

February 18, 2015



# FOURTH QUARTER & FISCAL 2014 SUPPLEMENTAL MATERIALS



NASDAQ-XRAY



# 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 ("adjusted EPS"). 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 may not be indicative of past or future performance of the normal operations of the Company 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.

Adjusted net income and adjusted EPS are important internal measures for the Company. Senior management receives a monthly analysis of operating results that includes adjusted net income and adjusted EPS and the performance of the Company is measured on this basis along with other performance metrics.

The adjusted net income attributable to DENTSPLY International consists of net income attributable to DENTSPLY International adjusted to exclude the net of tax impact of the following:

(1) Business combination related costs. These adjustments include costs related to integrating and consummating recently acquired businesses and costs, gains and losses related to the disposal of businesses or product lines. These items 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, restructuring program related costs and other costs. These adjustments include costs related to the implementation of restructuring initiatives as well as certain other costs. These costs can include, but are not limited to, severance costs, facility closure costs, lease and contract terminations costs, related professional service costs, duplicate facility and labor costs associated with specific restructuring initiatives, as well as, legal settlements and impairments of assets. These items 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. Beginning in 2011, the Company began recording large non-cash charges related to the values attributed to purchased intangible assets. As such, amortization expense has 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 related to 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, and discrete tax items resulting from the implementation of restructuring initiatives. 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.

# Q4 2014 PERFORMANCE Summary

- Sales, ex PM, declined 3.2%
  - Constant currency growth +2.1%
  - Internal growth +1.9%
- Adjusted operating margin expanded 50 bps to 17.7%
- Operating cash flow increased 21% to \$193 million
- EPS on an adjusted basis declined 1.6% to \$0.60

# Fiscal 2014 **PERFORMANCE** Summary

- Sales, ex PM, grew +0.8%
  - Constant currency growth +1.8%
  - Internal growth +1.2%
- Adjusted operating margin expanded 80 bps to 18.4%
- Operating cash flow increased 34% to \$560 million
- EPS on an adjusted basis grew 6% to \$2.50

Q4 2014

# INTERNAL GROWTH, Ex. PM

Consolidated internal growth: Q4 2014: +1.9%

## United States

Q4 2014: 31% of total

Internal growth: +0.7%

## Europe

Q4 2014: 46% of total

Internal growth: +2.0%

## Rest of World

Q4 2014: 23% of total

Internal growth: +3.4%

# Cash Flow and Balance Sheet Highlights

- **Fiscal 2014 cash flow from operating activities of \$560 million**
  - Depreciation of \$81 million and amortization of \$48 million
  - Capital expenditures of \$100 million
- **Total debt of \$1.3 billion; net debt of \$1.1 billion**
  - Net debt\*: 32% of total capitalization
  - Leverage\*\*: 1.9 x
- **Inventory down 6 days to 113 compared to 119 at Q3 2014**
- **DSO's of 55, down 7 sequentially, down 1 vs. Dec. 31, 2013**

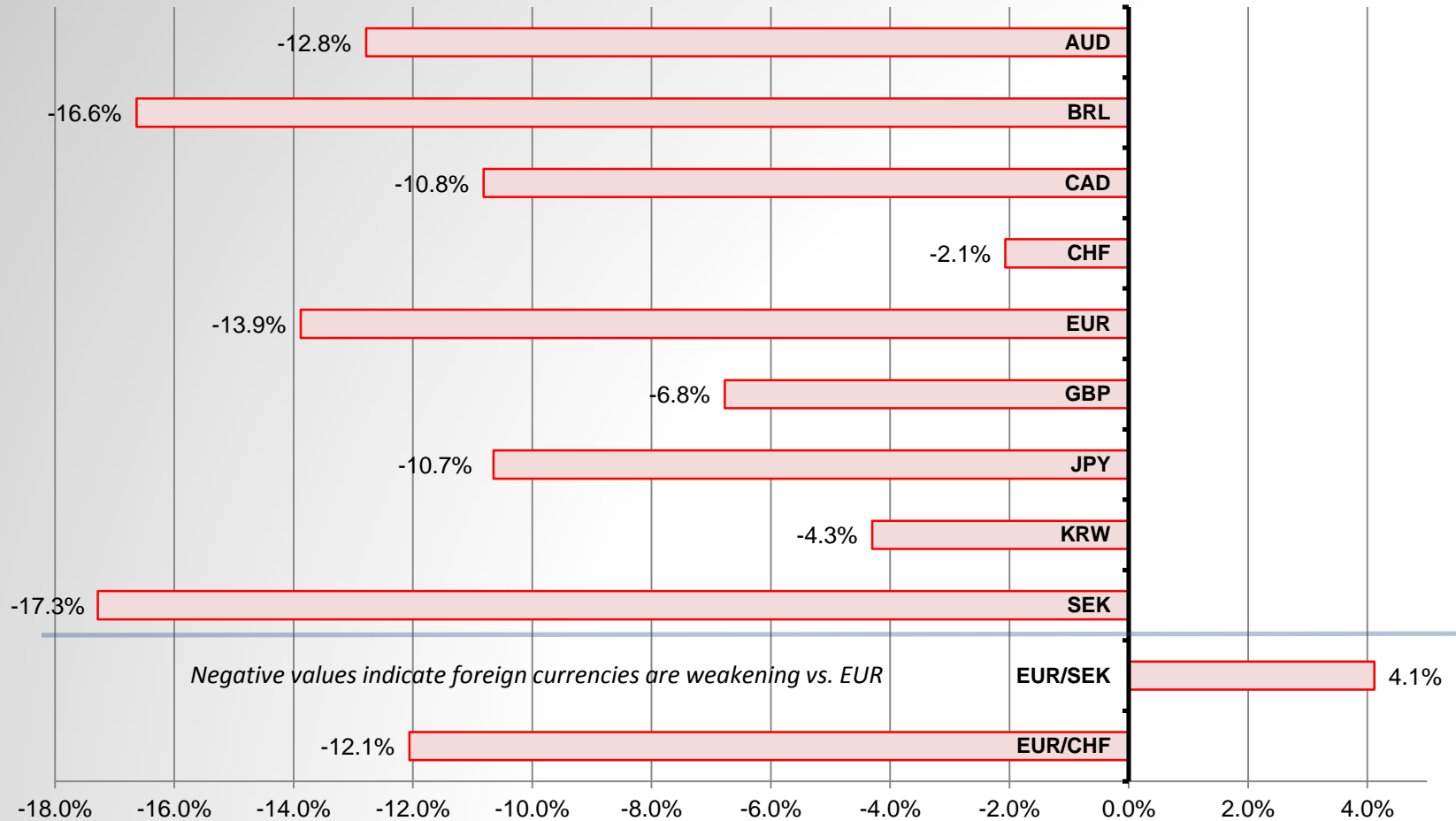
\* Net debt : long term debt and notes payable minus cash and equivalents. Total capitalization: net debt + equity

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

# Selected Currency Rate Comparison

## 2015 Current Rates vs. 2014 Average Rates

*Negative values indicate foreign currencies are weakening vs. USD*





# 2014 Earnings Guidance

- **2015 adjusted earnings in the range of \$2.50 to \$2.60 per diluted share**
  - Includes significant headwind from foreign exchange movements at current rates

# Appendix

# Non-GAAP Reconciliation: Q4 2014

DENTSPLY INTERNATIONAL INC.  
CONSOLIDATED STATEMENTS OF INCOME

**GAAP**  
THREE MONTHS ENDED

**NON-GAAP**  
THREE MONTHS ENDED

	December 31, 2014	Acquisition Related Activities	Restructuring, Credit Risks & Other Costs	Income Tax Related Adjustments	Amortization of purchased intangible assets	Total Non-GAAP Adjustments	December 31, 2014
NET SALES	\$ 719,041	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 719,041
NET SALES-without precious metals	691,011	-	-	-	-	-	691,011
GROSS PROFIT	393,051	(11)	13	-	3,250	3,252	396,303
% OF NET SALES-without precious metals	56.9%						57.4%
SG&A EXPENSES	283,164	(1,220)	(24)	-	(8,234)	(9,478)	273,686
% OF NET SALES-without precious metals	41.0%						39.6%
RESTRUCTURING AND OTHER COSTS	6,545	-	(6,545)	-	-	(6,545)	-
INCOME FROM OPERATIONS	103,342	1,209	6,582	-	11,484	19,275	122,617
% OF NET SALES-without precious metals	15.0%						17.7%
NET INTEREST AND OTHER EXPENSE	8,624	3,269	940	-	-	4,209	12,833
PRE-TAX INCOME	94,718	(2,060)	5,642	-	11,484	15,066	109,784
INCOME TAXES	11,289	(272)	1,840	7,861	3,518	12,947	24,236
EQUITY EARNINGS (LOSS) OF UNCONSOLIDATED AFFILIATES	1,284	-	(272)	-	-	(272)	1,012
LESS: NET INCOME/(LOSS) ATTRIBUTABLE TO THE NON-CONTROLLING INTERESTS	3	-	-	-	-	-	3
NET INCOME ATTRIBUTABLE TO DENTSPLY INTERNATIONAL	\$ 84,710	\$ (1,788)	\$ 3,530	\$ (7,861)	\$ 7,966	\$ 1,847	\$ 86,557
% OF NET SALES-without precious metals	12.3%						12.5%
EARNINGS PER SHARE - DILUTED	\$ 0.59	\$ (0.01)	\$ 0.02	\$ (0.06)	\$ 0.06	\$ 0.01	\$ 0.60

# Non-GAAP Reconciliation: Q4 2013

DENTSPLY INTERNATIONAL INC.  
CONSOLIDATED STATEMENTS OF INCOME

**GAAP**  
THREE MONTHS ENDED

**NON-GAAP**  
THREE MONTHS ENDED

	December 31, 2013	Acquisition Related Activities	Restructuring, Credit Risks & Other Costs	Income Tax Related Adjustments	Amortization on purchased intangible assets	Total Non-GAAP Adjustments	December 31, 2013
NET SALES	\$ 753,658	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 753,658
NET SALES-without precious metals	713,699	-	-	-	-	-	713,699
GROSS PROFIT	397,839	2,213	-	-	2,880	5,093	402,932
% OF NET SALES-without precious metals	55.7%						56.5%
SG&A EXPENSES	292,127	(2,123)	(1,005)	-	(8,689)	(11,817)	280,310
% OF NET SALES-without precious metals	40.9%						39.3%
RESTRUCTURING AND OTHER COSTS	8,291	-	(8,291)	-	-	(8,291)	-
INCOME FROM OPERATIONS	97,421	4,336	9,296	-	11,569	25,201	122,622
% OF NET SALES-without precious metals	13.7%						17.2%
NET INTEREST AND OTHER EXPENSE	9,494	-	1,150	-	-	1,150	10,644
PRE-TAX INCOME	87,927	4,336	8,146	-	11,569	24,051	111,978
INCOME TAXES	12,552	1,288	3,250	2,665	3,488	10,691	23,243
EQUITY EARNINGS (LOSS) OF UNCONSOLIDATED AFFILIATES	656	-	145	-	-	145	801
LESS: NET INCOME/(LOSS) ATTRIBUTABLE TO THE NON-CONTROLLING INTERESTS	1,603	-	-	-	-	-	1,603
NET INCOME ATTRIBUTABLE TO DENTSPLY INTERNATIONAL	\$ 74,428	\$ 3,048	\$ 5,041	\$ (2,665)	\$ 8,081	\$ 13,505	\$ 87,933
% OF NET SALES-without precious metals	10.4%						12.3%
EARNINGS PER SHARE - DILUTED	\$ 0.51	0.02	0.04	(0.02)	0.06	0.10	\$ 0.61

# Non-GAAP Reconciliation: FY 2014

DENTSPLY INTERNATIONAL INC.  
CONSOLIDATED STATEMENTS OF INCOME

**GAAP**  
TWELVE MONTHS ENDED

**NON-GAAP**  
TWELVE MONTHS ENDED

	<b>December 31, 2014</b>	Acquisition Related Activities	Restructuring, Credit Risks & Other Costs	Income Tax Related Adjustments	Amortization of purchased intangible assets	Total Non-GAAP Adjustments	<b>December 31, 2014</b>
NET SALES	\$ 2,922,620	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,922,620
NET SALES-without precious metals	2,792,676	-	-	-	-	-	2,792,676
GROSS PROFIT	1,599,789	2,019	1,288	-	12,613	15,920	1,615,709
% OF NET SALES-without precious metals	57.3%						57.9%
SG&A EXPENSES	1,143,106	(4,808)	(92)	-	(35,301)	(40,201)	1,102,905
% OF NET SALES-without precious metals	40.9%						39.5%
RESTRUCTURING AND OTHER COSTS	11,083	-	(11,083)	-	-	(11,083)	-
INCOME FROM OPERATIONS	445,600	6,827	12,463	-	47,914	67,204	512,804
% OF NET SALES-without precious metals	16.0%						18.4%
NET INTEREST AND OTHER EXPENSE	41,227	3,269	746	-	-	4,015	45,242
PRE-TAX INCOME	404,373	3,558	11,717	-	47,914	63,189	467,562
INCOME TAXES	81,120	1,606	3,670	4,325	14,300	23,901	105,021
EQUITY EARNINGS (LOSS) OF UNCONSOLIDATED AFFILIATES	(340)	-	(1,182)	-	-	(1,182)	(1,522)
LESS: NET INCOME/(LOSS) ATTRIBUTABLE TO THE NON-CONTROLLING INTERESTS	59	-	-	-	-	-	59
NET INCOME ATTRIBUTABLE TO DENTSPLY INTERNATIONAL	\$ 322,854	\$ 1,952	\$ 6,865	\$ (4,325)	\$ 33,614	\$ 38,106	\$ 360,960
% OF NET SALES-without precious metals	11.6%						12.9%
EARNINGS PER SHARE - DILUTED	\$ 2.24	\$ 0.01	\$ 0.05	\$ (0.03)	\$ 0.23	\$ 0.26	\$ 2.50

# Non-GAAP Reconciliation: FY 2013

DENTSPLY INTERNATIONAL INC.  
CONSOLIDATED STATEMENTS OF INCOME

GAAP

NON-GAAP

TWELVE MONTHS ENDED

TWELVE MONTHS ENDED

	December 31, 2013	Acquisition Related Activities	Restructuring, Credit Risks & Other Costs	Income Tax Related Adjustments	Amortization on purchased intangible assets	Total Non-GAAP Adjustments	December 31, 2013
NET SALES	\$ 2,950,770	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,950,770
NET SALES-without precious metals	2,771,728	-	-	-	-	-	2,771,728
GROSS PROFIT	1,577,412	2,630	-	-	11,762	14,392	1,591,804
% OF NET SALES-without precious metals	56.9%						57.4%
SG&A EXPENSES	1,144,890	(6,148)	(1,283)	-	(34,459)	(41,890)	1,103,000
% OF NET SALES-without precious metals	41.3%						39.8%
RESTRUCTURING AND OTHER COSTS	13,356	-	(13,356)	-	-	(13,356)	-
INCOME FROM OPERATIONS	419,166	8,778	14,639	-	46,221	69,638	488,804
% OF NET SALES-without precious metals	15.1%						17.6%
NET INTEREST AND OTHER EXPENSE	49,831	-	(3,232)	-	-	(3,232)	46,599
PRE-TAX INCOME	369,335	8,778	17,871	-	46,221	72,870	442,205
INCOME TAXES	52,150	2,888	5,823	21,054	13,912	43,677	95,827
EQUITY EARNINGS (LOSS) OF UNCONSOLIDATED AFFILIATES	976	-	(1,188)	-	-	(1,188)	(212)
LESS: NET INCOME/(LOSS) ATTRIBUTABLE TO THE NON-CONTROLLING INTERESTS	4,969	-	-	-	-	-	4,969
NET INCOME ATTRIBUTABLE TO DENTSPLY INTERNATIONAL	\$ 313,192	\$ 5,890	\$ 10,860	\$ (21,054)	\$ 32,309	\$ 28,005	\$ 341,197
% OF NET SALES-without precious metals	11.3%						12.3%
EARNINGS PER SHARE - DILUTED	\$ 2.16	\$ 0.04	\$ 0.08	\$ (0.15)	\$ 0.22	0.19	\$ 2.35