

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549  
FORM 10-K**

(Mark One)

- ☒ ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934  
For the fiscal year ended December 30, 2023
- ☐ TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934  
For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission file number 033-157078  
**HENRY SCHEIN, INC.**  
(Exact name of registrant as specified in its charter)

**Delaware**  
(State or other jurisdiction of  
incorporation or organization)

**11-3136595**  
(I.R.S. Employer Identification No.)

**135 Duryea Road  
Melville, New York  
(Address of principal executive offices)  
11747  
(Zip Code)**

**(631) 843-5500**

(Registrant's telephone number, including area code)

**Securities registered pursuant to Section 12(b) of the Act:**

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, par value \$.01 per share	HSIC	The Nasdaq Global Select Market

**Securities registered pursuant to Section 12(g) of the Act: None**

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act.  
YES: ☒ NO: ☐

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Act.  
YES: ☐ NO: ☒

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 (or for such shorter period that the registrant was required to file such reports) and (2) is not subject to the filing requirements of Rule 405 of the Securities Act.  
YES: ☒ NO: ☐

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required by Regulation S-X (17 CFR 201.405) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files).  
YES: ☒ NO: ☐

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer ☐ Accelerated filer ☐ Non-accelerated filer ☒ Smaller reporting company ☐  
Emerging growth company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.  
YES: ☐ NO: ☒

Indicate by check mark whether the registrant has filed a report on and attestation to its management's assessment of the effectiveness of its internal control over financial reporting under Section 404(b) of the Sarbanes-Oxley Act (15 U.S.C. 7262(b)) by the registered public accounting firm that prepared the audit report.  
YES: ☐ NO: ☒

If securities are registered pursuant to Section 12(b) of the Act, indicate by check mark whether the financial statements filed in the preceding 12 months included an error to previously issued financial statements.  
YES: ☐ NO: ☒

Indicate by check mark whether any of those error corrections are restatements that required a recovery audit, a revocation, or the payment of damages by any executive officers during the relevant recovery period pursuant to Section 304 of the Sarbanes-Oxley Act.  
YES: ☐ NO: ☒

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Act).  
YES: ☐ NO: ☒

The aggregate market value of the registrant's voting stock held by non-affiliates of the registrant, computed as of February 20, 2024, the last business day of the last fiscal year, was \$1,056,752,100.  
As of February 20, 2024, there were 12,505,712 shares of registrant's Common Stock, par value \$.01 per share, outstanding.

**Documents Incorporated by Reference:**

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## PART I

### ITEM 1. Business

#### General

Henry Schein, Inc. is a solutions company for health care professionals powered by a technology platform. We believe we are the world's largest provider of health care products and services to dental and medical practitioners, as well as alternate sites of care. Our philosophy is to help customers operate a more efficient and successful business so they can provide better care.

With more than 91 years of experience distributing health care products, we have built a global network of customers in the dental and medical markets, serving more than one million dental practices, laboratories, physician practices, and ambulatory surgery centers, and institutional health care clinics and other alternate care clinics.

We are headquartered in Melville, New York and employ more than 25,000 people. Approximately 55% of our business is based in the United States and approximately 45% is based outside of the United States. We have affiliates in 33 countries and territories. Our broad global footprint has been built through organic growth as well as through contribution from strategic acquisitions.

We stock a comprehensive selection of more than 300,000 branded products and Henry Schein One, our main distribution centers. Our infrastructure, including over 50 strategically located distribution and 22 manufacturing facilities around the world, enables us to provide rapid and accurate order fulfillment, better serve our customers and increase efficiency. This, together with broad product and service offerings at competitive prices, enables us to be a single source of supply for our customers' needs.

We conduct our business through two reportable segments: (i) health care distribution and (ii) technology and value-added services. These segments offer different products and services to the same base of customers: office-based dental practitioners, dental laboratories, schools, government entities, and other institutions. Our medical businesses serve physician offices, urgent care centers, ambulatory surgery centers, dialysis centers, home health, federal and state governments and other providers across a wide range of specialties.

The health care distribution reportable segment, combining our global dental and medical distribution segments, distributes a wide range of products, small equipment, laboratory products, large equipment, pharmaceuticals, vaccines, surgical products, dental specialty products (including endodontic products), diagnostic tests, infection-control products, personal protective equipment ("PPE") and vitamins. While our primary go-to-market strategy is in our capital markets, we also manufacture certain dental specialty products in the areas of oral surgery and endodontics.

The technology and value-added services reportable segment provides software, technology and value-added services to health care practitioners. Henry Schein One, the largest contributor of software and technology solutions for dental and medical practitioners. In addition, we provide a broad suite of electronic health records, patient communication services and website design, analytics and patient demand generation. Our value-added practices include practice education, integrated revenue cycle management and the facilitation of service offerings (as well as) to help dentists and physicians operate and expand their business. We also provide technology, network and hardware services, as well as consulting, and continue to provide solutions to our practitioners. We believe our hands-on consultative approach to provide solutions to our customers is a key differentiator for our business.

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### Recent Developments

See “Management’s Discussion and Analysis of Financial Condition and Results of Operations – Recent Developments” herein for a discussion related to recent Company developments.

### Industry

The global health care distribution industry, as it relates to office-based health care practitioners, is a large and diverse industry ranging from sole practitioners working out of relatively small offices to large group practices ranging in size from a few practitioners to several hundred practices supported by centralized distribution systems (“DSOs”), medical group purchasing organizations (“GPOs”), hospital systems and other distribution networks.

Due in part to the limited capacity of office-based health care practitioners to store and handle supplies in their offices, the distribution of health care supplies and small equipment to practitioners has been characterized by frequent, small quantity orders, and a need for substantially complete order fulfillment. The purchasing decisions within an office-based practice are typically made by the practitioner, hygienist or office manager. Supplies and small equipment are generally sourced from more than one distributor, with one generally serving as the primary distributor.

The health care distribution industry continues to experience growth due to demand from an aging population, care awareness and the importance of preventative care, an increased understanding of the good oral health and overall health, improved access to care globally, and the proliferation of technology and testing, new pharmacology treatments and expanded third-party coverage, partially offset by the effects of unemployment on insurance coverage and technology. The advancements in diagnostic software and services, prosthetic solutions and telemedicine. In addition, the industry continues to benefit from the shift of procedures and diagnostic testing from acute care hospitals to ambulatory care sites, particularly physicians’ offices and ambulatory surgery centers.

We believe that consolidation within the industry will continue to result in a number of practices with limited financial, operating and marketing resources, seeking to combine with other practices to provide a more competitive offering. This consolidation also may continue to result in distribution companies that can enhance their current product and service offerings or provide operational efficiencies.

In addition, customer consolidation will likely lead to multiple locations under common management and the procedures from the hospital setting to the physician or alternate site. The industry is increasingly focused on efficiency and cost containment. This trend has been accelerated by the proliferation of products and services at low prices. It also has accelerated the growth of managed care organizations (“HMOs”), group practices, other managed care accounts and the growing emphasis on obtaining products at competitive prices, tend to drive distributors to provide specialized management information support. We believe that the trend toward consolidation will favorably affect demand for technology solutions, including software, and the facilitation of practice management.

### Competition

The distribution and manufacture of health care supplies and equipment is highly competitive. Many of the health care supplies and equipment are available to our customers from a number of suppliers. In addition, manufacturers are increasingly obtaining exclusive rights from manufacturers to market particular products. Manufacturers are also seeking to sell directly to end users, and thereby eliminate or reduce our role and that of other distributors. Certain parts of the industry, such as those related to dental specialty products, and medical equipment, are highly competitive.

In North America, we compete with other distributors, as well as several manufacturers of health care products, primarily on the basis of price, breadth of product line, e-commerce capabilities and customer service.

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value-added products and services. In the dental market, our primary competitors include the Dental Division of Patterson Companies, Inc. and Benco Dental Supply Company. In addition, we compete against other distributors that operate on a national, regional and local level. Our competitors in the market, which accounts for the large majority of our global medical sales include McKesson Corporation, Inc., which are national distributors. We also compete with a number of regional distributors, as well as a number of manufacturers that sell directly to physicians. With regard to our dental software, we compete against numerous companies including the Dental Division of Patterson Companies, Inc., Carestream Health, Inc., Carestream Dental Software Pty Ltd. (d.b.a. dental4windows, dental4web), Open Dental Software Pty Ltd. (d.b.a. CareStack) and Curve Dental, LLC. In other software markets, including engagement, patient relationship management and patient demand generation, we compete with such as Vyne Therapeutics Inc., EDI-Health Group, Inc. (d.b.a. Dental X Connect), Weave Communications, Inc., and Solutionreach, Inc. The medical practice management and medical line of products is highly competitive and we compete with numerous companies such as the NextGen Healthcare System, Allscripts Healthcare Solutions, Inc. and Epic Systems Corporation.

Outside of the U.S., we believe we are the only global distributor of supplies and equipment in the dental market and primarily local and regional companies. We also face significant international competition on the basis of price and customer service against several large companies including Proclinic SA, Lifco AB, Planmeca Oy and Billerica Dental Supply Co. Ltd. In addition, we compete with a number of other dental and medical product distributors and manufacturers in international markets and territories.

## Competitive Strengths

We have more than 91 years of experience in distributing products to health care practitioners around the world. Our competitive strengths include:

A focus on meeting our customers' unique needs. We are committed to providing customized solutions for our customers that are driven by our understanding of the end markets we serve and reflecting the products and services best suited for their practice needs. We are committed to continuing to enhance these offerings through organic investment in our products and our teams, as well as through acquisitions and services that may help us better serve our customers.

Direct sales and marketing expertise. Our sales and marketing efforts are designed to establish and maintain strong customer relationships through personal or virtual visits by field sales representatives, direct sales, and emphasizing our broad product lines, including exclusive distribution agreements, as competitive placement, particularly through our e-commerce platforms. Our sales and marketing efforts are:

- Field sales consultants. Our field sales consultants, including equipment sales specialists, are focused on North American, European and other international markets. These consultants support our direct marketing and telesales efforts and enable us to better market, service and support sophisticated products and equipment.
- Marketing. We market to existing and prospective office-based health care providers through a combination of owned, earned and paid digital channels, tradeshows, as well as direct mail and other promotional materials. Our strategies include an emphasis on digital marketing and content marketing initiatives. We continue to enhance our technology targeting capability and the relevance of messaging and offers.
- Telesales. We support our direct marketing effort with inbound and outbound telesales representatives who facilitate order processing, generate new sales through direct and frequent contact, stay abreast of market developments and the hundreds of new products, services and solutions introduced each year to educate practice personnel.

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- Electronic commerce solutions. We provide our customers and sales teams with innovative, competitive e-commerce solutions. We continue to invest in our e-commerce platform and management so customers can more easily find the products they need and enhance their purchasing experience, supported by excellent customer service.
- Social media. Our operating entities and employees engage our customers and sales teams on various social media platforms, which are an important element of our communication efforts. We continue to expand our social media presence to raise awareness and engage customers beyond a sale and deliver services and solutions to specialized audiences.

Broad product and service offerings at competitive prices. We offer a broad range of products and services to our customers, at competitive prices, in the following categories:

- Consumable supplies and equipment. We distribute consumable products, small equipment, products, large equipment, laboratory repair services, branded and generic pharmaceuticals, specialty products, diagnostic tests, infection-control products and vitamins. We select and offer more than 300,000 branded products and Henry Schein corporate brands through distribution centers. We also market and sell our own corporate brand products, including consumable merchandise products and manufacture certain dental specialty implants for orthodontics and endodontics.
- Technology and other value-added products and services. We sell practice management, business analytics, patient engagement and patient demand creation software solutions, patient management solutions provide practitioners with electronic medical records, history and analytics, billing, accounts receivable analyses and management, appointment scheduling, claims processing and word processing programs, network and hardware services, electronic marketing services, sourcing third party patient payment plans, training and education programs for practitioners. We also sell medical software for practice management, electronic health records ("EHR") and e-Prescribe medications and prescription management. We have a large number of representatives supporting customers using our practice management software. As of December 31, 2023, we had an active user base of approximately 110,000 practitioners, including users of AxiUm, Dentally®, Dentrix Ascend®, DentalVisions®, Dentrix® Enterprise, Easy Dental®, EndoVision®, Evolution® and E-Practice®, Javalie®, Javalie® Software, Oasis, OMSVision®, Orisline®, PBS Endo®, PerioPower®, Px, PowerDent, and Viive® and subscriptions for Demandforce®, Sedition®, DentalPlans.com® for dental patients.
- Repair services. We have 119 equipment sales and service centers worldwide that provide repair, installation and technical services for our health care customers. Our technicians provide installation and repair services for dental handpieces, dental and medical small equipment, sterilizers and large dental equipment.
- Financial services. We offer our customers solutions in operating their practices by providing access to a number of financial services and products provided by third-party suppliers (including financing for equipment, technology and software products, non-practice related financing, business debt consolidation and commercial real estate financing, patient credit card processing) at rates that we believe are generally lower than what customers would be able to secure independently. We also provide staffing services, dental marketing and other services.

Commitment to superior customer service. We maintain a strong commitment to providing superior service. We frequently monitor our customer service through customer surveys, focus groups and other methods. Our customer service policy primarily focuses on:

- Exceptional order fulfillment. We ship an average of approximately 141,000 cartons



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- Comprehensive ordering process. Customers may place orders 24 hours a day, 7 days a week through our e-commerce solutions, telephone, fax, e-mail and mail.

Integrated management information systems. Our information systems generally allow for the management of key functions, including accounts receivable, inventory, accounts payable, sales order fulfillment and financial and operational reporting. These systems allow us to deliver superior customer service, properly target customers, manage financial performance and generate operational statistics.

Cost-effective purchasing. We believe that cost-effective purchasing is a key element to maintain our position as a competitively priced provider of health care products. We continuously evaluate our requirements and suppliers' offerings and prices in order to obtain products at the lowest cost. In 2023, health care distribution suppliers and our single largest supplier accounted for 4% and 24%, respectively, of our aggregate purchases.

Efficient distribution. We distribute our products from our 36 strategically located distribution centers to maintain optimal inventory levels in order to satisfy customer demand for prompt order fulfillment. These inventory levels are managed on a daily basis with the aid of our management information systems. Once an order is entered, it is electronically transmitted to the distribution center for order fulfillment.

## Products and Services

The following table sets forth the percentage of consolidated net sales by principal categories of services offered through our health care distribution and technology and value-added reportable segments:

	December 30, 2023	December 31, 2022	December 31, 2021
<b>Health care distribution:</b>			
Dental products	61.1%	59.1%	
Medical products	32.4	35.2	
<b>Total health care distribution</b>	<b>93.5</b>	<b>94.3</b>	
<b>Technology and value-added services:</b>			
Software and related products and other value-added products	6.5	5.7	
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
(1) Includes infection-control products, handpieces, preventatives, impression materials, composites, dental implants, articulators, abrasives, dental chairs, delivery units and lights, X-ray supplies and other products.			
(2) Includes branded and generic pharmaceuticals, vaccines, surgical products, diagnostic tests, infection control products, PPE products and vitamins.			
(3) Consists of practice management software and other value-added products, which are distributed to health care providers, on a non-recourse basis, e-services, continuing education services for practice management and other services.			

## Business Strategy

Our mission is to provide innovative, integrated health care products and services; and to assist our customers - enabling them to deliver the best quality patient care and improve their practice efficiency and profitability. Our BOLD+1 Strategic Plan consists of the following:

- Build ("B")** Complementary software, specialty, and services businesses for high-growth markets.
- Operationalize ("O")** Distribution to deliver exceptional customer experience and growth efficiency.
- Leverage ("L")** The Schein to broaden and deepen relationships with our customers.
- Drive ("D")** Drive digital transformation for our customers and for Henry Schein.
- +1** Create Value for our stakeholders

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To accomplish this, we apply our competitive strengths in executing the following strategies:

- Increase penetration of our existing customer base. We have over one million customers worldwide, and we intend to increase sales to our existing customer base and enhance our position as a leading supplier. We believe our offering of a broad range of products, services and solutions, including software, help drive improved workflow efficiency and patient communication. Our full-service value proposition, helps us to retain and grow our customer base.
- Increase the number of customers. This strategy includes increasing the production of sales consultants and telesales teams, as well as using our customer database to identify new marketing opportunities. In the dental business, we provide products and services to independent market groups, and large DSOs as well as community health centers. Leveraging our broad array of assets and capabilities, we offer solutions across markets. In the medical business, we have expanded to serve customers located in a wide variety of settings, such as urgent care clinics, retail, occupational health and home care. As a health care shift, we remain committed to serving these practitioners by providing the products and services they need.
- Leverage our value-added products and services. We continue to increase cross-selling opportunities between our dental software users and our dental customers. In the medical business, we have expanded our vaccine, injectables and other pharmaceutical offerings to health care providers, as well as cross-selling EHR systems and software when we sell our products. Our strategy extends to providing health systems, integrated delivery networks and other health care organizations, including physician clinics, these same value added products and services. As health care and health systems closely align, we have increased access to opportunities for marketing and selling our product and service portfolios.
- Pursue strategic acquisitions and joint ventures. Our acquisition strategy is focused on identifying companies that add new customers and sales teams, increase our geographic footprint, enter new markets, such as emerging markets, or building scale where we have already established a presence. We also pursue joint ventures with those that enable us to access new products and technologies.

## Markets Served

Demographic trends indicate that our markets are growing, as an aging U.S. population increases its demand for health care. According to the U.S. Census Bureau's International Database, between 2013 and 2015, the population is expected to grow by approximately 11%. Between 2023 and 2043, the population is expected to grow by approximately 21%. This compares with expected total U.S. population growth of approximately 6% between 2013 and 2033 and approximately 11% between 2023 and 2043.

In the dental industry, there is predicted to be a rise in oral health care expenditures as the population increases. There is increasing demand for new technologies that allow for greater productivity, and this is being driven in the U.S. by lower insurance reimbursement rates and an expected increase in dental insurance coverage.

In the medical market, there continues to be a migration of procedures from acute-care hospitals to home health settings, a trend that we believe provides additional opportunities for our products and services. The increasing use of vaccines, injectables and other pharmaceuticals in alternate-care settings has established us in a leading position as a vaccine supplier to the office-based physician practices.

We support our dental and medical professionals through the many SKUs that we offer, including our full range of value-added services, including practice management software, electronic services and continuing education, all designed to help maximize a practitioner's efficiency.



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Additionally, we seek to expand our dental full-service model and medical offerings in opportunities exist. We do this through both direct sales and by partnering with local manufacturing companies.

For information on revenues and long-lived assets by geographic area, see Note 4, Segment and Geographic Information, of "Notes to Consolidated Financial Statements."

## Seasonality and Other Factors Affecting Our Business and Quarterly Results

We experience fluctuations in quarterly earnings. As a result, we may fail to meet or exceed expectations of analysts and investors, which could cause our stock price to decline.

Our business is subject to seasonal and other quarterly fluctuations. Sales and profitability are generally higher in the third and fourth quarters due to the timing of sales of seasonal products (including inpatient), increasing patterns of office-based health care practitioners for certain products (including software), and year-end promotions. Sales and profitability may also be impacted by trade shows and annual dental tradeshow where equipment promotions are offered. In addition, we expect to see an increase in equipment purchases in the U.S. until year-end due to tax incentives. We expect our seasonality of sales to continue in the foreseeable future.

## Governmental Regulations

We strive to be compliant in all material respects with the applicable laws, regulations, and guidance. We believe we have effective compliance programs and other controls in place to ensure compliance. However, compliance is not guaranteed either now or in the future, as changes in laws, regulations, and guidance may be subject to varying and evolving interpretations that could affect our ability to comply. Changes in laws, regulations, and guidance, and additions and enforcement approaches, including political changes, may require us to change our operations. We seek to remedy them and bring the affected area back into compliance. President Biden (the "Biden Administration") has indicated that it will be more aggressive in enforcing laws and has revoked certain guidance that would have limited government agencies from investigating and prosecuting potential violations, and has stated that it is more prepared to pursue investigations for, incorporate an aggressive approach to anti-corruption activities. Federal government has also increased enforcement activity in the health care sector, particularly in the areas of fraud, bribery and anti-corruption, controlled substances handling, medical device recall, and cybersecurity standards.

Changes to applicable laws, regulations and guidance described below, as well as related interpretations, may require us to update or revise our operations, services, marketing, and compliance controls, and may impose additional and unforeseen costs on us, pose risks to our business, and may otherwise have a material adverse effect on our business.

### Government

Certain of our businesses involve the distribution, manufacturing, importation, exportation, and marketing of pharmaceuticals and/or medical devices, and in this regard, we are subject to extensive federal and state governmental laws and regulations, including as applicable to our distribution of pharmaceuticals and medical devices, manufacturing activities, and as part of our supply chain management. Certain of our businesses supply medical equipment and supplies directly to patient care facilities. Federal and state governments have also increased enforcement activity in the health care sector, particularly in the areas of fraud, bribery and anti-corruption, controlled substances handling, medical device recall, and cybersecurity standards.

Certain of our businesses involve pharmaceuticals and/or medical devices, including those that are paid for by third parties and must operate in compliance with a variety of billing and record-keeping requirements in order to substantiate claims for payment under commercial healthcare reimbursement programs.

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Government and private insurance programs fund a large portion of the total cost of health care in the United States. In an effort to limit such private and government insurance programs, including efforts to seek repeal of the entire United States Patient Protection and Affordable Care Act, as amended, and the Health Care Reconciliation Act, each enacted in March 2010 (as amended, the “ACA”),

Certain of our businesses are subject to various additional federal, state, local and foreign regulations with respect to the sale, transportation, importation, storage, handling and disposal of potentially hazardous substances; “forever chemicals” such as per- and polyfluoroalkyl substances (“PFAS”) and safe conditions. In addition, activities to control medical costs, including laws and regulations governing reimbursement rates for pharmaceuticals, medical devices, medical supplies and/or medical services for Medicare & Medicaid Services (“CMS”) recently released a new reimbursement schedule for durable medical equipment, prosthetics, orthotics and supplies (“DMEPOS”) reimbursement schedule effective January 1, 2024. The DMEPOS reimbursement rates for non-rural suppliers, such as us, are being reduced under the CARES Act relief rates in effect during the COVID-19 pandemic. This and other laws and regulations are subject to change and their evolving implementation may impact our operations and performance.

Our businesses are generally subject to numerous laws and regulations that could impact our ability to comply with such laws or regulations could have a material adverse effect on our business.

### Operating, Security and Licensure Standards

Certain of our businesses are subject to local, state and federal governmental laws and regulations pertaining to pharmaceuticals and medical devices and supplies. Among the United States laws applicable to pharmaceuticals and medical devices and supplies are the Federal Food, Drug, and Cosmetic Act, as amended (“FDCA”), of the Public Health Service Act and Section 401 of the Consolidated Appropriations Act of 2014, as well as laws regulating the billing of and reimbursement from government payors, including Medicare, Medicaid, and from commercial payors. We are also subject to comparable foreign

The FDCA, the Controlled Substances Act, their implementing regulations, and similar laws generally govern the introduction, manufacture, advertising, marketing and promotion, sampling, distribution, labeling, packaging, storage, handling, returning or recalling, reporting and record-keeping for pharmaceuticals and medical devices shipped in interstate commerce and activities within the state. Furthermore, Section 361 of the Public Health Service Act provides the introduction, transmission or spread of communicable diseases from a person in interstate commerce. The United States Food and Drug Administration’s (“FDA”) regulation of human cells, tissues and products, also known as “HCT/P products.”

The Federal Drug Quality and Security Act of 2013 brought about significant changes to pharmaceutical supply chain requirements. Title II of this measure, known as the Drug Supply Chain Security Act (“DSCSA”), was enacted in November 2013, and had a planned “phase in” schedule of implementation over a national electronic, interoperable system to identify and trace certain pharmaceutical products distributed in the United States that went into effect on November 27, 2023. Those DSCSA requirements that went into effect on November 27, 2023, and include requiring trading partners to maintain information about products and ownership only “electronically” (and not via paper records) until a “stabilization period” announced by FDA through two guidance documents in late August 2023. FDA has extended the stabilization period to accommodate an additional year, until November 27, 2024. FDA is also working to streamline and mature their electronic (versus paper), interoperable system. FDA does not intend to take action to enforce the requirements for the interoperable system until after November 27, 2024. Additionally, the FDA announced that it does not intend to take action with respect to drug product that is introduced in a transaction into commerce by a manufacturer or repackager before November 27, 2024, and for subsequent transactions involving that product through the DSCSA. The FDA states this stabilization period is intended to avoid disruption to ensure continued patient access to drug products as trading partners move towards full compliance with DSCSA’s enhanced drug security requirements. The law’s track and trace requirements apply to manufacturers, wholesalers, third-party logistics providers (e.g., trading partners), re-

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pharmacies) of prescription drugs took effect in January 2015, and, as stated, continue to apply. The DSCSA amended the tracing requirements to replace the former FDA drug pedigree requirements with certain requirements that are inconsistent with, more stringent than, or in addition to, the former requirements.

The DSCSA also establishes certain requirements for the licensing and operation of pharmaceutical wholesalers and logistics providers (“3PLs”), and includes the eventual creation of national wholesaler and 3PL registries where states do not license such entities. The DSCSA requires that all pharmaceuticals be distributed in accordance with certain standards regarding the recordkeeping, handling, and distribution of drugs. The DSCSA requires wholesalers and 3PLs to submit annual reports to the FDA regarding each state where the wholesaler or 3PL is licensed, the name and address of each facility, and the number of facilities. According to FDA guidance, states are pre-empted from imposing licensing requirements that are more stringent than, directly related to, or covered by the standards established by the DSCSA. Certain state licensing requirements concerning wholesalers will remain in effect if they are more stringent than the DSCSA. FDA issued a proposed rule establishing standards for 3PLs for licensing and other requirements in February 2022, but that rule has not yet been finalized. With respect to our specialty home medical supply business, we are subject to state (including state pharmacy laws), and also certain accreditation standards, including for reimbursement from Medicare and other third-party payers.

The Food and Drug Administration Amendments Act of 2007 and the Food and Drug Administration Safety and Act of 2012 amended the FDC Act to require the FDA to promulgate regulations implementing a unique device identification (“UDI”) system for medical devices. The UDI rule phased in the requirements, beginning with the highest-risk devices (i.e., Class III medical devices) and lowest-risk devices. Most compliance dates were reached as of September 24, 2018, with requirements for low risk devices being reached on September 24, 2022, which compliance date the FDA issued an enforcement policy stating that it does not intend to use off-label numbers on device labels and packages for finished devices manufactured on or after September 24, 2023. The UDI regulations require “labelers” to include unique device identifiers (“UDIs”) and format prescribed by the FDA and issued under a system operated by an agency that the FDA has approved to issue UDIs (including, but not limited to, the FDA’s Unique Device Identification Database (“UDID”) under FDA rules), and to directly mark certain devices with UDIs. The regulations also require labelers to submit certain information concerning UDI-labeled devices to the FDA, which information is publicly available on an FDA database, the Global Unique Device Identification Database (“GUDID”). In 2022, the FDA posted the final guidance regarding the Global Unique Device Identification Database (“GUDID”) and the Unique Device Identification Policy Regarding Compliance Dates for Class I and Unclassified Medical Devices. The regulations and subsequent FDA guidance regarding the UDI requirements provide for certain exceptions and time extensions. For example, the UDI regulations include a general exception for certain Class I medical devices. The Quality System Regulation (other than record-keeping requirements) also includes an exception for certain Class I medical devices. Regulated labelers include entities such as device manufacturers, repackagers, reproducers, and others that are required to apply or modify a device’s label to be applied or modified, with the intent that the device will be used without replacement or modification of the label and include certain businesses.

As a distributor of controlled substances, we are required, under the Controlled Substances Act, to register our facilities from the United States Drug Enforcement Administration (“DEA”) and to handle controlled substances. We are also subject to other statutory and regulatory requirements relating to the storage, sale, marketing, handling, reporting, record-keeping and distribution of controlled substances, with the Controlled Substances Act and its implementing regulations, and we are also subject to heightened enforcement activity in certain areas. We are also subject to inspection by the DEA. Our businesses are also required to register for permits and/or licenses with, and comply with the standards of, the FDA, the United States Department of Health and Human Services (“HHS”), state boards of pharmacy, state health departments and/or comparable state agencies, and certain accrediting bodies, depending on the type of operations, including distribution, manufacturing or sale. These businesses include those that distribute, manufacture, repackage prescription pharmaceuticals and/or medical devices and/or HCT/P products, perform maintenance operations, or install, maintain or repair equipment.

—Elaborando un plan de acción

In addition, Section 301 of the National Organ Transplant Act, and a number of comparable provisions impose penalties for the transfer of human organs, as defined in the regulations, while generally permitting payments for the reasonable costs incurred in their procurement, distribution, and storage, subject to foreign government regulation of such products. The regulatory authority also has broad inspection and enforcement powers, including the suspension of products by our distribution centers, seize or order the recall of products, and impose significant civil and administrative sanctions for violations of these laws and regulations, and is also subject to enforcement powers.

# EU Regulation of Medicinal and Dental Products

European Union (“EU”) member states regulate their own healthcare systems, as do other regulators, most notably medicinal products and medical devices. Medicinal products are defined as combinations of substances having certain functionalities and may not “regulate” in all member states, whereas “directives” are implemented by the states of member

On medicines for humans, we are regulated under Directive No. 2001/83/EC of 6 November 2001, Directive No. 2003/63/EC of 25 June 2003, and EU Regulation (EC) No. 726/2004 of 31 March 2004. These refer to the authorization of products, and regulate their manufacture, importation and distribution requirements which may be implemented without warning, as well as a system under which marketing authorizations may be withdrawn, and includes potential grounds for revocation on other bases such as harmfulness or lack of efficacy.

EU Regulation No. 1223/2009 of 30 November 2009 requires that cosmetic products (which includes dental products) be safe for human health when used under normal or reasonable conditions of use. It also imposes certain obligations which apply to manufacturer, importer and distributor of cosmetic products. Non-compliance may result in the recall or withdrawal of products, and other sanctions.

In the EU, the EU Medical Device Regulation No. 2017/745 of 5 April 2017 (“EU MDR”) ~~wide application~~ <sup>applies</sup> from dental material to X-ray machines, and certain software. It was ~~hereby~~ <sup>herein</sup> ~~applied~~ <sup>published</sup> (i.e., May 26, 2020). However, on April 23, 2020, to allow EMEA’s national authorities, notified bodies, manufacturers and other actors to focus ~~on~~ <sup>on</sup> ~~relevant~~ <sup>relevant</sup> ~~priorities~~ <sup>priorities</sup> COVID-19 pandemic, the European Council and Parliament adopted Regulation ~~2020/561~~ <sup>2020/561</sup> changing the date of application of the EU MDR by one year (to May 26, 2021).

The EU MDR significantly modifies and intensifies the regulatory compliance requirements for medical devices as a whole. Among other things, the EU MDR:

- strengthens the rules on placing devices on the market and reinforces surveillance and establishes explicit provisions on manufacturers' responsibilities for the following quality, performance and safety of devices placed on the market;
- improves the traceability of medical devices throughout the supply chain to the patient through identification number;
- sets up a central database to provide patients, healthcare professionals and the Commission information on products available in the EU;
- strengthens rules for the assessment of certain high-risk devices, such as implants, which may undergo an additional check by experts before they are placed on the market;
- identifies importers and distributors and medical device products through registration in EUDAMED, which is not fully functional for the time being and might not be so in the end of 2027; at the moment, the use of this database is only possible through a voluntary consequence, is currently not mandatory).

In particular, the EU MDR imposes strict requirements for the confirmation that a product meets the requirements, including regarding a product's clinical evaluation and a company's quality management system, for the distribution, marketing and sale of medical devices, including post-market surveillance.



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Regulation 2023/607 of the European Parliament and of the Council amending Regulations (EU) 2017/746 as regards the transitional provisions for certain medical devices and diagnostic medical devices, extended the EU MDR transitional periods applicable to certain medical devices that have been placed on the market and/or certified under the Directive No. 93/42/EEC (the “Medical Device Directive”). Subject to certain conditions, medical devices that (i) obtained CE marking under the Medical Device Directive from May 25, 2017, (ii) which was still valid on May 26, 2017, and (iii) which have not been subsequently withdrawn may, for the moment, continue to be placed on the market of the European Union until, 2027 for higher risk devices or December 31, 2028 for medium and low risk devices. Nevertheless, regarding the distribution, marketing and sale including quality control and post-market surveillance, the requirements have to be observed by manufacturers, importers and distributors as of May 26, 2020.

Other EU regulations that may apply under appropriate circumstances include EU Regulation No. 1831/2003 concerning the Registration, Evaluation, Authorisation and Restriction of Chemicals (REACH), which requires importers to register substances or mixtures that they import in the EU. EU Regulation No. 1272/2008 of 16 December 2008 concerning Classification, Labelling and Packaging of Substances and Mixtures (CLP), which sets various obligations with respect to the labelling and packaging of substances and mixtures.

Furthermore, compliance with legal requirements has required and may in the future require, delays in the sale or distribution, or institute voluntary recalls of, or other corrective actions, which could result in regulatory and enforcement actions, financial losses, reputational damage and harm to our customers. Our customers are also subject to significant federal, state, local and foreign government regulations, which may affect our interactions with customers, including the design and functionality of our products.

Certain of our businesses are subject to various additional federal, state, local and foreign regulations with respect to the sale, transportation, storage, handling and disposal of hazardous substances, and safe working conditions. In addition, certain of our businesses are subject to a variety of burdensome and complex billing and record-keeping requirements. Certain of our businesses also have to defend claims for payment under federal, state and commercial healthcare reimbursement programs.

Certain of our businesses also maintain contracts with governmental agencies and other entities that require compliance with specific to government contractors.

## Antitrust and Consumer Protection

The federal government of the United States, most U.S. states and many foreign countries have laws that prohibit certain types of conduct deemed to be anti-competitive, as well as consumer protection laws that protect consumers from improper business practices. At the U.S. federal level, the Federal Trade Commission enforces these types of laws, and states have similar government agencies. Violations of antitrust laws may result in various sanctions, including criminal and civil penalties. Private parties may also bring civil lawsuits against us in the United States for alleged antitrust violations, including for false or misleading advertising. EU law also regulates competition and provides for detailed rules on competition. The European Commission has indicated increased antitrust enforcement and has been increasingly active in its activities, including investigation and challenging non-compete restrictive covenants and other terms that it believes harm workers and competition.

## Health Care Fraud

Certain of our businesses are subject to federal and state (and similar foreign) health care fraud laws and regulations with respect to their operations. Some of these laws prohibit the submission or causing the submission of false or fraudulent claims to federal, state and other health care payers and programs. Other laws, referred to as “kickback” laws, prohibit soliciting, offering, receiving or paying remuneration in order to induce the referral or purchase of goods or services, purchasing, leasing or arranging for, or recommending, ordering, purchasing or leasing goods or services paid for by federal, state and other health care payers and programs. Certain additional

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as the federal Physician Self-Referral Law, commonly known as the “Stark Law,” prohibit health care professionals from referring a patient to an entity with which the physician has a financial relationship, for the furnishing of certain designated health services (for example, diagnostic and medical supplies), unless an exception applies. Violations of Anti-Kickback Law and Stark are enforced as violations of the federal False Claims Act.

The fraud and abuse laws and regulations have been subject to heightened enforcement over the past several years, and significant enforcement activity has been the result of “relators” who serve as whistleblowers on the behalf of the United States (and if applicable, particular states) under the False Claims Act, who may receive up to 30% of total government recoveries. Penalties under fraud and abuse laws may include severe, including treble damages and substantial civil penalties under the federal False Claims Act, potential loss of licenses and the ability to participate in federal and state health care programs, and in some cases, corporate integrity agreement or corporate compliance monitor which may have a material adverse effect on our business. Also, these measures may be interpreted or applied by judicial authorities in a manner that could require us to make changes in our operations and settlement of disputes. Even unsuccessful challenges by regulatory authorities or litigation could result in harm and the incurring of substantial costs. Most states have adopted similar laws and regulations, and many states have their own penalties, which may be in addition to federal False Claims Act and other fraud and abuse laws.

With respect to measures of this type, the United States government (among others) has taken actions to regulate financial relationships between suppliers on the one hand and physicians, dentists and other health care professionals on the other. As a result, we regularly review and revise our marketing practices to ensure compliance.

We also are subject to certain United States and foreign laws and regulations concerning operations outside of the U.S. Foreign Corrupt Practices Act, the U.K. Bribery Act, German and other anti-bribery laws and laws pertaining to the accuracy of our internal books and records. We are also subject to increasing enforcement activity globally in recent years.

While we believe that we are substantially compliant with applicable fraud and abuse laws, we have established compliance programs and controls in place to ensure substantial compliance with applicable law, or interpretation of laws, or changes in our service offerings, or changes in applicable law or interpretation of laws, or failure to comply with applicable law, could have a material adverse effect on our business.

## Affordable Care Act and Other Insurance Reform

The ACA increased federal oversight of private health insurance plans and included provisions designed to reduce Medicare expenditures and the cost of health care generally, to reform the individual market and to increase health coverage. The ACA also materially expanded the role of the federal government in the United States health insurance market.

The ACA has faced frequent legal challenges, including litigation seeking to invalidate certain provisions of the law or the manner in which it has been implemented. In June 2012, the Supreme Court, in upholding the constitutionality of the ACA and its individual mandate, also limited the expansion of health insurance or else face a penalty, simultaneously limited ACA provisions that required such expansion a state-by-state decision. In addition, one of the many states remains committed to seeking the ACA’s legislative repeal, but legislative repeal has not yet been passed by both chambers of Congress. Under President Trump’s administration, executive actions were taken to materially weaken the ACA, including, without limitation, the “premium support” plan with lower coverage and eliminating “premium support” for individuals. The Tax Cuts and Jobs Act enacted in 2017, which contains a broad range of provisions that impact the individual and corporate tax rates, international tax provisions, income tax deductions, also effectively repealed the ACA’s individual mandate by zeroing out the tax. An ACA lawsuit decided by the federal Fifth Circuit Court of Appeals found the individual



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unconstitutional, and returned the case to the District Court for the Northern District of California for consideration of the remainder of the ACA could survive the excision of the individual mandate. The decision was appealed to the United States Supreme Court. The Supreme Court issued its decision on June 17, 2021. On the merits of the case, the Supreme Court held that the plaintiffs in *Nottingham et al. v. United States* did not have standing to challenge the ACA. Any outcomes of future cases that change the ACA, in addition to legislation, guidance and/or Executive Orders that do the same, could have a significant impact on the health care industry. For instance, the American Rescue Plan Act of 2021 enhanced provisions for the ACA, which expanded the number of people covered under the ACA. These changes include, but are not limited to, certain provisions in place for 2021 only and others available through the end of 2022.

An ACA provision, generally referred to as the Physician Payments Sunshine Act or "Sunshine Act" (42 U.S.C. 1395nn), imposes annual reporting and disclosure requirements for drug and device manufacturers with regard to payments or other transfers of value made to certain covered professionals (physicians, dentists, teaching hospitals, physician assistants, nurse practitioners, clinical nurse specialists, nurse anesthetists, and certified nurse midwives), and for such manufacturers or their subsidiaries or affiliates, with regard to certain ownership interests held by or for certain individuals. The CMS publishes information from these reports on a publicly available website. Similar state reporting laws, although we or our subsidiaries may be required to comply with certain state laws that address circumstances not covered by the Sunshine Act, and some foreign laws, can be applicable. We are also subject to foreign regulations requiring transparency in interactions between suppliers and certain customers.

In the United States, government actions to seek to increase health-related price transparency. For example, hospitals are currently required to publish online a list of their negotiated rates for certain services, including discounted cash prices and payer-specific and de-identified net prices. Hospitals are also required to publish a consumer-friendly list of "shoppable" services (i.e., services that can be scheduled by a patient in advance) and an online price estimator tool. CMS may impose civil monetary penalties for non-compliance with these price transparency requirements. Additionally, the No Surprises Act, effective January 1, 2022, imposes additional price transparency requirements. The law requires certain "out-of-network" patients. This will result in fewer out-of-network payments for certain services, which may cause financial stress to those providers who are dependent on out-of-network fees.

Another notable Medicare health care reform initiative, the Medicare Access and CHIP Reauthorization Act of 2015 ("MACRA"), enacted on April 16, 2015, established a new payment framework for Medicare payments to "eligible clinicians," including physicians, dentists and other health care professionals. Under MACRA, clinicians are required to participate in Medicare through the Merit-based Incentive Payment System ("MIPS") or Advanced Alternative Payment Models, through which Medicare payments are adjusted based on performance. MIPS includes positive and negative payment adjustments that take into account quality, cost and improvement activities. Data collected in the first MIPS performance year (2019) determined payment adjustments that began January 1, 2019. MACRA standards and requirements represent a fundamental change in physician reimbursement that is expected to have a significant impact on the health care industry. The implications of the implementation of MACRA are uncertain and will depend on regulatory activity and physician activity in the marketplace. New state-level payment systems, including those modeled after such federal programs, are also increasing in number and may impact the Medicare and Medicaid markets, as well as through the private sector, which may further impact the health care market.

Recently, in addition to other government efforts to control health care costs, there have been significant efforts to control or reduce drug costs by Congress, the states and various states. At the state level, several states have adopted laws that require manufacturers to provide advance notice of certain price increases (including relabelers and repackagers) to provide advance notice of certain price increases, while others have taken legislative or administrative action to create prescription drug affordability boards or multi-payer purchasing pools to reduce the

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the federal level, section 1927 of the Social Security Act sets forth Average Sales Price requirements for manufacturers (including repackagers and relabelers) and requires manufacturers to provide information for their Part B-covered drugs no later than 30 days after the review. Also at the federal level, several related bills have been introduced and regulatory proposals, if any, will be adopted, when they may be adopted, or what impact they may have.

As a result of political, economic and regulatory influences, the health care distribution system is under intense scrutiny and subject to fundamental changes. We cannot predict what further proposals, if any, will be adopted, when they may be adopted, or what impact they may have.

### EU Directive on the pricing and reimbursement of medicinal products

EU law provides for the regulation of the pricing of medicinal products which are imported into the EU (Directive No. 89/105/EC of 21 December 1988) and the transparency of measures relating to the pricing of medicinal products for human use and their inclusion in the scope of national reimbursement systems, subject notably to transparency conditions and to the statement of objective and verifiable criteria, regulate the price charged (or its increases) for authorized medicines and their importation. Member states may freeze prices, place controls on the profitability of pharmaceutical companies, and include or exclude the medicine on the list of medicines reimbursed by national systems.

EU law does not expressly include provisions like those of the Sunshine Act in the United States. However, many member states (such as France in 2011 and Italy in 2022) have enacted transparency laws of relationships in the healthcare sector. The scope of these laws varies. Some laws, for example, include the relations between healthcare industry players and physicians, students preparing for medical professions or their associations, teachers and students, and establishments of prescription and dispensing assistance software.

### Regulated Software; Electronic Health Records

The FDA has become increasingly active in addressing the regulation of computer software used for use in health care settings. The 21st Century Cures Act (the "Cures Act") (Public Law 114-255, December 13, 2016), among other things, amended the medical device definition to exclude software that meets certain criteria. In September 2019, FDA issued a draft guidance document describing the impact the Cures Act on existing FDA regulations. In February 2022, FDA issued final guidance that made several changes to the draft guidance and provided interpretation of exempt clinical decision support software. Certain software used in the development of software and related products to support physician and dental practice management is not a medical device, and therefore, it is not possible for the FDA or foreign government authorities to determine that one of our products is a medical device, which could subject us or one or more of our businesses to substantial regulatory requirements with respect to these products.

In addition, our businesses that involve physician and dental practice management products and services, include electronic information technology systems that store personally identifiable health and other sensitive information of individuals. These information technology systems may be subject to breakdown, wrongful intrusions, data breaches and malicious attack, which could require significant resources to eliminate these problems and address related security concerns. We are subject to numerous and evolving federal, state, local and foreign laws and regulations that govern the privacy of personal information, such as the federal Health Insurance Portability and Accountability Act of 1996 (HIPAA), the Controlling the Assault of False Marketing Act ("CAN-SPAM"), the Telephone Consumer Protection Act of 1991 (TCPA), the Federal Trade Commission Act ("FTC Act"), the California Privacy Act ("CCPA"), and the Consumer Privacy Rights Act ("CPRA") that became effective on January 1, 2023. Several other states have enacted comprehensive privacy legislation, and several privacy bills have been proposed both

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that may result in additional legal requirements that impact our business. Laws and regulations relating to data protection are continually evolving and subject to potentially differing interpretations. These requirements, may be interpreted and applied in a manner that is inconsistent with our business practices. Our businesses' failure to comply with these laws could expose us to breach of contract claims, substantial fines, penalties, expenses, and costs for remediation and harm to our reputation. Also, evolving laws and regulations could restrict the ability of our customers to obtain, use or disseminate patient information, which could result in significant additional costs to re-design our products to reflect these legal requirements and have a material adverse effect on our operations.

Also, the European Parliament and the Council of the EU adopted the pan-European General Data Protection Regulation ("GDPR"), effective from May 25, 2018, which increased privacy rights for "Data Subjects", including individuals who are our customers, suppliers and employees. The GDPR sets the rules for data controllers and data processors, and generally imposes increased obligations on companies, such as us, that are either established in the EU and process data of Data Subjects in the EU, or that are not established in the EU but process data of Data Subjects in the EU or monitor their behavior in the EU. Noncompliance can result in fines of up to 100 million, or 4% of global company revenues (sanction that may be payable in the higher of the two amounts). Member states may individually impose additional requirements regarding limited matters (for which the GDPR let some room of flexibility), such as employment. With the personal data it protects, the GDPR requires, among other things, controllers to have a legal basis to process the personal data, no longer than necessary for the purposes for which the data is collected, and to ensure the security and integrity of the data. The GDPR also provides rights to Data Subjects relating to information, access, rectification, erasure of the personal data and the right to object to the processing.

On August 20, 2021, China promulgated the PRC Personal Information Protection Law ("PIPL") which took effect in 2021. The PIPL imposes specific rules for processing personal information. The PIPL also applies to personal information activities carried out outside China for providing products or services to PRC citizens. Any non-compliance with these laws may result in fines, and subject to regulatory or administrative actions, as well as reputational damage or legal proceedings against us, which may result in financial results of operations. The PIPL carries maximum penalties of CNY50 million for entities that process personal data. In the United States, the CCPA, which provides protections afforded California residents, became effective January 1, 2020. The CCPA requires companies, such as us, to institute additional protections regarding the collection, use, disclosure and retention of California residents. Compliance with the obligations imposed by the CCPA depends on how particular regulators interpret and apply them. Regulations were released in 2020, but there is uncertainty about how the CCPA will be interpreted by the courts and the regulations comply with the CCPA or if regulators assert that we have failed to comply with the CCPA. We may be subject to fines or other penalties and litigation, any of which may negatively impact our business. Furthermore, California voters passed the CPRA which amends and expands the CCPA, including by providing consumers the right to delete their personal information, and creating a new state agency, the California Privacy Protection Agency, to enforce the CCPA and the CPRA. The CPRA came into effect on January 1, 2022, and applies to information collected by businesses on or after January 1, 2022.

As noted above, other states, as well as the federal government, have increasingly adopted expansive personal privacy laws, backed by significant civil penalties for non-compliance. While we have substantially compliant programs and controls in place to comply with the CCPA and other state law requirements, our compliance with data privacy and cybersecurity laws may result in additional costs on us, and we cannot predict whether the interpretations of the requirements will result in new requirements or interpretations of the requirements that have a material adverse effect on our business.

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We also sell products and services that health care providers, such as physicians and managed care organizations, use to manage patient medical or dental records. These customers, and we, are subject to laws, regulations, standards, such as HIPAA and the Payment Card Industry Data Security Standards, and the protection and security of those records, and our products may also be used as part of customers' extensive data security programs, including in connection with their efforts to comply with applicable privacy laws. Perceived or actual security vulnerabilities in our products or services, whether or not they are exploited, may not only cause us significant reputational harm, but also lead to claims against us and/or governmental agencies and involve substantial financial liabilities and expenses and costs for remediation.

Various federal initiatives involve the adoption and use by health care providers of certified EHR systems. The initiatives include, among others, programs that incentivize physicians to use EHR technology in accordance with certain evolving requirements, including requirements relating to interoperability and improvement activities. Qualification for the MIPS incentive program requires that a physician be certified as having certain capabilities designated in evolving standards by the Office of the National Coordinator for Health Information Technology of HHS ("ONC"). In order to be eligible for the incentive, a physician must use a certified EHR system. In order to maintain certification of our EHR products, we must ensure that our products continue to meet the standards. If any of our EHR systems do not meet these standards, yet are used by health care providers to receive federal incentive payments, we may be exposed to risk under federal health care laws, including the False Claims Act. Additionally, effective September 8, 2012, the Office of Inspector General ("OIG") for HHS issued a final rule implementing civil money penalties for information blocking violations. Each information blocking violation carries a maximum penalty of \$1 million.

Moreover, in order to satisfy our customers, and comply with evolving legal requirements, our products may need increasingly complex functionality, such as with respect to reporting and analytics. Although we believe we are positioned to accomplish this, the effort may involve incremental product modifications, or otherwise satisfy applicable standards, could have an adverse effect on our business.

Other health information standards, such as regulations under HIPAA, establish standards for the transmission and transaction code set rules for specific electronic transactions, including claims submissions to third party payers. Failure to abide by these and other health information standards could expose us to breach of contract claims, substantial fines and expenses, and liabilities for remediation and harm to our reputation.

Additionally, as electronic medical devices are increasingly connected to each other and to other systems, the technology used to safely and effectively exchange and use exchange information becomes increasingly important. As a medical device manufacturer, we must manage risks associated with interface that is incorporated into a medical device.

There may be additional legislative or regulatory initiatives in the future impacting health care.

## E-Commerce

Electronic commerce solutions have become an integral part of traditional health care distribution. Our distribution business is characterized by rapid technological development and competition. The continuing advancement of online commerce requires us to cost-effectively manage, to enhance existing services and to develop and introduce a variety of new offerings in response to the demands of consumers and our customers on a timely basis, particularly in competitive markets.

Through our proprietary, technologically-based suite of products, we offer customers a variety of alternatives. We believe that our tradition of reliable service, our name recognition and long history of solid customer relationships, position us well to participate in this significant aspect of the health care industry.



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We continue to explore ways and means to improve and expand our online presence and online capabilities, offerings and our use of various social media outlets.

## International Transactions

United States and foreign import and export laws and regulations require us to abide by standards relating to exportation of products. We also are subject to certain laws and regulations governing the conduct of our foreign operations, including the U.S. Foreign Corrupt Practices Act, the Bribery Act, German and other anti-bribery laws and laws pertaining to the accuracy of books and records as well as other types of foreign requirements similar to those imposed in the United States.

While we believe that we are substantially compliant with the foregoing laws and regulations, we may not be aware of all laws and regulations that impact our business or laws and regulations that may have a material adverse effect on our business.

See [Item 1A. Risk Factors](#) for a discussion of additional burdens, risks and regulatory developments that may affect our results of operations and financial condition.

## Proprietary Rights

We hold trademarks relating to the “Henry Schein” logo, as well as certain other trademarks. We intend to protect our trademarks to the fullest extent practicable.

## Employees and Human Capital

Henry Schein has a long, rich history of a purpose-driven model that engages our five stakeholder groups: our customers, our employees, who are referred to as Team Schein Members, our stockholders, our Mosaic of Success to drive sustained, long-term economic value for our society. Through our strong values-based culture, our sustainability and environmental, governance (“ESG”) efforts integrates our sense of purpose into the way we do business. So we “do well by doing good” for a healthier planet and healthier people. Overseen by the ESG Committee of our Board of Directors (“Board”) with the Compensation Committee, we play a role in ESG matters related to human capital engagement and executive compensation, so highlighting related matters include:

- continuing to evaluate our pay equity analysis for the majority of the U.S. workforce across gender and ethnic groups for equity and fairness;
- expanding our Diversity and Inclusion (“D&I”) learning journey by educating all employees; and
- continuing to drive a culture of wellness and engagement for our TSMs by fostering an environment where they can feel engaged, included and psychologically safe.

At Henry Schein, our employees are our greatest asset. We employ more than 25,000 employees, approximately 55% based in the United States and approximately 45% is based outside the United States. Approximately 14% of our employees are subject to collective bargaining agreements. Our relationships with our employees are excellent.

Our TSMs are the cornerstone of the Company. We provide a connected and caring environment for our TSMs and encourages their contribution to our mission of making a difference. The TSM performance strategy is centered around our Team Schein Values, or the guiding principles and responsibilities of Henry Schein and its TSMs. We know our business success is built on the commitment of our team, which is dedicated to meeting the needs of their fellow TSM partners, stockholders and society.

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We recognize the changes in how and where we work, and the expectations of our talent to our values-based culture. Throughout 2023, we rolled out a continuous program that included The Pulse Global Culture Survey and TSM roundtables, to align our culture with employee experience. The Pulse Global Culture Survey was redesigned to score Team Schein Values - and we received good or excellent scores in all values-based TSMs. However, there are also areas of opportunity, which include a focus on reducing burnout and providing opportunities for career mobility. This feedback is shared with our Executive Management Committee and whom are committed to addressing the identified opportunities. As part of the 2023 highlights, we included:

- **Community** provide opportunities for TSMs to have fun while contributing to an inclusive and supportive environment.
  - Continued focus on creating a diverse and inclusive environment where TSMs belong. In 2023, Diversity and Inclusion, for the second time, was our top priority. The Diversity Council, with engagement from our Board and Executive Management Committee, drove the D&I strategy. To deepen our commitment to D&I across the globe, each Director and Vice President has a goal tied to their compensation tied to D&I learning journey, educating TSMs on key D&I topics. We understand our internal team reflects the diversity of our customers and so our talent planning, compensation and recruitment process aligns with our planning objectives to achieve concrete results. We continue to focus on the Equal Employment Opportunity Commission ("EEOC") EEO-1 data for the United States.
  - Launched Henry Schein Games, a virtual platform with a field-day type event where TSMs together through friendly competition by earning points for team-building related activities and posting photos.
  - Launched Community Circles, which brought TSMs across the Company together to share hobbies and activities that they are passionate about.
  - Hosted Connection Days throughout the globe at Henry Schein facilities, where we bring TSMs together to participate in fun non-work-related activities.
  - Continued to expand our Employee Resource Groups ("ERGs"), an inclusive space for TSMs to share, connect, learn and develop both personally and professionally. Our ERGs have our Executive Management Committee and our Board. Our Company directly funds our ERG programs.
  - Launched an enhanced Onboarding Program that provides TSMs with strategic support to help start to their careers at Henry Schein. To help ensure TSMs in a remote or hybrid working environment feel connected to our culture, we launched a Culture Ambassador Program, which provides new hires with a buddy to help them live our values and how they can engage.
- **Caring** Build a world we want to live in by supporting each other and the community we live and work in.
  - Continued to offer a variety of opportunities to volunteer for team-building activities in the community where TSMs live and work, such as through Carry the Load, Back to School and Holiday Cheer.
  - Launched a new quarterly campaign to provide opportunities for TSMs to connect back to their own personal purpose, such as helping to support social responsibility activities virtually or in-person.
  - Enhanced our strategic partnerships with industry associations, customer support access to quality health care through various key programs and A Smile, Alpha Omega-Henry Schein Cares Holocaust Survivors Oral History Project.



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- the Pressure).
- Expanded our Steps for Suicide Prevention campaign, which brings TSMs and provide education.
- We also understand the importance of driving a culture of wellness for our members. Our Mental Wellness Committee, which is supported by our CEO, Management and Board. In 2023, we rolled out a 'Year of Wellness' campaign that provided tips, videos and educational programming to TSMs that focused on feeling that month. We also launched an education program for managers that provided examples of how to help reduce burnout amongst teams and support working.
- Career** Provide opportunities for TSMs to develop personally and professionally and embody our values to achieve our collective goals with excellence and integrity.
  - Continued investment in our employees by providing both formal and informal opportunities focused on growing and enhancing knowledge, skills and broad suite of professional development training programs for current and future. In 2023, we saw an increase in participation in our workshops, with TSMs utilization of skills learned.
  - Continued expansion of our formal mentorship and coaching program.
  - Continued roll-out of talent planning efforts designed to ensure a strong pipeline across the organization by strategically identifying and developing targeted development opportunities and intentional succession plans derived from ongoing efforts informs curriculum design and content to help capabilities and help ensure alignment of career development efforts with future organization. Our Board is provided with periodic updates regarding succession planning efforts and participates in professional development with our TSMs.
  - Enhanced company-wide recognitions, including our Teddy Philson Trophy Award, was redesigned in 2023 to provide more visibility and meaning to TSMs. We simplified our Team Schein Values, as well as other programs in which highlight TSMs who exemplify our Team Schein Values.

## Available Information

We make available free of charge through our Internet website, [www.henryschein.com](http://www.henryschein.com), the reports on Form 10-Q, current reports on Form 8-K, statements of beneficial ownership of Forms 3, 4 and 5 and amendments to these reports and statements filed pursuant to Section 302(a) and Section 16 of the Securities Exchange Act of 1934 as soon as reasonably practicable after the electronic filing with, or furnished to, the United States Securities and Exchange Commission. Our principal executive offices are located at 135 Duryea Road, Melville, New York 11767. Our telephone number is (631) 843-5500. Unless the context specifically requires otherwise, the terms "Henry Schein," "we," "us" and "our" mean Henry Schein, Inc., a Delaware corporation and its consolidated subsidiaries.

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## Information about our Executive Officers

The following table sets forth certain information regarding our executive officers:

Name	Age	Position
Stanley M. Bergman	74	Chairman, Chief Executive Officer, Director
James P. Breslawski	70	Vice Chairman, President, Director
Brad Connett	65	Chief Executive Officer, North America Distribution Group
Michael S. Ettinger	62	Executive Vice President and Chief Operating Officer
Lorelei McGlynn	60	Senior Vice President, Chief Human Resources Officer
Mark E. Mlotek	68	Executive Vice President, Chief Strategic Officer, Director
Walter Siegel	64	Senior Vice President and Chief Legal Officer
Ronald N. South	62	Senior Vice President, Chief Financial Officer

**Stanley M. Bergman** has been our Chairman and Chief Executive Officer since 1989 and Mr. Bergman held the position of President from 1989 to 2005. Mr. Bergman held the position of President from 1985 to 1989 and Vice President of Finance and Administration from 1982 to 1985.

**James P. Breslawski** has been our Vice Chairman since 2018, President since 2005 and a Director since 2018. Mr. Breslawski was the Chief Executive Officer of our Henry Schein Global Dental Group from 2018 to 2021. Mr. Breslawski held the position of Executive Vice President and President of U.S. Dental from 2005 to 2018 with responsibility for the North American Dental Group. Between 1980 and 1999, Mr. Breslawski held positions with us, including Chief Financial Officer, Vice President of Finance and Administration, and Controller.

**Brad Connett** has been our Chief Executive Officer, North American Distribution Group since 2021. Mr. Connett was the President of our U.S. Medical Group from 2018 to 2021. Mr. Connett has held a number of roles of increasing responsibility at the Company. Throughout his career, Mr. Connett has received industry honors, including the John F. Saseen Leadership Award from the HDA, in recognition of his service to the industry, and induction into the Distribution Hall of Fame.

**Michael S. Ettinger** has been our Executive Vice President and Chief Operating Officer since 2021. Mr. Ettinger served as Senior Vice President, Corporate & Legal Affairs and Secretary from 2015 to 2022, Senior Vice President, Corporate & Legal Affairs and Secretary from 2013 to 2015, Senior Vice President, General Counsel & Secretary from 2006 to 2013, Vice President and General Counsel and Secretary from 2000 to 2006, Vice President and Associate General Counsel from 1998 to 2000, and General Counsel from 1994 to 1998. Before joining us, Mr. Ettinger served as a partner at the law firm of Covert & Gathner and as a member of the Tax Department at Arthur Andersen.

**Lorelei McGlynn** has been our Senior Vice President, Chief Human Resources Officer since 2019. Ms. McGlynn has served as Vice President, Global Human Resources and Compensation from 2015 to 2019, Vice President, Global Human Resources and Compensation from 2013 to 2015, Vice President, Finance, North America from 1999 to 2002. Prior to joining us, Ms. McGlynn served as Assistant Vice President of Finance at Adecco Corporation.

**Mark E. Mlotek** has been our Executive Vice President and Chief Strategic Officer since 2021. Mr. Mlotek was the Senior Vice President and subsequently Executive Vice President of the Corporate Business Group from 2012 to 2021. Prior to that, Mr. Mlotek was Vice President, General Counsel and Secretary from 2000 to 2012, Vice President, General Counsel and Secretary from 1994 to 2000, and General Counsel from 1989 to 1994. Before joining us, Mr. Mlotek was a partner in the law firm of Ropes & Fenwick, P.C., specializing in mergers and acquisitions, corporate reorganizations, and tax law.

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**Walter Siegel** has been our Senior Vice President and Chief Legal Officer since 2021. Prior to joining us, Mr. Siegel was our Senior Vice President and General Counsel from 2013 until 2021. Prior to joining us, Mr. Siegel worked for Microsystems Corporation, a publicly traded global semiconductor corporation, holding positions of increasing responsibility, most recently as Senior Vice President, Secretary and

**Ronald N. South** has been our Senior Vice President and Chief Financial Officer (and principal accounting officer) since 2022. Prior to holding his current position, Mr. South was our Vice President, Corporate Finance, and Chief Accounting Officer from 2013 until 2022. Prior to 2008, Mr. South held leadership roles at Bristol-Myers Squibb, Bristol-Myers Squibb Finance, for the Cardiovascular and Metabolic business lines, as well as Bristol-Myers Squibb Pharmaceutical Division, and Vice President, Corporate General Auditor. Prior to 2008, Mr. South served as North American Director of Corporate Audit at PepsiCo, and held positions of increasing responsibility with PricewaterhouseCoopers LLP, where he advised clients located in the United States and Europe. Mr. South is a certified public accountant.

## Other Executive Management

The following table sets forth certain information regarding other Executive Management.

Name	Age	Position
Andrea Albertini	53	Chief Executive Officer, International Distribution Group
Leigh Benowitz	56	Senior Vice President and Chief Global Digital Transformation Officer
Trinh Clark	50	Senior Vice President and Chief Global Customer Experience Officer
James Mullins	59	Senior Vice President, Global Supply Chain
Kelly Murphy	43	Senior Vice President and General Counsel
Christopher Pendergast	61	Senior Vice President and Chief Technology Officer
René Willi, Ph.D.	56	Chief Executive Officer, Global Oral Reconstruction Group

**Andrea Albertini** has been Chief Executive Officer, International Distribution Group since 2021. Prior to joining us in 2021, Mr. Albertini has held several positions within the organization including President, International Distribution Group, President of our EMEA Dental Distribution Group, and Vice-President, International Dental. Prior to joining Henry Schein, Mr. Albertini held leadership positions at Castelli and

**Leigh Benowitz** has been our Senior Vice President and Chief Global Digital Transformation Officer since 2022. Ms. Benowitz joined us in 2017 and has held several key positions including Vice President, Digital Customer Experience and Global eCommerce Platform Digital Transformation Officer. Prior to joining Henry Schein, Ms. Benowitz held various positions of increasing responsibility at Citi.

**Trinh Clark** has been our Senior Vice President and Chief Global Customer Experience Officer since 2022. Ms. Clark joined us in 2007 and has served as Vice President, Technology Enablement, International Distribution Group. Prior to joining Henry Schein, Ms. Clark held various positions of increasing responsibility at

**James Mullins** has been our Senior Vice President of Global Supply Chain since 2018. Mr. Mullins joined us in 1988 and has held a number of key positions with increasing responsibility, including Senior Vice President, Supply Chain Officer.

**Kelly Murphy** has been our Senior Vice President and General Counsel since 2021. Since 2011, Ms. Murphy has held a number of key positions of increasing responsibility within the legal function, most recently as Deputy General Counsel.

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**Christopher Pendergast** has been our Senior Vice President and Chief Technology Officer since joining us. Mr. Pendergast was employed by VSP Global from 2008 to 2018, most recently as Chief Technology Officer and Chief Information Officer. Prior to VSP Global, Mr. Pendergast held increasing responsibility at Natural Organics, Inc., from 2006 to 2008, IdeaSphere Inc. from 2000 to 2006, IBM Corporation from 1987 to 1994 and 1998 to 2000 and Rohm and Haas Company from 1994 to 1998.

**René Willi, PhD** has been our Chief Executive Officer, Global Oral Reconstruction Group since joining us. Previously, Dr. Willi was the President of our Global Dental Surgical Group. Prior to joining us, Dr. Willi held senior level roles with Institut Straumann AG as Executive Vice President, Sales and Marketing from 2005 to 2013. Prior to Straumann, he held roles of increasing responsibility in Medtronic AVEA division from 2003 to 2005 and with McKinsey & Company as a management consultant from 2000 to 2003.

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### ITEM 1A. Risk Factors

Our business operations could be affected by factors that are not presently known to us, and we do not consider the risks discussed herein to be material to our operations, so you should not consider the risks discussed herein to represent a complete statement of all risks and uncertainties. The Company does not intend to update or revise this information unless it is required by law. The order in which these factors appear does not necessarily reflect their relative importance or priority.

#### COMPANY RISKS

##### **We are dependent upon third parties for the manufacture and supply of a significant volume of our products.**

We obtain a significant volume of the products we distribute from third parties, with whom we generally do not have contracts. While there is typically more than one source of supply, so appears to be a significant portion of the products we sell. In 2023, our top 10 highest volume suppliers accounted for approximately 25% and 4%, respectively, of our purchases. Because of our dependence upon such suppliers, our operations are subject to the supply and pricing of such products in the quantities that we require, and the risks include delays caused by interruption based on conditions outside of our control, including a supplier's failure to meet our requirements (which may result in product recalls and/or cessation of sales) or a supplier's manufacturing capabilities. In the event of any such interruption in supply, we are unable to identify acceptable replacement sources on a timely basis. There is no guarantee we will be able to obtain sources of supply on a timely basis, if at all, and an extended interruption of supply of a high volume product, could result in a significant disruption in our sales and our relationships with customers and our reputation. In addition, certain of our suppliers have been or may be restricted or negatively impacted because of allegations of forced labor in the United States. The Uyghur Forced Labor Prevention Act. Our supply chain could be disrupted if suppliers fail to comply with, or are unable to satisfy our demand for products, as a result of the application of the Act.

##### **Our future growth (especially for our technology and value-added services segment) depends on our ability to develop or acquire and maintain and protect new products and technologies with acceptable margins.**

Our future success depends on our ability to timely develop (or obtain the right to sell) (particularly for our technology and value-added services segment) products and services quickly and cost-effectively. Our ability to anticipate customer needs and emerging technologies and develop products, services and technologies at competitive prices requires significant resources and the employment of skills, experience and expertise, particularly in our technology segment. Our inability to develop and maintain our engagement and demand creation software solutions could significantly disrupt our sales and operations. Additionally, our software products, like all software products, may contain undetected errors or bugs when introduced into a new version. Any such defective software may result in increased expenses related to the software and may adversely affect our relationships with customers as well as our reputation. With respect to certain of our devices, we rely primarily upon copyright, trademark and trade secret laws, contractual and other legal protections and confidentiality obligations. We cannot provide assurance that these legal protections are adequate or enforceable in a timely manner to protect our software products.

##### **Risks inherent in acquisitions, dispositions and joint ventures could offset the benefits.**

One of our business strategies has been to expand our domestic and international market through acquisitions and joint ventures and we expect to continue to make acquisitions and enter into joint ventures in the future. Such transactions require significant management attention, may place significant demands on our operations, information systems, legal, regulatory, compliance, financial, and human



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is risk that one or more may not succeed. We cannot be sure, for example, that we will realize the benefits of growth that we expect from these acquisitions or joint ventures or that we will be able to offset these additional costs. Our ability to successfully implement our acquisition and joint venture strategy depends on other things, the following:

- the availability of suitable acquisition or joint venture candidates at acceptable terms;
- our ability to consummate such transactions, which could potentially be prohibited or restricted by foreign antitrust regulations;
- the liquidity of our investments and the availability of financing on acceptable terms;
- our ability to retain customers or product lines of the acquired businesses or joint ventures;
- our ability to retain, recruit and incentivize the management of the companies we acquire;
- and our ability to successfully integrate these companies' operations, services, products, personnel with management policies, legal, regulatory, and compliance policies, information systems and strategies.

Furthermore, some of our acquisitions and future acquisitions may give rise to an obligation to make payments to satisfy certain repurchase obligations, which payments could have a material impact on our results individually or in the aggregate.

Additionally, when we decide to sell assets or a business, we may encounter difficulty in executing alternative exit strategies on acceptable terms in a timely manner, which could impact our ability to complete strategic objectives. Alternatively, we may dispose of assets or a business at a price that is less than we had anticipated. Dispositions may also involve continued financial involvement with the acquired business, such as transition service agreements, indemnities or other current or continuing obligations. These arrangements, performance by the acquired or divested business, or other factors could affect our future financial results.

### **Certain provisions in our governing documents and other documents to which we are a party may discourage or prevent us from acquiring companies that might otherwise result in our stock price appreciation.**

The provisions of our certificate of incorporation and by-laws may make it more difficult for us to acquire companies, may discourage acquisition bids and may impact the price that certain investors will pay for shares of our common stock. These provisions, among other things, include: (i) the affirmative vote of at least 60% of the shares of common stock entitled to vote to approve a sale, liquidation, transfer or exchange of all or substantially all of our assets; and (ii) the affirmative vote of at least 60% of our common stock entitled to vote to (a) remove a director; and (b) amend or repeal certain limited exceptions. In addition, certain of our employee incentive plans provide for vesting of stock options and other awards upon termination without cause or a change of control, or grant the plan committee discretion to accelerate awards upon a change of control. Furthermore, certain agreements between us and our executive officers provide for increased severance payments if and when executive officers are terminated without cause by us or if they terminate their employment within two years following a change in control or within ninety days prior to the announcement of the change in control.

### **Adverse changes in supplier rebates or other purchasing incentives could negatively impact our business.**

The terms on which we purchase or sell products from many suppliers may entitle us to purchase incentives based on the attainment of certain growth goals. Suppliers may terminate or modify their programs, or increase the growth goals or other conditions for incentives to levels that we cannot achieve. Increased competition in our market for branded products could result in us failing to earn rebates or incentives that are necessary to meet our growth goals. Additionally, factors outside of our control, such as customer preferences or supply issues, can have a material impact on our ability to achieve the growth goals.



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which may reduce the amount of rebates or incentives we receive. The occurrence of events could have an adverse impact on our business, financial condition or operating results.

### **Sales of corporate brand products entail additional risks, including the risk that sales relationships with suppliers.**

We offer certain corporate brand products that are available exclusively from us. The products are generally encountered by entities that source, market and sell corporate products, including product liability risks, mandatory or voluntary product recalls, supply chain disruptions, and potential intellectual property infringement risks. To address one or all of these risks could have an adverse effect on our business, financial condition or operating results. In addition, an increase in the sales of our corporate brand products may necessitate sales of our suppliers which, consequently, could adversely impact certain suppliers. Our ability to locate, identify, qualify, economically stable suppliers who satisfy our requirements in a timely and effective manner, is critical to ensuring, among other things, that our products are of high quality. In addition, we are exposed to the risk that our competitors or our customers may introduce generic, or low-cost products that compete with our products. Such products could capture significant market share or decrease market prices overall, which could have an adverse effect on our business, financial condition or operating results. Any failure to develop sourcing relationships with a broad and deep supplier base could have an adverse effect on our business, financial condition or operating results.

## **INDUSTRY RISKS**

### **Security risks generally associated with our information systems and our technology products and services have adversely affected our business and results of operations, and could continue to do so in the future. Our business and our results of operations if such products, systems (or third-party systems) are interrupted, damaged by unforeseen events, are subject to a period of downtime.**

We rely on information systems ("IS") in our business to obtain, rapidly process, analyze and store, product, supplier and employee data to, among other things:

- maintain and manage worldwide systems to facilitate the purchase and distribution of our products from numerous distribution centers;
- receive, process and ship orders on a timely basis;
- manage the accurate billing and collections for our customers;
- process payments to suppliers;
- provide products and services that maintain certain of our customers' electronic records (including protected health information of their patients); and
- maintain and manage global human resources, compensation and payroll systems.

In addition to health information in our customers' electronic medical and dental records, our IS stores sensitive personal and financial information, such as healthcare and other information from our employees, as well as other sensitive information such as credit card information from our customers. This information is confidential, and in many cases subject to privacy laws.

Our IS are vulnerable to, among other things, natural disasters, power losses, computer viruses, cyber security threats and other criminal activity. Information security risks have become increasingly important because of an overall increase in cyber incidents, their increased sophistication and the increased crime, hackers, terrorists and foreign state agents. The healthcare industry is particularly targeted by threat actors seeking to undermine companies' cybersecurity defenses.

We have processes in place intended to ensure that our security measures keep pace with the evolving threat landscape. We regularly review, monitor and implement multiple layers of security through technology and people. We utilize security technologies designed to protect and maintain the integrity

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defenses are monitored and routinely tested internally and by external parties. Despite our efforts, systems and the those of our third-party service providers have been, and may in the future be, the primary cause of security incidents, cybersecurity attacks and data breaches, acts of vandalism and other malicious code, misplaced or lost data, programming and/or human errors, and other vulnerabilities of third party business partners including our customers, or other similar events that could impact the reliability and availability of our systems. In addition, hardware, software and applications developed from third parties may contain defects in design or manufacturing that could compromise information security. As a practical matter, so long as we and our business partners do the same, there can be no guaranty that such an event will not occur. Any cybersecurity incident given the constantly evolving nature of the technology and the substantial costs as we update our cybersecurity defense systems and our general computing infrastructure, and legislative or regulatory action related to cybersecurity may result in the development of new technology products and services.

A cyberattack that bypasses or compromises our IS cybersecurity / or general information technology (including third-party systems we rely on) causing an IS security breach may result in the disruption of our IS business systems (including third-party systems we rely on), operations without limitation, receiving, verifying, and processing customer orders, customer payable, accounts receivable management and shipping, and systems tied to internal controls and reporting of business, financial, and other protected information, a negative impact on our financial performance, and to an adverse impact on our financial accounting and reporting controls.

A cyberattack that bypasses or compromises our IS cybersecurity / or general computing systems with whom we engage may also lead to claims against us by affected parties and could involve fines and penalties, as well as substantial defense and settlement expenses. These, if not resolved, could have a material impact on our business. A successful cyberattack may also disrupt our business operations, adversely impact our financial accounting and reporting, divert the attention of management, and adversely impact our results of operations.

In addition, we develop products and provide services to our customers that are technology-enabled. A cyberattack that bypasses the IS supporting our products or services causing a security vulnerability in our products or services could also cause significant loss of reputation and actual or perceived vulnerabilities may lead to claims against us by our customers. In addition, certain of our practice management products and services provide services to healthcare providers such as physicians and dentists, are used to store and manage patient medical records. These products are subject to laws and regulations which require that they protect the privacy and security of those products may be used as part of these customers' comprehensive data management programs, including their efforts to comply with applicable privacy and security laws.

In addition to immaterial and unrelated prior incidents at certain of our subsidiaries, in 2023, Henry Schein experienced a cybersecurity incident that primarily affected the operations of our North American medical distribution businesses. Henry Schein One, our practice management and patient relationship management solutions business was not affected. Our other business units were mostly unaffected. Once we became aware of the issue, we took steps to contain and remediate this incident. We restored affected systems and applications, our distribution and e-commerce platform. We also notified law enforcement and our employees and investors, suppliers and customers of both the incident and management's efforts to mitigate the incident and data maintained on the Company's systems. Subsequently, on or about November 22, 2023, we learned that the threat actor obtained personal and sensitive information maintained in our systems and since that date we have notified affected parties and potential plaintiffs. The scope of personal and sensitive data impacted is still under investigation. The November 22, 2023 incident resulted in a disruption to our e-commerce platform and related applications. The October 2023 cybersecurity incident disrupted key business operations and had a negative impact on our financial results for the fourth quarter and full year 2023, diverted attention of management, and resulted in the Company to incur significant remediation costs. We continue to review the effects of the incident on the Company's business as we do expect some short-term residual impact on our financial

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2024, two putative class actions were filed against us based on the incident and one of our attorneys is currently reviewing the claims. We are spending and plan to expend in the future, additional resources to continue to address the incident, its causes, and its effects, including business interruptions, and data security breaches.

In addition, customers and suppliers may impose additional cybersecurity requirements on us as a result of the incident. We cannot guarantee that we will be able to satisfy such additional requirements, and failure to do so could result in a loss of revenue or diminished product availability that could materially adversely affect our business. We also may be perceived as a more vulnerable target of the cyber incident. If the Company is subject to more attacks in the future as a result of the October 2023 incident, our business could be materially affected.

We maintain cyber insurance, subject to certain retentions and policy limitations. With respect to the October 2023 incident, we have a \$60 million insurance policy, following a \$5 million deductible.

### **The health care products distribution industry is highly competitive (including from online and e-commerce sites) and consolidating, and we may not be able to compete successfully.**

We compete with numerous companies, including several major manufacturers and distributors. Some competitors have greater financial and other resources than we do, which could allow them to compete more successfully. Most of our products are available from several sources and our customers have relationships with multiple suppliers. Competitors could obtain exclusive rights to market particular products or services, which could limit our ability to market them. Manufacturers also could increase their efforts to sell directly to customers, which could reduce our role in distribution. Industry consolidation among health care manufacturers and distributors could result in increased price competition, product unavailability, whether due to our inability to secure sufficient supply, or the emergence of new competitors, also could result in increased competition. Competition has also increased among manufacturers of health care products, which could have an adverse effect on our margins and product availability. We could be subject to charges of anticompetitive behavior if we fail to satisfy minimum purchase commitments contained in some of our contracts with manufacturers. Additionally, health care supply and distribution relationships are being challenged by the continued advancement of online commerce by third parties will require us to invest in new technologies, to enhance existing services and to differentiate our business (e.g., by offering additional services) to address changing demands of consumers and our customers. The emergence of such potential competition and our inability to anticipate and effectively respond to such competition could have a material adverse effect on our business.

### **The health care industry is experiencing changes due to political, economic and regulatory factors that could materially adversely affect our business.**

The health care industry is highly regulated and subject to changing political, economic and regulatory environments. In recent years, the health care industry has undergone, and is in the process of undergoing, significant changes. Efforts to reduce costs, including, among other factors: trends toward value-based care, consolidation among office-based health care practitioners, changes in payment arrangements to customers, including increased attention to value-based payment arrangements, and enforcement activities (and related monetary recoveries) by governmental entities, could result in a reduction in the profitability of our customers and may be materially adversely affected by laws and regulations that affect reimbursement rates for pharmaceuticals, medical supplies and devices, and/or medical services. Changes to the methodology by which reimbursement levels are determined. If we are unable to adapt to these changes in the health care industry, our business could be materially adversely affected. The ACA has significantly affected health insurance coverage in the United States and has been the target of significant Congressional and judicial reform efforts since its adoption. Any outcome of future court cases that challenge the ACA, or any future legislation, regulation, guidance and/or Executive Orders that do the same, could have a significant impact on the U.S. healthcare industry and the ability or willingness of individuals to pay for healthcare.

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### **Expansion of GPOs, DSOs or provider networks and the multi-tiered costing structure may present a competitive disadvantage.**

The health care products industry is subject to a multi-tiered costing structure, which may, of course, be subject to change. Under this structure, certain institutions can obtain more favorable pricing for health care products. The multi-tiered costing structure continues to expand as integrated provider networks and others with significant purchasing power, such as GPOs and DSOs, become more prevalent. Additionally, the formation of provider networks, GPOs and DSOs may result in purchases of products with whom we do not have a historical relationship and may therefore be less efficient, which could in turn negatively impact our financial results. In addition, such organizations may have established relationships with manufacturers, thereby either eliminating or reducing the role of our distributors. Although we are seeking to obtain similar terms from manufacturers as are demanded by GPO and DSO contracts or other contracts, and to develop relationships with existing provider networks, GPOs and DSOs, we cannot guarantee that such terms will be obtained or contracts

### **Increases in shipping costs or service issues with our third-party shippers could adversely affect our business.**

Our ability to meet our customers' expedited delivery expectations is an integral component of our business for which our customers rely. Shipping is a significant expense in the operation of our business. We ship all of our orders through third-party delivery services, and typically bear the cost of shipping. Any significant increase in shipping rates could have a material adverse effect on our financial performance. While we have recently experienced increases in the cost of shipping, we do not expect such increases to be material to our results. However, it is possible that such cost increases could be material. Similarly, strikes or other service interruptions by those shippers, including a strike by the shipping union, could cause our operating expenses to rise and materially adversely affect our ability to deliver products on a timely basis.

## **MACRO-ECONOMIC AND POLITICAL RISKS**

### **Uncertain global and domestic macro-economic and political conditions could adversely affect our operations and financial condition.**

Uncertain global and domestic macro-economic and political conditions that affect the United States, Europe, Asia, and other parts of the world could materially affect our operations and financial condition. These uncertainties, include, among other things,

- election results;
- changes to laws and policies governing foreign trade, tariffs and sanctions, restrictions on exports;
- supply chain disruptions;
- changes in laws and policies governing health care or data privacy;
- changes to the relationship between the United States and China;
- sovereign debt levels;
- the inability of political institutions to effectively resolve actual or perceived budgetary or crises or issues;
- consumer confidence;
- unemployment levels (and a corresponding increase in the uninsured and underinsured population);
- regulatory and tax regulations;
- interest rate fluctuations, and strengthening of the dollar, which have and will have an impact on our operations;
- availability of capital;
- increases in fuel and energy costs;
- the effect of inflation on our ability to procure products and our ability to pass through to our customers price increases we may receive;



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- changes in tax rates and the availability of certain tax deductions;
- increases in labor costs or health care costs;
- the threat or outbreak of war, terrorism or public unrest (including, without limitation, the Israel-Gaza war and other unrest and threats in the Middle East and the possibility of a global conflict); and
- changes in laws and policies governing manufacturing, development, and distribution in the territories where we do business.

Additionally, changes in government, government debt and/or budget crises may lead to spending cuts in certain countries, which could reduce overall health care spending, and/or increase taxes on health care providers, which could depress spending overall. Recessionary or inflationary conditions levels of consumer and commercial spending may also cause customers to reduce, modify, delay or cancel orders, which may cause suppliers to reduce their output or change their terms of sale. Inflationary pressures, including higher freight costs and interest expense. Although we have experienced various cost pressures, the depth and breadth of our product portfolio often allows us to substitute one brand for another brand alternative to our more price-sensitive customers who are more price-sensitive. Our positioning us to protect our gross profit. The strengthening of the dollar has increased costs, but neither inflation nor exchange rates have materially impacted our financial performance. We generally sell products to customers with payment terms. If our customers' operating and financial performance deteriorate, or if they are unable to make scheduled payments, they may not be able to, or may delay, payment to us. Likewise, for similar reasons some customers may request different payment terms.

## REGULATORY AND LITIGATION RISKS

### **Failure to comply with existing and future regulatory requirements could materially adversely affect our business**

We strive to be compliant with the applicable laws, regulations and guidance described below, and believe we have effective compliance programs and other controls in place to ensure compliance. However, compliance is not guaranteed either now or in the future as regulations may be subject to varying and evolving interpretations that could affect our ability to comply, changes in regulations and enforcement approaches, including in light of political or regulatory changes. When we discover compliance issues, we seek to remedy them and bring the affected area back into compliance. Changes in applicable laws, regulations and guidance described below may require us to update our operations, services, marketing practices, and compliance programs and controls and use of our products, which may pose new or previously immaterial risks to us, or may otherwise have an adverse effect on our business. There can be no assurance that current and future government actions will not affect our business, and we cannot predict new regulatory priorities, the form of regulatory actions, and their impact on the health care industry and on our business and operations.

Global efforts toward healthcare cost containment continue to exert pressure on product prices. In addition to other government efforts to control health care costs, there has been increased scrutiny and efforts to control or reduce drug costs by Congress, the President, and various states. We and our subsidiaries may be required to report drug pricing data to federal agencies. At the state level, several states have adopted laws, that may apply to some of our operations, such as manufacturers, including re-packagers or re-labelers, to provide advance notice of price increases to certain payers. Some states have also taken legislative action to establish prescription drug affordability boards or multi-payer drug purchasing programs. At the federal level, several related bills have been introduced in Congress, which, if enacted or finalized, respectively, would impact drug pricing and distribution.

Under the Sunshine Act, we are required to collect and report detailed information regarding our financial relationships we have with covered recipients, including physicians, dentists, teaching hospitals, and non-physician practitioners. We and our subsidiaries may be required to report information

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transparency laws that address circumstances not covered by the Sunshine Act, and :  
 stated as the federal law, can be unclear. We are also subject to foreign regulations rec  
 interpretations between suppliers and their customers. While we believe we have subst  
 and plaintiffs in compliance satisfying the above laws and requirements, such compliance im  
 additional requirements are sometimes unclear. In the United States, government actio  
 related physical transparency may also affect our business.

Our business is subject to additional requirements under various local, state, federal regulations and policies related to the sale and distribution of, and third-party payment for, pharmaceutical HCT/P products. Among the federal laws with which we must comply are the Controlled Substances Act, the Federal Food, Drug, and Cosmetic Act, the Federal Drug Quality and Security Act, including DSCSA, Section 505B of the Federal Food, Drug, and Cosmetic Act, the Public Health Act, and Section 401 of the Consolidated Appropriations Act of the Social Security Act, and the regulations promulgated thereunder.

- regulate the introduction, manufacture, advertising, marketing and promotion of drugs, HCT/P products and medical devices;
- require us to comply with the FDCA, including requirements for identification, labeling, packaging, storage, handling, returning or recalling of drugs, HCT/P products and medical devices;
- regulate the distribution of, and record keeping for drugs, HCT/P products and medical devices, including requirements with respect to unique medical device identifiers;
- subject us to inspection by the FDA and DEA and similar state authorities;
- regulate the storage, transportation and disposal of certain of our products and controlled substances;
- require us to advertise and promote our drugs and devices in accordance with FDA requirements;
- require us to report average sales price (ASP) for drugs or biologicals payable by Medicare and Medicaid without a Medicaid drug rebate agreement;
- require registration with the FDA and the DEA and various state agencies;
- require record keeping and documentation of transactions involving drug products;
- require us to design and operate a system to identify and report suspicious orders to the DEA and certain states;
- require us to manage returns of products that have been recalled and subject to inspection of our facilities and activities;
- impose on us reporting requirements if a pharmaceutical, HCT/P product or medical device causes, or is suspected to cause, serious illness, injury or death;
- require manufacturers, wholesalers, re-packagers and dispensers of prescription drugs to identify each prescription drug as they are distributed;
- require the licensing of prescription drug wholesalers and third-party logistics providers;
- mandate compliance with standards for the recordkeeping, storage and handling of controlled substances and associated reporting requirements.

The FDA has become increasingly active in addressing the regulation of computer software products intended for use in health care settings. The Cures Act, signed into law on June 27, 2016, amended the medical device definition to exclude certain software from regulation, including clinical decision support software. On September 27, 2019, the FDA issued a guidance document regarding software products, which incorporated applicable Cures Act standards, and on February 2, 2022, the FDA recently finalized certain of these guidance documents, including regarding software products and other software that are exempt from regulation by the FDA as medical devices. The FDA is also expected to issue new guidance in this area. Certain of our businesses involve the development and related products to support physician and dental practice management, and the FDA and other government authorities could determine that one or more of our products are regulated as medical devices, which could subject us or one or more of our businesses to substantial potential enforcement actions or liabilities for noncompliance with respect to such products. If our imaging software is regulated as a medical device which subjects our businesses to such requirements, costs and potential enforcement actions or liabilities for noncompliance with such requirements, costs and potential enforcement actions or liabilities for noncompliance with such requirements.



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Applicable federal, state, local, and foreign laws and regulations also may require us relating to, among other things, licensure or registration, program eligibility, procurement, reimbursement, sales and marketing practices, product integrity, and supply tracking and labeling, personnel, privacy and security of health or other personal information, and the importation and exportation of products. The FDA and other agencies (including CMS) with respect to complex Medicare reimbursement requirements applicable to suppliers, hospitals, and state Medicaid agencies, have recently increased their regulatory enforcement activities. The DEA has heightened enforcement activities due to the opioid crisis in the United States. Our business is also subject to requirements of similar and other foreign governmental laws and regulations affecting our operations.

The failure to comply with any of these laws or regulations, or new interpretations of and the imposition of any additional laws and regulations, could materially adversely affect our business. Our failure to comply with the various applicable statutes and regulations, even if inadvertent, could be material. Allegations by a governmental body that we have violated laws could have a material adverse effect on our businesses. While we believe that we will be able to comply with applicable laws and regulations, and believe we have adequate compliance programs in place to ensure compliance, if it is determined that we have not complied with the applicable laws, we could be subject to, among other things, substantial civil and criminal penalties, mandatory recall of our products, injunctions, product consent decrees and suspension or limitation of payments to us, product recalls, and other actions. If we are unable to resolve allegations of non-compliance, we could be subject to civil and criminal penalties, including fines and the loss of our ability to participate in federal and state health care programs, such as Medicare and Medicaid, and damage our reputation.

## The EU Medical Device Regulation (“MDR”) may adversely affect our business

The EU MDR, applicable since May 26, 2021, significantly modifies and intensifies the regulatory requirements for the medical device industry as a whole. Among other things, the EU MDR

- strengthens the rules on placing devices on the market and reinforces surveillance;
- establishes explicit provisions on manufacturers’ responsibilities for the full lifecycle performance and safety of devices placed on the market;
- improves the traceability of medical devices throughout the supply chain to ensure unique identification number;
- sets up a central database to provide patients, healthcare professionals and other stakeholders with comprehensive information on products available in the EU;
- strengthens rules for the assessment of certain high-risk devices, such as implants, which may require an additional check by experts before they are placed on the market;
- identifies importers and distributors and medical device products throughout the EEA (EU and EFTA countries).

In particular, the EU MDR imposes strict requirements for the confirmation that a product complies with the requirements including regarding a product’s clinical evaluation and a company’s quality management system. The EU MDR, which is a regulation, is applicable from May 26, 2021, and replaces the EU Medical Device Directive from May 25, 2017, (i) which was still valid until May 25, 2021, and (ii) subsequently withdrawn may, for the moment, continue to be placed on the market until December 31, 2027 for higher risk devices or December 31, 2028 for medium and low risk devices. Nevertheless, EU MDR requirements regarding the distribution, marketing and sale of medical devices, as well as post-market surveillance, have to be observed by manufacturers, importers and distributors from May 26, 2021. The modifications created by the EU MDR may have an impact on our ability to manufacture products and the way we conduct our business in the EEA.

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### **If we fail to comply with laws and regulations relating to health care fraud or abuse, we may be required to make significant changes to our operations that could affect your business.**

Certain of our businesses are subject to federal and state (and similar foreign) health care fraud and abuse laws and regulations with respect to their operations. Some of these laws prohibit the submission or causing the submission of false or fraudulent claims to federal, state and other health care payers and programs. Other laws, referred to as "kickback laws," prohibit offering or paying remuneration in order to induce or reward the purchase, purchasing, leasing or arranging for, or recommending ordering, purchasing or services that are paid for by federal, state and other health care payers and programs. Federal laws include the federal Physician Self-Referral Law, commonly known as the "Stark Law," which prohibits physicians and other health care professionals from referring a patient to an entity with which the physician (or) has a financial relationship, for the furnishing of certain designated health services (for example, medical equipment and medical supplies), unless an exception applies. Violations of the Stark Law may be enforced as violations of the federal False Claims Act.

The fraud and abuse laws and regulations have been subject to heightened enforcement in recent years, and significant enforcement activity has been the result of "relators" who serve as whistleblowers on behalf of the United States (and if applicable, particular states) under the False Claims Act. Relators receive up to 30% of total government recoveries. Penalties under fraud and abuse laws may include treble damages and substantial civil penalties under the federal False Claims Act, as well as loss of licenses and the ability to participate in federal and state health care programs. In addition, our corporate compliance monitor, which could have a material adverse effect on our business, may be interpreted or applied by a prosecutorial, regulatory or judicial authority to require us to make changes in our operations or incur substantial defense and other expenses. Challenges by regulatory authorities or private relators could result in our incurring substantial costs. Most states have adopted similar state false claims laws, which may be in addition to federal False Claims Act penalties, as well as fraud and abuse laws.

With respect to measures of this type, the United States government (among others) has entered into financial relationships between suppliers on the one hand and physicians, dentists, and other providers. As a result, we regularly review and revise our marketing practices as necessary to ensure compliance.

Our aspirations, goals and disclosures related to environmental, social and governance ("ESG") factors and private litigants among other things on related claims made by companies, including reputational, financial, legal and other risks, that could have a material adverse effect on our stock price. California has adopted stringent new climate disclosure requirements, and the SEC appears to be considering similar requirements in the EU.

In the EU, the Directive No. 2019/1937 of October 23, 2019, on the protection of persons who report breaches of EU law, organizes the legal protection of whistleblowers. This Directive covers whistleblowers reporting breaches of EU laws, in particular as regards public health, the above-mentioned Directive No. 2001/83/EC, No. 726/2004 or, as regards data protection, the GDPR. The Directive provides for the protection of whistleblowers. All private companies with 50 or more employees are required to implement reporting channels. All EU Member States other than Poland and Estonia have implemented the Directive.

We also are subject to the requirements of the new Directive No. 2022/2464 on corporate sustainability reporting ("CSRD") adopted on December 14, 2022 and which has to be implemented by June 2024, as amended by Directive No. 2004/109, No. 2006/43, No. 2013/537/2014, the CSRD Directive strengthens the existing rules on non-financial reporting for large companies to publish sustainability-related information and, in particular, disclosures on environmental matters.

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We also are subject to certain United States and foreign laws and regulations concerning operations, including the U.S. Foreign Corrupt Practices Act, the U.K. Bribery Act, German and other anti-bribery laws and laws pertaining to the accuracy of our internal books and records, which have been increasing enforcement activity globally in recent years. Our businesses also are subject to other laws and regulations that could impact our financial results, including securities, antitrust, consumer protection, and marketing laws and regulations.

In the EU, both active and passive bribery are criminalized. The EU Council Framework Decision of 2003/561/JHA combating corruption in the private sector establishes more detailed rules on the legal persons and deterrent sanctions. However, the liability of legal persons is regulated at the national level.

Failure to comply with fraud and abuse laws and regulations, and other laws and regulations, could result in significant civil and criminal penalties and costs, including the loss of licenses and the federal and state health care programs, and could have a material adverse effect on our ability to enter into settlements, make payments, agree to consent decrees or enter into other arrangements. Intentional or unintentional failure to comply with settlement and other arrangements could materially adversely affect our business.

While we believe that we are substantially compliant with applicable fraud and abuse laws and regulations, and believe we have adequate compliance programs and controls in place, we cannot predict whether changes in applicable law, or interpretation of laws or marketing practices in response to changes in applicable law or interpretation of laws, could have a material adverse effect on our business.

### **If we fail to comply with laws and regulations relating to the collection, storage, transmission, or use of personally identifiable information or standards in electronic health records or transmission of health information, we may incur significant fines, penalties, or liabilities.**

Our businesses that involve physician and dental practice management products, and other products, include electronic information technology systems that store and process personal health, and other sensitive information of individuals. These information technology systems may be subject to breakdown, wrongful intrusions, data breaches and malicious attack, which could require significant resources to eliminate these problems and address related security and privacy concerns by private parties and/or governmental agencies.

We are directly or indirectly subject to numerous and evolving federal, state, local and foreign laws and regulations concerning the privacy and security of personal information, such as HIPAA, CAN-SPAM, the FTC Act, the CCPA, and the CPRA that became effective on January 1, 2023. Laws and regulations relating to data protection are continually evolving and subject to potentially differing interpretations. These interpretations may be harmonized, may be interpreted and applied in a manner that is inconsistent with other rules or our practices. Our businesses may be subject to laws and regulations that could expose us to breach of contract claims, substantial fines and expenses, costs for remediation and harm to our reputation. Also, evolving regulations could restrict the ability of our customers to obtain, use or disseminate patient information, which could result in significant additional costs to re-design our products to reflect the requirements, which could have a material adverse effect on our operations.

In addition, the European Parliament and the Council of the EU adopted the GDPR effective May 25, 2018, which established privacy rights for Data Subjects, including individuals who are our customers and suppliers. The GDPR extended the scope of responsibilities for data controllers and processors and imposed increased requirements and potential penalties on companies, such as those established in the EU and process personal data of Data Subjects (regardless the Data Subjects' location) in the EU but that offer goods or services to Data Subjects in the EU or monitor their behavior in the EU. Noncompliance can result in penalties of up to the greater of EUR 20 million, or 4% of annual revenues (sanction that may be public), and Data Subjects may seek damages. Member states also may impose additional requirements and penalties regarding certain limited matters (for v

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room of flexibility), such as employee personal data. With respect to the personal data of the U.S. Among other things, controller accountability, consents from Data Subjects, baseline process the personal data, notification within 72 hours of a personal data breach, integrity, data security, and fairness and transparency regarding the storage, use or of data. The GDPR also provides rights to Data Subjects relating notably to information of the personal data and the right to object to the processing.

On August 20, 2021, China promulgated the PIPL, which took effect on November 1, 2021. PIPL imposes for processing personal information and it also specifies that the law shall apply to personal activities carried out outside China but for the purpose of providing products or services to PRC. Non-compliance with these laws and regulations may subject us to fines or other sanctions that are deemed illegal by regulatory authorities, other penalties, as well as reputational damage or, which may affect our business, financial condition or results of operations. The PIPL maximum penalties of CNY50 million or 5% of the annual revenue of entities for processing personal data.

In the United States, the CCPA, which increases the privacy protections afforded California residents, became effective on January 1, 2020. The CCPA generally requires companies, such as us, to disclose and protect certain personal information of California residents. Compliance with the CCPA depends in part on how particular regulatory requirements are released in August of 2020, but there remains some uncertainty about the CCPA will be enforced by the courts and enforced by the regulators. If we fail to comply with the CCPA, we may be subject to certain fines or other penalties. If we are found to have failed to comply with the CCPA, we may be subject to certain fines or other penalties. Furthermore, California voters approved the CPRA on November 3, 2020, which expands the CCPA by providing consumers with additional rights with respect to their personal information and mandate agency to enforce CCPA and CPRA. The CPRA came into effect on January 1, 2023, applying to data collected by businesses on or after January 1, 2022.

Other states, as well as the federal government, have increasingly considered the adoption of comprehensive laws, backed by significant civil penalties for non-compliance. While we have substantially compliant programs and controls in place to comply with the GDPR, CCPA and other data privacy laws, our compliance with data privacy and cybersecurity laws is likely to involve additional costs and efforts, whether the interpretations of the requirements, or changes in requirements or interpretations of the requirements, could have a material adverse effect on our business.

We also sell products and services that health care providers, such as physicians and hospitals, use to store and manage patient medical or dental records. These customers and we are subject to laws and regulations, such as HIPAA and the Payment Card Industry Data Security Standards, which govern the privacy and security of those records. Our products or services may be used as part of their comprehensive data security programs, including in connection with their efforts to comply with applicable data security laws and contractual requirements. Perceived or actual security vulnerabilities, or the perception of actual failure by us or our customers who use our products, may not be a violation of applicable legal or contractual data privacy and security requirements, may not result in significant harm, but may also lead to claims against us by our customers and/or government entities. Such claims could result in substantial fines, penalties and other liabilities and expenses and costs for remediation. Additionally, health data belong to the category of "sensitive data" and benefit from special protections. Processing of sensitive data is generally prohibited, except for specific exceptions.

Certain of our businesses involve the manufacture and sale of electronic health record systems and other government supported incentive programs, where the EHR system is certified as a "qualified EHR system" designated in evolving standards, such as those adopted by CMS. In order to obtain certification of our EHR products, we must satisfy the changing governmental standards. Even if our EHR systems are not certified, yet have been relied upon by health care providers to receive payments, we may be exposed to risk, such as under federal health care fraud and abuse laws, including the False Claims Act. Additionally, effective September 1, 2023, the OIG for HHS issued a final rule imposing money penalties for information blocking as established by the Cures Act. OIG incorporated



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by ONC as the basis for enforcing information blocking penalties. Each information blocking violation carries a civil penalty of up to \$1 million. While we believe we are substantially in compliance with such certification requirements, we cannot predict whether changes in applicable law, interpretation of laws, our compliance programs and controls, could have a material adverse effect on our business.

Moreover, in order to satisfy our customers and comply with evolving legal requirements, we may need to incorporate increasingly complex functionality, such as with respect to reporting and analytics. Although we believe we are positioned to accomplish this, the effort may involve incremental product modifications, or otherwise satisfy applicable standards, could have an adverse effect on our business.

Additionally, as electronic medical devices are increasingly connected to each other and to other systems, the ability of the connected systems to safely and effectively exchange and use exchanged information is increasingly important. As a medical device manufacturer, we must manage risks associated with interface that is incorporated into a medical device.

### **Tax legislation could materially adversely affect our financial results and tax positions.**

We are subject to the tax laws and regulations of the United States federal, state, and foreign jurisdictions. From time to time, various legislative initiatives may be proposed that could materially adversely affect our tax positions. There can be no assurance that our effective tax rate will not be materially adversely affected by legislation resulting from these initiatives. In addition, tax laws and regulations are subject to varying interpretations. Although we believe that our historical tax positions are consistent with applicable laws, regulations and existing precedent, there can be no assurance that our tax positions will not be challenged by relevant tax authorities or that we would be successful in any such challenge.

### **We face inherent risk of exposure to product liability, intellectual property infringement and that claims of the products we sell results in injury.**

Our business involves a risk of product liability, intellectual property infringement and claims of injury to our customers, and from time to time we are named as a defendant in cases as a manufacturer, distributor or user of our products. Additionally, we own interests in companies that manufacture certain dental products. As a result, we could be subject to the potential risk of product liability, intellectual property infringement to the manufacture and distribution of products by those entities. In addition, as our business continues to grow, purchasers of such products may increasingly seek recourse from the ultimate product manufacturer, for product-related claims. Another potential risk to our business is liability resulting from counterfeit or tainted products. Some of the products that we transport and sell are considered hazardous materials. An accident involving such materials or accidents involving the transportation of such materials could result in litigation that could harm our reputation.

### **Customs policies or legislative import restrictions could hinder the Company's ability to import goods on a timely basis and result in government enforcement actions and sanctions.**

Government-imposed import policies and legislation regulating the import of goods and services for use in labor or human trafficking could result in delays or the inability to import goods necessary to our operations, and such policies or legislation could also result in financial losses, government enforcement actions and reputational harm. While the Company has policies in place to ensure that goods that are manufactured in whole or in part by forced labor or human trafficking are not imported, legislative and governmental policy initiatives, we may be subject to incremental delays, supply chain disruption and other restrictions.

## **GENERAL RISKS**

### **Our business operations, results of operations, cash flows, financial condition**



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### **impacted by the effects of disease outbreaks, epidemics, pandemics, or similar events, natural or man-made disasters, such as terrorism, civil unrest, and extreme weather**

Our business operations, results of operations, cash flows, financial condition and liquidity may be negatively impacted by the effects of disease outbreaks, epidemics, pandemics, similar wide-spread health concerns and man-made disasters, such as terrorism, civil unrest, fire, and extreme weather events. As a global healthcare solutions company, the COVID-19 pandemic and the response may again have, a material adverse effect on our business, results of operations and financial condition. The impact of the COVID-19 pandemic included, and could include as a result of other disasters, the impact of other

- significant volatility in supply, demand and selling prices for personal protective equipment (PPE) products;
- reduction in peoples' ability and willingness to be in public;
- reduction in peoples' ability and willingness to seek elective care;
- interrupted operations of industries that use or manufacture the products we sell;
- impact of adapted business practices;
- significant changes in political conditions;
- volatility in the financial market; and
- unavailability or impairment of our manufacturing, distribution, or other facilities and information systems.

The impact from disasters may also exacerbate other risks discussed herein, any of which may be material to us.

### **Our global operations are subject to inherent risks that could materially adversely affect our business.**

Our global operations are subject to risks that could materially adversely affect our business. Our global operations are subject to include, among other things:

- difficulties and costs relating to staffing and managing foreign operations;
- difficulties and delays inherent in sourcing products, establishing channels and contracting in foreign markets;
- fluctuations in the value of foreign currencies;
- uncertainties relating to trade agreements and international trade relations;
- longer payment cycles of foreign customers and difficulty of collecting receivables from foreign customers;
- repatriation of cash from our foreign operations to the United States;
- regulatory requirements, including, without limitation, anti-bribery, anti-corruption laws and regulations of our internal books and records;
- litigation risks, new or unanticipated litigation developments and the status of existing litigation;
- market-related difficulties in importing or exporting our products and import/export restrictions or penalties;
- limitations on our ability under local laws to protect our intellectual property;
- unexpected regulatory, legal, economic and political changes in foreign markets;
- changes in tax regulations that influence purchases of capital equipment;
- civil disturbances, geopolitical turmoil, including terrorism, war or political instability;
- risks associated with climate change, including physical risks such as impact of extreme weather events and other potential physical consequences, regulatory and technological developments, stakeholder expectations and reputational risk.

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**Our future success is substantially dependent upon our senior management, depend on and relationships with capable sales representatives, service technicians, and personnel with our customers, as well as customers, suppliers and manufacturers that we distribute.**

Our future success is substantially dependent upon the efforts and abilities of members of senior management, particularly Stanley M. Bergman, Chairman and Chief Executive Officer. Mr. Bergman's 2022 employment agreement was extended through December 31, 2025. Although the Company has a succession plan for its senior leadership team, including Mr. Bergman, the loss of Mr. Bergman could have a material adverse effect on our business. We do not currently have policies in place to replace many of our employees. Competition for senior management is intense, but increasing workplace concerns, and we may not be successful in attracting and retaining qualified individuals with representatives, service technicians, and other personnel who interact with customers, as well as vendors, suppliers, and manufacturers. If we fail to maintain our existing relationships with such key persons in the future, our business may be adversely affected.

**Disruptions in the financial markets may materially adversely affect the availability and cost of credit to us.**

Our ability to make scheduled payments or refinance our obligations with respect to the debt securities will depend on our operating and financial performance, which in turn is subject to prevailing economic conditions and other factors beyond our control. Disruptions in the financial markets may adversely affect the availability and cost of credit to us.

### Item 1B. Unresolved Staff Comments

We have no unresolved comments from the staff of the SEC that were issued 180 days prior to the fiscal year of 2023.

### Item 1C. Cybersecurity

We rely on information systems in our business to obtain, rapidly process, analyze, manage, and disseminate information from our products, suppliers and employee data to, among other things: maintain and manage our inventory; coordinate the purchase and distribution of thousands of inventory items; process and ship orders on a timely basis; manage the accurate billing of customers; process payments to suppliers and vendors; provide product information to customers; maintain customers' electronic medical or dental records (including protected health information) and maintain and manage global human resources, compensation and payroll systems; and maintain and manage global human resources, compensation and payroll systems. The SEC defines "information systems" in a manner consistent with the definition contained in the SEC to mean "electronic information resources, owned or used by the registrant, that are used in the operation of the business, including physical infrastructure controlled by such information resources, or components thereof, organized, for the processing, maintenance, use, sharing, dissemination, or disposition of the information to support the registrant's operations."

## Cybersecurity Risk Management and Strategy

We have developed and implemented a cybersecurity risk mitigation strategy intended to protect our information systems. Our cybersecurity risk mitigation strategy is designed so that the Company's cybersecurity practices align with generally accepted cybersecurity standards and frameworks, in particular, the framework known as the National Institute of Standards and Technology ("NIST CSF," and our Company is externally audited, or certified, with partial scope.

We maintain an Office of Cybersecurity (“OCS”), led by our Chief Information Security Officer, who oversees the operations of our cyber risk mitigation strategy. The OCS is a cross-functional management team, which continuously evaluates our global cybersecurity program’s effectiveness in maintaining and protecting our information systems. In overseeing the operations

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strategy, the OCS partners with our Global Technology Solutions team, which is led by our Chief Technology Officer (“CTO”) and is comprised of over one hundred professionals that support our operations. Our cyber risk mitigation strategy includes monitoring for and addressing threats originating from our information systems, as well as at our third-party vendors, suppliers and other third-party business partners.

Our CISO reports to our CTO. Our CTO, who also serves as Senior Vice President, has over 30 years of experience leading large-scale global IT organizations and received a Bachelor of Business Administration in Information Systems and a Master of Business Administration from Johns Hopkins University. [Business, Other Executive Management](#) Vice President, Global CISO, who also serves as President and Head of the Office of Cyber Security, is a National Security Agency Certified Information Systems Security Professional and has nearly 30 years of experience leading global cybersecurity programs. He received a BS in Electrical Engineering and Computer Science from Lafayette College, and a Master of Science in Information Technology Management from Johns Hopkins University. The cybersecurity risk mitigation strategy is led by senior managers who are members of our Executive Steering Committee. The committee is comprised of senior technology, legal and internal auditing officers. Our CEO is responsible for cybersecurity risk, including cybersecurity risk assessments, and our Board oversees our risk mitigation strategy through the Audit, Regulatory, Compliance and Cybersecurity Committee, as described below.

Our cybersecurity risk management program includes, among other elements:

- risk assessments designed to help identify material cybersecurity risks to our information systems;
- a cybersecurity team principally responsible for managing our (i) cybersecurity risk assessments, and (ii) cybersecurity control standards;
- the use of expert external service providers to assess, test or otherwise assist with our cybersecurity controls, and to respond to specific cybersecurity threats;
- the review and assessment of past cybersecurity incidents with a view to learn from events to strengthen our cyber risk mitigation strategy;
- a written cybersecurity incident response plan that includes procedures for responding to incidents;
- a Global Information Security Policy, together with more detailed information security policies, procedures, standards, and guidelines.

In addition, all employees with systems access are required to participate in mandatory cybersecurity training courses, along with compliance programs. Our employees who perform global key roles receive additional mandatory annual data security training specific to spoofing, phishing, and other security threats. Per written Company policies, employees are also required to safeguard confidential information.

Our cybersecurity risk strategy is integrated into our overall enterprise risk management. Our cybersecurity team is supported by and connected with the enterprise risk management team.

## Prior Cybersecurity Incidents

In addition to immaterial and unrelated prior incidents at certain of our subsidiaries, in 2023, Henry Schein experienced a cybersecurity incident that primarily affected the operations of our North American medical distribution businesses. Henry Schein One, our practice management and patient relationship management solutions business, was not affected by the incident and our business operations were mostly unaffected. Once we became aware of the issue, we took steps to contain and remediate this incident. We restored affected systems and applications, our distribution network, and our e-commerce platform. We also notified law enforcement and our employees, investors, suppliers, and customers of both the incident and management’s efforts to mitigate the incident. Our operations and data maintained on the Company’s systems. Subsequently, on or about March 1, 2023, we determined that the threat actor obtained personal and sensitive information maintained on certain third parties and since that date we have notified affected and potentially affected

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The scope of personal and sensitive data impacted is still under investigation. On November 2023, we experienced a related disruption to our ecommerce platform and related applications immediately. As described in “Management’s Discussion & Analysis – 2023 Compared to 2022”, the incident adversely impacted our financial results for the fourth quarter and full year 2023. We are still under investigation on our financial results in 2024.

It is part of the mission of our cybersecurity risk mitigation strategy to constantly evolve our cybersecurity defenses, and to learn from prior incidents, and we have evaluated and evaluated with the assistance of third-party expert consultants. Members of the Audit Committee and Cybersecurity Committee of our Board of Directors are conducting a review of the October 2023 incident, including the measures undertaken in response to the incident.

## Cybersecurity Governance

Our Board has a Regulatory, Compliance and Cybersecurity Committee that focuses on cybersecurity with other board committees, principally the Audit Committee. The purpose of the Regulatory and Cybersecurity Committee is to assist the Board by providing guidance and oversight of the management responsible for assessing and managing Company-wide compliance and cybersecurity risk management programs. The primary responsibilities of the Regulatory and Cybersecurity Committee are to (i) discuss cybersecurity strategic direction, (ii) provide expertise to guide assessment and monitoring of cybersecurity risk management programs, (iii) provide guidance on cybersecurity risk management programs, (iv) review and evaluate major regulatory, corporate compliance and cybersecurity risk management investments more effectively, (v) report to the Audit Committee on regulatory, corporate compliance and cybersecurity risk management programs that may impact the Company’s financial results, and (vi) generally available to, and communicate with, the Company’s senior management and the areas described above.

Our CISO and CTO, along with other key executives who are part of our Executive Strategic Review program effectiveness, standards, enforcement and cybersecurity issues. Our Regulatory, Compliance and Cybersecurity Committee on at least a quarterly basis. Our CTO meets with Board members outside of the regular meeting basis as well as in connection with specific cybersecurity issues or threats.

## **ITEM 2. Properties**

Within our health care distribution segment (for properties with more than 100,000 square feet) and/or approximately 5.7 million square feet of properties, consisting of distribution, office, manufacturing and sales space, in locations including the United States, Australia, Austria, Belgium, Brazil, China, the Czech Republic, France, Germany, Hong Kong SAR, Ireland, Japan, Luxembourg, Malaysia, Mexico, Morocco, the Netherlands, New Zealand, Portugal, South Africa, Spain, Sweden, Switzerland, Thailand, United Arab Emirates, United Kingdom, and the United States range from 2024 to 2041.

We believe that our properties are in good condition, are well maintained and are suitable for our business. We have additional operating capacity at certain distribution center facilities.

## **ITEM 3. Legal Proceedings**

For a discussion of Legal Proceedings, see [Note 16 – Commitments and Contingencies](#) in the Consolidated Financial Statements included under Item 8.

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## ITEM 4. Mine Safety Disclosures

Not applicable.

## PART II

## ITEM 5. Market for Registrant's Common Equity, Related Stockholder Matters and Issuer Purchases of Equity Securities

Our common stock is traded on the Nasdaq Global Select Market tier of the Nasdaq Stock Market under the symbol HSIC.

On February 20, 2024, there were approximately 107,000 holders of record of our common stock. The closing price was \$75.64. A substantially greater number of holders of our common stock are beneficial holders, whose shares are held by banks, brokers and other financial institutions.

### Purchases of Equity Securities by the Issuer

Our share repurchase program, announced on March 3, 2003, originally allowed us to repurchase up to 8 million shares (eight million shares post-stock splits) of our common stock, which represented approximately 2.3% of the shares outstanding at the commencement of the program. In addition, we have authorized, totaling \$4.9 billion, authorized by our Board, to the repurchase program a total of \$5.4 billion (total of \$5.4 billion authorized on February 8, 2023) of shares of our common stock under this program.

As of December 30, 2023, we had repurchased approximately \$4.7 billion of common stock (90,394,865 shares), with \$265 million available for future common stock share repurchases.

The following table summarizes repurchases of our common stock under our stock repurchase program as of December 30, 2023:

Fiscal Month	Total Number of Shares Purchased (1)	Average Price Paid Per Share	Total Number of Shares Purchased as Part of Our Publicly Announced Program	Maximum Number of Shares that May Yet Be Purchased Under the Program
10/1/2023 through 11/4/2023	-	-	-	-
11/5/2023 through 12/2/2023	-	-	-	-
12/3/2023 through 12/30/2023	692,441	\$ 72.32	692,441	-
	<u>692,441</u>		<u>692,441</u>	

(1) All repurchases were executed in the open market under our existing publicly announced authorization.

(2) The maximum number of shares that may yet be purchased under this program is determined at the end of each quarter based on the closing price of the common stock at that time. This table excludes shares withheld from employees for tax withholding requirements for equity-based transactions.

### Dividend Policy

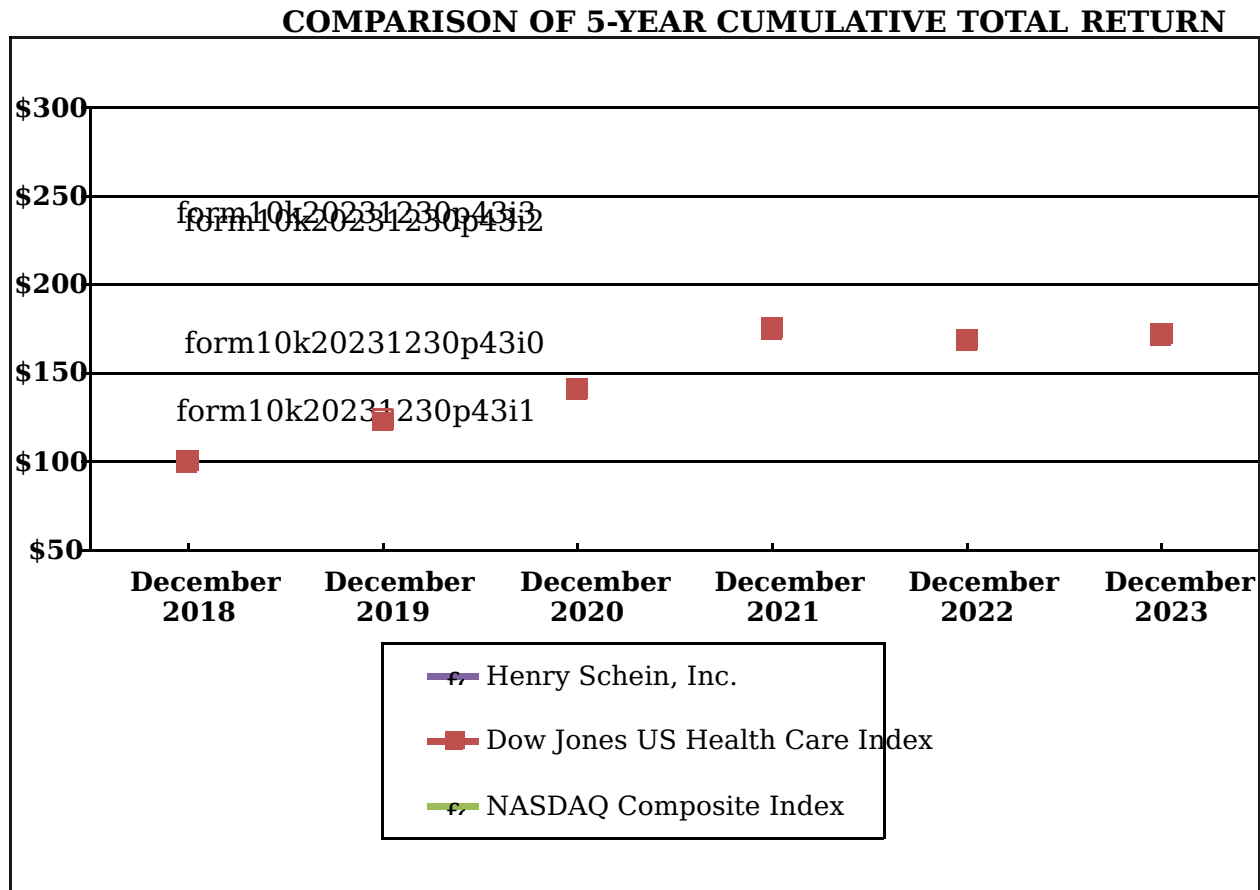
We have not declared any cash or stock dividends on our common stock during fiscal 2023. We do not anticipate declaring any cash or stock dividends on our common stock. We intend to retain earnings to finance the expansion of our business and for general corporate purposes, including our share repurchase program. Any declaration of dividends will be at the discretion of our Board of Directors, based upon the earnings, financial condition, capital requirements, level of indebtedness, and other factors.



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## Stock Performance Graph

The graph below compares the cumulative total stockholder return on \$100 invested, and reinvested, on December 29, 2018, the last trading day before the beginning of our year of 2019, with the cumulative total return on \$100 invested for the same period for the Dow Jones US Health Care Index and the Nasdaq Stock Market Composite Index.



**ASSUMES \$100 INVESTED ON DECEMBER 29, 2018  
ASSUMES DIVIDENDS REINVESTED**

	December 29, 2018	December 28, 2019	December 26, 2020	December 25, 2021	December 31, 2022	December 30, 2023
Henry Schein, Inc.	\$ 100.00	\$ 110.31	\$ 109.05	\$ 124.11	\$ 132.28	\$ 164.56
Dow Jones U.S. Health Care Index	100.00	123.48	140.83	175.06	168.44	168.44
NASDAQ Stock Market Composite Index	100.00	138.27	198.34	244.03	164.56	164.56

## ITEM 6.

[Reserved]

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**ITEM 7. Management’s Discussion and Analysis of Financial Condition and Results of Operations**

**Cautionary Note Regarding Forward-Looking Statements**

[illegible]

Risk factors and uncertainties that could cause actual results to differ materially from historical results are not limited to: our dependence on third parties for the manufacture and ability to develop or acquire and maintain and protect new products (particularly technologies) that achieve market acceptance with acceptable margins; transitional relationships with dispositions and joint ventures, including the failure to achieve anticipated significant demands on our operations, information systems, legal, regulatory, compliance and functions in connection with acquisitions, dispositions and joint ventures; covenants in documents that may discourage third-party acquisitions of us; adverse changes in tax and government incentives; risks related to the sale of corporate brand products; security of our data and systems and technology products and services, such as cyberattacks or other data breaches (including the October 2023 incident); effects of a highly competitive (including competition from third-party online commerce sites) and consolidating market; changes in our market, expansion of customer purchasing power and multi-tiered costing structures for shipping costs or other service issues with our third-party shippers; general global and political conditions, including inflation, deflation, recession, ongoing wars, fluctuations in the value of the U.S. dollar as compared to foreign currencies, and changes to other international trade agreements, potential trade barriers and terrorism; geopolitical events, including with future regulatory requirements; risks associated with the EU Medical Device Regulation, health care and regulations relating to health care fraud or other laws and regulations applicable to health care; risks relating to the collection, storage and processing of sensitive personal information, health records or transmissions; changes in tax legislation; risks related to property, intellectual property claims; risks associated with customs policies or legislative import restrictions; risks associated with disease outbreaks, epidemics, pandemics (such as the COVID-19 pandemic), or similar public health concerns and other natural or man-made disasters; risks associated with our global operations, litigation, anticipated litigation developments and the status of litigation matters; risks associated with recruitment, employee hiring and retention, and our relationships with customers and manufacturers; and disruptions in financial markets. The order in which these factors are listed does not indicate their relative importance or priority.

We caution that these factors may not be exhaustive and that many of these factors are highly predictive. Accordingly, any forward-looking statements contained herein should not be taken as a prediction or as a guarantee of future performance. We undertake no duty and have no obligation to update forward-looking statements except as

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### Where You Can Find Important Information

We may disclose important information through one or more of the following channels: public conference calls and webcasts, press releases, the investor relations page of our website ([www.henryschein.com](#)) and the social media channels identified on the Newsroom page of our website.

### Recent Developments

During the years ended December 30, 2023 and December 31, 2022 we continued to experience a decline in sales of PPE and COVID-19 test kits as compared to the comparable prior-year periods due to the timing of PPE and lower market demand for COVID-19 test kits.

While the U.S. economy has recently experienced inflationary pressures and strengthening, these factors have not been material to our results of operations. Though inflation impacts the depth and breadth of our product portfolio often allows us to offer lower-cost national and international brand alternatives to our more price-sensitive customers who are unwilling to pay premium prices, to protect our gross profit.

Our consolidated financial statements reflect estimates and assumptions made by us in the course of preparing our financial statements, including: asset and definite-lived intangible asset valuation; inventory valuation; equity investment; determination of the annual effective tax rate; valuation of deferred income tax liabilities; the allowance for doubtful accounts; hedging activity; supplier rebates; compensation cost for certain share-based performance awards and cash bonus plans; and other assumptions.

#### Cybersecurity Incident

In addition to immaterial and unrelated prior incidents at certain of our subsidiaries, in 2023, we experienced a cybersecurity incident that primarily affected the operations of our North American medical distribution businesses. Henry Schein One, our practice management and patient relationship management solutions business, was not affected by the incident and patient relationship management solutions business were mostly unaffected. Once we became aware of the issue, we took steps to contain and address this incident. We restored affected systems and applications, our distribution network and our e-commerce platform. We also notified law enforcement and our employees, investors, suppliers and customers of both the incident and management's efforts to mitigate the impact of the incident on our operations and data maintained on the Company's systems. Subsequently, on or about December 2023, we learned that the threat actor obtained personal and sensitive information maintained on our systems and third parties and since that date we have notified affected and potentially affected parties. The scope of personal and sensitive data impacted is still under investigation. On November 2023, we experienced a related disruption to our e-commerce platform and related applications, which was also contained. As described in "Management's Discussion & Analysis - 2023 Compared to 2022," the incident directly impacted our financial results for the fourth quarter and full year 2023. We expect the incident to have a residual impact on our financial results in 2024.

We maintain cybersecurity insurance, subject to certain retentions and policy limitations. As a result of the 2023 cybersecurity incident, we have a \$60 million insurance policy, following the retention.

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### Executive-Level Overview

Henry Schein, Inc. is a solutions company for health care professionals powered by a technology. We believe we are the world's largest provider of health care products and services, primarily dental practitioners, as well as alternative sites of care, with more than one million offices worldwide including dental practitioners, laboratories, physician practices, and ambulatory care centers, as well as institutional health care clinics and other alternative sites. We believe that we have a strong brand identity due to our more than 91 years of experience distributing health care products.

We are headquartered in Melville, New York, employ approximately 25,000 people (of which 11,000 are based outside of the United States) and have operations or affiliates in 33 countries. Our global footprint has evolved over time through our organic success as well as through strategic acquisitions.

We have established strategically located distribution centers around the world to enable us to better serve and increase our operating efficiency. This infrastructure, together with our competitive prices, and a strong commitment to customer service, enable us to be a primary source for customers' needs.

While our primary go-to-market strategy is in our capacity as a distributor, we also manufacture a broad portfolio of cost-effective, high-quality consumable merchandise products including dental devices, manufacture certain dental specialty products in the areas of implant dentistry, endodontics, and manufacture drug products, and repackage/relabel prescription medications. We have achieved scale in these global businesses primarily through acquisitions, as manufacturers typically do not utilize a distribution channel to serve customers.

We conduct our business through two reportable segments: (i) health care distribution and (ii) technology and value-added services. These segments offer different products and services to the same customers. Our global dental businesses serve office-based dental practitioners, dental laboratories, schools, and hospitals. Our medical businesses serve physician offices, urgent care centers, ambulatory care centers, dialysis centers, home health, federal and state governments and group practices, and integrated delivery networks, among other providers across a wide range of specialties.

The health care distribution reportable segment, combining our global dental and medical businesses, distributes consumable products, small equipment, laboratory products, large equipment, and pharmaceuticals, vaccines, surgical products, dental specialty products (including implant and endodontic products), diagnostic tests, infection-control products, PPE, and vitamins.

Our global technology and value-added services business provides software, technology, and value-added health care practitioners. Our technology business offerings include practice management software and medical practitioners. Our value-added practice solutions include education, revenue cycle management and financial services on a non-recourse basis, technology, network and hardware services, as well as consulting, and continuing education for practitioners.

A key element to grow closer to our customers is our One Schein initiative, which is an approach that enables practitioners to work synergistically with our supply chain, equipment, and value-added services, allowing our customers to leverage the combined value through a single program. Specifically, One Schein provides customers with streamlined access to our comprehensive offerings of our corporate brand products and proprietary specialty products (including implant and endodontic products). In addition, customers have access to our technology, network and hardware services, as well as consulting, and continuing education for practitioners.

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### Industry Overview

In recent years, the health care industry has increasingly focused on cost containment. Distributors have been able to provide a broad array of products and services at low prices. Large HMOs, group practices, other managed care accounts and collective buying organizations, which emphasize obtaining products at competitive prices, tend to favor distributors providing management information. We believe that the trend towards cost containment will favorably affect demand for technology solutions, including software, which can enhance efficiency and practice management.

Our operating results in recent years have been significantly affected by strategies and trends in the health care industry, including consolidation of health care distribution companies, health care reform, managed care, cuts in Medicare and collective purchasing arrangements.

### Industry Consolidation

The health care products distribution industry, as it relates to office-based health care practitioners, is fragmented. The industry changes from sole practitioners working out of relatively small organizations ranging in size from a few practitioners to a large number of practitioners who have or otherwise associated their practices.

Due in part to the inability of office-based health care practitioners to store and manage large quantities of supplies, the distribution of health care supplies and small equipment to office-based practitioners has been characterized by frequent, small quantity orders, and a need for rapid, reliable service. The purchasing decisions within an office-based health care practice are generally made by the practitioner or an administrative assistant. Supplies and small equipment are generally purchased from one distributor, with one generally serving as the primary supplier.

The trend of consolidation extends to our customer base. Health care practitioners are increasingly affiliating or combining with larger entities such as hospitals, health systems, group practices and other organizations. In many cases, purchasing decisions for consolidated groups are made at the staff level; however, orders are delivered to the practitioners' offices.

We believe that consolidation within the industry will continue to result in a number of smaller, less financially, operating and marketing resources, seeking to combine with larger entities to provide a wider range of opportunities. This consolidation also may continue to result in distribution companies that can enhance their current product and service offerings or provide other services to their customers.

Our approach to acquisitions and joint ventures has been to expand our role as a provider of health care services. This trend has resulted in our expansion into service areas and existing opportunities for us to develop synergies with, and thus strengthen, our acquired businesses.

As industry consolidation continues, we believe that we are positioned to capitalize on the opportunity to support increased sales through our existing infrastructure, although we will be able to successfully accomplish this. We have invested in expanding our sales infrastructure to include a focus on building relationships with decision makers who operate in the office-based practitioner setting.

As the health care industry continues to change, we continually evaluate possible acquisition and joint venture opportunities to expand our role as a provider of health care services. There can be no assurance that we will be able to successfully consummate any such transaction, if pursued. If additional transactions are consummated, we would incur merger and/or acquisition-related costs, and there can be no assurance that integration efforts associated with any such transaction would be successful.



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### Aging Population and Other Market Influences

The health care products distribution industry continues to experience growth due to improved health care awareness, the proliferation of medical technology and testing, pharmaceuticals and expanded third-party insurance coverage, partially offset by the effect of unemployment. In addition, the physician market continues to benefit from the shift in diagnostic testing from acute care settings to alternate-care sites, particularly physician offices.

According to the U.S. Census Bureau's International Database, between 2023 and 2043, the population is expected to grow by approximately 11%. Between 2023 and 2043, this is expected to grow by 21%. This compares with expected total U.S. population growth rate of approximately 6% between 2023 and 2033 and approximately 11% between 2023 and 2043.

According to the U.S. Census Bureau's International Database, in 2023 there are approximately 37 million aged 85 years or older, the segment of the population most in need of long-term care services. By the year 2050, that number is projected to nearly triple to approximately 100 million. The population aged 65 years is projected to increase by approximately 23% during the same period.

As a result of these market dynamics, annual expenditures for health care services continue to rise in the United States. We believe that demand for our products and services will grow while being impacted by future operating, economic, and industry conditions. The Centers for Medicare & Medicaid Services, "National Health Expenditure Data" indicating that total national health expenditures were approximately \$4.5 trillion in 2022, or 17.3% of the nation's gross domestic product, and are projected to reach approximately \$7.2 trillion by 2031, or 19.6% of the nation's projected gross domestic product.

### Government

Our businesses are generally subject to numerous laws and regulations that could impact our business, and failure to comply with such laws or regulations could have a material adverse effect on our business.

See [Item 1. Business - Governmental Regulations](#) for a discussion of laws, regulations and government actions that may affect our results of operations and financial condition.

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## Results of Operations

Refer to Item 7: Management's Discussion and Analysis of Financial Condition and Results of Operations in our 2022 Annual Report on Form 10-K for management's discussion and analysis of financial condition and results of operations for the fiscal year 2022 compared to fiscal year 2021.

The following tables summarize the significant components of our operating results and

	<b>Years Ended</b>		
	<b>December 30, 2023</b>	<b>December 31, 2022</b>	<b>December 31, 2021</b>
<b>Operating results:</b>			
Net sales	\$ 12,339	\$ 12,647	\$ 12,647
Cost of sales	8,478	8,816	8,816
Gross profit	3,861	3,831	3,831
Operating expenses:			
Selling, general and administrative	2,956	2,771	2,771
Depreciation and amortization	210	182	182
Restructuring and integration costs	80	131	131
Operating income	<u>\$ 615</u>	<u>\$ 747</u>	<u>\$ 747</u>
Other expense, net	\$ (73)	\$ (26)	\$ (26)
Gain on sale of equity investment	-	-	-
Net income	436	566	566
Net income attributable to Henry Schein, Inc.	416	538	538

	<b>Years Ended</b>		
	<b>December 30, 2023</b>	<b>December 31, 2022</b>	<b>December 31, 2021</b>
<b>Cash flows:</b>			
Net cash provided by operating activities	\$ 500	\$ 602	\$ 602
Net cash used in investing activities	(1,135)	(276)	(276)
Net cash provided by (used in) financing activities	701	(315)	(315)

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### **Plans of Restructuring and Integration Costs**

On August 1, 2022, we committed to a restructuring plan focused on funding the prior plan. During the year ended December 31, 2022, we revised our expectations and we have extended this initiative through the end of 2024. We are currently unable to determine an estimate of the amount or range of amounts expected to be incurred in connection with both with respect to each major type of cost associated therewith and an estimate of the amount or range of amounts that will result in future cash expenditures.

During the years ended December 30, 2023, December 31, 2022, and December 25, 2021, we recorded restructuring costs of \$80 million, \$128 million, and \$8 million, respectively. The restructuring costs were primarily related to severance and employee-related costs, impairment of intangible assets, amortization of right-of-use lease assets and fixed assets, other lease exit costs, and other business exit costs.

During the year ended December 30, 2023, in connection with our restructuring plan, we recorded an impairment loss of \$12 million related to a planned disposal of a non-U.S. business which is expected to be completed in 2024. This impairment is included in the \$80 million of restructuring costs discussed above.

During the year ended December 31, 2022, in connection with our restructuring plan, we recorded a loss on the disposal of our corporate headquarters in Melville, New York, which resulted in an impairment loss of \$34 million. We also initiated the disposal of a non-profitable business and related costs of \$49 million, which primarily consisted of impairment of intangible assets, inventory impairment, and severance and employee-related costs. These expenses are included in the \$128 million charges discussed above. The disposal was completed during the first quarter of 2023.

On August 26, 2022, we acquired Midway Dental Supply. In connection with this acquisition, during December 31, 2022, we recorded integration costs of \$3 million related to one-time employee severance and restructuring charges of \$9 million, which are included in the \$128 million charges discussed above.

On November 20, 2019, we committed to a contemplated restructuring initiative intended to be associated with the spin-off of our animal health business and to rationalize operational efficiencies. These activities were originally expected to be completed by the end of 2021. However, in light of the changes to the business environment brought on by the COVID-19 pandemic, the activities under this prior initiative were completed in 2021.

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### 2023 Compared to 2022

Note: Percentages for Net Sales; Gross Profit; Operating Expenses; Other Expense, Net Income and Tax are based on actual values and may not recalculate due to rounding.

#### Net Sales

Net sales were as follows:

	2023	% of Total	2022	% of Total	Increase / Decrease /
					\$
Health care distribution <sup>(1)</sup>					
Dental	\$ 7,539	61.1%	\$ 7,473	59.1%	\$ 66
Medical	3,994	32.4	4,451	35.2	(457)
Total health care distribution	11,533	93.5	11,924	94.3	(391)
Technology and value-added services <sup>(2)</sup>	806	6.5	723	5.7	83
Total	\$ 12,339	100.0	\$ 12,647	100.0	\$ (308)

The components of our sales growth were as follows:

	Local Currency Growth/(Decline)			Total Local Currency Growth/(Decline)	Foreign Exchange Impact
	Local Internal Growth	Acquisition Growth	Extra Week Impact		
Health care distribution <sup>(1)</sup>					
Dental Merchandise	(1.6%)	4.2%	(1.0%)	1.6%	0.1%
Dental Equipment	(0.9)	1.1	(2.1)	(1.9)	-
Total Dental	(1.4)	3.4	(1.3)	0.7	0.2
Medical	(11.2)	2.2	(1.3)	(10.3)	-
Total Health Care Distribution	(5.1)	2.9	(1.2)	(3.4)	0.1
Technology and value-added services <sup>(2)</sup>	7.2	5.0	(0.8)	11.4	-
Total	(4.4)	3.1	(1.2)	(2.5)	0.1

- (1) Consists of consumable products, dental specialty products (including implant, orthodontic and endodontic products), laboratory products, large equipment, equipment repair services, branded and generic pharmaceuticals, vaccines, infection-control products, PPE products and vitamins.
- (2) Consists of practice management software and other value-added products, which are distributed to practice providers, education, revenue cycle management and financial services on a non-recurrent basis, and services for practitioners, consulting and other services.

#### Global Sales

We report our results of operations on a 52 or 53 weeks per fiscal year basis ending on December 31. The year ended December 30, 2023, consisted of 52 weeks, and the year ended December 31, 2022, consisted of 53 weeks, resulting in an extra week of sales.

Global net sales for the year ended December 30, 2023 decreased 2.4%. The components are presented in the table above.

The 4.4% decrease in our internally generated local currency sales was primarily attributable to PPE products and COVID-19 test kits. For the nine months ended September 30, 2023, internally generated local currency sales, excluding PPE products and COVID-19 test kits, decreased 3.5%. However, the adverse impact of the cybersecurity incident during the quarter ended December 31, 2023, only generated local currency sales, excluding sales of PPE products and COVID-19 test kits, that compared to the prior year.

In addition, we estimate that sales of PPE products and COVID-19 test kits were approximately \$1,245 million for the years ended December 30, 2023 and December 31, 2022, respectively.

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estimated decrease of \$532 million or 42.7% versus the prior year, with the \$532 million net decrease representing 4.2% of global net sales for the year ended December 30, 2023.

### Dental

Dental net sales for the year ended December 30, 2023 increased 0.9%. The components presented in the table above. Our decrease in internally generated local currency sales was primarily attributable to the negative impact of the cybersecurity incident. Our sales of internally generated local currency for dental equipment was also primarily attributable to the cybersecurity incident.

We estimate that sales of PPE products were approximately \$338 million and \$448 million for the year ended December 30, 2023 and December 31, 2022, respectively, representing an estimated \$110 million net decrease year-over-year representing a 24.5% decrease in sales for the year ended December 30, 2023. The decrease in sales of PPE products is primarily attributable to lower market prices and loss of demand during the cybersecurity incident. Our estimated internally generated sales, excluding PPE products were flat compared to the prior year.

### Medical

Medical net sales for the year ended December 30, 2023 decreased 10.3%. The components presented in the table above. The internally generated local currency decrease in medical sales was primarily attributable to the impact of the cybersecurity incident that occurred during the four months ended December 30, 2023 and to lower sales of PPE products and COVID-19 test kits and other diagnostic products.

We estimate that sales of PPE products and COVID-19 test kits were approximately \$422 million and \$422 million for the year ended December 30, 2023 and December 31, 2022, respectively, representing a net decrease of \$422 million or 53.9% versus the prior year, with the \$422 million net decrease year-over-year representing 1.6% of global net sales for the year ended December 30, 2023. The decrease in sales of PPE products and COVID-19 test kits is primarily attributable to lower market prices of PPE, lower market demand of COVID-19 test kits, and loss of sales of PPE products during the cybersecurity incident. The estimated decrease in internally generated sales, excluding PPE products and COVID-19 test kits was 2.2%.

### Technology and value-added services

Technology and value-added services net sales for the year ended December 30, 2023 increased 11.4%. The components of our sales growth are presented in the table above. During the year ended December 30, 2023, sales of practice management software growth remains strong as we continue to expand our cloud-based user base. We also experienced increased demand for our revenue cycle management solutions and products. The increase in sales during the year ended December 30, 2023 was offset by the decrease during the year ended December 31, 2022, of a modestly profitable government contract services businesses. This segment of our business was largely unaffected by the cybersecurity incident.

## Gross Profit

Gross profit and gross margin percentages by segment and in total were as follows:

	2023	Gross Margin %	2022	Gross Margin %	Increase / (Decrease)
	\$		\$		\$
Health care distribution	3,312	28.7%	3,357	28.2%	(45)
Technology and value-added services	549	68.0	474	65.5	75
Total	3,861	31.3	3,831	30.3	30



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As a result of different practices of categorizing costs associated with distribution network, our gross margins may not necessarily be comparable to other distribution companies. Additionally, we have substantially higher gross margin percentages in our technology and value-added services distribution segment. These higher gross margins result from being a software and services company, as well as certain financial services. The software industry typically requires higher investments in research and development.

Within our health care distribution segment, gross profit margins may vary between a range of the mix of products sold as well as changes in our customer mix. For example, certain specialty products achieve gross profit margins that are higher than those of other products. With respect to customer mix, sales to our large-group customers typically result in higher gross margins due to the higher volumes sold as opposed to the gross margins from smaller customers, who normally purchase lower volumes.

Health care distribution gross profit for the year ended December 30, 2023 decreased primarily due to the decrease in sales resulting from the cybersecurity incident and a reduction in sales of PPE and COVID-19 test kits, partially offset by gross profit from acquisitions and expansion of a favorable impact of sales mix of higher-margin products.

Technology and value-added services gross profit increased as a result of a higher gross margin, generally sales and gross profit from acquisitions, as well as an increase in gross margin primarily due to increases in productivity.

## Operating Expenses

Operating expenses (consisting of selling, general and administrative expenses; depreciation and amortization and integration costs) by segment and in total were as follows:

	2023	% of Respective Net Sales	2022	% of Respective Net Sales	Increase (\$)
Health care distribution	\$ 2,842	24.6%	\$ 2,738	23.9%	\$ 104
Technology and value-added services	404	50.1	346	47.8	58
Total	\$ 3,246	26.3%	\$ 3,084	24.4%	\$ 162

The net increase in operating expenses is attributable to the following:

	Operating Costs	Restructuring and Integration Costs	Acquisitions	Total
Health care distribution	\$ 92	\$ (55)	\$ 67	\$ 104
Technology and value-added services	5	4	49	58
Total	\$ 97	\$ (51)	\$ 116	\$ 162

The increase in operating costs during the year ended December 30, 2023 includes in part payroll and payroll-related expenses in both of our reportable segments. Additionally, we recognized expenses in our healthcare distribution segment. During the year ended December 30, 2023, operating expenses were favorably impacted by the recognition of a remeasurement of a controlling interest of a previously held equity investment, and we recognized an impairment of capitalized costs of \$27 million and impairment of intangible assets of \$17 million in our health care distribution segment. During the year ended December 30, 2023, we recognized direct costs, primarily professional fees, for the remediation of the cybersecurity incident. Restructuring and integration costs are primarily related to severance and employee-related costs, amortization of right-of-use lease assets and fixed assets, and other lease exit costs.

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## Other Expense, Net

Other expense, net was as follows:

	2023	2022	Variance
	\$	\$	\$
Interest income	17	8	9
Interest expense	(87)	(35)	(52)
Other, net	(3)	1	(4)
Other expense, net	(73)	(26)	(47)

Interest income increased primarily due to increased interest rates. Interest expense increased due to borrowings and increased interest rates.

## Income Taxes

Our effective tax rate was 22.1% for the year ended December 30, 2023 compared to 20.1% for the year ended December 30, 2022. The difference between our effective and federal statutory tax rates primarily results from the effect of foreign interest expense.

The Organization of Economic Co-Operation and Development (OECD) issued technical guidance on Pillar Two Model Rules in December 2021, which provides for a global minimum tax rate of 15% for various jurisdictions pursuant to the Pillar Two framework. Effective January 1, 2024, the minimum 15% for various jurisdictions pursuant to the Pillar Two framework. The resulting developments may result in changes to long-standing tax principles, which may have an impact on our effective tax rate going forward or result in higher cash tax liabilities. As we operate in various jurisdictions, we are continuing to analyze the implications to effectively manage our tax position and

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## Liquidity and Capital Resources

Our principal capital requirements have included funding of acquisitions, purchases of interests, repayments of debt principal, the funding of working capital needs, purchases of common stock. Working capital requirements generally result from inventory forward buy-in opportunities and payment terms for receivables and payables. Historically, these have occurred during the second half of the year and special inventory forward buy-in opportunities have just before the end of the year, and have caused our working capital requirements to be higher from the third quarter to the end of the first quarter of the following year.

We finance our business primarily through cash generated from our operations, revolving lines of credit and [Please See 13 - Debt](#) for further information. Our ability to generate sufficient cash from our operations is dependent on the continued demand of our customers for our products and services and to services from our suppliers.

Our business requires a substantial investment in working capital, which is susceptible to a number of factors, including inventory purchase patterns and seasonal demands. Inventory purchases are also influenced by special inventory forward buy-in opportunities and our desired level of inventory. Anticipated increases in our working capital requirements.

We finance our business to provide adequate funding for at least 12 months. Funding is based on profitability and working capital needs, which, on occasion, may change. Our financing structure to reflect any new requirements.

We believe that our cash and cash equivalents, our ability to access private debt markets and our equity markets under existing credit facilities provide us with sufficient liquidity for our foreseeable short-term and long-term capital needs.

Our acquisition strategy is focused on investments in companies that add new customer segments, geographic footprint (whether entering a new country, such as emerging markets, or have already invested in businesses), and finally, those that enable us to access new product lines. B&D+1 Strategic Plan, including pursuing focused mergers and acquisitions. December 30, 2023 we have announced acquisitions of companies specializing in implantable medical products delivered directly to patients, and dental practice transition.

Net cash provided by operating activities was \$500 million for the year ended December 31, 2023, compared to net cash provided by operating activities of \$602 million for the prior year. The net change in cash and cash equivalents was primarily attributable to lower cash net income. During the quarter ended December 31, 2023, we experienced several offsetting impacts to the operating cash flows from our working capital changes, including a decrease in operating cash flows from accounts receivable due to delayed billings and efforts resulting from the impact of the cybersecurity incident, and an increase in operating cash flows from inventory purchases.

Net cash used in investing activities was \$1,135 million for the year ended December 31, 2013, compared to net cash used in investing activities of \$276 million for the prior year. The net change of \$859 million was attributable to increased payments for equity investments and business acquisitions, purchases of fixed assets, and other investments resulting from our continued investment in our facilities and operations.

Net cash provided by financing activities was \$701 million for the year ended December 31, 2013, compared to net cash provided by financing activities of \$315 million for the prior year. The net change of \$386 million was primarily used net borrowings from debt to finance our investments, partially offset by the repurchase of common stock.

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The following table summarizes selected measures of liquidity and capital resources:

	December 30, 2023	December 2022
Cash and cash equivalents	\$ 171	\$
Working capital <sup>(1)</sup>	1,805	
Debt:		
Bank credit lines	\$ 264	\$
Current maturities of long-term debt	150	
Long-term debt	1,937	
Total debt	<u>\$ 2,351</u>	<u>\$</u>
Leases:		
Current operating lease liabilities	\$ 80	\$
Non-current operating lease liabilities	310	

(1) Includes \$284 million and \$327 million of certain accounts receivable which serve as security for U.S. government securities at December 30, 2023 and December 31, 2022, respectively.

Our cash and cash equivalents consist of bank balances and investments in money market funds, representing investments with a high degree of liquidity.

Accounts receivable days sales outstanding and inventory turns

Our accounts receivable days sales outstanding from operations increased to 46.2 days as of December 30, 2023 from 41.9 days as of December 31, 2022 due to delays in billings leading to limited collections during the fourth quarter of 2023 as a result of the cybersecurity incident. During the years ended December 30, 2023 and December 31, 2022, we wrote off approximately \$16 million and \$10 million, respectively, of uncollectible receivable against our trade receivable reserve. Our inventory turns from operations decreased to 4.5 as of December 30, 2023 and 4.7 as of December 31, 2022. Our working capital accounts have not been materially impacted by current conditions.

Contractual obligations

The following table summarizes our contractual obligations related to fixed and variable rate debt, finance lease obligations, including interest (assuming a weighted average interest rate of 6.5%), inventory purchase commitments and operating lease obligations as of December 30, 2023.

	Payments due by period				
	< 1 year	2 - 3 years	4 - 5 years	> 5 years	Total
Contractual obligations:					
Long-term debt, including interest	\$ 243	\$ 1,097	\$ 346	\$ 783	\$
Inventory purchase commitments	5	8	4	-	
Operating lease obligations	92	141	86	119	
Transition tax obligations	11	24	-	-	
Finance lease obligations, including interest	4	3	2	-	
Total	<u>\$ 355</u>	<u>\$ 1,273</u>	<u>\$ 438</u>	<u>\$ 902</u>	<u>\$</u>

For information relating to our debt please see [Notes 13](#) and [Debt](#).

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### Leases

We have operating and finance leases for corporate offices, office space, distribution facilities and equipment. Our leases have remaining terms of less than one year to approximately 15 years, many of which may include options to extend the leases for up to 15 years. As of December 31, 2023, assets classified to operating leases were \$325 million and our current and non-current liabilities were \$310 million, respectively. [Please see Note 7](#) for further information.

### Stock Repurchases

On February 8, 2023, our Board authorized the repurchase of up to an additional \$400 million of our common stock.

From March 3, 2023 through December 30, 2023, we repurchased \$4.7 billion, or 90 million shares, under our stock repurchase programs, with \$265 million available as of December 30, 2023. [Please see Note 10](#) for further information.

### Redeemable Noncontrolling Interests

Some minority stockholders in certain of our consolidated subsidiaries have the right to require the redemption of their ownership interest in those entities. Accounting Standards Codification 480-10 is applicable to interests where we are or may be required to purchase all or a portion of the outstanding interest in a subsidiary from the noncontrolling interest holder under the terms of a contractual agreement. As of December 30, 2023 and December 31, 2022, our balance sheet reflected redeemable noncontrolling interests of \$864 million and \$576 million, respectively. [Please see Note 11](#) for further information.

### Unrecognized tax benefits

As more fully disclosed in [Note 14 - Income Taxes](#), we reasonably estimate the timing of future cash flows related to our unrecognized tax benefits. As of December 30, 2023, we have unrecognized tax benefits of \$115 million.

### Critical Accounting Estimates

Our accounting policies are more fully described in [Note 4 - Basis of Presentation and Significant Accounting Policies](#) of the consolidated financial statements. The preparation of consolidated financial statements requires judgments that affect the reported amounts of assets, liabilities, and expenses and the timing of recognition of contingent assets and liabilities. We base our estimates on historical experience, industry and market trends, and on various other assumptions that are believed to be reasonable. The combined results of which form the basis for making judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. We believe that the assumptions and judgments we rely are reasonable based upon information available to us. However, by their nature, estimates are subject to assumptions and uncertainties. Therefore, reported results may differ from estimates. [Please see Note 1](#) for further information.

We believe that the following critical accounting estimates, which have been discussed in [Note 1](#), affect the significant estimates and judgments used in the preparation of consolidated financial statements:

### Inventories and Reserves

Inventories consist primarily of finished goods and are valued at the lower of cost or market. Cost is determined by the first-in, first-out method for merchandise and actual cost for large equipment. In estimating carrying value of inventory, we consider many factors including



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salability of the inventory by reviewing on-hand quantities, historical sales, forecasted market trends. Certain of our products, specifically PPE and COVID-19 test kits, have experienced changes due to volatility of pricing and changes in demand for these products.

## Business Combinations

The estimated fair value of acquired identifiable intangible assets (i.e., customer relationships, trademarks, product development and non-compete agreements) is based on critical assumptions and derived from analysis of market conditions, including discount rates, projections and historical trends and assessment of financial projections), estimated projected cash flows. These assumptions are forward-looking and could be affected by economic conditions. Please see [Note 5 – Business Acquisitions and Divestitures](#) for further discussion of our

## Goodwill

Goodwill is subject to impairment analysis at least once annually as of the first day of each quarter or if circumstances change that would more likely than not reduce a reporting unit's fair value. We regard our reporting units to be our operating segments: our global businesses, and technology and value-added services. Goodwill is allocated to such reporting units for purposes of preparing our impairment analyses, based on a specific identification basis.

Application of the goodwill impairment test requires judgment, including the identification of reporting units, assets and liabilities that are considered shared services to the reporting unit, and the determination of the fair value of each reporting unit. The fair value of each reporting unit is determined by applying the discounted cash flow methodology and confirming with a market approach. There are many uncertainties, however, related to fair value models, the inputs and our judgments in applying these models. The most significant inputs include estimation of detailed future cash flows based on our projections and comparable companies to develop a weighted average cost of capital for each reporting unit.

On an annual basis, we prepare financial projections. These projections are based on our management's assumptions and are presented annually to our Board. Influences on this year's forecasted financial performance include: the impact of planned strategic initiatives, the continued integration of our acquisitions, and market conditions. The estimates used to calculate the fair value of a reporting unit are based on operating results, market conditions, and other factors.

Our third-party valuation specialists provide inputs into our determination of the discount rate, which is dependent on a number of underlying assumptions, including the risk-free rate, tax rate, and pre-tax cost of debt.

Long-term growth rates are applied to our estimation of future cash flows. The long-term growth rates we expect to achieve beyond the years for which we have forecasted operations are based on external benchmarks, and other data points which we believe are applicable to our business and our global operations.

For the years ended December 30, 2023 and December 25, 2021, we believe the fair value of our goodwill exceeds the carrying values and thus we did not record any amount of impairment. Based on our quantitative assessment for the year ended December 31, 2022, we recorded an impairment charge to the disposal of an unprofitable business for which estimated fair value was less than carrying value. As part of our analysis for the rest of the goodwill balance, we performed sensitivity analyses and long-term growth rate assumptions. The sensitivities did not result in additional impairment charges.

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### Definite-Lived Intangible Assets

Annually or if we identify an impairment indicator, definite-lived intangible assets such as patents, trademarks, trade names, customer relationships and lists, and product names are reviewed for impairment indicators. If any impairment indicators exist, quantitative testing is performed on the asset.

The quantitative impairment model is a two-step test under which we first calculate the recoverability of the asset by comparing the undiscounted projected cash flows associated with the asset to its estimated residual value, to the carrying amount. If the cash flows associated with the asset are less than the carrying value, we perform a fair value assessment of the asset. If the carrying amount is found to be greater than the fair value, we record an impairment charge for the difference. In addition, in all cases of an impairment review, we re-evaluate the useful lives of the intangible assets and modify them, as appropriate. Although we believe our judgments and assumptions used in estimating cash flows and determining fair value are reasonable, our judgments, estimates and/or assumptions could materially affect such impairment results or financial

During the year ended December 30, 2023 we recorded \$19 million of impairment charges to business in distribution segment, the components of which were \$7 million primarily related to customer relationships attributable to lower than anticipated operating margins in certain areas and \$12 million on the planned exit of a business. These impairment charges were calculated as the difference between the carrying values and the estimated fair values of the impaired intangible assets based on our estimate of future cash flows. Please see [Note 15 – Plans of Restructuring and Integration](#) for additional details.

During the year ended December 31, 2022 we recorded \$49 million of impairment charges to business in distribution segment, the components of which were a \$15 million charge related to the disposal of a business and a \$34 million charge related to customer lists and relationships attributable to retention rates being higher than expected in certain other health care distribution businesses. These impairment charges were calculated as the differences between the carrying values and the estimated fair values of the assets, using a discounted estimate of future cash flows. Please see [Note 15 – Plans of Restructuring and Integration](#) for additional details.

During the year ended December 25, 2021, we recorded a \$1 million impairment charge to business within our health care distribution segment and a business within our technology segment and services.

### Redeemable Noncontrolling Interests

Some minority stockholders in certain of our consolidated subsidiaries have the right to require their ownership interest in those entities at fair value. The redemption amount is based on estimated transactions, expected future earnings and cash flows and, if such earnings are not achieved, the value of the redeemable noncontrolling interests might be less than the carrying amount. Please see [Note 19 – Redeemable Noncontrolling Interests](#) for additional information.

### Income Tax

When determining if the realization of a deferred tax asset is likely to assess the need for a valuation allowance, estimates and judgement are required. We consider all available evidence, both positive and negative, including estimated future taxable earnings, ongoing planning strategies, future revenue, and historical operating results. Additionally, changes to tax laws and standards can have a material impact on the determination. Our intention is to evaluate the realizability of our deferred tax assets in accordance with ASC Topic 740 prescribes the accounting for uncertainty in income taxes recognized in the financial statements in accordance with provisions contained within its guidance. This topic prescribes a recognition and measurement attribute for the financial statement recognition and measurement of tax

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be taken in a tax return. For those benefits to be recognized, a tax position must be sustained upon examination by the taxing authorities. The amount recognized is measured by the largest amount of greater than 50% likelihood of being realized upon ultimate audit of the return of business, our tax returns are subject to examination by various taxing authorities. Our tax returns may be examined by these taxing authorities for uncertain tax positions. Please see [Note 14 – Income Taxes](#) for further discussion.

The Financial Accounting Standards Board Staff Q&A, Topic 740 No. 5, Accounting for Tax Effects of the Tax Cuts and Jobs Act (“GILTI”), states that an entity can make an accounting policy election to recognize deferred tax assets for differences expected to reverse as GILTI in future years or provide for GILTI in the year the tax is incurred. We have elected to recognize the tax on GILTI in the year the tax is incurred.

## Accounting Standards Update

For a discussion of accounting standards updates that have been adopted or will be adopted, please see [Note 1, Basis of Presentation and Significant Accounting Policies](#), under Item 8.

## ITEM 7A. Quantitative and Qualitative Disclosures About Market Risk

We are exposed to market risks, interest rate risks as well as changes in foreign currency rates measured against the U.S. dollar and each other, and changes to the credit markets. We manage these risks primarily by using foreign currency forward contracts and by maintaining counterparty credit ratings. These activities provide only limited protection against currency exchange and credit risks. Factors that affect the effectiveness of our hedging programs include currency markets and availability of hedging instruments and liquidity of the credit markets. All foreign currency forward contracts entered into are for hedging programs and are entered into for the sole purpose of hedging our anticipated exposure. We do not enter into such contracts for speculative purposes and do not use derivatives to diversify risks by investments, maintaining a strong balance sheet and having multiple sources of capital.

### Foreign Currency

The value of certain foreign currencies compared to the U.S. dollar may affect our financial results. Exchange rates may positively or negatively affect our revenues, gross margins, operating earnings, all of which are expressed in U.S. dollars. Where we deem it prudent, we enter into foreign currency forward contracts aimed at limiting the impact of foreign exchange rates on earnings. We purchase short-term (i.e., generally 18 months or less) forward contracts to protect against currency exchange risks associated with intercompany loans to subsidiaries and the payment of merchandise purchases to foreign suppliers. We do not hedge foreign currency profits into U.S. dollars, as we consider foreign currency translation not an ongoing exposure. A hypothetical 5% change in the average value of the U.S. dollar compared to 2023 commodities would have changed our 2023 reported Net income attributable to common shareholders by approximately \$5 million.

As of December 30, 2023, our forward foreign currency exchange agreements, which had a fair value of \$(8) million as determined by quoted market prices. Included in our forward foreign exchange agreements, Henry Schein, Inc. had net investment designated Euro forward contracts of approximately €300 million and reported fair values of \$(7) million. An increase in the Euro to the USD from December 30, 2023 would decrease the fair value of our forward contracts by \$18 million.

### Total Return Swaps

On March 20, 2020, we entered into a total return swap for the purpose of economically hedging our qualified supplemental retirement plan and our deferred compensation plan obligations.

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At inception, the notional value of the investments in these plans was \$43 million. At December 30, 2023, the value of the investments in these plans was \$96 million. At December 30, 2023, the investments were based on the Secured Overnight Financing Rate ("SOFR") of 5.33% for the years ended December 30, 2023, December 31, 2022, and December 31, 2021. For the years ended December 30, 2023, December 31, 2022, and December 31, 2021, we had a gain/(loss), within selling, general and administrative expense, of approximately \$1 million, \$1.2 million, and \$1.2 million, respectively, net of transaction costs, related to this undesignated derivative. This contract is to be renewed on an annual basis and is expected to result in a neutral impact on the results of operations.

### Credit Risk Monitoring

We limit our credit risk with respect to our cash equivalents, short-term investments, and investments in the credit worthiness of the financial institutions who are the counterparties to our investments. As a risk management policy, we limit the amount of credit exposure by diversifying our investments across investment grade counterparties.

### Interest Rate Risk

As of December 30, 2023, we had variable interest rate exposure for certain of our revolving credit facility and trade accounts receivable securitization.

Our revolving credit facility which we entered into on July 11, 2023 and expires on July 11, 2026, has a variable interest rate that is based on the SOFR plus a spread based on our leverage ratio at the end of each reporting quarter. As of December 30, 2023, there was \$200 million outstanding under the revolving credit facility. During the year ended December 30, 2023, the average outstanding balance was approximately \$100 million. Based on our average outstanding balances, for each hypothetical increase of 25 basis points, our interest expense thereunder would have increased by \$0.2 million.

Our U.S. trade accounts receivable securitization, which we entered into on April 17, 2023, expires on April 15, 2025, has a variable interest rate that is based upon the asset-backed commercial paper rate. As of December 30, 2023, the commercial paper rate was 5.67% plus 0.75%, for a combined rate of 6.42%. As of December 30, 2023, the balance under this securitization facility was \$210 million. During the year ended December 30, 2023, the average outstanding balance was approximately \$238 million. Based upon our average outstanding balances, for each hypothetical increase of 25 basis points, our interest expense thereunder would have increased by \$1 million.

On July 11, 2023, we entered into interest rate swap agreements to hedge the cash flows of our \$750 million floating rate term loan facility, with three years maturity, effectively changing the interest rate obligation to a fixed rate. Under the terms of the interest rate swap agreements, we will receive payments based on the one-month Term SOFR rate and pay interest at a fixed rate. As of December 30, 2023, the notional amount of the interest rate swap agreements was \$741 million. This term loan facility has a maturity of July 11, 2026. As of December 30, 2023, the interest on this Term Credit Agreement was 5.36% plus 1.43% (the "margin"). However, we have a hedge in place (See [Derivatives and Hedging Activities](#) for additional information) that ultimately creates an effective fixed rate of 5.79%.

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**ITEM 8. Financial Statements and Supplementary Data**

**INDEX TO FINANCIAL STATEMENTS  
HENRY SCHEIN, INC.**

[Report of Independent Registered Public Accounting Firm \(BDO USA, P.C.; New York, NY; PCAOB ID#243\)](#)

[Consolidated Financial Statements](#)

[Balance Sheets as of December 30, 2023 and December 31, 2022](#)

[Statements of Income for the years ended December 30, 2023,](#)

[December 31, 2022 and December 25, 2021](#)

[Statements of Comprehensive Income for the years ended December 30, 2023,](#)

[December 31, 2022 and December 25, 2021](#)

[Statements of Changes in Stockholders' Equity for the years ended](#)

[December 30, 2023, December 31, 2022 and December 25, 2021](#)

[Statements of Cash Flows for the years ended December 30, 2023,](#)

[December 31, 2022 and December 25, 2021](#)

[Notes to Consolidated Financial Statements](#)

[Note 1 - Basis of Presentation and Significant Accounting Policies](#)

[Note 2 - Cybersecurity Incident](#)

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[Note 6 - Property and Equipment, Net](#)

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[Note 8 - Goodwill and Other Intangibles, Net](#)

[Note 9 - Investments and Other](#)

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[Note 12 - Derivatives and Hedging Activities](#)

[Note 13 - Debt](#)

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[Note 15 - Plans of Restructuring and Integration Costs](#)

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[Note 17 - Stock-Based Compensation](#)

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[Note 20 - Comprehensive Income](#)

[Note 21 - Earnings Per Share](#)

[Note 22 - Supplemental Cash Flow Information](#)

[Note 23 - Related Party Transactions](#)



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### **Report of Independent Registered Public Accounting Firm**

Shareholders and Board of Directors  
Henry Schein, Inc.  
Melville, NY

### **Opinion on the Consolidated Financial Statements**

We have audited the accompanying consolidated balance sheets of Henry Schein, Inc. (the "Company") as of December 30, 2023 and December 31, 2022, the related consolidated statements of income, comprehensive income, equity, and cash flows for each of the three years in the period ended December 30, 2023 (collectively referred to as the "consolidated financial statements"). In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position, results of operations, and cash flows of the Company as of December 30, 2023 and December 31, 2022, and the results of its operations and its cash flows for the period ended December 30, 2023, in conformity with accounting principles generally accepted in the United States of America.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board ("PCAOB"), the Company's internal control over financial reporting as of December 30, 2023, established in Internal Control - Integrated Framework (2013) issued by the Committee of Sponsoring Organizations of the Treadway Commission ("COSO") and our report thereon dated February 26, 2024.

### **Basis for Opinion**

These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on the Company's consolidated financial statements based on our audits. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the Company under the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audits in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement, whether due to error or fraud.

Our audits included performing procedures to assess the risks of material misstatement of the consolidated financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements. Our audits also included evaluating the accounting principles used and the estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements. We believe that our audits provide a reasonable basis for our opinion.

### **Critical Audit Matter**

The critical audit matter communicated below is a matter arising from the current period audit of the consolidated financial statements that was communicated or required to be communicated to the audit committee of the Company (the "audit committee") in connection with the audit of the consolidated financial statements for the period ended December 30, 2023. The communication of the critical audit matter does not affect our opinion on the consolidated financial statements, taken as a whole, but it may affect the critical audit matter below, providing a separate opinion on the matter to which it relates.

### **Business Acquisition**

As described in Note 5 of the consolidated financial statements, the Company acquired Shield ("Shield") in 2023. As a result of this acquisition, management was required to deter-

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identifiable assets acquired and liabilities assumed. In connection with the acquisition of the Company, we identified \$156 million of identifiable intangible assets related to customer relationships.

We identified management's judgements used to determine the revenue growth rate determined to be the fair value of the acquired customer relationships and lists in the of Shield as a critical audit matter. The principal considerations for our determination were the subjective nature of the revenue growth rates and assessing the appropriateness of the discount rates used in the development of the fair value of the applicable acquired identifiable intangible assets. A critical audit matter is a matter that, in our professional judgement, is especially subjective and challenging auditor judgement due to the nature of the asset or liability, the complexity of the accounting, or the need for specialized skill or knowledge to address these matters, including the extent of specialized skill or knowledge required to address these matters.

The primary procedures we performed to address this critical audit matter included:

- Evaluating the reasonableness of the revenue growth rates used in the determination of the fair value of the acquired customer relationships and lists in the acquisition of Shield by: (i) performing a historical performance analysis of the acquired company using their audited financial statements, and (ii) comparing the revenue growth rates to industry metrics and peer-group companies.
- Utilizing personnel with specialized knowledge and skill in valuation to assist in the determination of the discount rate, and (ii) developing independent discount rates and comparing those to the discount rate selected with management for the determination of the fair value of the acquired customer relationships in the acquisition of Shield.

/ BDO USAP.C.

s/

We have served as the Company's auditor since 1984.

New York, NY

February 28, 2024

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**HENRY SCHEIN, INC.**  
**CONSOLIDATED BALANCE SHEETS**  
(in millions, except share data)

	December 30, 2023	December 31, 2022
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 171	\$ 561
Accounts receivable, net of allowance for credit losses	1,863	1,815
Inventories, net	639	498
Prepaid expenses and other	4,488	325
Total current assets	8,351	3,875
Property and equipment, net	916	471
Operating lease right-of-use assets	471	-
Goodwill	-	-
Other intangibles, net	-	-
Investments and other	-	-
Total assets	\$ 10,573	\$ 10,573
<b>LIABILITIES, REDEEMABLE NONCONTROLLING INTERESTS AND STOCKHOLDERS' EQUITY</b>		
Current liabilities:		
Accounts payable	\$ 1,020	\$ 264
Bank credit lines	150	80
Current maturities of long-term debt	-	-
Operating lease liabilities	-	-
Accrued expenses:		
Payroll and related	332	137
Taxes	137	700
Other	2,683	1,937
Total current liabilities	4,122	3,081
Long-term debt (1)	1,937	54
Deferred income taxes	310	436
Operating lease liabilities	436	-
Other liabilities	-	-
Total liabilities	5,420	3,571
Redeemable noncontrolling interests	864	-
Commitments and contingencies	-	-
Stockholders' equity:		
Preferred stock, \$1 par value, 1,000,000 shares authorized, none outstanding	-	-
Common stock, \$1 par value, 480,000,000 shares authorized, 129,247,765 outstanding on December 30, 2023 and 131,792,817 outstanding on December 31, 2022	1	-
Additional paid-in capital	-	-
Retained earnings	3,860	(206)
Accumulated other comprehensive loss	(206)	-
Total Henry Schein, Inc. stockholders' equity	3,655	634
Noncontrolling interests	634	4,289
Total stockholders' equity	4,289	4,923
Total liabilities, redeemable noncontrolling interests and stockholders' equity	\$ 10,573	\$ 10,573

- (1) Amounts presented include balances held by our consolidated variable interest entity ("VIE"). At December 30, 2023, and December 31, 2022, includes trade accounts receivable of \$28 million and \$37 million, respectively, and long-term debt of \$25 million and \$5 million, respectively. See Note 1 - Basis of Presentation and Note 8 - Significant Accounting Policies for further information.

See accompanying notes.

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

	Years Ended		
	December 31, 2023	December 31, 2022	December 31, 2021
Net sales	\$ 12,339	\$ 12,647	\$ 12,647
Cost of sales	8,478	8,816	8,816
Gross profit	3,861	3,831	3,831
Operating expenses:			
Selling, general and administrative	2,956	2,771	2,771
Depreciation and amortization	210	182	182
Restructuring and integration costs	80	131	131
Operating income	615	747	747
Other income (expense):			
Interest income	17	8	8
Interest expense	(87)	(35)	(35)
Other, net	9	1	1
Income before taxes, equity in earnings of affiliates and noncontrolling interests	542	721	721
Income taxes	(120)	(170)	(170)
Equity in earnings of affiliates, net of tax	14	15	15
Gain on sale of equity investment	-	-	-
Net income	436	566	566
Less: Net income attributable to noncontrolling interests	(20)	(28)	(28)
Net income attributable to Henry Schein, Inc.	\$ 416	\$ 538	\$ 538
<b>Earnings per share attributable to Henry Schein, Inc.:</b>			
Basic	\$ 3.18	\$ 3.95	\$ 3.95
Diluted	\$ 3.16	\$ 3.91	\$ 3.91
Weighted-average common shares outstanding:			
Basic	130,618,990	136,064,221	140,000,000
Diluted	131,748,171	137,755,670	140,000,000

See accompanying notes.

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**HENRY SCHEIN, INC.**  
**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**  
**(in millions)**

	<b>Years Ended</b>		
	<b>December 30,</b>	<b>December 31,</b>	<b>December 31,</b>
	<b>2023</b>	<b>2022</b>	<b>2021</b>
Net income	\$ 436	\$ 566	\$ 566
Other comprehensive income, net of tax:			
Foreign currency translation gain (loss)	53	(8)	1
Unrealized gain (loss) from hedging activities	(1)	7	1
Pension adjustment gain (loss)	3	12	1
Other comprehensive income (loss), net of tax	32	(6)	3
Comprehensive income	468	497	569
Comprehensive income attributable to noncontrolling interests:			
Net income	(2)	(2)	(2)
Foreign currency translation loss (gain)	(5)	7	1
Comprehensive income attributable to noncontrolling interests	(25)	(21)	(1)
Comprehensive income attributable to Henry Schein, Inc.	\$ 443	\$ 476	\$ 568

See accompanying notes.



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### HENRY SCHEIN, INC. CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY (in millions, except share and per share data)

	Common Stock \$.01 Par Value		Additional Paid-in	Retained	Accumulated Other Comprehensive	Noncontrolling
	Shares	Amount	Capital	Earnings	Income (Loss)	Interests
Balance, December 26, 2020	142,462,571	\$ 1	\$ -	\$ 3,455	\$ (108)	\$ 636
Net income (excluding amounts attributable to Redeemable noncontrolling interests)	-	-	-	631	-	6
Foreign currency translation loss (excluding loss of \$ attributable to Redeemable noncontrolling interests)	-	-	-	-	(78)	-
Unrealized gain from hedging activities, net of tax of \$	-	-	-	-	9	-
Pension adjustment gain, including tax of \$	-	-	-	-	6	-
Distributions to noncontrolling shareholders	-	-	-	-	-	(11)
Change in fair value of redeemable securities	-	-	(160)	-	-	-
Noncontrolling interests and adjustments related to business acquisitions	-	-	-	-	-	7
Repurchase and retirement of common stock	(5,505,704)	-	(53)	(348)	-	-
Stock-based compensation expense	303,643	-	78	-	-	-
Shares withheld for payroll taxes	(114,952)	-	(8)	-	-	-
Transfer of charges in excess of capital	-	-	143	(143)	-	-
Balance, December 25, 2021	137,145,558	1	-	3,595	(171)	638
Net income (excluding amounts attributable to Redeemable noncontrolling interests)	-	-	-	538	-	7
Foreign currency translation loss (excluding loss of \$ attributable to Redeemable noncontrolling interests)	-	-	-	-	(81)	(0)
Unrealized gain from hedging activities, net of tax of \$	-	-	-	-	7	-
Pension adjustment gain, including tax of \$	-	-	-	-	12	-
Distributions to noncontrolling shareholders	-	-	-	-	-	(0)
Purchase of noncontrolling interests	-	-	-	-	-	(0)
Change in fair value of redeemable securities	-	-	4	-	-	-
Noncontrolling interests and adjustments related to business acquisitions	-	-	-	-	-	13
Repurchase and retirement of common stock	(6,111,676)	-	(65)	(420)	-	-
Stock issued upon exercise of stock options	35,792	-	2	-	-	-
Stock-based compensation expense	1,102,108	-	54	-	-	-
Shares withheld for payroll taxes	(376,034)	-	(31)	-	-	-
Settlement of stock-based compensation awards	(2,931)	-	2	-	-	-
Transfer of charges in excess of capital	-	-	35	(35)	-	-
Balance, December 31, 2022	131,792,817	1	-	3,678	(233)	649
Net income (excluding amounts attributable to Redeemable noncontrolling interests)	-	-	-	416	-	14
Foreign currency translation gain (excluding gain of \$ attributable to Redeemable noncontrolling interests)	-	-	-	-	48	-
Unrealized loss from hedging activities, including tax benefit of \$	-	-	-	-	(18)	-
Pension adjustment loss, including tax benefit of \$	-	-	-	-	(3)	-
Distributions to noncontrolling shareholders	-	-	-	-	-	(27)
Change in fair value of redeemable securities	-	-	11	-	-	-
Noncontrolling interests and adjustments related to business acquisitions	-	-	-	-	-	(0)
Repurchase and retirement of common stock	(3,214,136)	-	(33)	(219)	-	-
Stock issued upon exercise of stock options	21,068	-	1	-	-	-
Stock-based compensation expense	1,065,319	-	39	-	-	-
Shares withheld for payroll taxes	(416,605)	-	(34)	-	-	-
Settlement of stock-based compensation awards	(698)	-	1	-	-	-
Transfer of charges in excess of capital	-	-	15	(15)	-	-
Balance, December 30, 2023	129,247,765	1	\$ -	\$ 3,860	\$ (206)	\$ 634

See accompanying notes.

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

	<b>Years Ended</b>	
	<b>December 30,</b>	<b>December 31,</b>
	<b>2023</b>	<b>2022</b>
<b>Cash flows from operating activities:</b>		
Net income	\$ 436	\$ 566
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	248	212
Impairment charge on intangible assets	7	34
Impairment of capitalized software	27	-
Non-cash restructuring charges	27	93
Gain on sale of equity investment	-	-
Stock-based compensation expense	39	54
Provision for (benefits from) losses on trade and other accounts receivable	18	5
Benefit from deferred income taxes	(20)	(73)
Equity in earnings of affiliates	(14)	(15)
Distributions from equity affiliates	15	15
Changes in unrecognized tax benefits	10	12
Other	9	(20)
Changes in operating assets and liabilities, net of acquisitions:		
Accounts receivable	(327)	(7)
Inventories	231	(126)
Other current assets	(138)	(52)
Accounts payable and accrued expenses	(56)	(96)
Net cash provided by operating activities	<u>500</u>	<u>602</u>
<b>Cash flows from investing activities:</b>		
Purchases of property and equipment	(147)	(96)
Payments related to equity investments and business acquisitions, net of cash acquired	(95)	(158)
Proceeds from sale of equity investment	-	-
Proceeds from loan to affiliate	6	11
Settlements for net investment hedges	22	-
Capitalized software costs	(40)	(32)
Other	(21)	(1)
Net cash used in investing activities	<u>(1,135)</u>	<u>(276)</u>
<b>Cash flows from financing activities:</b>		
Net change in bank credit lines	153	48
Proceeds from issuance of long-term debt	1,368	270
Principal payments for long-term debt	(468)	(59)
Debt issuance costs	9	-
Proceeds from issuance of stock upon exercise of stock options	1	2
Payments for repurchases and retirement of common stock	(250)	(485)
Payments for taxes related to shares withheld for employee taxes	(34)	(32)
Distributions to noncontrolling shareholders	(47)	(21)
Acquisitions of noncontrolling interests in subsidiaries	(19)	(38)
Net cash provided by (used in) financing activities	<u>701</u>	<u>(315)</u>
Effect of exchange rate changes on cash and cash equivalents	<u>(12)</u>	<u>(12)</u>
Net change in cash and cash equivalents	54	(1)
Cash and cash equivalents, beginning of period	117	118
Cash and cash equivalents, end of period	<u>\$ 171</u>	<u>\$ 117</u>

See accompanying notes.

**HENRY SCHEIN, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**(in millions, except share and per share data)**

**Note 1 - Basis of Presentation and Significant Accounting Policies**

**Nature of Operations**

We distribute health care products and services primarily to office-based dental and medical practices, laboratories, physician practices, and ambulatory surgery centers, as well as government health care clinics and alternate care clinics. We also provide software, technology and other products to health care practitioners. Our dental businesses serve office-based practitioners, dental, government and other institutions. Our medical businesses serve physician offices, ambulatory care sites, emergency medical technicians, dialysis centers, health plans and large enterprises, such as group practices and integrated delivery networks, among other providers.

We have operations or affiliates in the United States, Australia, Austria, Belgium, Brazil, Canada, China, France, Germany, Hong Kong SAR, Ireland, Israel, Italy, Japan, Malaysia, Mexico, the Netherlands, New Zealand, Poland, Portugal, Singapore, South Africa, Spain, Thailand, United Arab Emirates and the United Kingdom.

**Basis of Presentation**

Our consolidated financial statements include the accounts of Henry Schein, Inc. and subsidiaries. All intercompany accounts and transactions are eliminated in consolidation. Investments in affiliates for which we have the ability to influence the operating or financial decisions are accounted for using the equity method. Certain prior period amounts have been reclassified to conform to the presentation in the current period. These reclassifications, individually and in the aggregate, do not have a material effect on our consolidated financial condition, results of operations or cash flows.

We consolidate the results of operations and financial position of a trade accounts receivable securitization vehicle ("VIE") because we are its primary beneficiary. We have the power to most significantly affect its economic performance and have the obligation to absorb the benefits. For this VIE, the trade accounts receivable transferred to the VIE are sold to the VIE with recourse. The VIE's creditors have recourse to us for losses on the trade accounts receivable. At December 31, 2023 and December 31, 2022, certain trade accounts receivable transferred to the VIE were \$24 million and \$37 million, respectively, and the liabilities of the VIE were \$21 million and \$5 million, respectively.

## Fair Value Measurements

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly market participant at the measurement date. The fair value hierarchy consists of three levels of inputs that the reporting entity uses to determine fair value: (1) quoted prices for identical assets or liabilities in active markets; (2) inputs other than quoted prices for identical assets or liabilities in active markets that are observable either directly or indirectly; and (3) inputs that are not observable for the asset or liability. The fair value hierarchy is described as follows:

Level 1—Inputs that are observable for the asset or liability, such as quoted prices for identical assets or liabilities in active markets; Level 2—Inputs other than quoted prices for identical assets or liabilities in active markets that are observable either directly or indirectly; and Level 3—Inputs that are not observable for the asset or liability. The fair value hierarchy is described as follows:

- Level 3— Inputs that are unobservable for the asset or liability.
- Level 1— Unadjusted quoted prices in active markets for identical assets or liabilities.

Use of Estimates—Inputs other than quoted prices included within Level 1 that are observable for the asset or liability. Level 2 inputs include: quoted prices for similar assets or liabilities in active markets; quoted prices for identical assets or liabilities in inactive markets; and other observable inputs. Level 3 inputs include: unobservable inputs for the asset or liability. The fair value hierarchy is described as follows:

Our consolidated financial statements reflect estimates and assumptions made by us in the preparation of our consolidated financial statements. These estimates and assumptions affect the reported amounts of assets and liabilities and the reported expenses during the reporting period. Actual results could differ from those estimates.

## Fiscal Year

We report our results of operations and cash flows on a calendar year basis ending on December 31. The year ended December 31, 2022 consisted of 52 weeks, and the years ended December 31, 2021 and December 25, 2020 consisted of 52 weeks, respectively.

## Revenue Recognition

Revenue is recognized when a customer obtains control of promised goods or services, and the amount of revenue to be recognized is measured based on the consideration expected to receive for those goods or services. To recognize revenue, we:

- identify the contract(s) with a customer;
- identify the performance obligations in the contract;
- determine the transaction price;
- allocate the transaction price to the performance obligations in the contract;
- recognize revenue when, or as, we satisfy a performance obligation.

We generate revenue from the sale of dental and medical consumable products, equipment, and services and other sources (Technology and value-added services). Revenue is recognized when control of the goods or services is transferred to the customer. We estimate the amount of revenue to be recognized at contract inception by estimating the most likely amount based on the historical data provided for in the period in which the related sales are recognized.

**HENRY SCHEIN, INC.**

(in millions, except share and per share data)

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### Note 4 – Segment and Geography for Distal

## Sales Returns

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**HENRY SCHEIN, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**(in millions, except share and per share data)**

Cost of Sales

The primary components of cost of sales include the cost of the product (net of purchase discounts and supplier rebates) and inbound and outbound freight charges.

Costs related to purchasing, receiving, inspections, warehousing, internal inventory distribution and network costs include in selling, general and administrative expenses along with distribution network costs. Total distribution network costs were \$105 million, \$103 million and \$9 million for the years ended December 30, 2023, December 31, 2022 and December 25, 2021, respectively.

Supplier

Rebates

Supplier rebates are included as a reduction of cost of sales and are recognized over the period they are considered. Estimating supplier rebate accruals include forecasted inventory purchases, sales, supply, which generally provide for increasing rebates based on either increased purchase or sales

Direct Shipping and Handling Costs

Freight and other direct shipping costs are included in cost of sales. Direct handling primarily represent compensation costs of employees who pick, pack and otherwise prepare for shipment to customers are reflected in selling, general and administrative expenses. Direct shipping and handling costs were \$8 million, \$6 million and \$5 million for the years ended December 30, 2023, December 31, 2022 and December 25, 2021, respectively.

Advertising and Promotional Costs

We expense advertising and promotional costs as incurred. Total advertising and promotional expenses were \$14 million, \$15 million and \$8 million for the years ended December 30, 2023, December 31, 2022 and December 25, 2021, respectively.

Stock-Based Compensation Costs

We measure stock-based compensation at the grant date, based on the estimated fair value of the award (net of estimated forfeitures) as compensation expense on a straight-line basis over the requisite service period for the respective restricted stock units and on a graded vesting basis for performance-based awards. For the performance-based awards, at each reporting date, we reassess whether achievement of the performance condition has been met. If the performance condition is not met, the compensation expense is reflected in selling, general and administrative expenses.

## Employment Benefit Plans and other Postretirement Benefit Plans

Some of our employees in our international markets participate in various noncontributory defined benefit plans. We record the liability for these plans as the difference between the fair value of the plan's assets and the projected unfunded plan liability. Each funded plan is recognized as a liability and each unfunded plan is recognized as an asset. We measure our plan assets and liabilities at the end of our fiscal year.

Net periodic pension costs and valuations are dependent on assumptions used by third-party actuaries. Assumptions include discount rates, expected return on plan assets, and other factors. We record the net periodic pension cost (loss) as a component of income (loss). We record the net periodic pension cost (loss) as a component of income (loss).

We consider all highly liquid short-term investments with an original maturity of three months or less to be cash equivalents. Due to the short-term maturity of such investments, the carrying amount is a reasonable estimate of fair value. As of December 30, 2023, December 31, 2022, and December 31, 2021, we had outstanding checks in excess of funds of \$5 million, primarily payments for inventory, were classified as accounts payable as of December 30, 2023, December 31, 2022, and December 31, 2021.

### Accounts Receivable and Allowance for Credit Losses

Accounts receivable are generally recognized when health care distribution and technical services are rendered. In accordance with the "expected credit loss" model, the allowance for credit losses is reduced by a valuation allowance that reflects our best estimate of the expected credit loss. In addition to reviewing delinquent accounts receivable, we consider other factors in our reserve, including types of customers and their credit worthiness, expected demand, and historical trends and reasonable supportable forecasts.

We record allowances for credit losses based upon a specific review of all significant receivables. If not specifically reviewed, provisions are provided at differing rates, based on the age of the receivable and the collection history associated with the geographic region that the receivable is in. We write off a receivable and charge it against the allowance when we deem them uncollectible. Its recorded

Our net accounts receivable balance was \$1,363 million, \$1,442 million, and \$1,521 million at December 31, 2022, and December 25, 2021, respectively. Our allowance for credit losses was \$7 million, and \$8 million as of December 30, 2023, December 31, 2022, and December 26, 2020, respectively. Additions to the allowance for the years ended December 30, 2023, December 31, 2022, and December 25, 2021 were \$1 million, \$1 million, and \$1 million, respectively. Deductions from the allowance for the years ended December 30, 2023, December 31, 2022, and December 26, 2020 were \$2 million, \$2 million, and \$2 million, respectively.

## Contract assets

## Property and Equipment

## Capitalized Software Development Costs

Capitalized internal-use software costs consist of costs to purchase and develop software for internal use and for cloud-based applications used to deliver our services. Software development costs are capitalized during the application development stage and include such costs within property, plant, and equipment and consolidated balance sheets. For software to be sold, leased, or marketed to external customers, we capitalize costs when technological feasibility is reached and include such costs within intangible assets and consolidated balance sheets.



Goodwill

Any excess of an acquisition consideration over the fair value of identifiable net assets acquired is recorded as an asset representing the economic benefits arising from business combination that are not individually identified and separately recognized, such as patents, trademarks and the assembled workforce.

[illegible]

Intangible assets, other than goodwill, are evaluated for impairment whenever events or changes in circumstances indicate that the carrying amount of the assets may not be recoverable through the expected future cash flows derived from such asset or asset group.

Definite-lived intangible assets primarily consist of non-compete agreements, trademarks, customer relationships and product development. For long-lived assets used in operations, impairment is tested if the carrying amount of the asset or asset group is not recoverable through its undiscounted cash flows. We measure the impairment loss based on the difference between the carrying amount and the fair value. When an impairment exists, the related assets are written down to fair value.

During the years ended December 30, 2023, December 31, 2022 and December 25, 2021, we recorded total impairment charges, within the selling, general and administrative line of our consolidated statements of costs and expenses, of \$7 million, \$4 million and \$1 million, respectively, as more fully discussed in [Note 8 Goodwill and Other Intangibles, Net](#).

## Income Taxes

We account for income taxes under an asset and liability approach that requires the recognition of deferred tax assets and liabilities for the expected future tax consequences of events that have already occurred but that are not yet reflected in the financial statements or tax returns. In estimating future tax consequences, we generally consider all expected future enactments of changes in tax laws or rates. The effect on deferred tax assets and liabilities of a change in tax rates is recognized as income or expense in the period that the change occurs.



## Redeemable Noncontrolling Interests

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Some minority stockholders in certain of our consolidated subsidiaries have the right to require us to repurchase their ownership interests in those entities at fair value. Their interests in the subsidiaries are classified as redeemable noncontrolling interests on our consolidated balance sheets and are carried at the estimated redemption amount, which has been estimated based on expected future earnings and cash flows. If cash flows are not achieved, the value of the redeemable noncontrolling interests might be impacted. Changes in the estimated redemption amounts of the noncontrolling interests subject to repurchase are reflected in a corresponding adjustment to Additional paid-in capital. Fair value adjustments are subject to a "floor" amount that is equal to the fair value of the interests at the time they were originally recorded. The recorded value of the redeemable noncontrolling interests is not subject to level. Adjustments to the carrying amount of noncontrolling interests for fair value redemption feature do not impact the calculation of earnings per share. Our net income is reduced by the portion of the subsidiaries' net income that is attributable to redeemable noncontrolling interests.

Noncontrolling Interests

Noncontrolling interest represents the ownership interests of certain minority owners in our consolidated subsidiaries. Our net income is reduced by the portion of the subsidiaries' net income that is attributable to noncontrolling interests.

## Comprehensive Income

Comprehensive income includes certain gains and losses that, under accounting principles generally accepted in the United States, are recorded directly to shareholders' equity. Our comprehensive income is primarily comprised of net income (loss), foreign currency gain (loss), unrealized gain (loss) from hedging activities and unrealized adjustment gain.

Our foreign currency forward agreements related to foreign currency balance sheet hedging are not designated as hedges for accounting purposes.

During the year ended December 30, 2023, we incurred expenses directly related to a cybersecurity incident, mostly consisting of professional fees. We maintain cybersecurity insurance subject to policy limitations. With respect to the October 2023 cybersecurity incident, we have policy coverage for retention.

**HENRY SCHEIN, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
(in millions, except share and per share data)

**Note 3 - Net Sales from Contracts with Customers**

Net sales are recognized in accordance with [Note 1 - Basis of Presentation and Accounting Policies](#)

[Note 1 - Basis of Presentation and Accounting Policies](#)

Disaggregation of Net sales

The following table disaggregates our net sales by reportable and operating segment and geographic area:

	Year Ended December 30, 2023		
	North America	International	Global
<b>Net sales:</b>			
Health care distribution			
Dental	\$ 4,500	\$ 3,039	\$
Medical	3,897	97	
Total health care distribution	8,397	3,136	
Technology and value-added services	705	101	
Total net sales	\$ 9,102	\$ 3,237	\$
	Year Ended December 31, 2022		
	North America	International	Global
<b>Net sales:</b>			
Health care distribution			
Dental	\$ 4,628	\$ 2,845	\$
Medical	4,375	76	
Total health care distribution	9,003	2,921	
Technology and value-added services	633	90	
Total net sales	\$ 9,636	\$ 3,011	\$
	Year Ended December 25, 2021		
	North America	International	Global
<b>Net sales:</b>			
Health care distribution			
Dental	\$ 4,506	\$ 3,038	\$
Medical	4,107	103	
Total health care distribution	8,613	3,141	
Technology and value-added services	560	87	
Total net sales	\$ 9,173	\$ 3,228	\$

# HENRY SCHEIN, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(in millions, except share and per share data)

### Note 4 - Segment and Geographic Data

We conduct our business through two reportable segments: (i) health care distribution and (ii) technology and value-added services. These segments offer different products and services to the same customer base. Our health care distribution segment serves office-based dental practitioners, dental laboratories, schools, institutions and other dental businesses. Our technology and value-added services segment serves physician offices, urgent care centers, ambulatory care sites, dialysis centers, home health, federal and state governments and enterprises, and integrated delivery networks, among other providers across a wide range of specialties. Our products and services are sold worldwide.

The health care distribution reportable segment aggregates our global dental and medical products, dental specialty products, small equipment, large equipment, equipment repair services, branded and generic pharmaceuticals, vaccines, surgical products, drug products, personal protective equipment products ("PPE") and vitamins.

Our global technology and value-added services reportable segment provides software and other value-added services to health care practitioners. Our technology offerings include practice management software and medical practitioners. Our value-added practice solutions include education, revenue cycle management and financial services on a non-recourse basis, technology, practice network and hardware services, as well as continuing education services for practitioners.

The following tables present information about our reportable and operating segments.

	Years Ended		
	December 30, 2023	December 31, 2022	December 25, 2021
<b>Net sales:</b>			
Health care distribution <sup>(1)</sup>			
Dental	\$ 7,539	\$ 7,473	\$ 7,473
Medical	3,994	4,451	4,451
Total health care distribution	11,533	11,924	11,924
Technology and value-added services <sup>(2)</sup>	806	723	723
Total	<u>\$ 12,339</u>	<u>\$ 12,647</u>	<u>\$ 12,647</u>

- (1) Consists of consumable products, dental specialty products (including implant, orthodontic and endodontic products), small equipment, large equipment, equipment repair services, branded and generic pharmaceuticals, vaccines, surgical products, PPE products and vitamins.
- (2) Consists of practice management software and other value-added products, which are distributed primarily to health care providers, revenue cycle management and financial services on a non-recourse basis, technology, practice network and hardware services, consulting and other services.



**HENRY SCHEIN, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
(in millions, except share and per share data)

	Years ended		
	December 30, 2023	December 31, 2022	December 25, 2021
<b>Operating Income:</b>			
Health care distribution	\$ 470	\$ 619	\$
Technology and value-added services	145	128	
Total	<u>\$ 615</u>	<u>\$ 747</u>	<u>\$</u>
<b>Income before taxes and equity in earnings of affiliates:</b>			
Health care distribution	\$ 396	\$ 592	\$
Technology and value-added services	146	129	
Total	<u>\$ 542</u>	<u>\$ 721</u>	<u>\$</u>
<b>Depreciation and Amortization:</b>			
Health care distribution	\$ 184	\$ 160	\$
Technology and value-added services	64	52	
Total	<u>\$ 248</u>	<u>\$ 212</u>	<u>\$</u>
<b>Interest Income:</b>			
Health care distribution	\$ 16	\$ 7	\$
Technology and value-added services	1	1	
Total	<u>\$ 17</u>	<u>\$ 8</u>	<u>\$</u>
<b>Interest Expense:</b>			
Health care distribution	\$ 87	\$ 35	\$
Technology and value-added services	-	-	
Total	<u>\$ 87</u>	<u>\$ 35</u>	<u>\$</u>
<b>Income Tax Expense:</b>			
Health care distribution	\$ 90	\$ 141	\$
Technology and value-added services	30	29	
Total	<u>\$ 120</u>	<u>\$ 170</u>	<u>\$</u>
<b>Equity in Earnings of Affiliates:</b>			
Health care distribution	\$ 14	\$ 14	\$
Technology and value-added services	-	1	
Total	<u>\$ 14</u>	<u>\$ 15</u>	<u>\$</u>
<b>Purchases of Property and Equipment:</b>			
Health care distribution	\$ 139	\$ 86	\$
Technology and value-added services	8	10	
Total	<u>\$ 147</u>	<u>\$ 96</u>	<u>\$</u>

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**HENRY SCHEIN, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
(in millions, except share and per share data)

	As of		
	December 30, 2023	December 31, 2022	Decem 25, 20
<b>Total Assets:</b>			
Health care distribution	\$ 9,083	\$ 7,287	\$
Technology and value-added services	1,490	1,320	
Total	<u>\$ 10,573</u>	<u>\$ 8,607</u>	<u>\$</u>

The following table presents information about our operations by geographic area as of December 30, 2023, December 31, 2022 and December 25, 2021. Net sales by geographic area are based on the geographic locations of our subsidiaries. No country, except for the United States, accounted for more than 10% of consolidated net sales. There were no material amounts of sales or transfers between geographic areas and there were no material amounts of export sales.

	2023		2022		2021	
	Net Sales	Long-Lived Assets	Net Sales	Long-Lived Assets	Net Sales	Long-Lived Assets
United States	\$ 8,631	\$ 3,434	\$ 9,190	\$ 2,891	\$ 8,722	\$
Other	3,708	2,180	3,457	1,256	3,679	
Consolidated total	<u>\$ 12,339</u>	<u>\$ 5,614</u>	<u>\$ 12,647</u>	<u>\$ 4,147</u>	<u>\$ 12,401</u>	<u>\$</u>

**HENRY SCHEIN, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
(in millions, except share and per share data)

**Note 5 - Business Acquisitions and Divestiture**

Our acquisition strategy is focused on investments in companies that add new customers and sales channels for our products (whether entering a new country, such as emerging markets, building specialty pharmacies, or entering new businesses), and finally, those that enable us to access new products and technologies.

**Acquisition of Shield Healthcare**

On October 2, 2023 we acquired a 90% voting equity interest in Shield Healthcare, Inc. ("Shield"), a leading provider of homecare medical products delivered directly to patients in their homes. Based in California, Shield operates by delivering a diverse range of products, including items such as homecare medical products, advanced wound care, and diabetes supplies. Additionally, Shield's continuous delivery of medical devices directly to patients in their homes.

The following table aggregates the preliminary estimated fair value, as of the date of acquisition, of assets acquired in the Shield acquisition:

	2023
Acquisition consideration:	
Cash	\$
Deferred consideration	
Redeemable noncontrolling interest	
Total consideration	\$
Identifiable assets acquired and liabilities assumed:	
Current assets	\$
Intangible assets	
Other noncurrent assets	
Current liabilities	
Deferred income taxes	
Other noncurrent liabilities	
Total identifiable net assets	
Goodwill	
Total net assets acquired	\$

Goodwill is a result of expected synergies that are expected to originate from the acquisition of Shield. The acquired goodwill is not deductible for tax purposes.

The following table summarizes the preliminary identifiable intangible assets acquired in the acquisition of Shield:

	2023	Weighted Average Useful Lives (in years)
Customer relationships and lists	\$ 156	12
Trademarks / Tradenames	10	5
Total	\$ 166	

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# HENRY SCHEIN, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(in millions, except share and per share data)

The accounting for the acquisition of Shield has not been completed in several respects. Finalizing valuation estimates of accounts receivable, inventory, accrued liabilities, based on the information necessary to complete the analysis is obtained by year-end possible as soon as possible, but not later than one year from the acquisition date. The pro forma financial information presented herein is based on the impact of the Shield acquisition during the year ended December 31, 2023, consolidated financial statements.

### Acquisition of S.I.N. Implant System

On July 5, 2023, we acquired 100% voting equity interest in S.I.N. Implant System ("S.I.N. Paulo, S.I.N. manufactures and distributes a line of products to perform dental implant procedures and development of value-priced dental implants. S.I.N. recently expanded distribution to the United States and other international markets.

The following table aggregates the preliminary estimated fair value, as of the date of acquisition, of consideration in the S.I.N., including measurement period adjustments, for 2023 through December

	Preliminary Allocation as of September 30, 2023	Measurement Period Adjustments	Preliminary Allocation as of December 31, 2023
Acquisition consideration:			
Cash	\$ 326	\$ 3	\$ 329
Total consideration	\$ 326	\$ 3	\$ 329
Identifiable assets acquired and liabilities assumed:			
Current assets	\$ 75	\$ 0	\$ 75
Intangible assets	155	(68)	87
Other noncurrent assets	33	13	46
Current liabilities	(33)	-	(33)
Long-term debt	(22)	-	(22)
Deferred income taxes	(55)	20	(35)
Other noncurrent liabilities	(27)	-	(27)
Total identifiable net assets	126	(43)	83
Goodwill	200	46	246
Total net assets acquired	\$ 326	\$ 3	\$ 329

Goodwill is a result of expected synergies that are expected to originate from the acquisition of S.I.N. The acquired goodwill is not deductible for tax purposes. Measurement period adjustments in the year ended December 31, 2023 were primarily a result of final adjustments to third party intangible valuations.

The following table summarizes the preliminary identifiable intangible assets acquired as a result of the acquisition of





Goodwill is a result of expected synergies that are expected to originate from the acquisition of Biotech Dental. The acquired goodwill is deductible for tax purposes. Adjustments recorded in the year ended December 30, 2023 were primarily a result of intangible asset impairment and various other adjustments.

## HENRY SCHEIN, INC.

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (in millions, except share and per share data)

The following table summarizes the preliminary identifiable intangible assets acquired in the acquisition of Biotech Dental:

	2023	Weighted Average Useful Lives (in years)
Customer relationships and lists	\$ 46	9
Trademarks / Tradenames	18	7
Product development	83	10
Total	<u>\$ 147</u>	

The accounting for the acquisition of Biotech Dental has not been completed in several respects, including assessments of accounts receivable, inventory, intangible assets, and other liabilities based on the information provided. To assist in the allocation of consideration, we engaged a valuation specialist to determine the fair value of intangible and tangible assets acquired and liabilities assumed. We will finalize the information necessary to complete the analysis as the information is obtained. We expect to finalize the information as soon as possible but no later than one year from the acquisition date. The information has not been presented because the impact of the Biotech Dental acquisition on the 2023 consolidated financial statements was immaterial to our consolidated financial statements.

#### Other 2023 Acquisitions

During the year ended December 30, 2023, we acquired companies within the health technology and value-added services segments. Our acquired ownership interests ranged between 51% to 100%.

The following table aggregates the preliminary estimated fair value, as of the date of acquisition, of assets acquired and liabilities assumed for these acquisitions during the year ended December 30, 2023:

	2023
Acquisition consideration:	
Cash	\$
Deferred consideration	
Estimated fair value of contingent consideration payable	
Fair value of previously held equity method investment	
Redeemable noncontrolling interests	
Total consideration	<u>\$</u>
Identifiable assets acquired and liabilities assumed:	
Current assets	\$
Intangible assets	
Other noncurrent assets	
Current liabilities	
Deferred income taxes	
Long-term debt	
Other noncurrent liabilities	
Total identifiable net assets	<u></u>
Goodwill	
Total net assets acquired	<u>\$</u>

Goodwill is a result of the expected synergies and cross-selling opportunities that the acquisition for us, as expected to be expected growth potential. Approximately half of the acquired goodwill is deductible for tax purposes.

## HENRY SCHEIN, INC.

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(in millions, except share and per share data)

In connection with an acquisition of a controlling interest of an affiliate, we recognized an impairment charge of approximately \$10 million to fair value of our previously held equity investment in the affiliate. The impairment charge was based on level 3 inputs, as defined in [Note 10 - Fair Value Measurements](#).

The following table summarizes the preliminary identifiable intangible assets acquired during the year ended December 31, 2022 and their estimated useful lives as of the date of the acquisition:

	2023	Weighted Average Useful Lives (in years)
Customer relationships and lists	\$ 79	9
Trademarks / Tradenames	8	5
Non-compete agreements	2	5
Product development	7	7
Patents	1	10
Other	19	2
Total	<u>\$ 116</u>	

The pro forma financial information has not been presented because the impact of the acquisition on our consolidated financial statements was immaterial to our consolidated financial statements.

### 2022 Acquisitions

We completed several acquisitions during the year ended December 31, 2022, which were not material to our consolidated financial statements. Our acquired ownership interests ranged from 5% to 100%. Acquisitions in our health care distribution segment included companies that specialize in dental products. Within our dental technology and value-added services segment, we acquired a company that employs dental office managers, practice administrators and dental business leaders across North America.

The following table aggregates the estimated fair value, as of the date of acquisition, of consideration paid for acquisitions during the year ended December 31, 2022. Approximately half of this amount is deductible for tax purposes.

	2022
Acquisition consideration:	
Cash	\$ 158
Deferred consideration	2
Fair value of previously held equity method investment	16
Redeemable noncontrolling interests	17
Total consideration	<u>\$ 193</u>
Identifiable assets acquired and liabilities assumed:	
Current assets	\$ 41
Intangible assets	96
Other noncurrent assets	13
Current liabilities	(29)
Deferred income taxes	(6)
Other noncurrent liabilities	(8)
Total identifiable net assets	107
Goodwill	86
Total net assets acquired	<u>\$ 193</u>

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**HENRY SCHEIN, INC.**  
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The following table summarizes the identifiable intangible assets acquired during the year ended December 31, 2022 and the estimated useful lives as of the date of the acquisition:

	2022	Estimated Useful Lives (in years)
Customer relationships and lists	\$ 81	8-12
Trademarks / Tradenames	9	5
Non-compete agreements	3	2-5
Other	3	10
Total	<u>\$ 96</u>	

**2021 Acquisitions**

We completed several acquisitions during the year ended December 25, 2021, which are reflected in our consolidated financial statements. Our acquired ownership interests ranged from between 50% to 100%. Acquisitions within our health care distribution segment included companies that specialized in the distribution and marketing of medical products, a provider of home medical supplies, and a provider of sterile packaging. Within our technology and value-added services segment, we acquired companies that focused on digital marketing and website solutions, practice transition services, revenue cycle management, and intelligence software. Approximately half of the acquired goodwill is deductible for tax purposes.

The following table aggregates the estimated fair value, as of the date of acquisition, of consideration paid for acquisitions during the year ended December 25, 2021:

	2021
Acquisition consideration:	
Cash	\$ 579
Deferred consideration	11
Estimated fair value of contingent consideration receivable	(9)
Fair value of previously held equity method investment	8
Redeemable noncontrolling interests	181
Total consideration	<u>\$ 774</u>
Identifiable assets acquired and liabilities assumed:	
Current assets	\$ 195
Intangible assets	317
Other noncurrent assets	51
Current liabilities	(93)
Deferred income taxes	(26)
Other noncurrent liabilities	(46)
Total identifiable net assets	398
Goodwill	376
Total net assets acquired	<u>\$ 774</u>

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**HENRY SCHEIN, INC.**  
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The following table summarizes the identifiable intangible assets acquired during the 2021 and the December 25, 2021, useful lives as of the date of the acquisition:

	2021	Estimated Useful Lives (in years)
Customer relationships and lists	\$ 220	9-12
Trademarks / Tradenames	58	5-12
Product development	19	5-10
Non-compete agreements	5	3-5
Other	15	18
Total	<u>\$ 317</u>	

For the years ended December 30, 2023, December 31, 2022 and December 25, 2021, adjustments were recorded in our financial statements relating to acquisitions for which provided a amount in 2021. At December 25, 2021 we recorded an estimated contingent liability of \$5 million, which was subsequently increased by an additional \$5 million during 2022, by crediting operations, based on delays in timing of government approval of a certain product.

During the years ended December 30, 2023, December 31, 2022 and December 25, 2021, we recorded \$9 million and \$7 million in acquisition costs, which are included in "selling, general and administrative expenses" of income.

**Divestiture**

In the third quarter of 2021 we received contingent proceeds from the 2019 sale of Hu-Friedy resulting in the recognition of an after-tax gain of \$7 million. In the fourth quarter of 2020 we received contingent proceeds of \$2 million from the 2019 sale of Hu-Friedy, resulting in the recognition of \$2 million. We do not expect to receive any additional proceeds from the sale of Hu-Friedy.

**HENRY SCHEIN, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
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**Note 6 - Property and Equipment, Net**

Property and equipment, including related estimated useful lives, consisted of the following as of:

	December 30, 2023	December 31, 2022
Land	\$ 21	\$ 21
Buildings and permanent improvements	166	166
Leasehold improvements	103	103
Machinery and warehouse equipment	243	243
Furniture, fixtures and other	137	137
Computer equipment and software	500	500
	1,170	1,170
Less accumulated depreciation and amortization	(672)	(672)
Property and equipment, net	\$ 498	\$ 498

	Estimated Useful Lives (in years)
Buildings and permanent improvements	40
Machinery and warehouse equipment	5-10
Furniture, fixtures and other	3-10
Computer equipment and software	3-10

Leasehold improvements are amortized on a straight-line basis over the lesser of the useful life of the assets or the remaining term of the lease.

Property and equipment related depreciation expense for the years ended December 31, 2023, December 31, 2022, and December 31, 2021 was \$8 million, \$8 million, and \$7 million, respectively. Please see [Note 7 - Finance lease amounts](#) included in property and equipment, net within our consolidated balance sheets.

During the year ended December 30, 2023 we recorded an impairment of capitalized costs of \$27 million within our healthcare distribution segment.



**HENRY SCHEIN, INC.**  
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**Note 7 - Leases**

We have operating and finance leases for corporate offices, office space, distribution and other facilities, which include Our leases have remaining terms of less than 15 years, some of which may include options to extend the lease terms. The components of lease expense were as follows:

	<b>Years Ended</b>		
	<b>December 30, 2023</b>	<b>December 31, 2022</b>	<b>December 25, 2021</b>
Operating lease cost:	\$ 99	\$ 132	\$ 118
Variable lease cost	12	11	10
Short-term lease cost	10	7	5
Total operating lease <sup>(1)</sup> cost	121	150	123
Finance lease cost	5	3	2
Total lease cost	\$ 126	\$ 153	\$ 125

(1) Total operating lease cost for the years ended December 30, 2023, December 31, 2022 and December 25, 2021, includes \$2 million, \$2 million and \$1 million, respectively, related to facility leases recorded in "Restructuring and integration costs" within our consolidated statement of income.

Further, for the years ended December 30, 2023, December 31, 2022 and December 25, 2021, we recognized operating lease right-of-use assets of \$3 million, \$3 million and \$1 million respectively, related to facility leases recorded in "Restructuring and integration costs" within our consolidated statement of income.

Supplemental balance sheet information related to leases is as follows:

	Years Ended	
	December 30, 2023	December 31, 2022
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<b>HENRY SCHEIN, INC.</b>		
<b>NOTES TO CONSOLIDATED FINANCIAL STATEMENTS</b>		
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Operating Leases:		
Operating lease right-of-use assets		
Current operating lease liabilities	80	
Non-current operating lease liabilities	310	
Supplemental cash flow information related to leases is as follows:		
Total operating lease liabilities	\$ 390	\$ 390
Finance Leases:		
Property and equipment included in the measurement of lease liabilities:	18	\$ 18
Accumulated depreciation for operating leases	\$ 99	\$ 99
Property and equipment for finance leases	59	\$ 59
Right-of-use assets obtained in exchange for lease obligations:		
Current liabilities of long-term debt	\$ 124	\$ 124
Long-term leases	44	
Total finance lease liabilities	\$ 8	\$ 8
Maturities of lease liabilities are as follows:		
Weighted Average Remaining Lease Term in Years:		
Operating leases	6.6	6.6
Finance leases	2.6	2.6
2024	\$ 92	\$ 92
2025	77	77
2026	64	64
2027	48	48
2028	38	38
Thereafter	119	119
Total future lease payments	438	438
Less imputed interest	(48)	(48)
Total	\$ 390	\$ 390
As of December 30, 2023, we have additional operating leases that have not yet commenced payments of \$1 billion for buildings and vehicles. These operating leases will commence in 2023, with lease terms of 10 years.		
Certain of our facilities related to our acquisitions are leased from employees and minority shareholders. These leases are classified as operating leases and have a remaining lease term of 1 year. As of December 30, 2023, current and non-current liabilities associated with related party operating leases were \$3 million and \$2 million, respectively. At December 30, 2023 related party leases represented 1% and 1% of total current and non-current operating lease liabilities, respectively. As of December 31, 2022, current and non-current liabilities associated with related party operating leases were \$1 million and \$1 million, respectively. At December 31, 2022 related party leases represented 1% and 1% of the total current and non-current operating lease liabilities, respectively.		

# HENRY SCHEIN, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(in millions, except share and per share data)

### Note 8 - Goodwill and Other Intangibles, Net

Changes in the carrying amounts of goodwill for the years ended December 30, 2023 and December 31, 2022 were

	Health Care Distribution	Technology and Value-Added Services	Total
Balance as of December 25, 2021	\$ 1,831	\$ 1,023	\$
Adjustments to goodwill:			
Acquisitions	86	(1)	
Impairment	(20)	-	
Foreign currency translation	(22)	(4)	
Balance as of December 31, 2022	1,875	1,018	
Adjustments to goodwill:			
Acquisitions	827	118	
Foreign currency translation	35	2	
Balance as of December 30, 2023	\$ 2,737	\$ 1,138	\$

For the year ended December 31, 2022, we recorded an impairment of goodwill relating to an unprofitable business whose estimated fair value was lower than its carrying value. This disposal is part of our restructuring initiative as more fully discussed in [Note 15, Plans of Restructuring and Integration Costs](#).

Other intangible assets consisted of the following:

December 30, 2023				
	Cost	Accumulated Amortization	Net	Weighted Average Remaining Life (in years)
Customer relationships and lists	\$ 984	\$ (346)	\$ 638	10
Trademarks / Tradenames	168	(69)	99	8
Product development	205	(62)	143	9
Non-compete agreements	21	(6)	15	5
Other	39	(18)	21	10
Total	\$ 1,417	\$ (501)	\$ 916	
December 31, 2022				
	Cost	Accumulated Amortization	Net	Weighted Average Remaining Life (in years)
Customer relationships and lists	\$ 826	\$ (387)	\$ 439	10
Trademarks / Tradenames	125	(51)	74	8
Product development	90	(56)	34	9
Non-compete agreements	25	(6)	19	5
Other	31	(10)	21	17
Total	\$ 1,097	\$ (510)	\$ 587	

Trademarks, trade names, customer lists and customer relationships were established and are amortized on a straight-line basis over their respective asset life. Non-compete agreements paid presently to prior owners of acquired businesses and certain sales personnel are amortized on a straight-line basis over the respective business competition period, which generally commences upon termination of the employment from us.

**HENRI SCHEIN, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

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Amortization expense, excluding impairment charges, related to definite-lived intangible assets for the years ended December 31, 2023, December 31, 2022 and December 25, 2021, was \$36 million and \$34 million.

During the year ended December 30, 2023 we recorded \$19 million of impairment charges related to our health care distribution segment, the components of which were primarily related to customer relationships attributable to lower than anticipated operating margins in certain businesses related to the planned exit of a business. These impairment charges were calculated as the difference between carrying values and the estimated fair values of the impaired intangible assets based on discounted cash flows. Please see [Note 15 – Plans of Restructuring and Integration](#) for additional details.

During the year ended December 31, 2022 we recorded \$49 million of impairment charges related to our health care distribution segment, the components of which were primarily related to an unprofitable business, a \$34 million charge related to customer relationships and customer attrition rates being higher than expected in certain other health care distribution businesses. These impairment charges were calculated as the differences between the carrying values and the estimated fair values of the impaired intangible assets, using a discounted estimate of future cash flows. Please see [Note 15 – Plans of Restructuring and Integration](#) for additional details.

During the year ended December 25, 2021, we recorded an impairment charge related to a business within our health care distribution segment and a business within our technology and value-added services segment.

The above intangible asset impairment charges were recorded within selling, general and administrative expenses and integration charges in our consolidated statement of income.

The annual amortization expense expected to be recorded for existing intangibles assets for the years 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 2679, 2680, 2681, 2682, 2683, 2684, 2685, 2686, 2687, 2688, 2689, 2690, 2691, 2692, 2693, 2694, 2695, 2696, 2697, 2698, 2699, 2700, 2701, 2702, 2703, 2704, 2705, 2706, 2707, 2708, 2709, 2710, 2711, 2712, 2713, 2714, 2715, 2716, 2717, 2718, 2719, 2720, 2721, 2722, 2723, 2724, 2725, 2726, 2727, 2728, 2729, 2730, 2731, 2732, 2733, 2734, 2735, 2736, 2737, 2738, 2739, 2740, 2741, 2742, 2743, 2744, 2745, 2746, 2747, 2748, 2749, 2750, 2751, 2752, 2753, 2754, 2755, 2756, 2757, 2758, 2759, 2760, 2761, 2762, 2763, 2764, 2765, 2766, 2767, 2768, 2769, 2770, 2771, 2772, 2773, 2774, 2775, 2776, 2777, 2778, 2779, 2780, 2781, 2782, 2783, 2784, 2785, 2786, 2787, 2788, 2789, 2790, 2791, 2792, 2793, 2794, 2795, 2796, 2797, 2798, 2799, 2800, 2801, 2802, 2803, 2804, 2805, 2806, 2807, 2808, 2809, 2810, 2811, 2812, 2813, 2814, 2815, 2816, 2817, 2818, 2819, 2820, 2821, 2822, 2823, 2824, 2825, 2826, 2827, 2828, 2829, 2830, 2831, 2832, 2833, 2834, 2835, 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3002, 3003, 3004, 3005, 3006, 3007, 3008, 3009, 3010, 3011, 3012, 3013, 3014, 3015, 3016, 3017, 3018, 3019, 3020, 3021, 3022, 3023, 3024, 3025, 3026, 3027, 3028, 3029, 3030, 3031, 3032, 3033, 3034, 3035, 3036, 3037, 3038, 3039, 3040, 3041, 3042, 3043, 3044, 3045, 3046, 3047, 3048, 3049, 3050, 3051, 3052, 3053, 3054, 3055, 3056, 3057, 3058, 3059, 3060, 3061, 3062, 3063, 3064, 3065, 3066, 3067, 3068, 3069, 3070, 3071, 3072, 3073, 3074, 3075, 3076, 3077, 3078, 3079, 3080, 3081, 3082, 3083, 3084, 3085, 3086, 3087, 3088, 3089, 3090, 3091, 3092, 3093, 3094, 3095, 3096, 3097, 3098, 3099, 3100, 3101, 3102, 3103, 3104, 3105, 3106, 3107, 3108, 3109, 3110, 3111, 3112, 3113, 3114, 3115, 3116, 3117, 3118, 3119, 3120, 3121, 3122, 3123, 3124, 3125, 3126, 3127, 3128, 3129, 3130, 3131, 3132, 3133, 3134, 3135, 3136, 3137, 3138, 3139, 3140, 3141, 3142, 3143, 3144, 3145, 3146, 3147, 3148, 3149, 3150, 3151, 3152, 3153, 3154, 3155, 3156, 3157, 3158, 3159, 3160, 3161, 3162, 3163, 3164, 3165, 3166, 3167, 3168, 3169, 3170, 3171, 3172, 3173, 3174, 3175, 3176, 3177, 3178, 3179, 3180, 3181, 3182, 3183, 3184, 3185, 3186, 3187, 3188, 3189, 3190, 3191, 3192, 3193, 3194, 3195, 3196, 3197, 3198, 3199, 3200, 3201, 3202, 3203, 3204, 3205, 3206, 3207, 3208, 3209, 3210, 3211, 3212, 3213, 3214, 3215, 3216, 3217, 3218, 3219, 3220, 3221, 3222, 3223, 3224, 3225, 3226, 3227, 3228, 3229, 3230, 3231, 3232, 3233, 3234, 3235, 3236, 3237, 3238, 3239, 3240, 3241, 3242, 3243, 3244, 3245, 3246, 3247, 3248, 3249, 3250, 3251, 3252, 3253, 3254, 3255, 3256, 3257, 3258, 3259, 3260, 3261, 3262, 3263, 3264, 3265, 3266, 3267, 3268, 3269, 3270, 3271, 3272, 3273, 3274, 3275, 3276, 3277, 3278, 3279, 3280, 3281, 3282, 3283, 3284, 3285, 3286, 3287, 3288, 3289, 3290, 3291, 3292, 3293, 3294, 3295, 3296, 3297, 3298, 3299, 3300, 3301, 3302, 3303, 3304, 3305, 3306, 3307, 3308, 3309, 3310, 3311, 3312, 3313, 3314, 3315, 3316, 3317, 3318, 3319, 3320, 3321, 3322, 3323, 3324, 3325, 3326, 3327, 3328, 3329, 3330, 3331, 3332, 3333, 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3832, 3833, 3834, 3835, 3836, 3837, 3838, 3839, 3840, 3841, 3842, 3843, 3844, 3845, 3846, 3847, 3848, 3849, 3850, 3851, 3852, 3853, 3854, 3855, 3856, 3857, 3858, 3859, 3860, 3861, 3862, 3863, 3864, 3865, 3866, 3867, 3868, 3869, 3870, 3871, 3872, 3873, 3874, 3875, 3876, 3877, 3878, 3879, 3880, 3881, 3882, 3883, 3884, 3885, 3886, 3887, 3888, 3889, 3890, 3891, 3892, 3893, 3894, 3895, 3896, 3897, 3898, 3899, 3900, 3901, 3902, 3903, 3904, 3905, 3906, 3907, 3908, 3909, 3910, 3911, 3912, 3913, 3914, 3915, 3916, 3917, 3918, 3919, 3920, 3921, 3922, 3923, 3924, 3925, 3926, 3927, 3928, 3929, 3930, 3931, 3932, 3933, 3934, 3935, 3936, 3937, 3938, 3939, 3940, 3941, 3942, 3943, 3944, 3945, 3946, 3947, 3948,

**HENRY SCHEIN, INC.**  
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**Note 9 - Investments and Other**

Investments and other consisted of the following:

	December 30, 2023	December 31, 2022
Investments in unconsolidated affiliates	\$ 180	\$ 180
Non-current deferred foreign, state and local income taxes	38	38
Notes receivable	44	44
Capitalized costs for software to be sold, leased or marketed to external users	95	95
Security deposits	4	4
Acquisition-related indemnification	46	46
Non-current pension assets	9	9
Other long-term assets	55	55
<b>Total</b>	<b>\$ 471</b>	<b>\$ 471</b>

- (1) Long-term notes receivable carry interest rates ranging from 3.0% to 6.0% and are due in varying installments through November 21, 2028.

Amortization expense, primarily related to capitalized costs for software to be sold, leased or marketed to external users, for the years ended December 30, 2023, December 31, 2022 and December 31, 2021, was \$5 million, respectively, and is included in the selling, general and administrative expenses of income within our consolidated statements of income.



**HENRY SCHEIN, INC.**  
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**Note 10 - Fair Value Measurements**

The following section describes the fair values of our financial instruments and the methods used to determine those values.

**Investments and notes receivable**

There are no quoted market prices available for investments in unconsolidated affiliates. Our investments and notes receivable contain variable interest rates. We believe the carrying amounts of these investments and notes receivable are based on the interest rates in the applicable markets. Our investments and notes receivable are classified within the fair value hierarchy.

**Debt**

The fair value of our debt (including bank credit lines, current maturities of long-term debt, and other debt) is determined based on the fair value inputs within the fair value hierarchy, and as of December 30, 2023, the fair value of our debt was \$1,320 million and \$149 million, respectively. Factors that we considered when determining the fair value of our debt include market conditions, such as interest rates and credit spreads.

**Derivative contracts**

Derivative contracts are valued using quoted market prices and significant other observable inputs. Our derivative contracts include foreign currency forward agreements, forecasted inventory contracts, interest rate swaps, and total return swaps.

The fair values for the majority of our foreign currency derivative contracts are obtained by using the forward price of the underlying market rates, which are based on market rates that are classified within Level 2 of the fair value hierarchy.

The fair value of the interest rate swap, which is classified within Level 2 of the fair value hierarchy, is determined by discounting the swap rate to a forward market rate as of the valuation date.

The fair value of total return swaps is determined by valuing the underlying exchange-traded funds of the swaps using prices by industry providers as of the valuation date that are classified within Level 2 of the fair value hierarchy.

**Redeemable noncontrolling interests**

The values for redeemable noncontrolling interests are based on recent transactions and are classified within Level 3 of the fair value hierarchy. See [Note 10 - Redeemable Noncontrolling Interests](#) for additional information.

Assets measured on a non-recurring basis at fair value include intangibles. Inputs for the fair value measurement of intangibles are classified within the fair value hierarchy. See [Note 1 - Basis of Presentation and Significant Accounting Policies](#) and [Note 8 - Goodwill and Other Intangible Assets](#) for additional information.

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The following table presents our assets and liabilities that are measured and recognized on a fair value basis classified under the appropriate level of the fair value hierarchy as of December 31, 2023

	December 30, 2023			
	Level 1	Level 2	Level 3	Total
<b>Assets:</b>				
Derivative contracts designated as hedges	\$ -	\$ 1	\$ -	\$ -
Derivative contracts undesignated	-	1	-	-
Total return swap	-	4	-	-
Total assets	<u>\$ -</u>	<u>\$ 6</u>	<u>\$ -</u>	<u>\$ -</u>
<b>Liabilities:</b>				
Derivative contracts designated as hedges	\$ -	\$ 18	\$ -	\$ -
Derivative contracts undesignated	-	2	-	-
Total liabilities	<u>\$ -</u>	<u>\$ 20</u>	<u>\$ -</u>	<u>\$ -</u>
Redeemable noncontrolling interests	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 864</u>	<u>\$ -</u>
	December 31, 2022			
	Level 1	Level 2	Level 3	Total
<b>Assets:</b>				
Derivative contracts designated as hedges	\$ -	\$ 23	\$ -	\$ -
Derivative contracts undesignated	-	4	-	-
Total assets	<u>\$ -</u>	<u>\$ 27</u>	<u>\$ -</u>	<u>\$ -</u>
<b>Liabilities:</b>				
Derivative contracts designated as hedges	\$ -	\$ 1	\$ -	\$ -
Derivative contracts undesignated	-	3	-	-
Total return swaps	-	3	-	-
Total liabilities	<u>\$ -</u>	<u>\$ 7</u>	<u>\$ -</u>	<u>\$ -</u>
Redeemable noncontrolling interests	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 576</u>	<u>\$ -</u>

**HENRY SCHEIN, INC.**  
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**Note 11 - Concentrations of Risk**

Certain financial instruments potentially subject us to concentrations of credit risk. Our financial instruments consist primarily of cash equivalents, trade receivables, long-term investments, notes receivable and derivatives. Our maximum exposure to loss from credit risk equals the gross amounts of these instruments. We continually maintain cash balances at financial institutions in excess of insured amounts. We do not have such accounts and we manage this risk through maintaining highly liquid investments in high quality financial institutions. We continuously assess credit losses, which have been within our expectations. We do not require collateral on security instruments subject to credit risk, except for long-term notes receivable.

We limit credit risk with respect to our cash equivalents, short-term and long-term investments, by diversifying the credit worthiness of the financial institutions who are financial institution clients. As a risk management policy, we limit the amount of credit exposure by diversifying and investment grade counter-parties.

With respect to our trade receivables, credit risk is somewhat limited due to a relatively dispersed customer base across different types of health care professionals and geographic areas. No single customer accounted for more than 1% of accounts receivable in either of the years ended December 30, 2023 or December 31, 2022. With respect to our supply, our top 10 health care distribution suppliers and our single largest supplier accounted for 24% and 4%, respectively, of our aggregate purchases for the years ended December 30, 2023 and approximately 28% and 4% ended December 31, 2022.

Our long-term notes receivable primarily represent strategic financing arrangements. Certain of these notes are secured by certain assets of the counterparty; however, in subordinated security rights of other commercial financial institutions. While we have exposure to credit loss from these counter-parties, we conduct ongoing assessments of their financial performance.

**HENRY SCHEIN, INC.**  
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**Note 12 - Derivatives and Hedging Activities**

We are exposed to market risks and changes in foreign currency exchange rates against our dollar changes to the credit risk of the derivative counterparties. We attempt to minimize these risks using contracts and by maintaining counter-party credit limits. Our hedging strategy is designed to provide protection against currency exchange and credit risks. Factors that could influence the effectiveness of currency markets and availability of hedging instruments include changes in foreign currency forward contracts that we enter are for the sole purpose of hedging existing exposure. We do not enter into foreign currency forward contracts for speculative purposes or credit risks by diversifying our counterparties, maintaining a strong multiple source of hedging. Our derivative instruments primarily include foreign currency forward contracts and interest rate swaps.

During 2019 we entered foreign currency forward contracts that we designated as net investment hedges to hedge foreign operations. These net investment hedges of changes in the US dollar in certain euro-functional currency subsidiaries due to fluctuations in foreign exchange rates related to these net investment hedges are recorded in accumulated other comprehensive income. Amounts excluded from the assessment of hedge effectiveness are included in our consolidated statements of income. The aggregate notional value of the hedges, which matured on November 16, 2023, was approximately \$200 million. On November 16, 2023 we entered into new foreign currency forward contracts to hedge a portion of our operations which are designated as net investment hedges. The aggregate notional value of these net investment hedges, which matured on November 16, 2023, was approximately \$200 million. The aggregate notional value of this net investment hedge, which matured on November 3, 2023, was approximately \$300 million. During the years ended December 30, 2023, December 31, 2022, and December 25, 2021, we recorded net gains (losses) of \$2 million, \$1 million, and \$1 million, respectively, within other comprehensive income. See Note 10 - Fair Value Measurements for additional information.

On March 20, 2020 we entered a total return swap to economically hedge our unfunded obligations under our DCP. This swap will offset changes in our SERP and DCP liabilities. At the swap's inception, the notional value of these plans was \$1.4 billion. At December 30, 2023, the notional value of the investments in these plans was \$960 million. At December 30, 2023, the financing blended rate based on the Secured Overnight Financing Rate (SOFR) plus 0.5%, for a combined rate of 5.8% for the years ended December 30, 2023, December 31, 2022, and December 25, 2021, was 5.8%, 5.8%, and 5.8%, respectively. We recorded administrative expenses in our consolidated statement of income of \$1 million, \$1 million, and \$1 million, respectively, net of transaction costs, related to this underwritten swap. See Note 10 - Fair Value Measurements for additional information.

On July 11, 2023, we entered into interest rate swap agreements to hedge the cash flow of our floating debt term loan facility, with a maturity, effectively changing the floating obligation to a fixed rate. Under the terms of the interest rate swap agreements, payments based on the one-month Term SOFR rate and principal interest at a fixed rate. A December 30, 2023, interest rate swap agreement for the year ended December 30, 2023, recorded, within accumulated other comprehensive loss within our consolidated balance sheet, related to the change in the fair value of these interest rate swap agreements, over the period also related with hedges company loans due from our international subsidiaries and the payment to foreign suppliers. We do not hedge the translation of US dollars in the purchase of foreign currency transactions to be paid to the US dollar effectively amounts related to our operating activities and retained prepaid expense dollars. When we deem it prudent we engage in hedging programs using primarily contracts entered at limiting the impact of foreign currency exchange rate fluctuations. The following table summarizes the terms and foreign value of our outstanding derivative contracts as of December 30, 2023 and December 31, 2022:

December 30, 2023				
	Notional Amount	Classification	Fair Value	Maturity Date
Derivatives used in cash flow hedges:				
Foreign currency forward contracts	\$ 102	Accrued expenses, other	\$ (1)	November 2024
Interest rate swaps	741	Accrued expenses, other	(10)	July 13, 2024
Derivatives used in net investment hedges:				
Foreign currency forward contracts	352	Accrued expenses, other	(6)	November 2028
Undesignated hedging relationships:				
Total return swaps	96	Prepaid expenses and other	4	January 3, 2024
Total	\$ 1,291		\$ (13)	

December 31, 2022				
	Notional Amount	Classification	Fair Value	Maturity Date
Derivatives used in cash flow hedges:				
Foreign currency forward contracts	\$ 123	Prepaid expenses and other	2	December 2023
Derivatives used in net investment hedges:				
Foreign currency forward contracts	200	Prepaid expenses and other	20	November 2023
Undesignated hedging relationships:				
Total return swaps	78	Accrued expenses, other	(3)	January 4, 2023
Total	\$ 401		\$ 19	

The following table summarizes the effect of cash flow hedges and net investment hedges on our consolidated income statement for the years ended December 30, 2023, December 31, 2022 and December 25, 2021:

	Years Ended		
	December 30, 2023	December 31, 2022	December 25, 2021
Derivatives used in cash flow hedges:			
Foreign currency forward contracts	\$ (1)	\$ -	\$ -
Interest rate swaps	(7)	-	-
Derivatives used in net investment hedges:			
Foreign currency forward contracts	(10)	7	-
Total	\$ (18)	\$ 7	\$ -

The amount of gains or losses reclassified from accumulated other comprehensive loss into net income for the years ended December 30, 2023, December 31, 2022, and December 25, 2021.



# **HENRY SCHEIN, INC.** **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS** (in millions, except share and per share data)

## **Note 13 -** **Debt** Bank Credit Lines

Bank credit lines consisted of the following:

	December 30, 2023	Decem 31, 2022
Revolving credit agreement	\$ 200	\$
Other short-term bank credit lines	64	
Total	<u>\$ 264</u>	<u>\$</u>

### Revolving Credit Agreement

On August 20, 2021, we entered into a \$1 billion revolving credit agreement (the "Revolving Credit Agreement") which was scheduled to mature on August 20, 2026. On July 11, 2023, we amended and restated the Revolving Credit Agreement to, among other things, extend the maturity to July 11, 2028 and update the interest rate provisions to reflect the current market approach for a multicurrency facility. The interest rate on the revolving credit facility is based on Term Secured Overnight Financing Rate ("Term SOFR") plus a credit spread, which is subject to a floor of 1.00% and a cap of 5.00%. The Revolving Credit Agreement also requires compliance with certain maximum leverage ratios. Additionally, the Revolving Credit Agreement contains customary representations, warranties and affirmative covenants as well as customary negative covenants, including restrictions on liens, indebtedness, significant corporate changes (including mergers), and certain restrictive agreements. As of December 30, 2023 and December 31, 2022, we had \$200 million and \$100 million in borrowings, respectively, under this revolving credit facility. During the year ended December 30, 2023, the average outstanding balance under the Revolving Credit Agreement was \$161 million. As of December 30, 2023 and December 31, 2022, there were \$9 million of letters of credit, respectively, provided to third parties under this Revolving Credit Agreement.

### Other Short-Term Bank Credit Lines

As of December 30, 2023 and December 31, 2022, we had various other short-term bank credit lines available with a maximum borrowing capacity of \$40 million and \$42 million, respectively. As of December 30, 2023 and December 31, 2022, \$4 million and \$3 million, respectively, were outstanding under these lines. During the year ended December 30, 2023, the average outstanding balances under our various short-term bank credit lines were approximately \$5 million. At December 30, 2023 and December 31, 2022, borrowings under these short-term bank credit lines had a weighted average interest rate of 6.02% and 6.16%, respectively.

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**HENRY SCHEIN, INC.**  
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Long-term debt

Long-term debt consisted of the following:

	December 30, 2023	December 31, 2022
Private placement facilities	\$ 1,074	\$ 1,074
U.S. trade accounts receivable securitization	210	210
Term loan	741	741
Various collateralized and uncollateralized loans payable with interest, in varying installments through 2030 at interest rates from 0.0% to 9.42% at December 30, 2023 and from 0.0% to 3.50% at December 31, 2022	54	54
Finance lease obligations	8	8
Total	2,087	2,087
Less current maturities	(150)	(150)
Total long-term debt	\$ 1,937	\$ 1,937

As of December 30, 2023, the aggregate amounts of long-term debt, including finance lease obligations, are as follows:

2024	\$ 150
2025	231
2026	721
2027	104
2028	179
Thereafter	702
Total	\$ 2,087

Private Placement Facilities

Our private placement facilities include four insurance companies, have a total of \$1.1 billion available on an uncommitted basis at fixed rate economic terms to be agreed upon and the term of the facilities through December 20, 2026. The facilities allow us to issue senior promissory notes at a fixed rate based on an agreed upon spread over applicable treasury notes at the time possible is. The term will be selected by us and can range from five to 15 years (with an average life no longer than 10 years). The proceeds of any issuances under the facilities will be used for general corporate purposes, including capital expenditures, to refinance existing indebtedness, and/or for working capital. The agreements provide, among other things, that we maintain certain maximum leverage ratios and covenants relating to subsidiary indebtedness, liens, affiliate transactions, disposal of assets, and other matters. These facilities contain make-whole provisions in the event that we pay off the facilities prior to the

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The components of our private placement facility borrowings, which have a weighted average life of December 30, 2023 are presented in the following table:

<b>Date of Borrowing</b>	<b>Amount of Borrowing Outstanding</b>	<b>Borrowing Rate</b>	<b>Due Date</b>
January 20, 2012	\$ 50	3.45%	January 20, 2024
December 24, 2012	50	3.00	December 24, 2024
June 16, 2017	100	3.42	June 16, 2027
September 15, 2017	100	3.52	September 15, 2027
January 2, 2018	100	3.32	January 2, 2028
September 2, 2020	100	2.35	September 2, 2028
June 2, 2021	100	2.48	June 2, 2031
June 2, 2021	100	2.58	June 2, 2033
May 4, 2023	75	4.79	May 4, 2028
May 4, 2023	75	4.84	May 4, 2030
May 4, 2023	75	4.96	May 4, 2033
May 4, 2023	150	4.94	May 4, 2033
Less: Deferred debt issuance costs	(1)		
Total	\$ 1,074		

**U.S. Trade Accounts Receivable Securitization**

We have a facility agreement based on our U.S. trade accounts receivable that is structured as a securitization program with pricing committed for five years. This facility agreement has a \$450 million limit with two banks as agents, and expires December 15, 2025.

As of December 30, 2023 and December 31, 2022, the borrowings outstanding under this facility were \$12 million and \$30 million, respectively. At December 30, 2023, the interest rate on this facility was based on the overnight indexed swap rate of 5.67% plus 0.75%, for a combined rate of 6.42%. At December 31, 2022, the interest rate on borrowings under this facility was based on the overnight indexed swap rate of 4.58% plus 0.75%, for a combined rate of 5.33%.

If our accounts receivable collection pattern changes due to customers either paying or not making payments under this facility may be reduced.

We are required to pay a commitment fee of 30 basis points depending upon program utilization.

On December 20, 2023 and February 23, 2024, we amended this facility to temporarily adjust certain covenants.

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Term Loan

On July 11, 2023, we entered into a three-year \$750 million term loan credit agreement (the "Term Credit Agreement"). The interest rate on this term loan is based on the Term SOFR plus a spread based on the lender's financial reporting quarter. This term loan matures on July 11, 2026. We are required to make quarterly payments of \$5 million from September 2023 through June 2024, and quarterly payments of \$10 million from September 2024 through June 2026, with the remaining balance of \$695 million due on December 30, 2025. Borrowings outstanding under this term loan were \$741 million as of December 31, 2023. The interest on this Term Credit Agreement was 1.35% for a combined rate of 2.367%. However, we have a hedge in place (see [Note 12 - Derivatives and Hedging Activities](#) for additional information) that creates an effective fixed rate of 7.9%. The Term Credit Agreement ultimately requires, among other things, to maintain certain maximum leverage ratios. Additionally, the Term Credit Agreement contains representations, warranties and affirmative covenants as well as customary negative covenants, including, but not limited to, restrictions on liens, indebtedness, significant corporate changes (including mergers), dispositions and

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**Note 14 - Income Taxes**

Income before taxes and equity in earnings of affiliates was as follows:

	<b>Years ended</b>		
	<b>December 30,</b>	<b>December 31,</b>	<b>December</b>
	<b>2023</b>	<b>2022</b>	<b>25, 2021</b>
Domestic	\$ 424	\$ 506	\$
Foreign	118	215	
Total	<u>\$ 542</u>	<u>\$ 721</u>	<u>\$</u>

The provisions for income taxes were as follows:

	<b>Years ended</b>		
	<b>December 30,</b>	<b>December 31,</b>	<b>December</b>
	<b>2023</b>	<b>2022</b>	<b>25, 2021</b>
Current income tax expense:			
U.S. Federal	\$ 72	\$ 150	\$
State and local	28	49	
Foreign	40	44	
Total current	<u>140</u>	<u>243</u>	<u></u>
Deferred income tax expense (benefit):			
U.S. Federal	9	(48)	
State and local	(3)	(13)	
Foreign	(26)	(12)	
Total deferred	<u>(20)</u>	<u>(73)</u>	<u></u>
Total provision	<u>\$ 120</u>	<u>\$ 170</u>	<u>\$</u>



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The tax effects of temporary differences that give rise to our deferred income tax asset (liability) were as follows:

	<b>Years Ended</b>	
	<b>December 30,</b>	<b>December 31, 2022</b>
	<b>2023</b>	<b>2022</b>
Deferred income tax asset:		
Net operating losses	\$ 90	\$ 90
Other carryforwards	34	34
Inventory, premium coupon redemptions and accounts receivable valuation allowances	44	44
Operating lease liability	80	80
Other asset	66	66
Total deferred income tax asset	314	314
Valuation allowance for deferred tax assets	(36)	(36)
Net deferred income tax asset	278	278
Deferred income tax liability		
Intangibles amortization	(219)	(219)
Operating lease right-of-use asset	(65)	(65)
Property and equipment	(10)	(10)
Total deferred tax liability	(294)	(294)
Net deferred income tax asset (liability)	\$ (16)	\$ (16)

- (1) Primarily relates to operating losses, the benefits of which are uncertain. Any future reductions of reflected as a reduction in income tax expense.

The assessment of the amount of value assigned to our deferred tax assets under the applicable accounting standards requires us to consider all available positive and negative evidence in that we will be able to realize the likely benefit of our deferred tax assets in the future. Such evidence includes our historical and projected future taxable income. Since this evaluation requires the consideration of events that may occur some years into the future, there is an element of judgment involved. Realized tax assets is dependent on generating sufficient taxable income. We believe it is more likely than not that future taxable income will be sufficient to allow us to recover assigned all of the deferred tax assets. However, if future events cause us to conclude that it is not more likely than not that we will be able to recover the value assigned to our deferred tax assets, we would be required to adjust our accordingly.

As of December 30, 2023, we had federal, state and foreign net operating loss carryforwards of \$37 million, \$9 million and \$17 million, respectively. The federal, state and foreign net operating losses will begin to expire in various years from 2024 through 2043. The amount of federal net operating losses that can be carried-forward is \$37 million, \$9 million and \$17 million, respectively.

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The tax provisions differ from the amount computed using the federal statutory income tax rate as follows:

	<b>Years ended</b>		
	<b>December 30,</b>	<b>December 31,</b>	<b>December</b>
	<b>2023</b>	<b>2022</b>	<b>25, 2021</b>
Income tax provision at federal statutory rate	\$ 114	\$ 151	\$ 151
State income tax provision, net of federal income tax effect	15	20	20
Foreign income tax provision	5	4	4
Pass-through noncontrolling interest	Ø	(4)	(4)
Valuation allowance	(3)	(2)	(2)
Unrecognized tax benefits and audit settlements	9	11	11
Interest expense related to loans	(13)	(12)	(12)
Tax on global intangible low-taxed income ("GILTI")	7	6	6
Other	(6)	(4)	(4)
Total income tax provision	<u>\$ 120</u>	<u>\$ 170</u>	<u>\$ 170</u>

For the year ended December 30, 2023 our effective tax rate was 21.8%, compared to 23.5% for the prior period. In 2023, the difference between our effective tax rate and the federal statutory rate and foreign taxes and interest expense. In 2022, the difference between our effective tax rate and the federal statutory rate was primarily due to foreign income taxes and interest expense. In 2021, the difference between our effective tax rate and the federal statutory rate was primarily due to foreign income taxes and interest expense.

On December 22, 2017, the U.S. government passed the Tax Cuts and Jobs Act, which requires U.S. companies to file tax on historical offshore earnings that have not been previously taxed in the U.S. payable over eight years. Within our consolidated balance sheet, \$10 million of these earnings are included in "accrued taxes" for 2023 and 2022, respectively, and \$10 million of these earnings are included in "other liabilities" for 2023 and 2022, respectively. The total amount of unrecognized tax benefits, which are included in "other liabilities" on our consolidated balance sheets as of December 30, 2023 and December 31, 2022, was \$15 million and \$15 million, respectively. Due to the one-time transition tax, the imposition of the GILTI provisions and the uncertainty of the amount of tax liability, it is not possible to determine the amount of tax liability with respect to such earnings is not practicable.

All tax returns audited by the IRS are officially closed through 2019. The tax years 2020 and 2021 are currently under audit. The Organization of Economic Co-operation and Development (OECD) issued the 2020 global minimum tax model rules in December 2021, which provides for a global minimum tax of 15% for multinational businesses, on a country-by-country basis. Effective January 1, 2024, the amount of tax interest expense is included as a component of the Pillar Two financial statement disclosure. In 2023, 2022 and 2021, in changes to the standing tax principles which effectively increased the amount of tax liability for 2023, 2022 and 2021. As of December 30, 2023, the amount of tax liability is \$10 million. We are continuing to analyze the implications to effectively manage the impact for 2024 and beyond.

The following table provides a reconciliation of ASC Topic 740 provisions:			
	December 30, 2023	December 31, 2022	December 29, 2021
Balance, beginning of period	\$ 82	\$ 71	\$ 71
Increases based on change in tax positions	9	14	14
Decreases based on change in tax positions	(26)	(8)	(8)
Reductions based on prior year tax positions	(0)	-	-
Reductions resulting from settlements with taxing authorities	(3)	(1)	(1)
Reductions resulting from lapse in statutes of limitations	(14)	(10)	(10)
Balance, end of period	\$ 98	\$ 82	\$ 71

**HENRY SCHEIN, INC.**  
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**Note 15 - Plans of Restructuring and Integration Costs**

On August 1, 2022, we committed to a restructuring plan focused on funding the prior plan's COVID-19 initiatives and other initiatives to increase efficiency. We revised our previous expectations and have extended this initiative through the end of 2024. We are currently unable to provide an estimate of the amount or range of amounts expected to be incurred in connection with these activities, both with respect to each major type of cost associated therewith and an estimate of the amount or range of amounts that will result in future cash expenditures.

During the years ended December 30, 2023, December 31, 2022, and December 25, 2021, we recorded restructuring costs of \$18 million, \$28 million, and \$8 million, respectively. The restructuring costs for the periods primarily related to severance and employee-related costs, impairment of intangible assets, accelerated right-of-use lease assets and fixed assets, other lease exit costs, and business exit costs.

During the year ended December 30, 2023, in connection with our restructuring plan, we recorded an impairment of \$11 million related to a planned disposal of a non-U.S. business. The disposal was completed in 2024. Total impairment is included in the restructuring charges discussed above.

During the year ended December 31, 2022, in connection with our restructuring plan, we recorded lease exit costs of \$3 million. We also initiated the disposal of a non-profitable U.S. subsidiary, which resulted in recorded related costs of \$9 million, which primarily consisted of impairment of intangible assets, inventory impairment, and goodwill. These expenses are included in the restructuring charges discussed above. The disposal was completed during the first quarter of 2023.

On August 26, 2022, we acquired Midway Dental Supply. In connection with this acquisition, during the year ended December 31, 2022, we recorded integration costs of \$3 million related to one-time employee costs, as well as restructuring charges of \$9 million, which are included in the restructuring charges discussed above.

On November 20, 2019, we committed to a contemplated restructuring initiative intended to rationalize the operations of our animal health business and to rationalize operations to provide cost savings. These activities were originally expected to be completed by the end of 2021, but were extended to the end of 2024 in light of the changes to the business environment brought on by the COVID-19 pandemic. The restructuring activities under this prior initiative were completed in 2021.

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Restructuring and integration costs recorded during our 2023, 2022 and 2021 fiscal years consisted of the following:

	Year Ended December 30, 2023			
	Health Care Distribution		Technology and Value-Added Services	
	Restructuring Costs	Integration Costs	Restructuring Costs	Integration Costs
Severance and employee-related costs	\$ 41	\$ -	\$ 5	\$ -
Impairment and accelerated depreciation and amortization of right-of-use lease assets and other long-lived assets	13	-	2	-
Exit and other related costs	5	-	1	-
Loss on disposal of a business	13	-	-	-
Total restructuring and integration costs	\$ 72	\$ -	\$ 8	\$ -

	Year Ended December 31, 2022			
	Health Care Distribution		Technology and Value-Added Services	
	Restructuring Costs	Integration Costs	Restructuring Costs	Integration Costs
Severance and employee-related costs	\$ 25	\$ -	\$ 4	\$ -
Impairment and accelerated depreciation and amortization of right-of-use lease assets and other long-lived assets	47	-	-	-
Exit and other related costs	3	-	-	-
Loss on disposal of a business	49	-	-	-
Integration employee-related and other costs	-	3	-	-
Total restructuring and integration costs	\$ 124	\$ 3	\$ 4	\$ -

	Year Ended December 25, 2021			
	Health Care Distribution		Technology and Value-Added Services	
	Restructuring Costs	Integration Costs	Restructuring Costs	Integration Costs
Severance and employee-related costs	\$ 6	\$ -	\$ 2	\$ -
Total restructuring and integration costs	\$ 6	\$ -	\$ 2	\$ -



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**HENRY SCHEIN, INC.**  
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The following table summarizes, by reportable segment, the activity related to the liabilities associated with the year ended December 30, 2023. The remaining accrued liabilities as of December 30, 2023, which primarily relates to severance and employee-related expenses, are included within our consolidated balance sheets. Liabilities related to extended lease with facilities are recorded as long-term and non-current operating lease liabilities within our consolidated balance sheets.

	<b>Health Care Distribution</b>	<b>Technology and Value-Added Services</b>	<b>Other</b>
Balance, December 25, 2021	\$ 3	\$ 1	\$ -
Restructuring and integration costs	124	4	-
Non-cash asset impairment and accelerated depreciation and amortization of right-of-use lease assets and other long-lived assets	47	-	-
Non-cash impairment on disposal of a business	(4)	-	-
Cash payments and other adjustments	(13)	0	-
Balance, December 31, 2022	21	3	-
Restructuring and integration costs	72	8	-
Non-cash asset impairment and accelerated depreciation and amortization of right-of-use lease assets and other long-lived assets	13	0	-
Non-cash impairment on disposal of a business	(1)	-	-
Cash payments and other adjustments	(4)	0	-
Balance, December 30, 2023	<u>\$ 22</u>	<u>\$ 1</u>	<u>\$ -</u>

**HENRY SCHEIN, INC.**  
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**Note 16 - Commitments and Contingencies**

Purchase Commitments

In our health care distribution business, we sometimes enter into long-term purchase agreements for the availability of products for distribution. Future minimum annual payments for inventory purchase commitments as of December 31, 2023 are:

2024	\$
2025	
2026	
2027	
2028	
Thereafter	
Total minimum inventory purchase commitment payments	\$

Employment, Consulting and Non-Compete Agreements

We have employment, consulting and non-compete agreements that have varying bases for the years 2024 through 2028 and thereafter of approximately \$1 million, \$1 million, \$1 million, \$1 million, and \$1 million, respectively. We also have lifetime consulting agreements that provide for compensation of one hundred thousand dollars per year, with small scheduled increases every five years in 2027. In addition, some agreements have provisions for additional incentives and compensation.

Henry Schein, Inc. has been named as a defendant in multiple opioid related lawsuits

hundreds and less than 100, (one or more of Henry Schein, Inc.'s subsidiaries is also named

number of those cases), a defendant in the lawsuits allege that the manufacturers of

prescription opioids have conspired to expand the market for such drugs and their own

share and supply chain in the Henry Schein, Inc. and its subsidiaries) reaped financial

benefits by failing to monitor appropriately and restrict the improper distribution of the

opioids. The lawsuits have been consolidated within the MultiDistrict Litigation ("MDL

Prescription Opioid Litigation (MDL No. 2804; Case No. 17-md-2804) and are currently

stayed, and in state courts and are proceeding independently and outside of the

all issues are set for trial the action filed by DC Health Care Authority et al

Alabama State for a civil action in July 8, 2023, the action filed by Mobile County Board

Healthcare Inc. in January 26, 2024, a second

plaintiff has the company based on the cyber security incident, also on the motion, Class

plaintiffs have filed a motion for summary judgment, through the State of Florida in Florida state

scheduled for a jury trial in September 2025. Of Henry Schein's 2023 net sales, 20% are

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# HENRY SCHEIN, INC.

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### Note 17 - Stock-Based Compensation

Stock-based awards are provided to certain employees under our 2020 Stock Incentive Plan (formerly known as the 2015 Non-Employee Director Stock Incentive Plan) (together, the "Plans"). The Plans are administered by the Compensation Committee of the Board (the "Compensation Committee"). Historically, equity-based awards have been provided solely in the form of time-based and performance-based restricted stock units (RSUs). In 2022, the plan year in which non-qualified stock options were issued in part, we returned to granting our employees equity-based awards in the form of time-based and performance-based RSUs. Our non-employee directors receive equity-based awards in the form of RSUs.

As of December 30, 2023, there were 70,942,657 shares authorized and 6,773,234 shares available to be granted under the 2020 Stock Incentive Plan. As of December 30, 2023, there were 2,075,000 shares authorized and 393,309 shares available to be granted under the 2023 Non-Employee Director Stock Incentive Plan.

RSUs are stock-based awards granted to recipients with specified vesting provisions. RSUs are issued upon the following satisfaction of vesting conditions. We issue RSUs to our employees primarily based on achieving specified performance measurements and the recipient's continued service over time, primarily with time-based RSUs granted to our non-employee directors primarily with performance-based RSUs granted to our non-employee directors primarily with time-based RSUs. For these RSUs, we recognize the cost as compensation expense on a straight-line basis.

For all RSUs, we estimate the fair value based on our closing stock price on the grant date. For time-based RSUs, the number of shares that ultimately vest and are received by the recipient is based on the number of shares granted. For performance-based RSUs, the number of shares that ultimately vest and are received by the recipient is based on the number of shares granted multiplied by the percentage of performance targets achieved. We estimate the fair value of RSUs based on our closing stock price at time of grant.

Each of the Plans provide for certain adjustments to the performance measurement in the event of certain events. With respect to the performance-based RSUs granted under our 2020 Stock Incentive Plan, performance measurement adjustments relate to significant events, including, without limitation, acquisitions, business ventures, certain capital transactions (including share repurchases), differences in accounting principles, changes in income tax rates in certain markets, foreign exchange rate fluctuations, positive or negative, of the difference in projected earnings (solely with respect to performance-based RSUs granted in the 2022 and 2023 plan years), and other events affecting us.

Over the performance period, the number of RSUs that will ultimately vest and be issued to recipients is adjusted upward or downward based upon our estimation of the number of shares delivered to recipients and the related expense based on the performance metrics as defined under the 2020 Stock Incentive Plan.

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Stock options are awards that allow the recipient to purchase shares of our common stock at a certain time of grant. Stock options were granted at an exercise price equal to the fair value of our common stock on the date of grant. Stock options issued in 2021 and 2022 vest one-third per year based on the recipient's continued employment under the terms and conditions of the 2020 Stock Incentive Plan, are fully vested and have a contractual life term from the grant date, subject to earlier termination of the award upon certain events. Compensation expense for stock options is recognized when we determine the grant date fair value of stock options using the Black-Scholes model. We ended December 30, 2023, with no stock options.

In addition to equity-based awards granted in fiscal 2021 under the long-term incentive program, the Compensation Committee granted a Special Pandemic Recognition Award under the 2020 Stock Incentive Plan to recipients of RSUs under the 2018 long-term incentive program. The payout under the Special Pandemic Recognition Award was based on the performance of the 2020 LTIP, which was negatively impacted by the COVID-19 pandemic. Given the significance of the impact of the pandemic on our business and the contributions made by our employees (including those who received such equity awards and the contributions made by our employees (including those who received such equity awards), on March 3, 2021, the Compensation Committee granted a Special Pandemic Recognition Award to recipients of performance-based restricted stock units under the 2018 LTIP, which was based on the performance of the 2020 LTIP. These time-based RSUs vest over a period of 50% and the second anniversary of the grant date, based on continued service and subject to the terms and conditions of the 2020 Stock Incentive Plan and compensation policy. The compensation is based on a performance of the 2018 LTIP and the one-time Special Pandemic Recognition Award granted in 2021. The RSUs will be paid out in 2021 if the recipient's original number of performance-based restricted stock units is satisfied by the end of the vesting schedule commencing on the grant date.

Our consolidated statements of income reflect pre-tax share-based compensation expense of \$19 million and \$8 million for the years ended December 30, 2023, December 31, 2022 and December 25, 2021.

Total unrecognized compensation cost related to unvested awards as of December 31, 2021 is \$5.1 million. This cost is expected to be recognized over a weighted-average period of approximately 6 years, which

The weighted-average grant date fair value of stock-based awards granted was \$2.72, \$2.49 and \$2.51 during the years ended December 30, 2023, December 31, 2022 and December 25, 2021, respectively.

Certain stock-based compensation is required to be settled in cash. During the year ended December 31, 2020, we

We record deferred income tax assets for awards that will result in future income tax and deduction compensation that is best recognized and our statutory tax rate in the jurisdiction deduction will receive a

Our consolidated statements of cash flows present our stock-based compensation expense as an adjustment between net income and net cash provided by operating activities for all periods presented. This is because the excess of tax deductions in excess of recognized compensation expense is not deductible for cash flow purposes.

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The following weighted-average assumptions were used in determining the most recent value of the Black-Scholes valuation model:

	2022	2021
Expected dividend yield	-%	-%
Expected stock price volatility	27.8%	27.1%
Risk-free interest rate	3.62%	1.33%
Expected life of options (in years)	6.00	6.00

We have not declared cash dividends on our stock in the past and we do not anticipate declaring cash dividends. The expected stock price volatility is based on implied volatility from stock historical volatility of our stock and other factors. The risk-free interest rate is the yield on the Treasury bill in effect at the time of grant that most closely aligns to the expected life of the options was determined using the simplified method for estimating the expected term as set forth in Staff Accounting Bulletin Topic 14.

The following table summarizes the stock option activity for the year ended December 30, 2023:

	Stock Options			
	Shares	Weighted Average Exercise Price	Weighted Average Remaining Contractual Life (in years)	Aggregated Intrinsic Value
Outstanding at beginning of year	1,117,574	\$ 71.38		
Granted	-	-		
Exercised	(23,498)	62.74		
Forfeited	(15,617)	79.04		
Outstanding at end of year	<u>1,078,459</u>	\$ 71.46	7.6	\$
Options exercisable at end of year	<u>573,459</u>	\$ 68.43		

	Number of Options	Weighted Average Exercise Price	Weighted Average Remaining Contractual Life (in years)	Aggregated Intrinsic Value
Vested or expected to vest	503,497	\$ 74.95	7.7	\$

The following tables summarize the activity of our unvested RSUs for the year ended December 30, 2023:

	Time-Based Restricted Stock Units			Performance-Based Restricted Stock Units		
	Shares/Units	Weighted Average Grant Date Fair Value Per Share	Intrinsic Value Per Share	Shares/Units	Weighted Average Grant Date Fair Value Per Share	Intrinsic Value Per Share
Outstanding at beginning of period	756,044	\$ 66.59		520,916	\$ 60.23	
Granted	426,021	77.50		381,571	81.00	
Vested	(433,978)	61.96		(631,458)	60.65	
Forfeited	(92,699)	72.37		(62,287)	77.45	
Outstanding at end of period	<u>1,655,398</u>	\$ 70.34	75.71	<u>208,744</u>	\$ 78.02	



The total intrinsic value per share of RSUs that was \$3.99 during the years ended December 30, 2023, December 31, 2022 and December 25, 2021, respectively.

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## HENRY SCHEIN, INC.

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#### Note 18 - Employee Benefit Plans

##### Defined benefit plans

Certain of our employees in our international markets participate in various pension plans managed by employees. These plans are defined benefit plans. The unfunded liability for these plans is recorded in accrued expenses and liabilities within our consolidated balance sheets. The following table presents the changes in projected benefit the funded status of our defined benefit pension plans:

	Years Ended	
	December 30, 2023	December 31, 2022
Obligation and funded status:		
<b>Change in benefit obligation</b>		
Projected benefit obligation, beginning of period	\$ 108	\$ 128
Service costs	3	3
Interest cost	3	1
Past service cost	1	-
Actuarial gain (loss)	6	(19)
Benefits paid	-	(1)
Participant contributions	1	1
Settlements	(3)	(1)
Effect of foreign currency translation	6	(4)
Projected benefit obligation, end of period	\$ 125	\$ 108
<b>Change in plan assets</b>		
Fair value of plan assets at beginning of period	\$ 73	\$ 75
Actual return on plan assets	4	(3)
Employer contributions	2	2
Plan participant contributions	1	1
Expected return on plan assets	1	1
Benefit received	2	-
Settlements	(2)	(1)
Effect of foreign currency translation	5	(2)
Fair value of plan assets at end of period	\$ 86	\$ 73
Unfunded status at end of period	\$ 39	\$ 35

- (1) Includes regular benefit payments and amounts transferred in by new participants.

The majority of our defined benefit plans are unfunded, with the exception of one plan amount of assets exceeds the projected benefit obligation by approximately \$1 million as of December 30, 2023 and December 31, 2022, respectively.

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The following table provides the amounts recognized in our consolidated balance sheet for pension plans:

	<b>Years Ended</b>	
	<b>December 30, 2023</b>	<b>December 31, 2022</b>
Non-current assets	\$ 27	\$ 25
Current liabilities	(1)	(1)
Non-current liabilities	(6)	(5)
Accumulated other comprehensive loss, pre-tax	8	4

The following table provides the components of net periodic pension cost for our defined benefit plans:

	<b>Years Ended</b>		
	<b>December 30, 2023</b>	<b>December 31, 2022</b>	<b>December 25, 2021</b>
Service cost	\$ 3	\$ 3	\$
Interest cost	3	1	
Expected return on plan assets	(3)	(1)	
Employee contributions	(1)	-	
Amortization of prior service credit	-	1	
Recognized net actuarial loss	-	-	
Settlements	-	-	
Net periodic pension cost	<u>\$ 2</u>	<u>\$ 4</u>	<u>\$</u>

The following tables present the weighted-average actuarial assumptions used to determine net periodic pension cost for the periods presented:

	<b>Years Ended</b>	
<b>Pension Benefit Obligation</b>	<b>December 30, 2023</b>	<b>December 2022</b>
Weighted average discount rate	2.71 %	1

	<b>Years Ended</b>		
<b>Net Periodic Pension Cost</b>	<b>December 30, 2023</b>	<b>December 31, 2022</b>	<b>December 2021</b>
Discount rate-pension benefit	1.50 %	1.25 %	0
Expected return on plan assets	0.51 %	0.81 %	0
Rate of compensation increase	1.64 %	1.68 %	1
Pension increase rate	0.80 %	0.61 %	0

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**HENRY SCHEIN, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
(in millions, except share and per share data)

The following table presents the estimated pension benefit payments that are payable December 30, 2023 as of

Year		
2024	\$	7
2025		6
2026		7
2027		7
2028		8
2029 to 2033		44
Total	\$	79

#### 401(k) Plans

We offer qualified 401(k) plans to substantially all domestic full-time employees. As determined by our Board, contributions to these plans generally 100% of the participants' contribution up to 6% of their base compensation, subject to applicable legal limits. Matching contributions are allocated consistently with the participants' investment elections of 20% allocation to the Henry Schein Stock Fund. Forfeitures attributable to participants whose employment terminates are used to offset prior matching contributions and to offset 401(k) plan expenses of

Assets of the 401(k) and other defined contribution plans are held in self-directed accounts through participants' investment fund options. Matching contributions related to these plans charged to operations December 30, 2023, December 31, 2022 and December 25, 2021 were \$45 million, \$5 million, and \$8 million, respectively. Within our consolidated statements of income, \$2 million, \$7 million, and \$0 million, is included in selling, general and administrative expenses, \$8 million, \$8 million, and \$1 million included in cost of goods sold for the years ended December 30, 2023, December 31, 2022 and December 25, 2021, respectively.

#### Supplemental Executive Retirement Plan

We offer an unfunded, non-qualified SERP to eligible employees. This plan generally benefits senior management employees after they have reached the maximum IRS allowed 401(k) contribution. Contributions to this plan are equal to the 401(k) employee-elected contribution percentage applied for the portion of the year in which such employees are not eligible to participate in the 401(k) plan. The amounts charged to operations during the year ended December 30, 2023, December 31, 2022, and December 25, 2021 were \$1 million, \$1 million, and \$2 million, respectively. The charges are included in selling, general and administrative within our consolidated statements of income. [Note 12 - Derivatives and Hedging Activities](#) for additional information.

#### Deferred Compensation Plan

During 2011, we began to offer DCP to a select group of management or highly compensated employees and their family members. This plan allows for the elective deferral of base salary, bonus, and other compensation by eligible employees. The amounts (credited)/charged to operations December 30, 2023, December 31, 2022 and December 25, 2021 were \$12 million, \$12 million, and \$11 million, respectively. The charges are included in selling, general and administrative within our consolidated statements of income. [Note 12 - Derivatives and Hedging Activities](#) for additional information.

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**HENRY SCHEIN, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
(in millions, except share and per share data)

**Note 19 - Redeemable Noncontrolling Interests**

Some minority stockholders in certain of our subsidiaries have the right, at certain times, to require us to purchase their ownership interest in those entities at fair value. ASC Topic 480-10 is applicable to these minority stockholders' interests. The minority stockholders are required to purchase all or a portion of the outstanding interest in the subsidiary from the consolidated subsidiary interest holder under the terms of a put option contained in the contracts of the minority stockholders. The redeemable noncontrolling interests for the years ended December 30, 2023, and December 25, 2021, are presented in the following table:

	December 30, 2023	December 31, 2022	December 25, 2021
Balance, beginning of period	\$ 576	\$ 613	\$ 613
Decrease in redeemable noncontrolling interests due to acquisitions of noncontrolling interests in subsidiaries	(19)	(31)	(31)
Increase in redeemable noncontrolling interests due to business acquisitions	326	4	4
Net income attributable to redeemable noncontrolling interests	6	21	21
Distributions declared, net of capital contributions	(19)	(21)	(21)
Effect of foreign currency translation gain (loss) attributable to redeemable noncontrolling interests	5	(6)	(6)
Change in fair value of redeemable securities	(11)	(4)	(4)
Balance, end of period	\$ 864	\$ 576	\$ 576

**Note 20 - Comprehensive Income**

Comprehensive income includes certain gains and losses that, under U.S. GAAP, are excluded from net income and are recorded directly to stockholders' equity.

The following table summarizes our Accumulated other comprehensive loss, net of applicable taxes as of:

	December 30, 2023	December 31, 2022	December 25, 2021
Attributable to redeemable noncontrolling interests:			
Foreign currency translation adjustment	\$ (32)	\$ (37)	\$ (37)
Attributable to noncontrolling interests:			
Foreign currency translation adjustment	\$ (1)	\$ (1)	\$ (1)
Attributable to Henry Schein, Inc.:			
Foreign currency translation adjustment	\$ (188)	\$ (236)	\$ (236)
Unrealized gain (loss) from hedging activities	(13)	5	5
Pension adjustment loss	(5)	(2)	(2)
Accumulated other comprehensive loss	\$ (206)	\$ (233)	\$ (233)
Total Accumulated other comprehensive loss	\$ (239)	\$ (271)	\$ (271)

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**HENRY SCHEIN, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
(in millions, except share and per share data)

The following table summarizes the components of comprehensive income, net of applicable taxes as follows:

	December 30, 2023	December 31, 2022	December 25, 2021
Net income	\$ 436	\$ 566	\$ 566
Foreign currency translation gain (loss)	53	(8)	(8)
Tax effect	-	-	-
Foreign currency translation gain (loss)	53	(8)	(8)
Unrealized gain (loss) from hedging activities	(2)	10	10
Tax effect	7	(3)	(3)
Unrealized gain (loss) from hedging activities	(1)	7	7
Pension adjustment gain (loss)	(3)	16	16
Tax effect	-	(4)	(4)
Pension adjustment gain (loss)	(3)	12	12
Comprehensive income	\$ 468	\$ 497	\$ 497

Our financial statements are denominated in U.S. Dollars. Fluctuations in the value of the U.S. Dollar may have a significant impact on our comprehensive income. The foreign currency translation gain (loss) during the years ended December 30, 2023, December 31, 2022, and December 25, 2021, was \$53 million, \$(8) million, and \$(8) million, respectively. Changes in foreign currency exchange rates of the Euro, Brazilian Real, British Pound, Canadian Dollar, and Swiss Dollar.

The hedging gain (loss) during the years ended December 30, 2023, December 31, 2022, and December 25, 2021, was \$(1) million, \$7 million, and \$(3) million, respectively. See [Note 11 - Derivatives and Hedging Activities](#) for further information.

The following table summarizes our total comprehensive income, net of applicable taxes as follows:

	December 30, 2023	December 31, 2022	December 25, 2021
Comprehensive income attributable to Henry Schein, Inc.	\$ 443	\$ 476	\$ 476
Comprehensive income attributable to noncontrolling interests	14	6	6
Comprehensive income attributable to Redeemable noncontrolling interests	11	15	15
Comprehensive income	\$ 468	\$ 497	\$ 497

**HENRY SCHEIN, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
(in millions, except share and per share data)

**Note 21 - Earnings Per Share**

Basic earnings per share is computed by dividing net income attributable to Henry Schein by the number of common shares outstanding for the period. Our diluted earnings per share is computed similarly, except that it reflects the effect of common shares issued or exercised if stock options using the treasury stock method in periods in which they have a dilutive effect.

A reconciliation of shares used in calculating earnings per basic and diluted share follows:

	<b>Years Ended</b>		
	<b>December 30, 2023</b>	<b>December 31, 2022</b>	<b>December 31, 2021</b>
Basic	130,618,990	136,064,221	140,000,000
Effect of dilutive securities:			
Stock options and restricted stock units	1,129,181	1,691,449	1,000,000
Diluted	<u>131,748,171</u>	<u>137,755,670</u>	<u>141,000,000</u>

The number of antidilutive securities that were excluded from the calculation of diluted earnings per share is as follows:

	<b>Years Ended</b>		
	<b>December 30, 2023</b>	<b>December 31, 2022</b>	<b>December 31, 2021</b>
Stock options	424,695	342,716	1,000,000
Restricted stock units	15,040	19,466	1,000,000
Total anti-dilutive securities excluded from earnings per share computation	<u>439,735</u>	<u>362,182</u>	<u>2,000,000</u>

**Note 22 - Supplemental Cash Flow Information**

Cash paid for interest and income taxes was:

	<b>Years ended</b>		
	<b>December 30, 2023</b>	<b>December 31, 2022</b>	<b>December 31, 2021</b>
Interest	\$ 84	\$ 47	\$ 25
Income taxes	218	265	143

For the years ended December 30, 2023, December 31, 2022 and December 31, 2021, we had net unrealized gains (losses) related to hedging activities of \$1 million and \$1 million, respectively. For additional information related to our total return swap and our interest rate swap agreements, see [Note 12 - Derivatives and Hedging Activities](#).

There was approximately \$1.4 billion of debt assumed as part of the acquisitions for the year ended December 30, 2023. Debt assumed during the year ended December 30, 2023 primarily relates to the acquisition of Sofu Biotech.



**HENRY SCHEIN, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**(in millions, except share and per share data)**

**Note 23 - Related Party Transactions**

In connection with the formation of Henry Schein One, LLC, our joint venture with Internet Brands, which was 2018, we entered into a three-year royalty agreement with Internet Brands whereby we will pay Internet Brands approximately \$1 million annually for the use of their intellectual property. For the years ended December 30, 2023, December 31, 2022 and December 25, 2021, we incurred \$31 million, \$31 million, respectively, in connection with costs related to this royalty agreement and at December 31, 2022, Henry Schein One, LLC had a net payable balance to Internet Brands of \$1 million, respectively, comprised of amounts related to results of operations and the royalty agreement. The net payable are recorded within accrued expenses: other, respectively, in the consolidated balance sheets.

We have interests in entities that we account for under the equity accounting method. During the years ended December 30, 2023, December 31, 2022 and December 25, 2021, we made \$4 million, \$6 million, and \$1 million, respectively, to such entities. During the years ended December 30, 2023, December 31, 2022 and December 25, 2021, we received \$1 million, \$1 million and \$1 million, respectively, from such entities. At December 30, 2023 and December 31, 2022, we had \$6 million and \$6 million, respectively, due from our equity affiliates and \$5 million, respectively, due to our equity affiliates.

Certain of our facilities related to our acquisitions are leased from employees and minority shareholders of our subsidiaries. For more information, see Note 7.

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## ITEM 9. Changes in and Disagreements with Accountants on Accounting and Disclosure

None.

## ITEM 9A. Controls and Procedures

## Evaluation of Disclosure Controls and Procedures

Under the supervision and with the participation of management, including our principal financial officer, we evaluated the effectiveness of the design and operation of our disclosure controls and procedures at the end of the period covered by this annual report as such term is defined in Rule 13a-15(e) promulgated under the Securities Exchange Act of 1934, as amended (the "Act"). Based on our management, including our principal executive officer and principal financial officer, concluded that our disclosure controls and procedures were effective as of December 31, 2011. All information required to be disclosed by us in reports that we file or submit under the Exchange Act is communicated to them as appropriate to allow timely decisions regarding required disclosure. Information is recorded, processed, summarized and reported within the time and forms, and the rules of the Nasdaq stock exchange.

## Changes in Internal Control over Financial Reporting

During the quarter ended December 30, 2023, we acquired a 90% voting equity interest in **Sigma**, a supplier of medical products headquartered in California. The full integration of this acquisition with our previously reported acquisitions of S.I.N and Biotech Dental, extended beyond year-end for the quarter ended December 30, 2023. **Sigma**, Biotech Dental, and S.I.N., which together represent less than 1.5% of our annual sales, assessed internal control over financial reporting as of December 30, 2023, and reported no material weaknesses in internal control over financial reporting.

Post-acquisition integration related activities for other dental and medical businesses in the U.S., Europe, Brazil, Australia, and China were included in our annual assessments for internal reporting as of December 30, 2023. These acquisitions, the majority of which are private information systems, have been included in our consolidated financial statements for negotiation.

Finally, we continued systems implementation activities in the U.S. for two of our der.

The combination of acquisitions (including Shield, S.I.N., and Biotech Dental), continued systems implementation activities undertaken during the quarter and carried over from the prior quarter, and the aggregate, represents a material change in our internal control over financial reporting.

During the quarter, all acquisitions, continued acquisition integrations and systems in activities necessary and appropriate change-management controls that are considered quarterly assessments of control over financial reporting.

In October 2023, we experienced a cybersecurity incident that primarily affected the North American and European dental and medical distribution businesses. Once we became aware of the incident, we activated our incident response plan, we took precautionary actions to contain the incident, including isolating affected systems and networks, and conducting a thorough investigation to identify the cause of the incident. We also engaged external cybersecurity experts to support our assessment of the cyber-incident's impact and to assist in the remediation of affected systems and applications. We also notified law enforcement agencies, regulators, and other relevant parties, including our customers, suppliers, and investors, informing them of both the incident and management's actions to address the incident. We are currently working to restore our systems and operations and to ensure the security of our data and systems.

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Subsequently, on or about November 8, 2023, we determined that the threat actor obtained personal and sensitive information on our systems belonging to certain third parties and since the affected parties and potentially affected parties as appropriate. The scope of personal information affected is still under investigation.

On November 22, 2023, we experienced a related disruption to our e-commerce platform which applications, remediated.

In order to mitigate the impact of this disruption on our systems and on our ability to serve our customers, alternative channels were temporarily implemented.

## Management's Report on Internal Control over Financial Reporting

Our management is responsible for establishing and maintaining adequate internal control over financial reporting as defined in Exchange Act Rule 13a-15(f). Our internal control system is designed to provide reasonable assurance to our management and Board regarding the preparation and fair presentation of our financial statements published under the supervision and with the participation of our management, including our principal financial officer, we conducted an evaluation of the effectiveness of our internal control over financial reporting based on the framework in Internal Control-Integrated (2013) issued by the Committee of Sponsoring Organizations, or the COSO Framework. Under the COSO Framework, our management concluded that our internal control over financial reporting was at a reasonable assurance level as of December 30, 2023.

The effectiveness of our internal control over financial reporting as of December 30, 2023, was audited by PwC USA, P.C., an independent registered public accounting firm, and the audit opinion included the evaluation of internal controls involves judgment. Our external auditor has identified a material weakness resulting from the aggregation of certain control deficiencies related to logical and user access management and segregation of duties. The Company agrees that the deficiencies that our external auditor has identified, all of which either have been addressed. The Company's management has considered the control deficiencies and believes that, individually and in aggregate, they do not result in a material weakness. A deficiency, or a combination of deficiencies, in internal control over financial reporting, is a deficiency, or a combination of deficiencies, in internal control over financial reporting, such that there is a reasonable possibility that a material misstatement of the company's financial statements will not be prevented or detected on a timely basis.

## Limitations of the Effectiveness of Internal Control

A control system, no matter how well conceived and operated, can provide only reasonable assurance that the objectives of the internal control system are met. Because of the inherent limitations of any control system, no evaluation of controls can provide absolute assurance that all control issues have been detected.

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## Report of Independent Registered Public Accounting Firm

Shareholders and Board of Directors  
Henry Schein, Inc.  
Melville, NY

## Opinion on Internal Control over Financial Reporting

We have audited Henry Schein, Inc.'s (the "Company's") internal control over financial reporting as of December 31, 2023, based on criteria established in Internal Control - Integrated Framework (2013) issued by the Committee of Sponsoring Organizations of the Treadway Commission (the "COSO criteria"). In our opinion, the Company's internal control over financial reporting was effective in all material respects, effective internal control over financial reporting as of December 31, 2023, based on the COSO criteria.

We do not express an opinion or any other form of assurance on management's ~~reference to~~ actions taken by the Company after the date of management's assessment.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (“PCAOB”), the consolidated balance sheets of the Company as of December 31, 2022, the related consolidated statements of income, comprehensive income, changes in equity, and cash flows for each of the three years in the period ended December 31, 2024 (collectively referred to as “the financial statements”) and our reports thereon dated February 28, 2024.

### Basis for Opinion

The Company's management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting, included in our "Annual Management's Report on Internal Control over Financial Reporting". Our responsibility is to express an opinion on the Company's internal control over financial reporting based on our audit.

We are registered with the PCAOB and are required to be independent with respect to the Company in accordance with the federal securities laws and the applicable rules and regulations of the Securities Exchange Act of 1934 and the PCAOB.

We conducted our audit of internal control over financial reporting in accordance with the standards of the PCAOB, that we plan and perform the audit to obtain reasonable assurance whether effective internal control over financial reporting was maintained in all material respects. Our understanding of internal control over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk, are procedures that we considered necessary in performing such other procedures as we considered necessary in order to express our opinion. We believe that our studies provide a reasonable basis for our opinion.

A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that reporting a reasonable possibility that a material misstatement of the Company's consolidated financial statements will not be prevented or detected on a timely basis. We identified the material weakness that has not been identified as a material weakness in our assessment. The weakness in internal control over financial reporting is related to logical and segregation of duties, at the application control level, in certain information technology components. There is a reasonable possibility that a material misstatement of the Company's consolidated financial statements with respect to these matters would not have been timely basis. This material weakness was considered in determining the nature, timing and extent of audit procedures applied in our audit of the 2023 consolidated financial statements, and this report dated February 28, 2024, on those consolidated financial statements.

As indicated in the accompanying “Item 9A, Management’s Report on Internal Control” section of this report, management’s assessment of and conclusion on the effectiveness of internal control systems for the year ended December 31, 2017 include the internal controls of Shield Healthcare, Inc., S.I.N. Implant System, and

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acquired during the year ended December 30, 2023, and are included in the consolidated balance sheet of December 30, 2023, and the related consolidated statements of income, changes in stockholders' equity, and cash flows for the year then ended. Shield Health System, HNP Dental, together represent less than 1.5% of total net sales for 2023. Management did not assess the effectiveness of internal control over financial reporting for Shield Health System, or Biotech Dental because of the timing of the acquisition, which was completed during the year ended December 30, 2023. Our audit of internal control over financial reporting also includes an evaluation of the internal control over financial reporting of Shield Health System, and Biotech Dental.

## Definition and Limitations of Internal Control over Financial Reporting

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes policies and procedures that (1) pertain to the maintenance of records that reasonably and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, disposition or assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

/s/ BDO USA, P.C.  
New York, NY  
February 28, 2024

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## **ITEM 9B. Other Information**

Not applicable.

## **ITEM 9C. Disclosure Regarding Foreign Jurisdictions that Prevent Inspection**

Not applicable.

## **PART III**

## **ITEM 10. Directors, Executive Officers and Corporate Governance**

Information required by this item regarding our directors and executive officers and corporate governance is hereby incorporated by reference to the Section entitled "Election of Directors," with the first paragraph of the Section entitled "Corporate Governance - Board of Directors Meeting Procedures," with respect to corporate governance, in each case in our definitive Statement of Material Changes to Regulation 14A and to the Section entitled "Information about our Executive Officers" in Part III with respect to executive officers.

There have been no changes to the procedures by which stockholders may recommend our Board disclose of such procedures, which appeared in our definitive 2023 Proxy Statement to Regulation 14A on April 11, 2023.

Information required by this item concerning compliance with Section 16(a) of the Securities Exchange Act of 1934 is hereby incorporated by reference to the Section entitled "Delinquent Section 16(a) Reports" in our 2024 Proxy Statement to be filed pursuant to Regulation 14A, to the extent of disclosure.

We have adopted a Code of Ethics that applies to our Chief Executive Officer, Chief Financial Officer, Chief Accounting Officer and Controller. We make available free of charge through our Internet website, [www.henryschein.com](http://www.henryschein.com), under the "About Henry Schein--Corporate Governance Highlights" link. We intend to disclose on our Web site any amendment to, or waiver of, a provision of the Code of Ethics.

## **ITEM 11. Executive Compensation**

The information required by this item is hereby incorporated by reference to the Section entitled "Compensation Analysis," "Compensation Committee Report" (which information shall be included in this Annual Report on Form 10-K), "Executive and Director Compensation" and "Compensation and Insider Participation" in our definitive 2024 Proxy Statement to be filed pursuant to Regulation 14A.



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**ITEM 12. Security Ownership of Certain Beneficial Owners and Management**  
**Stockholder**

We maintain several stock incentive plans for the benefit of certain officers, directors and employees. All plans have been approved by our stockholders. Descriptions of these plans appear in our financial statements. The following table summarizes information relating to these plans as of December 30, 2023:

Plan Category	Number of Common Shares to be Issued Upon Exercise of Outstanding Options and Rights			Weighted- Average Exercise Price of Outstanding Options		Number of Shares Available for Future Issuance	
Plans Approved by Stockholders	-	\$	-	-	-	-	7
Plans Not Approved by Stockholders	-		-	-	-	-	-
Total	-	\$	-	-	-	-	7

The other information required by this item is hereby incorporated by reference to the "Ownership of Certain Beneficial Owners and Management" in our definitive 2024 Proxy Statement to be filed pursuant to Regulation 14A.

**ITEM 13. Certain Relationships and Related Transactions, and Director Independence**

The information required by this item is hereby incorporated by reference to the Section "Certain Relationships and Related Transactions" and "Corporate Governance – Board of Directors and Committees – Independent Directors" in our definitive 2024 Proxy Statement to be filed pursuant to Regulation 14A.

**ITEM 14. Principal Accounting Fees and Services**

The information required by this item is hereby incorporated by reference to the Section "Independent Public Accounting Firm Fees and Pre-Approval Policies and Procedures" in our definitive 2024 Proxy Statement to be filed pursuant to Regulation 14A.

**PART IV**

**ITEM 15. Exhibits, Financial Statement Schedules**

**(a) List of Documents Filed as a Part of This Report:**

1. Financial Statements:  
Our Consolidated Financial Statements filed as a part of this report are listed on Page 62.
2. Index to Exhibits:  
See exhibits listed under Item 15(b) below.

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### **(b) Exhibits**

- [3.1 Second Amended and Restated Certificate of Incorporation of Henry Schein, Inc. \(Incorporated by reference to Exhibit 3.1 to our Current Report on Form 8-K filed on May 1, 2018.\)](#)
- [3.2 Fourth Amended and Restated By-Laws of Henry Schein, Inc., effective March 24, 2023. \(Incorporated by reference to Exhibit 3.1 to our Current Report on Form 8-K filed on March 24, 2023.\)](#)
- [4.1 Third Amended and Restated Multicurrency Master Note Purchase Agreement, dated as of October 20, 2021, by and among us, Metropolitan Life Insurance Company, Investment Management, LLC and each MetLife affiliate which becomes party thereto. \(Incorporated by reference to Exhibit 4.4 to our Current Report on Form 8-K filed on October 21, 2021.\)](#)
- [4.2 Third Amended and Restated Master Note Facility, dated as of October 20, 2021, by and among us, NYL Investors LLC and each New York Life affiliate which becomes party thereto. \(Incorporated by reference to Exhibit 4.3 to our Current Report on Form 8-K filed on October 21, 2021.\)](#)
- [4.3 Third Amended and Restated Multicurrency Private Shelf Agreement, dated as of October 20, 2021, by and among us, PGIM, Inc. and each Prudential affiliate which becomes party thereto. \(Incorporated by reference to Exhibit 4.2 to our Current Report on Form 8-K filed on October 21, 2021.\)](#)
- [4.4 Multicurrency Private Shelf Agreement, dated as of October 20, 2021, by and among us, AIG Asset Management \(U.S.\), LLC and each AIG affiliate which becomes party thereto. \(Incorporated by reference to Exhibit 4.1 to our Current Report on Form 8-K filed on October 21, 2021.\)](#)
- [4.5 Description of Securities. \(Incorporated by reference to Exhibit 4.5 to our Current Report on Form 10-K for the fiscal year ended December 25, 2021 filed on February 1, 2022.\)](#)
- [10.1 Henry Schein, Inc. 2013 Stock Incentive Plan, as amended and restated effective May 14, 2013. \(Incorporated by reference to Exhibit 10.2 to our Current Report on Form 10-Q for the fiscal quarter ended March 30, 2019 filed on May 16, 2013.\)\\*\\*](#)
- [10.2 Form of 2019 Restricted Stock Unit Agreement for performance-based restricted stock awards pursuant to the Henry Schein, Inc. 2013 Stock Incentive Plan \(as amended and restated effective as of May 14, 2013\). \(Incorporated by reference to Exhibit 10.1 to our Quarterly Report on Form 10-Q for the fiscal quarter ended March 30, 2019 filed on May 7, 2019.\)\\*\\*](#)
- [10.3 Form of 2019 Restricted Stock Unit Agreement for time-based restricted stock awards pursuant to the Henry Schein, Inc. 2013 Stock Incentive Plan \(as amended and restated effective as of May 14, 2013\). \(Incorporated by reference to Exhibit 10.1 to our Quarterly Report on Form 10-Q for the fiscal quarter ended March 30, 2019 filed on May 7, 2019.\)\\*\\*](#)
- [10.4 Henry Schein, Inc. 2020 Stock Incentive Plan, as amended and restated effective May 26, 2020. \(Incorporated by reference to Exhibit 10.1 to our Current Report on Form 10-K for the fiscal year ended December 25, 2021 filed on May 26, 2020.\)\\*\\*](#)

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- [10.5 Form of 2021 Stock Option Agreement pursuant to the Henry Schein, Inc. 2021 Stock Incentive Plan \(as amended and restated effective as of May 21, 2020\). \(Incorporated by reference to Exhibit 10.1 to our Current Report on Form 8-K filed on March 27, 2021.\)\\*\\*](#)
- [10.6 Form of 2022 Restricted Stock Unit Agreement for time-based restricted stock awards pursuant to the Henry Schein, Inc. 2020 Stock Incentive Plan \(as amended and restated effective as of May 21, 2020\). \(Incorporated by reference to Exhibit 10.1 to our Quarterly Report on Form 10-Q for the fiscal quarter ended March 26, 2022 filed on May 3, 2022.\)\\*\\*](#)
- [10.7 Form of 2022 Restricted Stock Unit Agreement for performance-based restricted stock awards pursuant to the Henry Schein, Inc. 2020 Stock Incentive Plan \(as amended and restated effective as of May 21, 2020\). \(Incorporated by reference to Exhibit 10.1 to our Quarterly Report on Form 10-Q for the fiscal quarter ended March 26, 2022 filed on May 3, 2022.\)\\*\\*](#)
- [10.8 Henry Schein, Inc. 2015 Non-Employee Director Stock Incentive Plan. \(Incorporated by reference to Exhibit 10.1 to our Quarterly Report on Form 10-Q for the fiscal quarter ended March 27, 2015 filed on July 29, 2015.\)\\*\\*](#)
- [10.9 Form of 2018 Restricted Stock Unit Agreement for time-based restricted stock awards pursuant to the Henry Schein, Inc. 2015 Non-Employee Director Stock Incentive Plan, as amended and restated effective as of June 22, 2015\). \(Incorporated by reference to Exhibit 10.6 to our Quarterly Report on Form 10-Q for the fiscal quarter ended March 26, 2018 filed on May 8, 2018.\)\\*\\*](#)
- [10.10 Henry Schein, Inc. 2023 Non-Employee Director Stock Incentive Plan, as amended and restated effective as of May 23, 2023. \(Incorporated by reference to Exhibit 10.1 to our Current Report on Form 8-K filed on May 25, 2023.\)\\*\\*](#)
- [10.11 Henry Schein, Inc. Supplemental Executive Retirement Plan, amended and restated effective as of January 1, 2014. \(Incorporated by reference to Exhibit 10.1 to our Quarterly Report on Form 10-Q for the fiscal quarter ended September 28, 2013 filed on November 5, 2013.\)\\*\\*](#)
- [10.12 Amendment Number One to the Henry Schein, Inc. Supplemental Executive Retirement Plan, amended and restated effective as of January 1, 2014. \(Incorporated by reference to Exhibit 10.18 to our Annual Report on Form 10-K for the fiscal year ended December 31, 2019 filed on February 20, 2020.\)\\*\\*](#)
- [10.13 Amendment Number Two to the Henry Schein, Inc. Supplemental Executive Retirement Plan, amended and restated effective as of January 1, 2014. \(Incorporated by reference to Exhibit 10.3 to our Quarterly Report on Form 10-Q for the fiscal quarter ended September 26, 2020 filed on May 5, 2020.\)\\*\\*](#)
- [10.14 Amendment Number Three to the Henry Schein, Inc. Supplemental Executive Retirement Plan, amended and restated effective as of January 1, 2014. \(Incorporated by reference to Exhibit 10.2 to our Quarterly Report on Form 10-Q for the fiscal quarter ended September 26, 2020 filed on November 2, 2020.\)\\*\\*](#)
- [10.15 Amendment Number Four to the Henry Schein, Inc. Supplemental Executive Retirement Plan, amended and restated effective as of January 1, 2014. \(Incorporated by reference to Exhibit 10.1 to our Current Report on Form 8-K filed on December 18, 2023.\)\\*\\*](#)

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- [10.16 Henry Schein, Inc. 2004 Employee Stock Purchase Plan, effective as of May 2004. \(Incorporated by reference to Exhibit D to our definitive 2004 Proxy Statement on Schedule 14A, filed on April 27, 2004.\)\\*\\*](#)
- [10.17 Henry Schein, Inc. 2023 Non-Employee Director Stock Incentive Plan, amended and restated effective as of May 23, 2023. \(Incorporated by reference to Exhibit 10.1 to our Current Report on Form 8-K filed on May 25, 2023.\)\\*\\*](#)
- [10.18 Henry Schein, Inc. Deferred Compensation Plan, as amended and restated effective as of November 14, 2023. \(Incorporated by reference to Exhibit 10.1 to our Current Report on Form 8-K filed on November 16, 2023.\)\\*\\*](#)
- [10.19 Henry Schein Management Team Performance Incentive Plan and Plan Summary, effective as of January 1, 2014. \(Incorporated by reference to Exhibit 10.7 to our Quarterly Report on Form 10-Q for the fiscal quarter ended March 29, 2014 filed on May 1, 2014.\)\\*\\*](#)
- [10.20 Amended and Restated Employment Agreement dated as of November 28, 2022 between Henry Schein, Inc. and Stanley M. Bergman. \(Incorporated by reference to Exhibit 10.1 to our Current Report on Form 8-K filed on November 29, 2022.\)\\*\\*](#)
- [10.21 Letter Agreement dated November 11, 2021 between Henry Schein, Inc. and Stanley M. Bergman. \(Incorporated by reference to Exhibit 10.27 to our Annual Report on Form 10-K for the fiscal year ended December 31, 2022 filed on February 21, 2023.\)\\*\\*](#)
- [10.22 Agreement dated November 11, 2021 between Henry Schein, Inc. and Bradley A. Breslawski. \(Incorporated by reference to Exhibit 10.28 to our Annual Report on Form 10-K for the fiscal year ended December 31, 2022 filed on February 21, 2023.\)\\*\\*](#)
- [10.23 Special Incentive Plan dated May 24, 2021 between Henry Schein, Inc. and Bradley A. Breslawski. \(Incorporated by reference to Exhibit 10.29 to our Annual Report on Form 10-K for the fiscal year ended December 31, 2022 filed on February 21, 2023.\)\\*\\*](#)
- [10.24 Form of Amended and Restated Change in Control Agreement dated December 1, 2009 between us and certain executive officers who are a party thereto \(James B. Breslawski, Michael S. Ettinger, and Mark Mlotek, respectively\). \(Incorporated by reference to Exhibit 10.15 to our Annual Report on Form 10-K for the fiscal year ended December 31, 2009 filed on February 24, 2009.\)\\*\\*](#)
- [10.25 Form of Amendment to Amended and Restated Change in Control Agreement dated January 1, 2012 between us and certain executive officers who are a party thereto \(Bradley A. Breslawski, Michael S. Ettinger, and Mark Mlotek, respectively\). \(Incorporated by reference to Exhibit 10.1 to our Current Report on Form 8-K filed on January 1, 2012.\)\\*\\*](#)
- [10.26 Form of Change in Control Agreement between us and certain executive officers who are a party thereto \(Walter Siegel\). \(Incorporated by reference to Exhibit 10.3 to our Quarterly Report on Form 10-Q for the fiscal quarter ended March 30, 2019 filed on May 1, 2019.\)\\*\\*](#)
- [10.27 Henry Schein, Inc. Executive Change in Control Plan, effective as of May 2, 2022 between us and certain executive officers who are a party thereto \(Ronald N. South, Bradley A. Breslawski, and Lorelei McGlynn\). \(Incorporated by reference to Exhibit 10.3 to our Quarterly Report on Form 10-Q for the fiscal quarter ended March 26, 2022 filed on May 3, 2022.\)\\*\\*](#)

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- [10.28 Form of Indemnification Agreement between us and certain directors and officers who are a party thereto \(Mohamed Ali, Deborah Derby, Carole T. Fa Herring, Kurt P. Kuehn, Philip A. Laskawy, Anne H. Margulies, Steven Palad Raphael, Scott P. Serota, Bradley T. Sheares, Ph.D., Reed V. Tuckson, M.D., Stanley M. Bergman, James P. Breslawski, Brad Connett, Michael S. Ettinger McGlynn, Mark E. Mlotek, Walter Siegel and Ronald N. South, respectively\) \(Incorporated by reference to Exhibit 10.1 to our Quarterly Report on Form fiscal quarter ended September 26, 2015 filed on November 4, 2015.\)\\*\\*](#)
- [10.29 Second Amended and Restated Revolving Credit Agreement, dated as of Jul among us, the several lenders parties thereto, and JPMorgan Chase Bank, N administrative agent, U.S. Bank National Association, as syndication agent, N.A., Bank of America, N.A., UniCredit Bank, A.G., the Bank of New York M Bank, N.V. and HSBC Bank USA, N.A., as co-documentation agents. \(Incorp reference to Exhibit 10.2 to our Current Report on Form 8-K filed on July 13](#)
- [10.30 Term Loan Credit Agreement, dated as of July 11, 2023, among us, the sever parties thereto, JPMorgan Chase Bank, N.A., as administrative agent, U.S. Bank National Association, as syndication agent, and TD Bank, N.A., Bank of America, N.A. and UniCredit Bank, A.G., as co-documentation agen \(Incorporated by reference to Exhibit 10.1 to our Current Report on Form 8 filed on July 13, 2023.\)](#)
- [10.31 Receivables Purchase Agreement, dated as of April 17, 2013, by and among servicer, HSFR, Inc., as seller, The Bank of Tokyo-Mitsubishi UFJ, Ltd., as a various purchaser groups from time to time party thereto. \(Incorporated by Exhibit 10.1 to our Current Report on Form 8-K filed on April 19, 2013.\)](#)
- [10.32 Amendment No. 1 dated as of September 22, 2014 to the Receivables Purch Agreement, dated as of April 17, 2013, by and among us, as servicer, HSFR The Bank of Tokyo-Mitsubishi UFJ, LTD., New York Branch, as agent and th purchaser groups from time to time party thereto. \(Incorporated by referen 10.2 to our Current Report on Form 8-K filed on September 26, 2014.\)](#)
- [10.33 Amendment No. 2 dated as of April 17, 2015 to Receivables Purchase Agree of April 17, 2013, by and among us, as performance guarantor, HSFR, Inc., Bank of Tokyo-Mitsubishi UFJ, Ltd., New York Branch, as agent and the var purchaser groups party thereto. \(Incorporated by reference to Exhibit 10.1 Report on Form 10-Q for the fiscal quarter ended June 25, 2016 filed on Aug](#)
- [10.34 Amendment No. 3 dated as of June 1, 2016 to Receivables Purchase Agree of April 17, 2013, by and among us, as performance guarantor, HSFR, Inc., Bank of Tokyo-Mitsubishi UFJ, Ltd., New York Branch, as agent and the var purchaser groups party thereto. \(Incorporated by reference to Exhibit 10.2 Report on Form 10-Q for the fiscal quarter ended June 25, 2016 filed on Aug](#)
- [10.35 Amendment No. 4 dated as of July 6, 2017 to Receivables Purchase Agree of April 17, 2013, by and among us, as performance guarantor, HSFR, Inc., Bank of Tokyo-Mitsubishi UFJ, Ltd., New York Branch, as agent and the var purchaser groups party thereto. \(Incorporated by reference to Exhibit 10.1 Report on Form 10-Q for the fiscal quarter ended September 30, 2017 filed 6, 2017.\)](#)

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10.36	<a href="#"><u>Amendment No. 5 dated as of May 13, 2019 to Receivables Purchase Agreement, dated as of April 17, 2013, by and among us, as performance guarantor, HSFR, Inc., Bank of Tokyo-Mitsubishi UFJ, Ltd., New York Branch, as agent and the various purchaser groups party thereto. (Incorporated by reference to Exhibit 10.1 to our Quarterly Report on Form 10-Q for the fiscal quarter ended June 29, 2019 filed on August 6, 2019.)</u></a>
10.37	<a href="#"><u>Limited Waiver dated as of May 22, 2020 to Receivables Purchase Agreement, dated as of April 17, 2013, by and among us, as servicer, HSFR, Inc., as seller, lender, and the various purchaser groups from time to time party thereto, as amended. (Incorporated by reference to Exhibit 10.7 to our Quarterly Report on Form 10-Q for the fiscal quarter ended June 27, 2020 filed on August 4, 2020.)</u></a>
10.38	<a href="#"><u>Amendment No. 6 dated as of June 22, 2020 to the Receivables Purchase Agreement, dated as of April 17, 2013, by and among us, as servicer, HSFR, Inc., as seller, lender, agent and the various purchaser groups from time to time party thereto. (Incorporated by reference to Exhibit 10.1 to our Current Report on Form 8-K filed on June 22, 2020.)</u></a>
10.39	<a href="#"><u>Amendment No. 7 dated as of October 20, 2021 to Receivables Purchase Agreement, dated as of April 17, 2013, by and among us, as servicer, HSFR, Inc., as seller, lender, agent and the various purchaser groups from time to time party thereto. (Incorporated by reference to Exhibit 10.1 to our Current Report on Form 8-K filed on October 20, 2021.)</u></a>
10.40	<a href="#"><u>Amendment No. 8 dated as of December 15, 2022 to Receivables Purchase Agreement, dated as of April 17, 2013, by and among us, as servicer, HSFR, Inc., as seller, lender, agent and the various purchaser groups from time to time party thereto. (Incorporated by reference to Exhibit 10.45 to our Annual Report on Form 10-K for the fiscal year ended December 31, 2022 filed on February 21, 2023.)</u></a>
10.41	<a href="#"><u>Omnibus Amendment No. 1, dated July 22, 2013, to Receivables Purchase Agreement, dated as of April 17, 2013, by and among us, as servicer, HSFR, Inc., as seller, lender, of Tokyo-Mitsubishi UFJ, Ltd., as agent, and the various purchaser groups from time to time party thereto and Receivables Sales Agreement, dated as of April 17, 2013, by and among us, certain of our wholly-owned subsidiaries and HSFR, Inc., as buyer. (Incorporated by reference to Exhibit 10.5 to our Quarterly Report on Form 10-Q for the fiscal quarter ended June 29, 2013 filed on August 6, 2013.)</u></a>
10.42	<a href="#"><u>Omnibus Amendment No. 2, dated April 21, 2014, to Receivables Purchase Agreement, dated as of April 17, 2013, as amended, by and among us, as servicer, HSFR, Inc., as seller, The Bank of Tokyo-Mitsubishi UFJ, Ltd., as agent, and the various purchaser groups from time to time party thereto and Receivables Sales Agreement, dated as of April 17, 2013, by and among us, certain of our wholly-owned subsidiaries and HSFR, Inc., as buyer. (Incorporated by reference to Exhibit 10.8 to our Quarterly Report on Form 10-Q for the fiscal quarter ended March 29, 2014 filed on May 6, 2014.)</u></a>
10.43	<a href="#"><u>Receivables Sale Agreement, dated as of April 17, 2013, by and among us, certain of our wholly-owned subsidiaries and HSFR, Inc., as buyer. (Incorporated by reference to Exhibit 10.2 to our Current Report on Form 8-K filed on April 19, 2013.)</u></a>
21.1	<a href="#"><u>List of our Subsidiaries.+</u></a>
23.1	<a href="#"><u>Consent of BDO USA, P.C.+</u></a>
31.1	<a href="#"><u>Certification of our Chief Executive Officer pursuant to Section 302 of the Securities Exchange Act of 2002.+</u></a>



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<u>31.2</u>	<u><a href="#">Certification of our Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.+</a></u>
<u>32.1</u>	<u><a href="#">Certification of our Chief Executive Officer and Chief Financial Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.+</a></u>
<u>97.1</u>	<u><a href="#">Henry Schein, Inc. Dodd-Frank Clawback Policy, effective as of December 1, 2023.+</a></u>
<u>99.1</u>	<u><a href="#">Limited Waiver dated November 10, 2023 to the Multicurrency Private Shelf Agreement, dated as of October 20, 2021, by and among us, AIG Asset Management (U.S.), and each AIG affiliate which becomes party thereto.+</a></u>
<u>99.2</u>	<u><a href="#">Limited Waiver dated November 10, 2023 to the Third Amended and Restated Multicurrency Master Note Purchase Agreement, dated as of October 20, 2021, among us, Metropolitan Life Insurance Company, MetLife Investment Management, and each MetLife affiliate which becomes party thereto.+</a></u>
<u>99.3</u>	<u><a href="#">Limited Waiver dated November 10, 2023 to the Third Amended and Restated Note Facility, dated as of October 20, 2021, by and among us, NYL Investors, and each New York Life affiliate which becomes party thereto.+</a></u>
<u>99.4</u>	<u><a href="#">Limited Waiver dated November 10, 2023 to the Third Amended and Restated Multicurrency Private Shelf Agreement, dated as of October 20, 2021, by and among us, PGIM, Inc. and each Prudential affiliate which becomes party thereto.+</a></u>
<u>99.5</u>	<u><a href="#">Limited Waiver dated as of November 10, 2023 to the Receivables Purchase Agreement, dated as of April 17, 2013, by and among us, as servicer, HSFR, Inc., as seller, agent and the various purchaser groups from time to time party thereto, as amended.+</a></u>
<u>99.6</u>	<u><a href="#">Limited Waiver dated as of November 10, 2023 to the Second Amended and Restated Revolving Credit Agreement, dated as of July 11, 2023, among us, the several lenders from time to time party thereto, and JPMorgan Chase Bank, N.A., as administrative agent, and the other parties from time to time party thereto.+</a></u>
<u>99.7</u>	<u><a href="#">Limited Waiver dated as of November 10, 2023 to the Term Loan Credit Agreement, dated as of July 11, 2023, among us, the several lenders from time to time party thereto, JPMorgan Chase Bank, N.A., as administrative agent, and the other parties from time to time party thereto.+</a></u>
<u>99.8</u>	<u><a href="#">Amendment No. 9 dated as of December 20, 2023 to Receivables Purchase Agreement, dated as of April 17, 2013, by and among us, as servicer, HSFR, Inc., as seller, agent and the various purchaser groups from time to time party thereto.+</a></u>
<u>99.9</u>	<u><a href="#">Amendment No. 10 dated as of February 23, 2024 to Receivables Purchase Agreement, dated as of April 17, 2013, by and among us, as servicer, HSFR, Inc., as seller, agent and the various purchaser groups from time to time party thereto.+</a></u>
101.INS	Inline XBRL Instance Document - the instance document does not appear in the Interactive Data File because its XBRL tags are embedded within the Inline Document.+
101.SCH	Inline XBRL Taxonomy Extension Schema Document+
101.CAL	Inline XBRL Taxonomy Extension Calculation Linkbase Document+

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101.DEF	Inline XBRL Taxonomy Extension Definition Linkbase Document+
101.LAB	Inline XBRL Taxonomy Extension Label Linkbase Document+
101.PRE	Inline XBRL Taxonomy Extension Presentation Linkbase Document+
104	The cover page of Henry Schein, Inc.'s Annual Report on Form 10-K for the December 30, 2023, formatted in Inline XBRL (included within Exhibit 101 attachments).+

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+ Filed or furnished herewith.

\*\* Indicates management contract or compensatory plan or agreement.

# Certain identified information has been excluded from the exhibit because it is both not material and the registrant treats as private or confidential.

## **ITEM 16. Form 10-K Summary**

None.

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**SIGNATURES**

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, this report has been signed by the undersigned, thereunto duly authorized, on behalf of the Registrant.

Henry Schein, Inc.

By: /s/ STANLEY M. BERGMAN  
Stanley M. Bergman  
Chairman and Chief Executive Officer  
February 28, 2024

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed by the undersigned, thereunto duly authorized, on behalf of the Registrant and in the capacities and on the dates indicated below.

<b>Signature</b>	<b>Capacity</b>	<b>Date</b>
<u>/s/ STANLEY M. BERGMAN</u> Stanley M. Bergman	Chairman, Chief Executive Officer and Director (principal executive officer)	February 28, 2024
<u>/s/ RONALD N. SOUTH</u> Ronald N. South	Senior Vice President, Chief Financial Officer (principal financial and accounting officer)	February 28, 2024
<u>/s/ JAMES P. BRESLAWSKI</u> James P. Breslawski	Vice Chairman, President and Director	February 28, 2024
<u>/s/ MARK E. MLOTEK</u> Mark E. Mlotek	Executive Vice President, Chief Strategic Officer and Director	February 28, 2024
<u>/s/ MOHAMAD ALI</u> Mohamad Ali	Director	February 28, 2024
<u>/s/ DEBORAH DERBY</u> Deborah Derby	Director	February 28, 2024
<u>/s/ CAROLE T. FAIG</u> Carole T. Faig	Director	February 28, 2024
<u>/s/ JOSEPH L. HERRING</u> Joseph L. Herring	Director	February 28, 2024
<u>/s/ KURT P. KUEHN</u> Kurt P. Kuehn	Director	February 28, 2024
<u>/s/ PHILIP A. LASKAWY</u> Philip A. Laskawy	Director	February 28, 2024
<u>/s/ ANNE H. MARGULIES</u> Anne H. Margulies	Director	February 28, 2024
<u>/s/ STEVEN PALADINO</u> Steven Paladino	Director	February 28, 2024
<u>/s/ CAROL RAPHAEL</u> Carol Raphael	Director	February 28, 2024
<u>/s/ SCOTT SEROTA</u> Scott Serota	Director	February 28, 2024
<u>/s/ BRADLEY T. SHEARES, PH.D.</u> Bradley T. Sheares, Ph.D.	Director	February 28, 2024
<u>/s/ REED V. TUCKSON, M.D., FACP</u> Reed V. Tuckson, M.D., FACP	Director	February 28, 2024