



DENTSPLY INTERNATIONAL

DENTSPLY Supplemental Materials

NASDAQ-XRAY

DENTSPLY International, Inc.

Second Quarter 2013 Earnings Call

August 1, 2013

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Forward Looking Statements

This presentation contains forward-looking information (within the meaning of the Private Securities Litigation Reform Act of 1995) regarding future events or the future financial performance of the Company that involve substantial risks and uncertainties. Actual events or results may differ materially from those in the projections or other forward-looking information set forth herein as a result of certain risk factors. These risk factors include, without limitation; the continued strength of dental and medical markets, the timing, success and market reception for our new and existing products, uncertainty with respect to governmental actions with respect to dental and medical products, outcome of litigation and/or governmental enforcement actions, continued support of our products by influential dental and medical professionals, our ability to successfully integrate acquisitions, risks associated with foreign currency exchange rates, and changes in the general economic environment that could affect the business. Changes in such assumptions or factors could produce significantly different results.

For an additional description of risk factors, please refer to the Company's most recent Form 10-K and its subsequent periodic reports on Forms 10-Q filed with the Securities and Exchange Commission.

Non-GAAP Financial Measures

In addition to the results reported in accordance with US GAAP, the Company provides adjusted net income attributable to DENTSPLY International and adjusted earnings per diluted common share. The Company discloses adjusted net income attributable to DENTSPLY International to allow investors to evaluate the performance of the Company's operations exclusive of certain items that impact the comparability of results from period to period and certain large non-cash charges related to purchased intangible assets. The Company believes that this information is helpful in understanding underlying operating trends and cash flow generation. The adjusted net income attributable to DENTSPLY International consists of net income attributable to DENTSPLY International adjusted to exclude the impact of the following;

(1) Acquisition related costs. These adjustments include costs related to integrating recently acquired businesses and specific costs related to the consummation of the acquisition process. These costs are irregular in timing and as such may not be indicative of past and future performance of the Company and are therefore excluded to allow investors to better understand underlying operating trends.

(2) Restructuring and other costs, including legal settlements. These adjustments include both costs and income that are irregular in timing, amount and impact to the Company's financial performance. As such, these items may not be indicative of past and future performance of the Company and are therefore excluded for the purpose of understanding underlying operating trends.

(3) Amortization of purchased intangible assets. This adjustment excludes the periodic amortization expense related to purchased intangible assets. Following a significant acquisition in 2011, the Company began recording large non-cash charges related to the values attributed to purchased intangible assets. These charges have been excluded from adjusted net income attributed to DENTSPLY International to allow investors to evaluate and understand operating trends excluding these large non-cash charges.

(4) Income related to credit risk and fair value adjustments. These adjustments include both the cost and income impacts of adjustments in certain assets and liabilities that are recorded through net income which are due solely to the changes in fair value and credit risk. These items can be variable and driven more by market conditions than the Company's operating performance. As such, these items may not be indicative of past and future performance of the Company and therefore are excluded for comparability purposes.

(5) Certain fair value adjustments at an unconsolidated affiliated company. This adjustment represents the fair value adjustment of the unconsolidated affiliated company's convertible debt instrument held by the Company. The affiliate is accounted for under the equity method of accounting. The fair value adjustment is driven by open market pricing of the affiliate's equity instruments, which has a high degree of variability and may not be indicative of the operating performance of the affiliate or the Company.

(6) Income tax related adjustments. These adjustments include both income tax expenses and income tax benefits that are representative of income tax adjustments mostly related to prior periods, as well as the final settlement of income tax audits. These adjustments are irregular in timing and amount and may significantly impact the Company's operating performance. As such, these items may not be indicative of past and future performance of the Company and therefore are excluded for comparability purposes.

Adjusted earnings per diluted common share is calculated by dividing adjusted net income attributable to DENTSPLY International by diluted weighted-average common shares outstanding. Adjusted net income attributable to DENTSPLY International and adjusted earnings per diluted common share are considered measures not calculated in accordance with US GAAP, and therefore are non-US GAAP measures. These non-US GAAP measures may differ from other companies. Income tax related adjustments may include the impact to adjust the interim effective income tax rate to the expected annual effective tax rate. The non-US GAAP financial information should not be considered in isolation from, or as a substitute for, measures of financial performance prepared in accordance with US GAAP.

Q2 2013 Performance Summary

- ✓ Revenue essentially flat for Q2
 - ✓ Sales excluding precious metals grew +2.5%
 - ✓ Internal growth of +2.7%
- ✓ Adjusted gross margin of 58.4% up 20 bps sequentially, and 57 bps below a strong Q2'12 comparison
- ✓ Adjusted operating expense ratio improved 120 bps to 39.2%
- ✓ Adjusted operating margin expanded 66 bps to 19.2%
- ✓ EPS on an adjusted basis grew +7% to \$0.66

Q2 2013 Internal Growth, Ex. PM

Consolidated internal growth: +2.7%

United States: 34% of Total

Internal growth: +6.2%

Europe: 45% of Total

Internal growth: +1.0%

Rest of World: 21% of Total

Internal growth: +0.9%

Cash Flow and Balance Sheet Highlights

- ✓ Q2'13 cash flow from operating activities of \$97 million vs. \$85 million in Q2'12
 - ✓ Depreciation of \$21 million and amortization of \$11 million
 - ✓ Inventory days up 6 days sequentially to 116 days
 - ✓ DSO's of 59, flat vs. Q1 '13, up 4 days vs. Q2 2012
 - ✓ Capital expenditures of \$22 million; \$46 million YTD
- ✓ Total debt of \$1.54 billion; net debt of \$1.48 billion
 - ✓ Net debt*: 39% of total capitalization
 - ✓ Leverage**: 2.7x

* Net debt : long term debt and notes payable minus cash and equivalents. Total capitalization: net debt + equity

** Leverage ratio: net debt to adjusted TTM EBITDA; calculated using adjusted operating income and adding depreciation

2013 Earnings Guidance

- 2013 adjusted earnings in the range of \$2.33 to \$2.38 per diluted share

Appendix

Non-GAAP Reconciliation: Q2 2013

DENTSPLY INTERNATIONAL INC.
CONSOLIDATED STATEMENTS OF INCOME

GAAP
THREE MONTHS ENDED

NON-GAAP
THREE MONTHS ENDED

	June 30, 2013	Acquisition Related Activities	Restructuring, Credit Risks & Other Costs	Income Tax Related Adjustments	Amortization on purchased intangible assets	Total Non-GAAP Adjustments	June 30, 2013
NET SALES	\$ 761,010	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 761,010
NET SALES-without precious metals	715,956	-	-	-	-	-	715,956
GROSS PROFIT	414,956	196	-	-	2,937	3,133	418,089
% OF NET SALES-without precious metals	58.0%						58.4%
SG&A EXPENSES	289,921	(936)	(116)	-	(8,543)	(9,595)	280,326
% OF NET SALES-without precious metals	40.5%						39.2%
RESTRUCTURING AND OTHER COSTS	2,169	-	(2,169)	-	-	(2,169)	-
INCOME FROM OPERATIONS	122,866	1,132	2,285	-	11,480	14,897	137,763
% OF NET SALES-without precious metals	17.2%						19.2%
NET INTEREST AND OTHER EXPENSE	13,487	-	(699)	-	-	(699)	12,788
PRE-TAX INCOME	109,379	1,132	2,984	-	11,480	15,596	124,975
INCOME TAXES	22,870	386	596	118	3,478	4,578	27,448
EQUITY EARNINGS (LOSS) OF UNCONSOLIDATED AFFILIATES	2,182	-	(2,415)	-	-	(2,415)	(233)
LESS: NET INCOME/(LOSS) ATTRIBUTABLE TO THE NON-CONTROLLING INTERESTS	1,463	-	-	-	-	-	1,463
NET INCOME ATTRIBUTABLE TO DENTSPLY INTERNATIONAL	\$ 87,228	\$ 746	\$ (27)	\$ (118)	\$ 8,002	\$ 8,603	\$ 95,831
% OF NET SALES-without precious metals	12.2%						13.4%
EARNINGS PER SHARE - DILUTED	\$ 0.60	0.01	(0.01)	-	0.06	0.06	\$ 0.66

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Non-GAAP Reconciliation: 6M 2013

DENTSPLY INTERNATIONAL INC.
CONSOLIDATED STATEMENTS OF INCOME

GAAP
SIX MONTHS ENDED

NON-GAAP
SIX MONTHS ENDED

	June 30, 2013	Acquisition Related Activities	Restructuring, Credit Risks & Other Costs	Income Tax Related Adjustments	Amortization on purchased intangible assets	Total Non-GAAP Adjustments	June 30, 2013
NET SALES	\$ 1,493,094	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,493,094
NET SALES-without precious metals	1,388,604	-	-	-	-	-	1,388,604
GROSS PROFIT	803,156	415	-	-	6,192	6,607	809,763
% OF NET SALES-without precious metals	57.8%						58.3%
SG&A EXPENSES	583,598	(2,854)	(224)	-	(17,223)	(20,301)	563,297
% OF NET SALES-without precious metals	42.0%						40.6%
RESTRUCTURING AND OTHER COSTS	2,834	-	(2,834)	-	-	(2,834)	-
INCOME FROM OPERATIONS	216,724	3,269	3,058	-	23,415	29,742	246,466
% OF NET SALES-without precious metals	15.6%						17.7%
NET INTEREST AND OTHER EXPENSE	29,451	-	(5,182)	-	-	(5,182)	24,269
PRE-TAX INCOME	187,273	3,269	8,240	-	23,415	34,924	222,197
INCOME TAXES	26,412	1,170	2,558	11,506	7,037	22,271	48,683
EQUITY EARNINGS (LOSS) OF UNCONSOLIDATED AFFILIATES	403	-	(510)	-	-	(510)	(107)
LESS: NET INCOME/(LOSS) ATTRIBUTABLE TO THE NON-CONTROLLING INTERESTS	2,351	-	-	-	-	-	2,351
NET INCOME ATTRIBUTABLE TO DENTSPLY INTERNATIONAL	\$ 158,913	\$ 2,099	\$ 5,172	\$ (11,506)	\$ 16,378	\$ 12,143	\$ 171,056
% OF NET SALES-without precious metals	11.4%						12.3%
EARNINGS PER SHARE - DILUTED	\$ 1.10	\$ 0.01	\$ 0.04	\$ (0.08)	\$ 0.11	0.08	\$ 1.18

Non-GAAP Reconciliation: Q2 2012

DENTSPLY INTERNATIONAL INC.
CONSOLIDATED STATEMENTS OF INCOME

GAAP
THREE MONTHS ENDED

NON-GAAP
THREE MONTHS ENDED

	June 30, 2012	Acquisition Related Activities	Restructuring, Ortho Continuity & Other Costs	Income Tax Related Adjustments	Amortization of purchased intangible assets	Total Non-GAAP Adjustments	June 30, 2012
NET SALES	\$ 762,994	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 762,994
NET SALES-without precious metals	698,480	-	-	-	-	-	698,480
GROSS PROFIT	407,469	(6)	7	-	4,435	4,436	411,905
% OF NET SALES-without precious metals	58.3%						59.0%
SG&A EXPENSES	296,034	(4,908)	(720)	-	(8,250)	(13,878)	282,156
% OF NET SALES-without precious metals	42.4%						40.4%
RESTRUCTURING AND OTHER COSTS	2,528	-	(2,528)	-	-	(2,528)	-
INCOME FROM OPERATIONS	108,907	4,902	3,255	-	12,685	20,842	129,749
% OF NET SALES-without precious metals	15.6%						18.6%
NET INTEREST AND OTHER EXPENSE	13,321	-	95	-	-	95	13,416
PRE-TAX INCOME	95,586	4,902	3,160	-	12,685	20,747	116,333
INCOME TAXES	14,875	1,909	1,022	5,380	3,678	11,989	26,864
EQUITY EARNINGS (LOSS) OF UNCONSOLIDATED AFFILIATES	1,329	-	(995)	-	-	(995)	334
LESS: NET INCOME/(LOSS) ATTRIBUTABLE TO THE NON-CONTROLLING INTERESTS	1,276	-	-	-	-	-	1,276
NET INCOME ATTRIBUTABLE TO DENTSPLY INTERNATIONAL	\$ 80,764	\$ 2,993	\$ 1,143	\$ (5,380)	\$ 9,007	\$ 7,763	\$ 88,527
% OF NET SALES-without precious metals	11.6%						12.7%
EARNINGS PER SHARE - DILUTED	\$ 0.56	\$ 0.02	\$ 0.01	\$ (0.03)	\$ 0.06	\$ 0.06	\$ 0.62

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Non-GAAP Reconciliation: 6M 2012

DENTSPLY INTERNATIONAL INC.
CONSOLIDATED STATEMENTS OF INCOME

GAAP
SIX MONTHS ENDED

NON-GAAP
SIX MONTHS ENDED

	June 30, 2012	Acquisition Related Activities	Restructuring, Ortho Continuity & Other Costs	Income Tax Related Adjustments	Amortization on purchased intangible assets	Total Non-GAAP Adjustments	June 30, 2012
NET SALES	\$ 1,479,407	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,479,407
NET SALES-without precious metals	1,364,106	-	-	-	-	-	1,364,106
GROSS PROFIT	800,219	-	23	-	7,748	7,771	807,990
% OF NET SALES-without precious metals	58.7%						59.2%
SG&A EXPENSES	600,388	(12,471)	(1,778)	-	(20,299)	(34,548)	565,840
% OF NET SALES-without precious metals	44.0%						41.5%
RESTRUCTURING AND OTHER COSTS	3,765	35	(3,800)	-	-	(3,765)	-
INCOME FROM OPERATIONS	196,066	12,436	5,601	-	28,047	46,084	242,150
% OF NET SALES-without precious metals	14.4%						17.8%
NET INTEREST AND OTHER EXPENSE	27,288	-	(178)	-	-	(178)	27,110
PRE-TAX INCOME	168,778	12,436	5,779	-	28,047	46,262	215,040
INCOME TAXES	29,590	4,647	1,880	5,414	8,058	19,999	49,589
EQUITY EARNINGS (LOSS) OF UNCONSOLIDATED AFFILIATES	(2,919)	-	3,471	-	-	3,471	552
LESS: NET INCOME/(LOSS) ATTRIBUTABLE TO THE NON-CONTROLLING INTERESTS	2,220	-	-	-	-	-	2,220
NET INCOME ATTRIBUTABLE TO DENTSPLY INTERNATIONAL	\$ 134,049	\$ 7,789	\$ 7,370	\$ (5,414)	\$ 19,989	\$ 29,734	\$ 163,783
% OF NET SALES-without precious metals	9.8%						12.0%
EARNINGS PER SHARE - DILUTED	\$ 0.93	\$ 0.05	\$ 0.05	\$ (0.03)	\$ 0.14	0.21	\$ 1.14

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