

## Henry Schein, Inc. (HSIC)

**\$77.41** (Stock Price as of 12/15/2025)

Price Target (6-12 Months): **\$81.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 04/16/25)

Prior Recommendation: Underperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**3-Hold**

Zacks Style Scores:

VGM: C

Value: A

Growth: D

Momentum: D

### Summary

Henry Schein's strategic placement of distribution centers worldwide gives it a competitive edge in the industry. The company's strong digital dentistry push, rising specialty demand, and solid global merchandise and equipment trends position it well for sustained growth. Henry Schein One is also gaining from the ongoing shift to Dentrix Ascend and Dentally cloud-based solutions. Our model forecasts a 3.4% CAGR growth in the company's revenues through 2025-2027. Its growth continues to be supported by targeted acquisitions and strategic partnerships. Meanwhile, Henry Schein continues to face headwinds in the form of macroeconomic woes and tough competition within the healthcare industry. Pricing pressures from GPOs also add to the worry.

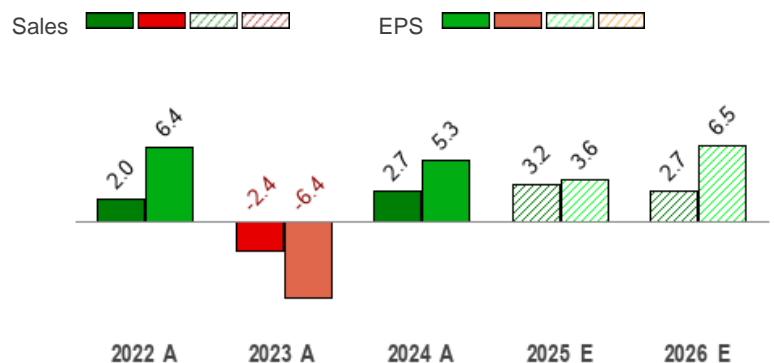
### Price, Consensus & Surprise<sup>(1)</sup>



### Data Overview

52 Week High-Low	\$82.49 - \$60.56
20 Day Average Volume (sh)	1,194,454
Market Cap	\$9.0 B
YTD Price Change	10.6%
Beta	0.89
Dividend / Div Yld	\$0.00 / 0.0%
Industry	<a href="#">Medical - Dental Supplies</a>
Zacks Industry Rank	Bottom 40% (144 out of 243)

### Sales and EPS Growth Rates (Y/Y %)<sup>(2)</sup>



Last EPS Surprise	8.7%
Last Sales Surprise	2.0%
EPS F1 Est- 4 week change	0.0%
Expected Report Date	02/24/2026
Earnings ESP	-1.6%

### Sales Estimates (millions of \$)<sup>(2)</sup>

	Q1	Q2	Q3	Q4	Annual*
2026	3,253 E	3,333 E	3,426 E	3,416 E	13,428 E
2025	3,168 A	3,240 A	3,339 A	3,329 E	13,076 E
2024	3,172 A	3,136 A	3,174 A	3,191 A	12,673 A

### EPS Estimates<sup>(2)</sup>

	Q1	Q2	Q3	Q4	Annual*
2026	1.22 E	1.19 E	1.39 E	1.43 E	5.23 E
2025	1.15 A	1.10 A	1.38 A	1.28 E	4.91 E
2024	1.10 A	1.23 A	1.22 A	1.19 A	4.74 A

\*Quarterly figures may not add up to annual.

P/E TTM	15.9
P/E F1	15.8
PEG F1	3.1
P/S TTM	0.7

(1) The data in the charts and tables, except the estimates, is as of 12/15/2025.

(2) The report's text, the analyst-provided estimates, and the price target are as of 12/12/2025.

## Overview

Melville, NY-headquartered Henry Schein Inc. is a leading distributor of health care products and services across the globe. The company serves office-based dental, medical and animal health practitioners, dental laboratories, government as well as institutional health care clinics and other alternate-care sites. Presently, Henry Schein operates in 33 countries.

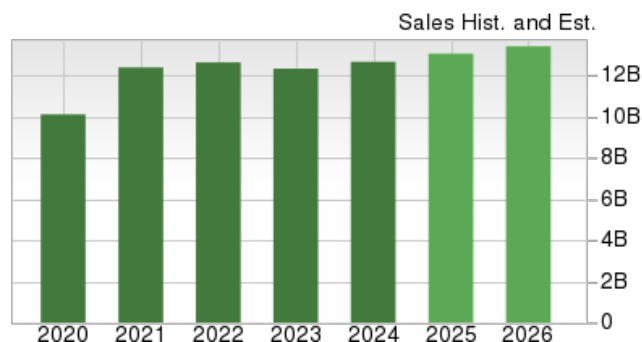
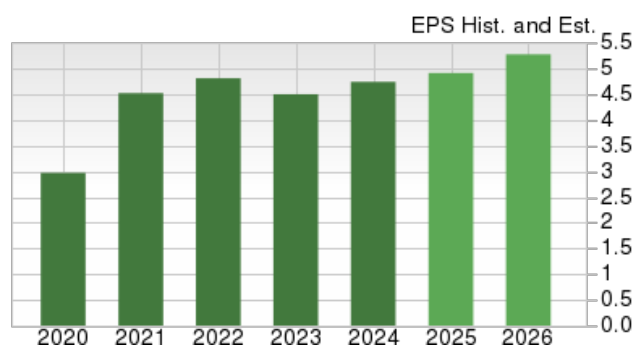
The company currently offers a comprehensive selection of more than 120,000 branded products and Henry Schein private brand products in stock, as well as more than 180,000 additional products available as special-order items. Additionally, Henry Schein offers other value-added services such as practice management software, e-commerce solutions and an array of financial services.

Henry Schein's three businesses – **Global Distribution and Value-Added Services** (comprising 84.9% of total revenue in 2024; down 0.8% from 2023), **Global Specialty Products** (11.4%; up 5.6%) and **Global Technology** (5%; up 2%) serve millions of customers worldwide.

Henry Schein has completed the spinoff of its global Animal Health business in February 2019.

The global dental group serves office-based dental practitioners, dental laboratories, schools and other institutions. The global medical group serves office-based medical practitioners, ambulatory surgery centers, other alternate-care settings and other institutions.

The global technology and value-added services group provides software, technology and other value-added services to health care practitioners. The technology group offerings include practice management software systems for dental and medical practitioners.



As of 12/12/2025



As of 12/15/2025

## Reasons To Buy:

▲ **Widespread Network and Channel Mix:** Henry Schein strategically set up distribution centers worldwide to better serve customers and increase its operating efficiency. Apart from North America, the company has a presence in Australia and New Zealand as well as in emerging nations like China, Brazil, Israel, the Czech Republic and Poland. In September, Henry Schein received the 2025 Distribution Excellence Award from Vizient. In March 2025, Henry Schein expanded its wide range of solutions and services in the Hawaiian Islands through the acquisition of R. Weinstein, Inc.

The growth in the healthcare distribution industry is a positive sign for their business, indicating a growing awareness of the benefits of preventative care and oral hygiene. We believe Henry Schein's worldwide reach is a major competitive advantage over other players in the industry.

Meanwhile, the dental equipment business is finally stabilized in the United States following last year's cyber incident and is witnessing increased investments from customers across Europe and Canada. The endodontics business delivered mid-single-digit growth for the third quarter, benefiting from expanded sales reach through the U.S. distribution team.

▲ **Dental Business Trends Favorable for the Long Term:** The global dental service market is projected to grow at a 6.2% CAGR through 2034, according to Future Market Insights. As dentistry shifts toward integrating high-tech digital workflow systems, Henry Schein's efforts to expand digital dentistry globally are encouraging. The company aims to deliver customized solutions leveraging market insights and technological advancements. Apart from this, it sells its own cost-effective consumable merchandise products and manufactures certain dental specialty products in the areas of implants, orthodontics and endodontics. Of late, the company is witnessing consistent demand for these implant systems and endodontic products and integrated software and services solutions. Further, Henry Schein is organically gaining shares in the Global Dental specialties market, with acquisitions leading to significant growth across oral surgical, endodontics and orthodontics product lines.

In the United States, dental merchandise posted steady gains, while dental equipment also advanced, supported in particular by strong momentum in digital equipment. Internationally, dental merchandise sales strengthened across key markets, including Brazil, Canada, Italy, Spain, and Australia. Dental equipment performance overseas was also robust, with notable contributions from Germany, the United Kingdom, Canada and Australia.

During the third quarter, the Global Specialty Products segment witnessed solid growth in dental implants and biomaterials. The company achieved growth in value implants, driven by the S.I.N. value brand and BioTech dental implant systems. Within premium implants, the company experienced low single-digit growth, driven by BioHorizons Camlog. Meanwhile, the launch of BioHorizons Tapered Pro Conical implants and SmartShape Healers abutment product line in the United States is proceeding well.

The management remains focused on improving the profitability of the orthodontics business in the upcoming quarters. Going by our model, the company's global Dental business revenues are expected to grow 1.6% year over year in 2025.

▲ **Henry Schein One Holds Potential:** Henry Schein seems upbeat about its dental technology joint venture (JV), Henry Schein One. The dental software business has been progressing well, driving robust gains across its core products, including practice management software, revenue cycle management, analytics and AI solutions.

Throughout last year, global growth in Henry Schein One was driven by the ongoing migration to its cloud-based practice management software solutions, Dentrrix Ascend and Dentally. During the third quarter, Henry Schein One's practice management software and revenue cycle management products posted growth, overcoming the impact of the Change Healthcare cyber incident. In line with this, the company now has more than 10,500 customers subscribed to Dentrrix Ascend and Dentally.

Henry Schein One announced a new partnership with Amazon Web Services (AWS) in November. Through this collaboration, AWS' generative AI technologies will be integrated across the Henry Schein One ecosystem, including Dentrrix, Dentrrix Ascend, and Dentally, to usher in a new era of AI-powered dentistry. Additionally, in August, Henry Schein and Henry Schein One introduced LinkIt, a seamless digital workflow that enables dental teams using Dentrrix to easily connect to a range of digital imaging, planning and design systems.

▲ **Expansion Through Acquisitions and Partnerships:** Henry Schein's revenue growth has been consistently supported by niche acquisitions and partnerships. Its robust acquisition strategy helps it pursue targets that provide access to additional product lines. In August, Henry Schein inked a strategic partnership with Oral Genome, a leading innovator in salivary testing. The collaboration is aimed at bringing Oral Genome's cutting-edge point-of-care saliva testing nationwide through Henry Schein's distribution channels. Additionally, in January, Henry Schein completed the acquisition of Acentus, a national medical supplier specializing in the delivery of Continuous Glucose Monitors (CGMs). The acquisition expands Henry Schein's homecare medical products platform. It also acquired R. Weinstein, Inc. to expand in the Hawaiian Islands.

In March, Henry Schein Medical, the U.S. medical division of Henry Schein, announced the expansion of its SolutionsHub portfolio with the addition of DoctorLogic. DoctorLogic is a digital marketing platform with a suite of features including website design, search engine optimization (SEO), reputation management and AI tools for optimizing marketing performance. Also, TDSC.com (powered by Henry Schein) entered a new affiliate partnership with the Pennsylvania Dental Association (PDA). Per our model, the company's 2025 revenue is expected to witness 1% growth through acquisition.

Henry Schein is well positioned to gain from its extensive global foothold and diverse channel mix. Favorable market dynamics is a major growth catalyst going forward.



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## Reasons To Sell:

▼ **Macroeconomic Challenges:** The current macroeconomic environment across the globe is affecting Henry Schein's financial operations. Particularly, exchange rate fluctuations, inflation and recession are adversely impacting the company's operational results. Accordingly, governments and insurance companies continue to look for ways to contain the rising cost of healthcare. With the dull macroeconomic scenario, the company may struggle to keep in check its cost of revenue and operating expenses. During the third quarter, Henry Schein's gross and operating margins contracted 56 and 51 bps, respectively.

Additionally, the company is facing pressure on sales because of the implementation of tariffs by the new U.S. government. During the third quarter, the company experienced a modest level of tariff-related inflation in the United States, though the impact remains limited. Our model forecasts 4.4% and 2.8% year over year rise in the company's COGS during 2025 and 2026, respectively.

▼ **Impact of Group Purchasing Organizations (GPOs):** The healthcare industry has been facing numerous headwinds, such as measures to curb capital expenditure, volume headwinds, pricing pressure and procedure deferrals, among others. In light of these facts, some large integrated healthcare providers and GPOs have gained considerable purchasing power. The GPOs act as agents that negotiate vendor contracts on behalf of their members. Moreover, the ongoing economic climate bolstered the bargaining power of GPOs. The GPOs have also increased pricing pressure in the industry. This might be a drag on Henry Schein's business in the future.

▼ **Tough Competition:** The U.S. healthcare products and service distribution industry is highly competitive and consists principally of national, regional and local distributors. In the North American dental products market, the company faces stiff competition from Patterson Dental business of Patterson Companies Inc. and Benco Dental Supply. The competition in the fast-growing animal health market is also fierce, with Patterson Veterinary Supply under Patterson Companies and IDEXX Laboratories gaining traction. Henry Schein operates in a highly competitive medical product distribution market with larger players like McKesson Corp. The presence of specialized players like Quality Systems, eClinicalWorks and Athenahealth in the electronic medical records market puts Henry Schein in a tight spot. The competitive landscape in the overseas market is also tough. The tussle for market share might be a drag on results.

Headwinds like global economic uncertainties, difficult tariff situation are concerns for Henry Schein. Also, tough competitive landscape and impact of GPOs weigh on the stock.

## Last Earnings Report

### HSIC Q3 Earnings and Revenues Beat, '25 Outlook Up

Henry Schein, Inc. (HSIC) registered third-quarter 2025 adjusted earnings per share (EPS) of \$1.38, up 13.1% from the year-ago period's figure. The bottom line also surpassed the Zacks Consensus Estimate by 8.7%.

Excluding adjustments, such as restructuring costs, acquisition intangible amortization, and others, the company reported a GAAP EPS of 84 cents compared with the year-ago quarter's 78 cents.

**FY Quarter Ending** **12/31/2024**

Earnings Reporting Date	Nov 04, 2025
Sales Surprise	2.02%
EPS Surprise	8.66%
Quarterly EPS	1.38
Annual EPS (TTM)	4.82

### HSIC's Q3 Revenues in Detail

Henry Schein reported net sales of \$3.34 billion, up 5.4% year over year. The metric also beat the Zacks Consensus Estimate by 2%.

Meanwhile, constant currency net sales increased 4% year over year.

### HSIC's Q3 Segmental Analysis

#### *Global Distribution and Value-Added Services*

Sales in the segment rose 4.8% year over year on a reported basis (up 3.7% in constant currencies) to \$2.84 billion. Our model forecast was \$2.77 billion.

Global Dental Distribution merchandise sales for the quarter rose 2.9% in constant currencies, reflecting relatively consistent sales growth in local currencies across U.S. and international businesses.

Global Dental Distribution equipment sales increased 3.4% at cc. Sales improvement was driven by strong growth in Germany, as well as growth in the United States.

Global Medical Distribution sales for the quarter jumped 4.6% at cc, reflecting good underlying growth in medical products, pharmaceuticals, and the Home Solutions business.

Global Value-added Services sales for the quarter increased 2.9% at cc. Sales growth was driven by consulting services.

#### *Global Specialty Products*

In the third quarter, the segment's sales totaled \$369 million, up 5.9% on a reported basis (3.9% in constant currencies). This reflected strong overall dental implant and endodontics sales growth. Our model forecast was \$362.6 million.

#### *Global Technology*

The segment's sales totaled \$173 million, up 9.7% on a reported basis and up 9% at cc, led by accelerated adoption of cloud-based software and sales growth from recently launched revenue cycle management solutions. Our model projected \$168.6 million for this segment.

### HSIC's Margin Performance

In the reported quarter, the gross profit totaled \$1.03 billion, representing a 3.3% increase year over year. The gross margin contracted 56 basis points (bps) to 30.7% due to a 6% rise in the cost of sales.

SG&A expenses increased 5% to \$760 million in the quarter under review. The adjusted operating profit was \$266 million, down 1.1% year over year. The adjusted operating margin contracted 51 bps year over year to 8%.

### Liquidity Position of HSIC

Henry Schein exited the third quarter of 2025 with cash and cash equivalents of \$136 million compared with \$145 million at the end of the second quarter.

Cumulative net cash provided by operating activities at the end of the third quarter was \$331 million, down from the year-ago figure of \$644 million.

During the reported quarter, HSIC repurchased nearly 3.3 million shares of its common stock at an average price of \$68.62 per share for a total of approximately \$229 million. At the end of the third quarter, Henry Schein had \$980 million authorized and available for future stock repurchases.

### HSIC's Updated 2025 Guidance

The company raised its full-year 2025 adjusted EPS forecast to the range of \$4.88 to \$4.96 (earlier \$4.80-\$4.94). The Zacks Consensus Estimate for the metric is currently pegged at \$4.82.

Projected revenue growth for 2025 also increased to 3-4% (earlier 2-4%). The Zacks Consensus Estimate for revenues is currently pegged at \$12.98 billion, indicating 2.5% year-over-year growth.



## Recent News

### Henry Schein Launches “LinkIt”: Aug. 26, 2025

Henry Schein and Henry Schein One today announced the introduction of “LinkIt,” a seamless digital workflow that enables dental teams using Dentrix, Henry Schein One’s leading on-premise dental practice management software (PMS), to easily connect to a range of digital imaging, planning, and design systems.

## Valuation

Henry Schein shares are up 10.2% in the year-to-date period and down 0.4% in the trailing 12-month periods. Stocks in the Zacks sub-industry are up 11.6% while the Zacks Medical sector is up 5.3% in the year-to-date period. Over the past year, the Zacks sub-industry is up 9.6% and sector is up 0.6%.

The S&P 500 index is up 19.5% in the year-to-date period and up 16.1% in the past year.

The stock is currently trading at 14.5X Forward 12-months earnings, which compares to 17.6X for the Zacks sub-industry, 20.7X for the Zacks sector and 23.6X for the S&P 500 index.

Over the past five years, the stock has traded as high as 21.0X and as low as 11.0X, with a 5-year median 14.6X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$81 price target reflects 15.4X forward 12-months earnings.

The table below shows summary valuation data for HSIC.

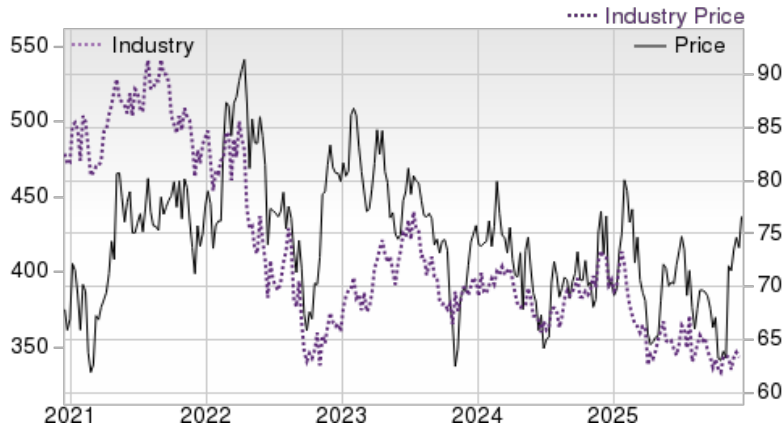
Valuation Multiples - HSIC					
		Stock	Sub-Industry	Sector	S&P 500
P/E F 12M	Current	14.51	17.61	20.70	23.61
	5-Year High	21.02	21.75	23.60	23.78
	5-Year Low	11.04	15.94	17.88	15.73
	5-Year Median	14.57	18.68	20.69	21.21
P/S F12M	Current	0.66	0.37	2.15	5.34
	5-Year High	0.99	0.53	3.41	5.50
	5-Year Low	0.56	0.34	2.01	3.83
	5-Year Median	0.76	0.42	2.64	5.05
P/B TTM	Current	2.23	5.14	3.92	8.57
	5-Year High	3.03	5.37	6.08	9.16
	5-Year Low	1.82	3.77	3.57	6.60
	5-Year Median	2.38	4.63	4.53	8.05

As of 12/11/2025

Source: Zacks Investment Research



## Industry Analysis<sup>(1)</sup> Zacks Industry Rank: Bottom 40% (144 out of 243)



## Top Peers<sup>(1)</sup>

Company (Ticker)	Rec	Rank
Align Technology, In... (ALGN)	Neutral	3
Becton, Dickinson an... (BDX)	Neutral	3
The Cooper Companies... (COO)	Neutral	2
IDEXX Laboratories, ... (IDXX)	Neutral	2
Labcorp Holdings Inc... (LH)	Neutral	3
McKesson Corporation (MCK)	Neutral	3
West Pharmaceutical ... (WST)	Neutral	3
DENTSPLY SIRONA Inc. (XRAY)	Underperform	5

## Industry Comparison<sup>(1)</sup> Industry: Medical - Dental Supplies

	HSIC	X Industry	S&P 500	LH	MCK	XRAY
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Underperform
Zacks Rank (Short Term)	3	-	-	3	3	5
VGM Score	C	-	-	C	A	B
Market Cap	9.01 B	3.72 B	39.38 B	21.90 B	100.44 B	2.31 B
# of Analysts	9	6	22	8	6	9
Dividend Yield	0.00%	0.00%	1.41%	1.09%	0.40%	5.53%
Value Score	A	-	-	B	A	A
Cash/Price	0.02	0.04	0.04	0.03	0.04	0.16
EV/EBITDA	11.57	12.99	14.60	14.60	20.45	15.54
PEG Ratio	3.09	2.35	2.23	1.75	1.34	0.85
Price/Book (P/B)	2.24	2.49	3.35	2.52	NA	1.56
Price/Cash Flow (P/CF)	10.44	13.69	15.20	11.79	20.94	1.57
P/E (F1)	15.59	18.23	19.78	16.18	21.08	7.22
Price/Sales (P/S)	0.70	1.48	3.06	1.59	0.26	0.64
Earnings Yield	6.41%	5.47%	4.99%	6.18%	4.74%	13.83%
Debt/Equity	0.54	0.21	0.57	0.59	-8.20	1.36
Cash Flow (\$/share)	7.33	2.12	8.99	22.40	38.86	7.36
Growth Score	D	-	-	C	A	C
Hist. EPS Growth (3-5 yrs)	4.82%	4.82%	8.16%	-17.21%	14.22%	NA
Proj. EPS Growth (F1/F0)	3.59%	7.81%	8.57%	12.08%	16.82%	-4.19%
Curr. Cash Flow Growth	5.30%	7.92%	6.75%	8.55%	12.89%	43.01%
Hist. Cash Flow Growth (3-5 yrs)	5.22%	6.91%	7.43%	2.04%	5.21%	10.88%
Current Ratio	1.40	1.66	1.19	1.55	0.88	1.47
Debt/Capital	42.96%	20.09%	38.01%	37.25%	NA	57.71%
Net Margin	3.02%	3.73%	12.78%	6.21%	1.04%	-24.34%
Return on Equity	14.76%	14.09%	17.00%	15.85%	-248.14%	17.10%
Sales/Assets	1.21	0.72	0.53	0.76	4.97	0.62
Proj. Sales Growth (F1/F0)	3.20%	0.55%	5.77%	7.60%	13.70%	-4.10%
Momentum Score	D	-	-	F	B	A
Daily Price Chg	0.41%	0.00%	-1.07%	-0.21%	-0.21%	-0.26%
1 Week Price Chg	3.98%	0.38%	-0.63%	2.24%	0.64%	2.84%
4 Week Price Chg	7.17%	3.22%	1.39%	-1.02%	-3.36%	9.98%
12 Week Price Chg	12.81%	0.00%	2.45%	-4.72%	16.54%	-12.08%
52 Week Price Chg	-0.07%	-14.55%	12.83%	13.87%	41.23%	-41.33%
20 Day Average Volume	1,194,454	610,558	2,728,366	641,435	817,873	3,399,976
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	-0.01%	0.00%	0.00%	0.00%	-0.13%	0.06%
(F1) EPS Est 12 week change	1.75%	1.35%	0.69%	0.36%	3.77%	-14.50%
(Q1) EPS Est Mthly Chg	-0.17%	0.00%	0.00%	0.00%	-0.85%	-6.32%

## Analyst Earnings Model<sup>(2)</sup>

### Henry Schein, Inc. (HSIC)

In \$MM, except per share data

	2022A	2023A	2024A	2025E				2026E				2027E		
	FY	FY	FY	1QA	2QA	3QA	4QE	FY	1QE	2QE	3QE	4QE	FY	FY
FY Ends December 31st	Dec-22	Dec-23	Dec-24	31-Mar-25	30-Jun-25	30-Sep-25	31-Dec-25	Dec-25	31-Mar-26	30-Jun-26	30-Sep-26	31-Dec-26	Dec-26	Dec-27
Income Statement														
Net Sales	\$12,647.0	\$12,339.0	\$12,673.0	\$3,168.0	\$3,240.0	\$3,339.0	\$3,328.6	\$13,075.6	\$3,253.3	\$3,332.8	\$3,426.1	\$3,415.7	\$13,427.9	\$13,993.0
Local Internal	1.3%	(4.4%)	(0.4%)	0.2%	1.9%	1.8%	2.5%	1.6%	1.4%	1.4%	1.1%	1.2%	1.3%	2.7%
Acquisition	1.8%	3.1%	3.3%	1.2%	0.8%	0.9%	1.1%	1.0%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
Local Currency Growth	4.4%	(2.5%)	2.9%	1.4%	2.7%	2.7%	3.7%	2.6%	1.9%	1.8%	1.7%	1.6%	1.8%	3.2%
FX	(2.4%)	0.1%	(0.2%)	(1.5%)	0.6%	0.1%	1.5%	0.2%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Cost of Sales	\$8,816.0	\$8,479.0	\$8,657.0	\$2,168.0	\$2,224.0	\$2,313.0	\$2,334.2	\$9,039.2	\$2,249.3	\$2,299.4	\$2,389.2	\$2,353.6	\$9,291.5	\$9,679.9
Gross Profit	\$3,831.0	\$3,860.0	\$4,016.0	\$1,000.0	\$1,016.0	\$1,026.0	\$994.3	\$4,036.3	\$1,003.9	\$1,033.4	\$1,036.9	\$1,062.1	\$4,136.4	\$4,313.1
Selling, General & Administrative, Non-GAAP	\$2,771.0	\$2,911.0	\$3,000.0	\$751.0	\$771.0	\$742.0	\$747.8	\$3,011.8	\$770.1	\$801.7	\$775.3	\$796.8	\$3,143.9	\$3,271.2
Selling, General & Administrative, GAAP	\$2,771.0	\$2,956.0	\$3,034.0	\$738.0	\$778.0	\$760.0	\$754.8	\$3,030.8	\$777.1	\$808.7	\$782.3	\$803.8	\$3,171.9	\$3,299.2
Litigation Settlements	\$0.0	\$0.0	\$5.0	\$0.0	\$1.0	\$2.0	\$2.0	\$5.0	\$2.0	\$2.0	\$2.0	\$2.0	\$8.0	\$8.0
Impairment of Intangible Assets	\$34.0	\$7.0	\$1.0	\$1.0	\$0.0	\$0.0	\$0.0	\$1.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
EBITDA	\$929.0	\$824.0	\$872.0	\$237.0	\$215.0	\$232.0	\$205.5	\$889.5	\$226.8	\$224.6	\$254.6	\$258.4	\$964.4	\$1,013.9
Depreciation & Amortization	\$182.0	\$209.0	\$251.0	\$62.0	\$64.0	\$68.0	\$66.1	\$260.1	\$64.7	\$66.5	\$68.6	\$68.1	\$267.9	\$279.3
Operating Income(Loss), Non-GAAP	\$1,038.0	\$890.0	\$949.0	\$230.0	\$225.0	\$262.0	\$226.4	\$943.4	\$215.1	\$211.1	\$239.0	\$243.3	\$908.5	\$946.6
Operating Income(Loss), GAAP	\$747.0	\$615.0	\$621.0	\$175.0	\$151.0	\$164.0	\$139.4	\$629.4	\$162.1	\$158.1	\$186.0	\$190.3	\$696.5	\$734.6
Interest Income	\$8.0	\$17.0	\$24.0	\$6.0	\$9.0	\$9.0	\$7.7	\$31.7	\$7.9	\$8.5	\$8.5	\$8.3	\$33.3	\$34.7
Interest Expense	\$35.0	\$87.0	\$131.0	\$35.0	\$38.0	\$38.0	\$37.9	\$148.9	\$37.0	\$38.2	\$39.1	\$39.4	\$153.8	\$160.4
Other, Net	\$1.0	\$(3.0)	\$(1.0)	\$(1.0)	\$(1.0)	\$(1.0)	\$(0.8)	\$(3.8)	\$(0.9)	\$(0.9)	\$(0.9)	\$(0.9)	\$(3.7)	\$(3.9)
Pre-Tax Income(Loss), Non-GAAP	\$1,012.0	\$817.0	\$831.0	\$200.0	\$195.0	\$232.0	\$195.4	\$822.4	\$185.0	\$180.4	\$207.6	\$211.3	\$784.3	\$817.0
Pre-Tax Income(Loss), GAAP	\$721.0	\$542.0	\$513.0	\$145.0	\$121.0	\$134.0	\$108.4	\$508.4	\$132.0	\$127.4	\$154.6	\$158.3	\$572.3	\$605.0
Income Tax, Non-GAAP	\$240.0	\$191.0	\$204.0	\$50.0	\$48.0	\$53.0	\$47.7	\$198.7	\$45.1	\$44.0	\$50.6	\$51.6	\$191.4	\$199.4
Income Tax, GAAP	\$170.0	\$120.0	\$128.0	\$35.0	\$31.0	\$28.0	\$23.1	\$117.1	\$28.1	\$27.1	\$32.9	\$33.7	\$121.9	\$128.9
Tax Rate, Non-GAAP	23.7%	23.4%	24.5%	24.9%	24.6%	22.9%	24.4%	24.2%	24.4%	24.4%	24.4%	24.4%	24.4%	24.4%
Tax Rate, GAAP	23.6%	22.1%	24.9%	24.9%	24.4%	21.3%	21.3%	23.0%	21.3%	21.3%	21.3%	21.3%	21.3%	21.3%
Equity in Earnings of Affiliates	\$15.0	\$14.0	\$13.0	\$3.0	\$4.0	\$3.0	\$2.8	\$12.8	\$3.2	\$3.3	\$3.2	\$3.2	\$12.9	\$13.3
Gain on Sale of Equity Investments	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Net Income From Continuing Operations, Non-GAAP	\$787.0	\$640.0	\$650.0	\$153.0	\$151.0	\$182.0	\$150.6	\$636.6	\$143.1	\$139.7	\$160.1	\$163.0	\$605.8	\$631.0
Net Income From Continuing Operations, GAAP	\$566.0	\$436.0	\$398.0	\$113.0	\$94.0	\$109.0	\$88.2	\$404.2	\$107.1	\$103.6	\$124.8	\$127.8	\$463.3	\$489.5
Non-Controlling Interests, Non-GAAP	\$47.0	\$48.0	\$45.0	\$10.0	\$16.0	\$15.0	\$12.4	\$53.4	\$13.0	\$13.9	\$13.8	\$13.4	\$54.2	\$55.3
Non-Controlling Interests, GAAP	\$28.0	\$20.0	\$8.0	\$3.0	\$8.0	\$8.0	\$5.4	\$24.4	\$6.0	\$6.9	\$6.8	\$6.4	\$26.2	\$27.3
Net Income From Continuing Operations Attributable to HSIC, GAAP	\$538.0	\$416.0	\$390.0	\$110.0	\$86.0	\$101.0	\$82.8	\$379.8	\$101.0	\$96.6	\$118.0	\$121.4	\$437.1	\$462.1
Income (Loss) from Discontinued Operations, Net of Tax	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Net Income Attributable to HSIC, GAAP	\$538.0	\$416.0	\$390.0	\$110.0	\$86.0	\$101.0	\$82.8	\$379.8	\$101.0	\$96.6	\$118.0	\$121.4	\$437.1	\$462.1
Restructuring and Intangible Costs, net	\$103.0	\$53.0	\$79.0	\$17.0	\$16.0	\$25.0	\$26.8	\$84.8	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Acquisition Intangible Amortization, net	\$78.0	\$92.0	\$112.0	\$27.0	\$27.0	\$27.0	\$29.2	\$110.2	\$29.2	\$29.2	\$29.2	\$29.2	\$116.8	\$116.8
Impairment of Intangible Assets, Net of Taxes & Non Controlling Interests	\$23.0	\$5.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Net Income Attributable to HSIC, Non-GAAP	\$741.0	\$593.0	\$605.0	\$143.0	\$135.0	\$167.0	\$152.8	\$597.8	\$144.2	\$139.8	\$161.2	\$164.6	\$609.9	\$634.9
Basic Shares Outstanding	136.1	130.6	126.8	123.8	121.9	120.2	119.0	121.2	117.7	116.5	115.3	114.0	115.9	110.9
Diluted Shares Outstanding	137.8	131.7	127.8	124.8	122.6	121.0	119.8	122.1	118.6	117.3	116.1	114.9	116.7	111.8
Basic EPS	\$3.95	\$3.18	\$3.07	\$0.89	\$0.71	\$0.84	\$0.70	\$3.14	\$0.86	\$0.83	\$1.02	\$1.06	\$3.78	\$4.17
Diluted EPS, Non-GAAP	\$5.38	\$4.50	\$4.74	\$1.15	\$1.10	\$1.38	\$1.28	\$4.91	\$1.22	\$1.19	\$1.39	\$1.43	\$5.23	\$5.68
Diluted EPS, GAAP	\$3.91	\$3.16	\$3.05	\$0.88	\$0.70	\$0.84	\$0.69	\$3.11	\$0.85	\$0.82	\$1.02	\$1.06	\$3.75	\$4.14

## Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

## Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

## Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

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The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	A
Growth Score	D
Momentum Score	D
VGM Score	C

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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