



A Letter from
Stanley M. Bergman

October 26, 2020

To Our Valued Customers:

Among the many consequences of the COVID-19 pandemic is an unprecedented surge in ecommerce in the retail market as consumers increase online shopping to observe social distancing protocols.

Retail websites enjoyed almost 22 billion visits globally in June 2020, up from 16 billion in June 2019 and even surpassing the total of 20.1 billion reached during the peak holiday shopping month of December 2019.

This trend is not likely to abate in the near future. Henry Schein has been meeting throughout the pandemic with our logistics partners, who advise that these trends will stress parcel delivery services throughout the world well into 2021, in addition to a worldwide shortage of shipping containers and backlogs at ports. As a result, we recommend that our customers begin planning ahead as retail ecommerce activity claims an ever larger part of the world's finite logistics capacity. Accordingly, customers should consider the following:

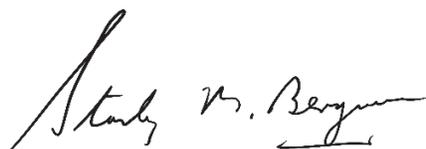
- Ordering your normal replenishment for November in October to minimize any logistics-related delays that could affect your operations.
- Ordering your normal replenishment for December in November.
- Connecting with your Henry Schein sales consultant for advice and strategies tailored to your specific needs.

As we continue to navigate the challenges in the health care landscape, Henry Schein is pleased to be your partner for the health of your patients and the success of your business. Henry Schein takes seriously the promise we make to you – Rely on Us. If you have any questions, please reach out to your local Henry Schein representative by calling 0800 0304169 or emailing info@henryscheinmedical.co.uk.

We are here for you always, as [this thank-you video](#) demonstrates, and we are here as your partner in making the world a better place, as demonstrated by our new "[Wearing Is Caring](#)" public-health campaign video. To learn more about the campaign, please enjoy [this video](#) featuring Dr. Louis Sullivan, former Secretary of the U.S. Department of Health and Human Services and Co-Chair of the Henry Schein Cares Foundation.

We thank you for the privilege of serving you, and we thank you for your efforts to keep society safe.

Sincerely,



Stanley M. Bergman
Chairman of the Board and Chief Executive Officer