
Q4 2021 over Q4 2020**

<u>Global</u>	Q4 2021	Q4 2020	Total Sales Growth	Foreign Exchange Growth	Local Currency Growth	Acquisition Growth
Dental Merchandise	\$ 1,509,518	\$ 1,361,219	10.9%	-0.7%	11.6%	5.0%
Dental Equipment	510,266	485,153	5.2%	-1.2%	6.4%	0.8%
Total Dental	2,019,784	1,846,372	9.4%	-0.9%	10.3%	3.9%
Medical	1,133,498	1,171,373	-3.2%	0.0%	-3.2%	3.9%
Total Health Care Distribution	3,153,282	3,017,745	4.5%	-0.6%	5.1%	4.0%
Technology and value-added services	177,240	138,711	27.8%	0.0%	27.8%	14.4%
Total excluding Corporate TSA Revenue	3,330,522	3,156,456	5.5%	-0.5%	6.0%	4.3%
Corporate TSA revenues (1)	-	9,269	n/a	n/a	n/a	n/a
Total Global	\$ 3,330,522	\$ 3,165,725	5.2%	-0.5%	5.7%	4.3%
<u>North America</u>	Q4 2021	Q4 2020	Total Sales Growth	Foreign Exchange Growth	Local Currency Growth	Acquisition Growth
Dental Merchandise	\$ 900,915	\$ 762,587	18.1%	0.3%	17.8%	7.5%
Dental Equipment	316,307	295,780	6.9%	0.3%	6.6%	0.0%
Total Dental	1,217,222	1,058,367	15.0%	0.4%	14.6%	5.3%
Medical	1,108,541	1,137,313	-2.5%	0.0%	-2.5%	4.1%
Total Health Care Distribution	2,325,763	2,195,680	5.9%	0.2%	5.7%	4.7%
Technology and value-added services	154,645	119,456	29.5%	0.1%	29.4%	16.8%
Total excluding Corporate TSA Revenue	2,480,408	2,315,136	7.1%	0.1%	7.0%	5.4%
Corporate TSA revenues (1)	-	-	n/a	n/a	n/a	n/a
Total North America	\$ 2,480,408	\$ 2,315,136	7.1%	0.1%	7.0%	5.4%
<u>International</u>	Q4 2021	Q4 2020	Total Sales Growth	Foreign Exchange Growth	Local Currency Growth	Acquisition Growth
Dental Merchandise	\$ 608,603	\$ 598,632	1.7%	-2.1%	3.8%	1.9%
Dental Equipment	193,959	189,373	2.4%	-3.7%	6.1%	1.9%
Total Dental	802,562	788,005	1.8%	-2.6%	4.4%	1.9%

Medical	<u>24,957</u>	<u>34,060</u>	-26.7%	-2.5%	-24.2%	0.0%
Total Health Care Distribution	827,519	822,065	0.7%	-2.5%	3.2%	1.8%
Technology and value-added services	<u>22,595</u>	<u>19,255</u>	17.3%	-0.5%	17.8%	0.0%
Total excluding Corporate TSA Revenue	850,114	841,320	1.0%	-2.5%	3.5%	1.8%
Corporate TSA revenues (1)	<u>-</u>	<u>9,269</u>	n/a	n/a	n/a	n/a
Total International	<u>\$ 850,114</u>	<u>\$ 850,589</u>	-0.1%	-2.5%	2.4%	1.8%

(1) Corporate TSA revenues represents sales of certain products to Covetrus under the transition services agreement entered into with the Animal Health spin-off, which ended in December 2020.

Exhibit A - Year-to-Date Sales

Henry Schein, Inc. Full Year 2021 Sales Summary (in thousands) (unaudited)

Full Year 2021 over Full Year 2020

<u>Global</u>	Full Year 2021	Full Year 2020	Total Sales Growth	Foreign Exchange Growth	Local Currency Growth	Acquisition Growth
Dental Merchandise	\$ 5,854,451	\$ 4,555,234	28.5%	2.3%	26.2%	5.6%
Dental Equipment	1,687,499	1,357,359	24.3%	2.4%	21.9%	0.8%
Total Dental	7,541,950	5,912,593	27.6%	2.4%	25.2%	4.5%
Medical	4,218,175	3,617,017	16.6%	0.1%	16.5%	2.8%
Total Health Care Distribution	11,760,125	9,529,610	23.4%	1.5%	21.9%	3.8%
Technology and value- added services	640,896	514,258	24.6%	1.1%	23.5%	10.5%
Total excluding Corporate TSA Revenue	12,401,021	10,043,868	23.5%	1.5%	22.0%	4.2%
Corporate TSA revenues (1)	-	75,273	n/a	n/a	n/a	n/a
Total Global	\$ 12,401,021	\$ 10,119,141	22.6%	1.5%	21.1%	4.2%
<u>North America</u>	Full Year 2021	Full Year 2020	Total Sales Growth	Foreign Exchange Growth	Local Currency Growth	Acquisition Growth
Dental Merchandise	\$ 3,513,057	\$ 2,656,684	32.2%	0.7%	31.5%	8.3%
Dental Equipment	991,186	814,837	21.6%	1.0%	20.6%	0.0%
Total Dental	4,504,243	3,471,521	29.7%	0.7%	29.0%	6.4%
Medical	4,115,240	3,514,670	17.1%	0.0%	17.1%	2.9%
Total Health Care Distribution	8,619,483	6,986,191	23.4%	0.4%	23.0%	4.6%
Technology and value- added services	554,123	446,830	24.0%	0.2%	23.8%	11.8%
Total excluding Corporate TSA Revenue	9,173,606	7,433,021	23.4%	0.4%	23.0%	5.0%
Corporate TSA revenues (1)	-	-	n/a	n/a	n/a	n/a
Total North America	\$ 9,173,606	\$ 7,433,021	23.4%	0.4%	23.0%	5.0%
<u>International</u>	Full Year 2021	Full Year 2020	Total Sales Growth	Foreign Exchange Growth	Local Currency Growth	Acquisition Growth

Dental Merchandise	\$ 2,341,394	\$ 1,898,550	23.3%	4.6%	18.7%	1.9%
Dental Equipment	696,313	542,522	28.3%	4.5%	23.8%	1.8%
Total Dental	3,037,707	2,441,072	24.4%	4.5%	19.9%	1.9%
Medical	102,935	102,347	0.6%	4.4%	-3.8%	0.0%
Total Health Care Distribution	3,140,642	2,543,419	23.5%	4.6%	18.9%	1.8%
Technology and value- added services	86,773	67,428	28.7%	7.1%	21.6%	2.4%
Total excluding Corporate TSA Revenue	3,227,415	2,610,847	23.6%	4.6%	19.0%	1.9%
Corporate TSA revenues (1)	-	75,273	n/a	n/a	n/a	n/a
Total International	\$ 3,227,415	\$ 2,686,120	20.2%	4.5%	15.7%	1.8%

(1) Corporate TSA revenues represents sales of certain animal health products to Covetrus under the transition services agreement in connection with the Animal Health Spin-off, which ended in December 2020.

Exhibit B

Henry Schein, Inc.
2021 Fourth Quarter and Full Year
Reconciliation of reported GAAP net income from continuing operations and
diluted EPS from continuing operations attributable to Henry Schein, Inc.
to non-GAAP net income from continuing operations and
diluted EPS from continuing operations attributable to Henry Schein, Inc.
(in thousands, except per share data)
(unaudited)

	Fourth Quarter			
			%	
	2021	2020	Growth	2021
Net income from continuing operations attributable to Henry Schein, Inc.	\$ 147,233	\$ 141,921	3.7 %	\$ 631,232
Diluted EPS from continuing operations attributable to Henry Schein, Inc.	\$ 1.05	\$ 0.99	6.1%	\$ 4.45
Non-GAAP Adjustments				
Restructuring costs - Pre-tax (1)	\$ 4,579	\$ 4,380		\$ 7,939
Income tax benefit for restructuring costs (1)	(1,145)	(1,095)		(1,985)
Settlement and litigation costs - Pre-tax (2)	-	-		14,253
Income tax benefit for settlement and litigation costs (2)	-	-		(3,548)
Gain on sale of equity investments (3)	-	(1,572)		(7,318)
Total non-GAAP adjustments to Net income from continuing operations	\$ 3,434	\$ 1,713		\$ 9,341
Non-GAAP adjustments to diluted EPS from continuing operations	\$ 0.02	\$ 0.01		\$ 0.07
Non-GAAP Net income from continuing operations attributable to Henry Schein, Inc.	\$ 150,667	\$ 143,634	4.9 %	\$ 640,573
Non-GAAP diluted EPS from continuing operations attributable to Henry Schein, Inc.	\$ 1.07	\$ 1.00	7.0%	\$ 4.52

Management believes that non-GAAP financial measures provide investors with useful supplemental information about the financial performance of our business, enable comparison of financial results between periods where GAAP measures may vary independent of business performance and allow for greater transparency with respect to key 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, similarly captioned GAAP measures.

- (1) Represents Q4 2021 restructuring costs of \$4,579, net of \$1,145 tax benefit, resulting in an after-tax charge of \$3,434, and YTD 2021 restructuring costs of \$7,939, net of \$1,985 tax benefit, resulting in an after-tax charge of \$5,954. Represents Q4 2020 restructuring costs of \$4,380, net of \$1,095 tax benefit, resulting in an after-tax charge of \$3,285, and YTD 2020 restructuring costs of \$32,093, net of \$8,023 tax benefit, resulting in an after-tax charge of \$24,070.
- (2) Represents a YTD 2021 pre-tax charge of \$15,750, net of \$1,497 of noncontrolling interests, related to settlement and litigation costs, net of a tax benefit of \$3,548, resulting in a net after-tax charge of \$10,705.

- (3) In the third quarter of 2021 we received contingent proceeds of \$9.8 million from the 2019 sale of H resulting in the recognition of an additional after-tax gain of \$7.3 million.

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