

Henry Schein and Sirona Dental Systems Expand Strategic Distribution Relationship into the United States

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MELVILLE, N.Y.--(BUSINESS WIRE)--Jan. 7, 2005--

Agreement with Sullivan-Schein Dental Covers Imaging, Operatory and Handpiece Products

Henry Schein, Inc. (NASDAQ: HSI), the largest distributor of healthcare products and services in the combined North American and European markets, and Sirona Dental Systems GmbH, one of the leading manufacturers of integrated dental equipment, today announced an expansion of their worldwide relationship. Effective January 10, 2005, Sullivan-Schein Dental, the U.S. Dental division of Henry Schein, will be an authorized dealer of Sirona's full line of imaging, operatory and handpiece products in the United States.

Sirona's high-end products command a significant share of the market within the dental industry, and the company manufactures products within two of the fastest growing dental categories in the United States - digital radiography and electric handpieces. Henry Schein's relationship with Sirona significantly expanded when Henry Schein became the largest distributor of dental products in Europe through its 2004 acquisition of demedis, which has always been Sirona's largest customer outside of North America.

"We are delighted to offer Sirona's integrated dental equipment to our customers in the United States as well as throughout Europe," said Stanley M. Bergman, Chairman, Chief Executive Officer and President of Henry Schein. "By combining Sirona's strong brand name and technologically advanced products with Sullivan-Schein's marketing expertise and broad dental customer base, we have an opportunity to jointly capitalize on the valuable growth opportunities within the U.S. dental equipment market."

"Henry Schein is currently the largest distributor of Sirona Dental Systems products outside of the United States, and we are excited about the expansion of this relationship," said Jost Fischer, Chief Executive Officer of Sirona Dental Systems. "Given the tremendous growth that Sullivan-Schein Dental has experienced in its U.S. dental equipment sales over the past several years, we are confident that the company has the marketing experience necessary to help Sirona capture a significant share of this market. We expect that the expansion of this relationship into the U.S. market will strengthen the global position of both companies."

Henry Schein added that its new agreement with Sirona does not include Sirona's CAD/CAM restoration equipment. Henry Schein expects to distribute an alternative CAD/CAM-based restoration product in 2005.

About Sirona Dental Systems

Recognized today as one of the world's leading manufacturers of high quality dental equipment and technologies, Sirona (formerly Siemens Dental Systems) has served equipment dealers and dentists worldwide for more than 125 years. Sirona manufactures a complete line of dental products, including the CEREC CAD/CAM restoration equipment, digital and film-based intraoral, panoramic and cephalometric X-ray imaging systems, dental treatment centers and instruments. Sirona is committed to creating and supporting the most advanced dental technologies in the marketplace.

Sirona's worldwide headquarters is located in Bensheim, Germany, with U.S. headquarters in Charlotte, N.C. For more information on the company, visit the Sirona Web site at www.sirona.com.

About Henry Schein, Inc.

Henry Schein, a Fortune 500(R) company, is recognized for its excellent customer service and highly competitive prices. The Company's four business groups--Dental, Medical, International and Technology--serve more than 450,000 customers worldwide, including dental practices and laboratories, physician practices and veterinary clinics, as well as government and other institutions. The Company's sales reached a record \$3.4 billion in 2003.

The Company operates through a centralized and automated distribution network, which provides customers in more than 125 countries with a comprehensive selection of over 90,000 national and Henry Schein private-brand products.

Henry Schein also offers a wide range of innovative value-added practice solutions, including such leading practice management software systems as DENTRIX(R) and Easy Dental(R) for dental practices, and AVImark(R) for veterinary clinics, which are installed in over 50,000 practices; and ArubA(R), Henry Schein's electronic catalog and ordering system.

Headquartered in Melville, N.Y., Henry Schein employs nearly 10,000 people in 17 countries. For more information, visit the Henry Schein Web site at www.henryschein.com.

In accordance with the "Safe Harbor" provisions of the Private Securities Litigation Reform Act of 1995, the Company provides the following cautionary remarks regarding important factors which, 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 which may cause the Company's actual results, performance and achievements, or industry results to be materially different from any future results, performance, or achievements expressed or implied by such forward-looking statements. These statements are identified by the use of such terms as "may," "could," "expect," "intend," "believe," "plan," "estimate," "forecast," "project," "anticipate," or other comparable terms. A full discussion of the Company's operations and financial condition, including factors that may affect its business and future prospects, is contained in documents the Company has filed with the SEC and will be contained in all subsequent periodic filings made with the SEC. These documents identify, in detail, important risk factors that could cause the Company's actual performance to differ materially from current expectations.

Risk factors and uncertainties which could cause actual results to differ materially from current and historical results include, but are not limited to:

competitive factors; changes in the healthcare industry; changes in government regulations that affect the Company; financial risks associated with the Company's international operations; fluctuations in quarterly earnings; transitional challenges associated with acquisitions; regulatory and litigation risks; the dependence on the Company's continued product development, technical support and successful marketing in the technology segment; the Company's dependence upon sales personnel and key customers; the Company's dependence on its senior management; the Company's dependence on third parties for the manufacture and supply of its products; possible increases in the cost of shipping the Company's products or other service trouble with the Company's third-party shippers; risks from rapid technological change; and risks from potential increases in variable interest rates.

The order in which these factors appear should not be construed to indicate their relative importance or priority. The Company cautions that these factors may not be exhaustive and that many of these factors are beyond the Company's ability to control or predict. Accordingly, forward-looking statements should not be relied upon as a prediction of actual results. The Company undertakes no duty and has no obligation to update forward-looking statements.

CONTACT: Henry Schein, Inc.
Steven Paladino, 631-843-5500
steven.paladino@henryschein.com

OR

Susan Vassallo, 631-843-5562
susan.vassallo@henryschein.com

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