



DENTSPLY INTERNATIONAL

DENTSPLY Supplemental Materials

DENTSPLY International, Inc.

Third Quarter 2013 Earnings Call

October 29, 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, volatility in the capital markets or changes in our credit ratings, continued support of our products by influential dental and medical professionals, our ability to successfully integrate acquisitions, risks associated with foreign currency exchange rates, risks associated with our competitors' introduction of generic or private label products, our ability to accurately predict dealer and customer inventory levels, our ability to successfully realize the benefits of any cost reduction or restructuring efforts, our ability to obtain a supply of certain finished goods and raw materials from third parties and changes in the general economic environment that could affect the business. Changes in such assumptions or factors could produce significantly different results.

For additional information regarding the factors that may cause actual results to differ materially from these forward-looking statements, 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.

Q3 2013 Performance Summary

- ✓ Sales excluding precious metals grew +3.5%
 - ✓ Internal growth of +2.7%
- ✓ Adjusted operating expense ratio improved 100 bps to 38.7%
- ✓ Adjusted operating margin expanded 60 bps to 17.9%
- ✓ EPS on an adjusted basis grew +12% to \$0.57

Q3 2013 Internal Growth, Ex. PM

Consolidated internal growth: +2.7%

United States: 36% of Total

Internal growth: +4.3%

Europe: 43% of Total

Internal growth: +0.3%

Rest of World: 21% of Total

Internal growth: +4.6%

Cash Flow and Balance Sheet Highlights

- Strong Q3 '13 cash flow from operating activities: up 31% to \$126 million
 - Depreciation of \$20 million and amortization of \$13 million
 - Capital expenditures \$27 million
- 9M '13 cash flow from operating activities grew 28% to \$258 million
 - Depreciation of \$62 million and amortization of \$39 million
 - Capital expenditures of \$74 million YTD
- Total debt of \$1.44 billion; net debt of \$1.39 billion
 - Net debt*: 36% of total capitalization
 - Leverage**: 2.4x
- Inventory days up 7 to 118 from Q3 '12
- DSO's of 64, up 4 from 60 days at Q3 '12

* 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; 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: Q3 2013

DENTSPLY INTERNATIONAL INC.
CONSOLIDATED STATEMENTS OF INCOME

GAAP
THREE MONTHS ENDED

NON-GAAP
THREE MONTHS ENDED

	September 30, 2013	Acquisition Related Activities	Restructuring, Credit Risks & Other Costs	Income Tax Related Adjustments	Amortization on purchased intangible assets	Total Non-GAAP Adjustments	September 30, 2013
NET SALES	\$ 704,018	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 704,018
NET SALES-without precious metals	669,425	-	-	-	-	-	669,425
GROSS PROFIT	376,417	2	-	-	2,689	2,691	379,108
% OF NET SALES-without precious metals	56.2%						56.6%
SG&A EXPENSES	269,165	(1,171)	(54)	-	(8,548)	(9,773)	259,392
% OF NET SALES-without precious metals	40.2%						38.7%
RESTRUCTURING AND OTHER COSTS	2,231	-	(2,231)	-	-	(2,231)	-
INCOME FROM OPERATIONS	105,021	1,173	2,285	-	11,237	14,695	119,716
% OF NET SALES-without precious metals	15.7%						17.9%
NET INTEREST AND OTHER EXPENSE	10,885	-	802	-	-	802	11,687
PRE-TAX INCOME	94,136	1,173	1,483	-	11,237	13,893	108,029
INCOME TAXES	13,187	429	16	6,882	3,386	10,713	23,900
EQUITY EARNINGS (LOSS) OF UNCONSOLIDATED AFFILIATES	(83)	-	(823)	-	-	(823)	(906)
LESS: NET INCOME/(LOSS) ATTRIBUTABLE TO THE NON-CONTROLLING INTERESTS	1,015	-	-	-	-	-	1,015
NET INCOME ATTRIBUTABLE TO DENTSPLY INTERNATIONAL	\$ 79,851	\$ 744	\$ 644	\$ (6,882)	\$ 7,851	\$ 2,357	\$ 82,208
% OF NET SALES-without precious metals	11.9%						12.3%
EARNINGS PER SHARE - DILUTED	\$ 0.55	0.01	-	(0.05)	0.06	0.02	\$ 0.57

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Non-GAAP Reconciliation: 9M 2013

DENTSPLY INTERNATIONAL INC.
CONSOLIDATED STATEMENTS OF INCOME

GAAP
NINE MONTHS ENDED

NON-GAAP
NINE MONTHS ENDED

	September 30, 2013	Acquisition Related Activities	Restructuring, Credit Risks & Other Costs	Income Tax Related Adjustments	Amortization on purchased intangible assets	Total Non-GAAP Adjustments	September 30, 2013
NET SALES	\$ 2,197,112	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,197,112
NET SALES-without precious metals	2,058,029	-	-	-	-	-	2,058,029
GROSS PROFIT	1,179,573	417	-	-	8,882	9,299	1,188,872
% OF NET SALES-without precious metals	57.3%						57.8%
SG&A EXPENSES	852,763	(4,025)	(278)	-	(25,770)	(30,073)	822,690
% OF NET SALES-without precious metals	41.4%						40.0%
RESTRUCTURING AND OTHER COSTS	5,065	-	(5,065)	-	-	(5,065)	-
INCOME FROM OPERATIONS	321,745	4,442	5,343	-	34,652	44,437	366,182
% OF NET SALES-without precious metals	15.6%						17.8%
NET INTEREST AND OTHER EXPENSE	40,337	-	(4,381)	-	-	(4,381)	35,956
PRE-TAX INCOME	281,408	4,442	9,724	-	34,652	48,818	330,226
INCOME TAXES	39,599	1,599	2,574	18,388	10,423	32,984	72,583
EQUITY EARNINGS (LOSS) OF UNCONSOLIDATED AFFILIATES	320	-	(1,333)	-	-	(1,333)	(1,013)
LESS: NET INCOME/(LOSS) ATTRIBUTABLE TO THE NON-CONTROLLING INTERESTS	3,366	-	-	-	-	-	3,366
NET INCOME ATTRIBUTABLE TO DENTSPLY INTERNATIONAL	\$ 238,763	\$ 2,843	\$ 5,817	\$ (18,388)	\$ 24,229	\$ 14,501	\$ 253,264
% OF NET SALES-without precious metals	11.6%						12.3%
EARNINGS PER SHARE - DILUTED	\$ 1.65	\$ 0.02	\$ 0.04	\$ (0.13)	\$ 0.17	\$ 0.10	\$ 1.75

Non-GAAP Reconciliation: Q3 2012

DENTSPLY INTERNATIONAL INC.
CONSOLIDATED STATEMENTS OF INCOME

GAAP
THREE MONTHS ENDED

NON-GAAP
THREE MONTHS ENDED

	September 30, 2012	Acquisition Related Activities	Restructuring, Ortho Continuity & Other Costs	Income Tax Related Adjustments	Amortization of purchased intangible assets	Total Non-GAAP Adjustments	September 30, 2012
NET SALES	\$ 695,734	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 695,734
NET SALES-without precious metals	647,120	-	-	-	-	-	647,120
GROSS PROFIT	364,115	42	-	-	4,196	4,238	368,353
% OF NET SALES-without precious metals	56.3%						56.9%
SG&A EXPENSES	260,352	1,935	(470)	-	(5,117)	(3,652)	256,700
% OF NET SALES-without precious metals	40.2%						39.7%
RESTRUCTURING AND OTHER COSTS	15,097	-	(15,097)	-	-	(15,097)	-
INCOME FROM OPERATIONS	88,666	(1,893)	15,567	-	9,313	22,987	111,653
% OF NET SALES-without precious metals	13.7%						17.3%
NET INTEREST AND OTHER EXPENSE	12,885	-	406	-	-	406	13,291
PRE-TAX INCOME	75,781	(1,893)	15,161	-	9,313	22,581	98,362
INCOME TAXES	18,960	(732)	4,466	(4,039)	4,154	3,849	22,809
EQUITY EARNINGS (LOSS) OF UNCONSOLIDATED AFFILIATES	(2,529)	-	1,971	-	-	1,971	(558)
LESS: NET INCOME/(LOSS) ATTRIBUTABLE TO THE NON-CONTROLLING INTERESTS	928	-	-	-	-	-	928
NET INCOME ATTRIBUTABLE TO DENTSPLY INTERNATIONAL	\$ 53,364	\$ (1,161)	\$ 12,666	\$ 4,039	\$ 5,159	\$ 20,703	\$ 74,067
% OF NET SALES-without precious metals	8.2%						11.4%
EARNINGS PER SHARE - DILUTED	\$ 0.37	\$ (0.01)	\$ 0.08	\$ 0.03	\$ 0.04	\$ 0.14	\$ 0.51

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Non-GAAP Reconciliation: 9M 2012

DENTSPLY INTERNATIONAL INC.
CONSOLIDATED STATEMENTS OF INCOME

GAAP
NINE MONTHS ENDED

NON-GAAP
NINE MONTHS ENDED

	September 30, 2012	Acquisition Related Activities	Restructuring, Ortho Continuity & Other Costs	Income Tax Related Adjustments	Amortization on purchased intangible assets	Total Non-GAAP Adjustments	September 30, 2012
NET SALES	\$ 2,175,141	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,175,141
NET SALES-without precious metals	2,011,225	-	-	-	-	-	2,011,225
GROSS PROFIT	1,164,334	42	23	-	11,944	12,009	1,176,343
% OF NET SALES-without precious metals	57.9%						58.5%
SG&A EXPENSES	860,740	(10,537)	(2,248)	-	(25,415)	(38,200)	822,540
% OF NET SALES-without precious metals	42.8%						40.9%
RESTRUCTURING AND OTHER COSTS	18,862	35	(18,897)	-	-	(18,862)	-
INCOME FROM OPERATIONS	284,732	10,544	21,168	-	37,359	69,071	353,803
% OF NET SALES-without precious metals	14.2%						17.6%
NET INTEREST AND OTHER EXPENSE	40,173	-	229	-	-	229	40,402
PRE-TAX INCOME	244,559	10,544	20,939	-	37,359	68,842	313,401
INCOME TAXES	48,550	3,914	6,344	1,375	12,211	23,844	72,394
EQUITY EARNINGS (LOSS) OF UNCONSOLIDATED AFFILIATES	(5,448)	-	5,440	-	-	5,440	(8)
LESS: NET INCOME/(LOSS) ATTRIBUTABLE TO THE NON-CONTROLLING INTERESTS	3,148	-	-	-	-	-	3,148
NET INCOME ATTRIBUTABLE TO DENTSPLY INTERNATIONAL	\$ 187,413	\$ 6,630	\$ 20,035	\$ (1,375)	\$ 25,148	\$ 50,438	\$ 237,851
% OF NET SALES-without precious metals	9.3%						11.8%
EARNINGS PER SHARE - DILUTED	\$ 1.30	\$ 0.05	\$ 0.14	\$ (0.01)	\$ 0.17	0.35	\$ 1.65

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