

Henry Schein Completes Strategic Partnership With Biotech Dental Group

April 6, 2023

Comprehensive, integrated suite of planning and diagnostic software to be added to Henry Schein's portfolio of digital dental solutions, as well as fast-growing portfolio of implants and clear aligners

MELVILLE, N.Y.--(BUSINESS WIRE)--Apr. 6, 2023-- Henry Schein, Inc. (Nasdaq: HSIC), the world's largest provider of health care solutions to office-based dental and medical practitioners, today announced it has completed the acquisition of a majority ownership stake of Biotech Dental S.A.S., a rapidly growing provider of dental implants, clear aligners, and innovative digital dental software based in Salon-de-Provence, France. The transaction was announced on December 16, 2022.

Biotech Dental has several important solutions, including Nemotec, a comprehensive, integrated suite of planning and diagnostic software using open architecture that connects disparate medical devices to create a digital view of the patient, offering greater diagnostic accuracy and an improved patient experience. Biotech Dental is also one of the fastest-growing manufacturers in France of custom abutments and implants, under the Kontakt™ brand, and of clear aligners, under the Smilers® brand. In addition, Biotech Dental has launched LaGalaxy®, a comprehensive, open, and secure software platform where both clinical and administrative tasks can be performed. Within a single platform, dentists and dental laboratories benefit from end-to-end integrated digital solutions that help improve case outcomes while speeding treatment time, shortening case completion, and lowering the costs of implants, orthodontic, and prosthetic treatments. Henry Schein and Biotech Dental are mutually invested in the growth of these businesses and the Biotech Dental brand globally.

"We at Henry Schein welcome our new Biotech Dental colleagues and are most excited about the opportunity to bring Biotech Dental's software products to our customers," said Stanley M. Bergman, Chairman of the Board and Chief Executive Officer of Henry Schein. "Together with our existing portfolio of software products, Henry Schein and Biotech Dental will create a digital workflow that provides a seamless journey for our customers to increase case acceptance and improve clinical outcomes for practitioners. The integration of Biotech Dental's software with Henry Schein One's industry-leading practice management software solutions will help customers streamline their clinical as well as administrative workflow for the ultimate benefit of patients. We are also very enthusiastic to partner with Biotech Dental to advance the global adoption of their outstanding product portfolio of implants and our combined portfolio of clear aligners and clinical workflow software."

Philippe Veran, Biotech Dental Founder and President, will continue to lead the business, supported by Dr. Olivia Veran, a dental surgeon who is Biotech Dental's Senior Vice President and Managing Director. Biotech Dental will maintain its own brands and go-to-market strategies. Mr. Veran will work closely with Henry Schein's management team to advance the growth of the Company's software, implant, and orthodontics businesses globally.

As part of the transaction, Mr. and Dr. Veran will also become minority partners in Henry Schein Orthodontics. This alignment enables Henry Schein and Biotech Dental to offer a best-in-class, comprehensive set of orthodontic solutions to its combined customer base, including software, aligners, and traditional orthodontic appliances.

"We are very pleased to complete our partnership with Henry Schein, a company that shares our commitment to provide dentists, orthodontists, and dental laboratories with the specialized tools they need to provide quality care to their patients," said Mr. Veran. "This investment marks a new chapter for our customers, who will benefit from the innovation and new technologies we will bring to the global dental community as well as access to a wide array of products and services available through Henry Schein."

Under the terms of the transaction, Henry Schein acquired a majority ownership position in Biotech Dental. Upperside Capital Partners Group will continue to own the remaining minority interest in the company. For the fiscal year 2022, Biotech Dental's revenue was approximately \$100 million. Henry Schein expects this transaction to be slightly dilutive to 2023 earnings per share when excluding amortization expense primarily due to non-cash acquisition accounting adjustments for inventory. Financial terms were not disclosed.

About Biotech Dental Group

Biotech Dental is one of the largest providers of end-to-end dental solutions. For more than 35 years, the company has been designing and manufacturing a full range of dental implants, implant treatment planning software, orthodontic aligners, regenerative products and digital dentistry solutions. Its products are designed to help dentists achieve better outcomes for their patients, enhance their surgical skills, and maximize business success. Biotech Dental achieves these goals through developing and manufacturing products that leverage innovative technologies that ensure quality products at affordable prices.

About Henry Schein, Inc.

Henry Schein, Inc. (Nasdaq: HSIC) is a solutions company for health care professionals powered by a network of people and technology. With more than 22,000 Team Schein Members worldwide, the Company's network of trusted advisors provides more than 1 million customers globally with more than 300 valued solutions that help improve operational success and clinical outcomes. Our Business, Clinical, Technology, and Supply Chain solutions help office-based dental and medical practitioners work more efficiently so they can provide quality care more effectively. These solutions also support dental laboratories, government and institutional health care clinics, as well as other alternate care sites.

Henry Schein operates through a centralized and automated distribution network, with a selection of more than 300,000 branded products and Henry Schein corporate brand products in our distribution centers.

A FORTUNE 500 Company and a member of the S&P 500® index, Henry Schein is headquartered in Melville, N.Y., and has operations or affiliates in 32 countries and territories. The Company's sales reached \$12.6 billion in 2022 and have grown at a compound annual rate of approximately 12.1 percent since Henry Schein became a public company in 1995.

For more information, visit Henry Schein at www.henryschein.com, [Facebook.com/HenrySchein](https://www.facebook.com/HenrySchein), [Instagram.com/HenrySchein](https://www.instagram.com/HenrySchein), and

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Cautionary Note Regarding Forward-Looking Statements

In accordance with the "Safe Harbor" provisions of the Private Securities Litigation Reform Act of 1995, we provide the following cautionary remarks regarding important factors that, among others, could cause future results to differ materially from the forward-looking statements, expectations and assumptions expressed or implied herein. All forward-looking statements made by us are subject to risks and uncertainties and are not guarantees of future performance. These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance and achievements or industry results to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. These statements are generally identified by the use of such terms as "may," "could," "expect," "intend," "believe," "plan," "estimate," "forecast," "project," "anticipate," "to be," "to make" or other comparable terms. A fuller discussion of our operations, financial condition and status of litigation matters, including factors that may affect our business and future prospects, is contained in documents we have filed with the United States Securities and Exchange Commission, or SEC, including our Annual Report on Form 10-K, and will be contained in all subsequent periodic filings we make with the SEC. These documents identify in detail important risk factors that could cause our actual performance to differ materially from current expectations. Forward looking statements include the overall impact of the Novel Coronavirus Disease 2019 (COVID-19) on the Company, its results of operations, liquidity and financial condition (including any estimates of the impact on these items), the rate and consistency with which dental and other practices resume or maintain normal operations in the United States and internationally, expectations regarding personal protective equipment ("PPE") products and COVID-19 related product sales and inventory levels, whether additional resurgences or variants of the virus will adversely impact the resumption of normal operations, whether supply chain disruptions will adversely impact our business, the impact of integration and restructuring programs as well as of any future acquisitions, general economic conditions including exchange rates, inflation and recession, and more generally current expectations regarding performance in current and future periods. Forward looking statements also include the (i) ability of the Company to have continued access to a variety of COVID-19 test types, expectations regarding COVID-19 test sales, demand and inventory levels, as well as the efficacy or relative efficacy of the test results given that the test efficacy has not been, or will not have been, independently verified under normal FDA procedures, and (ii) potential for the Company to distribute the COVID-19 vaccines and ancillary supplies.

Risk factors and uncertainties that could cause actual results to differ materially from current and historical results include, but are not limited to: risks associated with COVID-19 and any variants thereof, as well as other disease outbreaks, epidemics, pandemics, or similar wide-spread public health concerns and other natural disasters; our dependence on third parties for the manufacture and supply of our products; our ability to develop or acquire and maintain and protect new products (particularly technology products) and technologies that achieve market acceptance with acceptable margins; transitional challenges associated with acquisitions, dispositions and joint ventures, including the failure to achieve anticipated synergies/benefits; legal, regulatory, compliance, cybersecurity, financial and tax risks associated with acquisitions, dispositions and joint ventures; certain provisions in our governing documents that may discourage third-party acquisitions of us; adverse changes in supplier rebates or other purchasing incentives; risks related to the sale of corporate brand products; effects of a highly competitive (including, without limitation, competition from third-party online commerce sites) and consolidating market; the repeal or judicial prohibition on implementation of the Affordable Care Act; changes in the health care industry; risks from expansion of customer purchasing power and multi-tiered costing structures; increases in shipping costs for our products or other service issues with our third-party shippers; general global and domestic macroeconomic and political conditions, including inflation, deflation, recession, fluctuations in energy pricing and the value of the U.S. dollar as compared to foreign currencies and changes to other economic indicators, international trade agreements, potential trade barriers and terrorism; failure to comply with existing and future regulatory requirements; risks associated with the EU Medical Device Regulation; failure to comply with laws and regulations relating to health care fraud or other laws and regulations; failure to comply with laws and regulations relating to the collection, storage and processing of sensitive personal information or standards in electronic health records or transmissions; changes in tax legislation; risks related to product liability, intellectual property and other claims; litigation risks; new or unanticipated litigation developments and the status of litigation matters; risks associated with customs policies or legislative import restrictions; cyberattacks or other privacy or data security breaches; risks associated with our global operations; our dependence on our senior management, employee hiring and retention, and our relationships with customers, suppliers and manufacturers; and disruptions in financial markets. The order in which these factors appear should not be construed to indicate their relative importance or priority.

We caution that these factors may not be exhaustive and that many of these factors are beyond our ability to control or predict. Accordingly, any forward-looking statements contained herein should not be relied upon as a prediction of actual results. We undertake no duty and have no obligation to update forward-looking statements except as required by law.

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