## SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549
FORM 10-Q
(X) QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended June 30, 1996

OR
( ) TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to $\qquad$
Commission File Number 0-16211
DENTSPLY International Inc.
(Exact name of registrant as specified in its charter)
Delaware 39-1434669
(State or other jurisdiction of
(I.R.S. Employer

570 West College Avenue, P. O. Box 872, York, PA 17405-0872
(Address of principal executive offices) (Zip Code)

> (717) 845-7511
(Registrant's telephone number, including area code)
Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.
( X ) Yes ( ) No
Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date: At August 8, 1996 the Company had 26,870,204 shares of Common Stock outstanding, with a par value of $\$ .01$ per share.

Page 1 of 20
Exhibit Index at Page 18

DENTSPLY INTERNATIONAL INC.
FORM 10-Q
For Quarter Ended June 30, 1996

## INDEX

## Page No.

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PART I - FINANCIAL INFORMATION (unaudited)
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Item 1 - Financial Statements
Consolidated Condensed Balance Sheets............ 3
Consolidated Condensed Statements of Income...... 4
Consolidated Condensed Statements of Cash Flows.. 5
Consolidated Condensed Statement of
Stockholders' Equity.................................. 7
Notes to Unaudited Consolidated Condensed Financial Statements............................ 8

Item 2 - Management's Discussion and Analysis of Financial Condition and Results of Operations.
Item 1 - Legal Proceedings ..... 15
Item 4 - Submission of Matters to a Vote of Security Holders............... ..... 15
Item 6 - Exhibits and Reports on Form 8-K ..... 16
Signatures ..... 17

## PART I

## FINANCIAL INFORMATION

## Item 1. FINANCIAL STATEMENTS

DENTSPLY INTERNATIONAL INC.
CONSOLIDATED CONDENSED BALANCE SHEETS

|  | (unaudited) |
| :---: | :---: |
| $\begin{gathered} \text { December 31, } \\ 1995 \end{gathered}$ | June 30, $1996$ |


| ASSETS |  |  |  |
| :---: | :---: | :---: | :---: |
| Current assets: | (in thousands) |  |  |
| Cash and cash equivalents | \$ 3,974 | \$ | 5,448 |
| Accounts and notes receivable-trade, net | 93,315 |  | 98,614 |
| Inventories | 125,704 |  | 128,574 |
| Prepaid expenses and other current assets | 16,906 |  | 21,637 |
| Net assets of discontinued operations | 5,870 |  | - |
| Total Current Assets | 245,769 |  | 254,273 |
| Property, plant and equipment, net | 140,101 |  | 139,508 |
| Other noncurrent assets, net | 13,974 |  | 13,394 |
| Identifiable intangible assets, net | 39,282 |  | 54,829 |
| Cost in excess of fair value of net assets acquired, net | 149,127 |  | 198,932 |
| Total Assets | \$ 588, 253 |  | 660,936 |
| LIABILITIES AND STOCKHOLDERS' EQUITY | ======== |  | $=$ |
| Current liabilities: |  |  |  |
| Accounts payable and accrued liabilities | \$ 78,356 | \$ | 79,105 |
| Income taxes payable | 31,221 |  | 33,063 |
| Notes payable and current portion |  |  |  |
| Total Current Liabilities | 117,193 |  | 126,775 |
| Long-term debt | 68,675 |  | 105,734 |
| Deferred income taxes | 35,927 |  | 34,550 |
| Other liabilities | 47,104 |  | 51,579 |
| Total Liabilities | 268,899 |  | 318,638 |
| Minority interests in consolidated subsidiary | 3,432 |  | 1,015 |
| Stockholders' equity: |  |  |  |
| Preferred stock, $\$ .01$ par value; .25 million shares authorized; no shares issued | - |  | - |
| Common stock, $\$ .01$ par value; 100 million shares authorized; 27.1 million shares |  |  |  |
| issued at December 31, 1995 and June 30, 1996 | 271 |  | 271 |
| Capital in excess of par value | 149,999 |  | 149,886 |
| Retained earnings | 179,231 |  | 207,540 |
| Cumulative translation adjustment | 3,234 |  | (890) |
| Employee stock ownership plan reserve | $(12,536)$ |  | $(11,607)$ |
| Treasury stock, at cost, . 1 million shares at December 31, 1995 and |  |  |  |
| June 30, 1996 | $(4,277)$ |  | $(3,917)$ |
| Total Stockholders' Equity | 315,922 |  | 341, 283 |
| Total Liabilities and Stockholders' Equity | \$ 588, 253 | \$ | 660,936 |
| See accompanying notes to unaudited consolidated condensed financial statements. |  |  |  |

DENTSPLY INTERNATIONAL INC.
CONSOLIDATED CONDENSED STATEMENTS OF INCOME
(unaudited)

| Three | Months Ended June 30, |  | Months Ended June 30, |
| :---: | :---: | :---: | :---: |
| 1995 | 1996 | 1995 | 1996 |


| Net sales | \$139, 878 | \$165, 029 | \$272,983 | \$320,939 |
| :---: | :---: | :---: | :---: | :---: |
| Cost of products sold | 69,715 | 83,389 | 136,385 | 162,371 |
|  | 70,163 | 81,640 | 136,598 | 158,568 |
| Selling, general and administrative expenses | 43,251 | 50,412 | 86,775 | 100,439 |
| Operating income | 26,912 | 31,228 | 49,823 | 58,129 |
| Interest expense | 2,395 | 2,631 | 4,001 | 5,726 |
| Interest income | (328) | (404) | (583) | (621) |
| ```Other (income) expense, net``` | 2,873 | (441) | 2,921 | $(1,507)$ |
| Income before income taxes | 21,972 | 29,442 | 43,484 | 54,531 |
| Provision for income taxes | 8,735 | 11,672 | 17,275 | 21,774 |
| Net income | \$ 13, 237 | \$ 17,770 | \$ 26, 209 | \$ 32,757 |
| Earnings per common share | \$. 49 | \$. 66 | \$. 97 | \$1.22 |
| Dividends per common share | \$. 075 | \$. 0825 | \$. 15 | \$. 165 |
| Weighted average common shares outstanding | 26,875 | 26,958 | 27,049 | 26,955 |

See accompanying notes to unaudited consolidated condensed financial statements.

DENTSPLY INTERNATIONAL INC.
CONSOLIDATED CONDENSED STATEMENTS OF CASH FLOWS
(unaudited)

| Cash flows from operating activities: |  |  |
| :---: | :---: | :---: |
| Net income | \$ 26,209 | \$ 32,757 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |
| Depreciation and amortization | 10,110 | 14,180 |
| Other, net | $(23,573)$ | $(9,263)$ |
| Net cash provided by operating activities | 12,746 | 37,674 |
| Cash flows from investing activities: |  |  |
| Acquisition of businesses, net of cash acquired | $(71,625)$ | $(77,317)$ |
| Property, plant and equipment additions | $(6,731)$ | $(8,960)$ |
| Proceeds from disposal of Medical business | 3,260 | 7,500 |
| Proceeds from sale of property, plant, and equipment | 2,239 |  |
| Other, net | (367) | (294) |
| Net cash used in investing activities | $(73,224)$ | $(79,071)$ |
| Cash flows from financing activities: |  |  |
| Debt repayment | $(18,757)$ | $(28,904)$ |
| Proceeds from long-term debt | 99,901 | 71,307 |
| Cash paid for treasury stock | $(38,400)$ |  |
| Increase in bank overdrafts and other short-term debt | 13,392 | 4,821 |
| Other, net | 2,004 | $(3,399)$ |
| Net cash provided by financing activities | 58,140 | 43,825 |
| Effect of exchange rate changes on cash and cash equivalents |  |  |
| Net increase (decrease) in cash and cash <br> equivalents (357) 1,474 |  |  |
| Cash and cash equivalents at beginning of period | 7,278 | 3,974 |
| Cash and cash equivalents at end of period | \$ 6,921 | \$ 5,448 |
| Supplemental disclosures of cash flow information: |  |  |
| Interest paid | \$ 2,354 | \$ 3,032 |
| Income taxes paid | 22,174 | 18,327 |

See accompanying notes to unaudited consolidated condensed financial statements.

DENTSPLY INTERNATIONAL INC.
CONSOLIDATED CONDENSED STATEMENTS OF CASH FLOWS (unaudited)

Supplemental disclosures of noncash transactions (in thousands):
In March 1995, the Company purchased all of the capital stock of KV33
Corporation for $\$ 11.5$ million. In conjunction with the acquisition, liabilities were assumed as follows:

| Fair value of assets acquired | $\$ 14,329$ |
| :--- | ---: |
| Cash paid for capital stock | $(11,450)$ |
|  | $--\ldots-1$ |
| Liabilities assumed | $\$ \quad 2,879$ |
|  | $=======$ |

In June 1995, the Company purchased approximately $96 \%$ of the capital stock of Maillefer Instruments, S.A. for $\$ 65.8$ million. In conjunction with the acquisition, liabilities were assumed as follows:

| Estimated fair value of assets acquired | $\$ 96,796$ |
| :--- | ---: |
| Cash paid for capital stock | $(65,783)$ |
|  | ------ |
| Liabilities assumed | $\$ 31,013$ |
| $=$ | $======$ |

In January 1996, the Company purchased certain net assets of Tulsa Dental
Products LLC for $\$ 75.0$ million. In conjunction with the acquisition, liabilities were assumed as follows:

| Estimated fair value of assets acquired | $\$ 78,541$ |
| :--- | ---: |
| Cash paid for assets | $(75,000)$ |
|  | ------ |
| Liabilities assumed | $\$ 3,541$ |

DENTSPLY INTERNATIONAL INC.
CONSOLIDATED CONDENSED STATEMENT OF STOCKHOLDERS' EQUITY (unaudited)

| (in thousands) |  |  | Capital in Excess of Par Value | Retained Earnings | Cumulative <br> Translation Adjustment | ESOP Reserve | Treasury Stock | Total Stockholders Equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at December 31, 1995 | \$ | 271 | \$149,999 | \$179, 231 | \$ 3,234 | \$(12, 536 ) | \$ (4,277) | \$315, 922 |
| Exercise of stock options and warrants |  | --- | (166) | --- | --- | --- | 360 | 194 |
| Tax benefit related to stock options and warrants exercised |  | --- | 94 | --- | --- | --- | --- | 94 |
| Compensatory stock options lapsed |  | --- | (41) | --- | --- | --- | --- | (41) |
| Cash dividends declared, \$.165 per share |  | --- | --- | $(4,448)$ | --- | --- | --- | $(4,448)$ |
| Translation adjustment |  | --- | --- | --- | $(4,124)$ | --- | --- | $(4,124)$ |
| Net change in ESOP reserve |  | --- | --- | --- | --- | 929 | --- | 929 |
| Net income |  | --- |  | 32,757 | --- | --- | --- | 32,757 |
| Balance at June 30, 1996 | \$ |  | \$149, 886 | \$207, 540 | \$ (890) | \$ $(11,607)$ | \$ (3, 917) | \$341, 283 |

NOTES TO UNAUDITED CONSOLIDATED CONDENSED FINANCIAL STATEMENTS

## JUNE 30, 1996

The accompanying interim consolidated condensed financial statements reflect all adjustments (consisting only of normal recurring adjustments) which in the opinion of management are necessary for a fair presentation of financial position, results of operations and cash flows for the interim periods. These interim financial statements conform with the requirements for interim financial statements and consequently do not include all the disclosures normally required by generally accepted accounting principles. Disclosures are updated where appropriate.

## NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES

Principles of Consolidation

The interim consolidated condensed financial statements include the accounts of DENTSPLY International Inc. (the "Company") and its subsidiaries. Minority interests in net income of consolidated subsidiary is not material and is included in other (income) expense, net. Certain items in the prior year have been reclassified to conform to the 1996 classification.

## Inventories

Inventories are stated at the lower of cost or market. At December 31, 1995 and June 30, 1996, the cost of $\$ 10.6$ million or $8 \%$ and $\$ 10.8$ million or $8 \%$, respectively, of inventories was determined by the last-in, first-out (LIFO) method. The cost of other inventories was determined by the first-in, first-out or average cost method.

Property, Plant and Equipment

Property, plant and equipment are stated at cost, net of accumulated depreciation. Except for leasehold improvements, depreciation for financial reporting purposes is computed by the straight-line method over the following estimated useful lives: buildings - generally 40 years; and machinery and equipment - 8 to 15 years. The cost of leasehold improvements is amortized over the shorter of the estimated useful life or the term of the lease. For income tax purposes, depreciation is computed using various methods.

Earnings per Common Share

Earnings per common share are based on the weighted average number of common shares outstanding. Common stock equivalents (options and warrants) had no material effect on the earnings per common share computation. All shares held by the DENTSPLY Employee Stock Ownership Plan are considered outstanding and are included in the earnings per common share computation.

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In January 1996, the Company purchased certain assets of Tulsa Dental Products L.L.C. ("Tulsa") in a cash transaction valued at $\$ 75$ million. Based in Tulsa, Oklahoma, Tulsa is a manufacturer and distributor of principally endodontic instruments and materials.

The acquisition was accounted for under the purchase method of accounting and the results of Tulsa's operations have been included in the accompanying financial statements since the date of acquisition. The aggregate purchase price of $\$ 75$ million plus direct acquisition costs has been allocated on the basis of preliminary estimates of the fair values of assets acquired and liabilities assumed. The excess ( $\$ 53.5$ million) of acquisition cost over net assets acquired is being amortized over 25 years.

The following unaudited pro forma consolidated results of operations assume that the acquisition of Tulsa occurred on January 1, 1995:

|  | Six Months Ended June 30, 1995 $1996$ |
| :---: | :---: |
| Net sales | (in thousands, except per share amounts) \$282,146 \$320,939 |
| Net income | 25,336 33,014 |
| Earnings per common share | . 941.22 |

The pro forma information does not purport to be indicative of the results that actually would have been obtained had the operations been combined during the periods presented.

In June 1995, the Company purchased approximately $96 \%$ of the outstanding Capital Stock of Maillefer Instruments S.A. (Maillefer) from Maillefer stockholders for 11,000 SFR per share in a cash transaction valued at approximately $\$ 65.8$ million. An additional $3.9 \%$ of Maillefer stock was purchased in June 1996 for 10,375 SFR per share, or approximately $\$ 2.3$ million. Based in Switzerland, Maillefer Instruments is a manufacturer and distributor of principally endodontic instruments.

The acquisition was accounted for under the purchase method of accounting and the results of Maillefer's operations have been included in the accompanying financial statements since the date of acquisition. The aggregate purchase price of $\$ 68.1$ million plus direct acquisition costs has been allocated on the basis of the fair values of assets acquired and liabilities assumed. Since the fair value of net assets acquired exceeded the purchase price by approximately $\$ 16.7$ million, the values otherwise assignable to noncurrent assets acquired have been reduced by a proportionate part of the excess.

In March 1995, the Company purchased all of the outstanding capital stock of KV33 Corporation ("KV33") in a cash transaction valued at $\$ 11.5$ million. The acquisition was accounted for under the purchase method of accounting and the results of KV33's operations have been included in the accompanying financial statements since the date of acquisition. The excess ( $\$ 10.2$ million) of acquisition cost over net assets acquired is being amortized over 25 years.

## NOTE 3 - INVENTORIES

Inventories consist of the following:

|  | $\begin{gathered} \text { December 31, } \\ 1995 \end{gathered}$ | $\begin{aligned} & \text { June } 30 \text {, } \\ & 1996 \end{aligned}$ |
| :---: | :---: | :---: |
|  | (in thousands) |  |
| Finished goods | \$ 70,677 | \$ 72,410 |
| Work-in-process | 26,440 | 27,439 |
| Raw materials and supplies | 28,587 | 28,725 |
|  | \$125, 704 | \$128,574 |

Pre-tax income was $\$ .4$ million lower in the the six months ended June 30, 1995 as a result of using the LIFO method compared to the first-in, first-out (FIFO) method. If the FIFO method had been used to determine the cost of the LIFO inventories, the amounts at which net inventory is stated would be lower than reported at December 31, 1995 and June 30, 1996 by $\$ 2.0$ million.

NOTE 4 - PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment consist of the following:

|  | $\begin{gathered} \text { December 31, } \\ 1995 \end{gathered}$ | $\begin{gathered} \text { June } 30, \\ 1996 \end{gathered}$ |
| :---: | :---: | :---: |
| Assets, at cost: | (in thousands) |  |
| Land | \$ 17,395 | \$ 16, 890 |
| Buildings and improvements | 67,903 | 69,158 |
| Machinery and equipment | 88,417 | 94,870 |
| Construction in progress | 9,039 | 9,088 |
|  | 182,754 | 190,006 |
| Less: Accumulated depreciation | 42,653 | 50,498 |
|  | \$140, 101 | \$139,508 |
|  | ======= | ======= |

NOTE 5 - SPECIAL CHARGES

During the quarter ended June 30, 1995, the Company recorded special, charges which materially impacted the comparison with other periods. These special charges, on a pre-tax basis, included the following (in thousands):

| Costs associated with consolidation of |  |
| :--- | ---: |
| all executive functions in York, |  |
| Pennsylvania | $\$ 2,460$ |
| Loss on sale of corporate aircraft | 626 |
|  | $----{ }^{-}$ |
|  | $======$ |

The impact of these expenses on earnings per share was $\$ .07$ per share in the quarter ended June 30, 1995.

NOTE 6 - DISCONTINUED OPERATIONS

On October 13, 1994, the Company announced its strategic decision to discontinue the operations comprising its medical business. The medical operations include Eureka X-Ray Tube Corp. (Eureka), GENDEX Medical and CMW business units which manufacture medical $x$-ray tubes, medical $x$-ray systems and orthopedic bone cement, respectively. The net assets of CMW and substantially all of the net assets of Eureka were sold in the fourth quarter of 1994. Substantially all of the remaining assets comprising the medical business were sold in the first quarter of 1996 for $\$ 7.5$ million.

Sales from these operations were $\$ 4.8$ million and $\$ 0$ for the three months ended June 30, 1995 and 1996, respectively. Sales for the six months ended June 30, 1995 and 1996 were $\$ 10.0$ million and $\$ 2.7$ million, respectively.

The components of net assets of discontinued operations included in the Consolidated Condensed Balance Sheets are as follows:

|  | $\begin{gathered} \text { December 31, } \\ 1995 \end{gathered}$ |
| :---: | :---: |
|  | (in thousands) |
| Accounts and notes receivable-trade, net | \$ 2,105 |
| Inventories | 6,550 |
| Deferred income taxes | 4,611 |
| Prepaid expenses and other current assets | 174 |
| Property, plant and equipment, net | 2,644 |
| Other noncurrent assets, net | 2,331 |
| Cost in excess of fair value of net assets acquired, net | 3,348 |
| Accounts payable and accrued liabilities | $(10,149)$ |
| Other liabilities | $(5,744)$ |
|  | \$ 5,870 |

NOTE 7 - NOTES PAYABLE AND LONG-TERM DEBT

The increases from December 31, 1995 in Notes payable and current portion of long-term debt ( $\$ 7.0$ million) and Long-term debt ( $\$ 37.1$ million) were primarily due to utilization of the Company's credit facilities for the purchase of certain assets of Tulsa for $\$ 75$ million.

Item 2 - Management's Discussion and Analysis of Financial Condition and Results of Operations

RESULTS OF OPERATIONS
Quarter Ended June 30, 1996 Compared to Quarter Ended June 30, 1995
In the quarter ended June 30, 1996, net sales increased $\$ 25.1$ million, or $18.0 \%$, to $\$ 165.0$ million from $\$ 139.9$ in the same period of 1995 . The Company experienced strong sales growth both from acquisitions and base business. Excluding acquisitions, North America, CIS and Africa had strong gains over the second quarter of 1995, while the Pacific Rim and Latin America sales increased approximately $35 \%$ over the prior year quarter. Sales in Europe were flat primarily due to weak economic conditions and the negative impact of exchange translation

Gross profit increased $\$ 11.4$ million, or $16.4 \%$, to $\$ 81.6$ million from $\$ 70.2$ million in the second quarter of 1995 as a result of higher net sales. As a percentage of sales, gross profit decreased from $50.2 \%$ in the second quarter of 1995 to $49.5 \%$ in the same period of 1996. The lower gross profit percentage was due to the impact of acquisition accounting for Maillefer and Tulsa.

Selling, general and administrative expenses increased $\$ 7.2$ million, or $16.6 \%$. As a percentage of sales, expenses decreased from $30.9 \%$ in the second quarter of 1995 to $30.5 \%$ for the same period in 1996. This improvement came mainly from operations in Europe and in the Pacific Rim and Latin America where rapid sales growth outpaced the increase in expenses.

The $\$ 3.3$ million increase in other income is primarily due to a decrease in other expenses in the 1996 period, reflecting the effects of a charge of $\$ 3.1$ million in the second quarter of 1995 for the closure of the Company's executive offices in Illinois and consolidating its executive operations in York, Pennsylvania. This charge on an after tax basis was $\$ 1.8$ million or $\$ .07$ per share in the second quarter of 1995.

Income before income taxes increased $\$ 7.5$ million, or $34.0 \%$, while net income increased $\$ 4.5$ million, or $34.2 \%$, from the second quarter of 1995 . Excluding the one-time charge in the second quarter of 1995 for closing down the Executive Offices in Illinois and consolidating executive operations in York, Pennsylvania, income before income taxes increased $\$ 4.4$ million, or $17.5 \%$, while net income increased $\$ 2.7$ million, or $18.0 \%$.

Earnings per common share increased from \$.49 in 1995 to $\$ .66$ in 1996, or $34.7 \%$. Excluding the one-time charge in the second quarter of 1995 for closing down the Executive Offices in Illinois and consolidating executive operations in York, Pennsylvania, earnings per common share increased \$.10, or 17.9\%.

Six Months Ended June 30, 1996 Compared to Six Months Ended June 30, 1995
For the six months ended June 30, 1996, net sales increased $\$ 47.9$ million, or $17.6 \%$ to $\$ 320.9$ million from $\$ 273.0$ million in the same period of 1995 . The increase primarily came from acquisitions and very strong sales growth in the Pacific Rim, Latin America and the CIS.

Gross profit increased $\$ 22.0$ million, or $16.1 \%$, to $\$ 158.6$ million from $\$ 136.6$ million in the first six months of 1995 as a result of higher net sales. As a percentage of net sales, gross profit decreased from 50.0\% in the first six months of 1995 to $49.4 \%$ in the same period of 1996. Improvements in the gross profit percentage during the first six months of 1996 were more than offset by the adverse impact of acquisition accounting for Maillefer and Tulsa.

Selling, general and administrative expenses increased $\$ 13.7$ million or $15.7 \%$. As a percentage of sales, expenses decreased from $31.8 \%$ in the first six months of 1995 to $31.3 \%$ for the same period of 1996. This improvement came mainly from operations in Europe and in the Pacific Rim and Latin America where rapid sales growth outpaced the increase in expenses.

Interest expense increased $\$ 1.7$ million to $\$ 5.7$ million for the first six months of 1996 , compared to $\$ 4.0$ million for the first six months of 1995 . The increase is primarily due to acquisition debt, partially offset by cash generated from operations.

Other income was $\$ 1.5$ million for the first six months of 1996 compared to other expense of $\$ 2.9$ million for the same period of 1995. Other income in 1996 is primarily due to a legal settlement in the Company's favor in the first quarter of 1996, while the Company took a one-time charge of $\$ 3.1$ million in the second quarter of 1995 to cover the costs of closing down its Executive Offices in Illinois and consolidating its executive operations in York, Pennsylvania. This charge on an after tax basis was $\$ 1.8$ million or $\$ .07$ per common share.

Income before income taxes increased $\$ 11.0$ million, or $25.4 \%$, while net income increased $\$ 6.5$ million, or $25.0 \%$, from the first six months of 1995 . Excluding the one-time charge in the second quarter of 1995 for closing down the Executive Offices in Illinois and consolidating executive operations in York, Pennsylvania, income before income taxes increased $\$ 7.9$ million, or $17.0 \%$, while net income increased $\$ 4.7$ million, or $16.8 \%$.

Earnings per common share increased from $\$ .97$ in 1995 to $\$ 1.22$ in 1996, or 25.8\%. Excluding the one-time charge in the second quarter of 1995 for closing down the Executive Offices in Illlinois and consolidating executive operations in York, Pennsylvania, earnings per common share increased \$.18, or $17.3 \%$.

## LIQUIDITY AND CAPITAL RESOURCES

In January 1996, the Company acquired the dental manufacturing and distribution operations of Tulsa for $\$ 75.0$ million in cash and an earn-out based on the operating performance of the acquired business. The transaction was funded from the Company's existing $\$ 175.0$ million Bank Revolving Loan Facility and short-term bank borrowings.

Investing activities for the six months ended June 30, 1996 include capital expenditures of $\$ 9.0$ million.

The Company's current ratio was 2.0 with working capital of $\$ 127.5$ million at June 30, 1996. This compares with a current ratio of 2.0 and working capital of $\$ 122.7$ million at December 31, 1995, excluding the net assets of discontinued operations.

The Company expects to be able to finance cash requirements, including capital expenditures, stock repurchases and debt service from the funds generated from operations and amounts available under the existing Revolving Loan Facility.

For the six months ended June 30, 1996, cash flows from operating activities were $\$ 37.7$ million compared to $\$ 12.7$ million for the six months ended June 30, 1995. The increase of $\$ 25.0$ million results from higher sales and gross margins in 1996, while cash flows in 1995 were adversely impacted by income tax payments on the gain from disposal of the medical business and a larger increase in inventories than in 1996.

IMPACT OF INFLATION
The Company has generally offset the impact of inflation on wages and the cost of purchased materials by improving operating efficiencies and increase selling prices to the extent permitted by market conditions.

## PART II

OTHER INFORMATION

## Item 1 - Legal Proceedings

On May 28, 1996, the Company commenced an action in the United States District Court for the District of Delaware against New Technology Company (also known as NT Company) ("NT") and Tycom Corporation ("Tycom"). The suit alleges patent infringement and trade secret misappropriation arising out of the manufacture and sale by NT and Tycom of certain endodontic instruments, and seeks a permanent injunction, damages including compensatory damages for lost profits, treble damages where available, and restitution for court costs and legal fees. On or about July 1, 1996, NT and Tycom counter-claimed against the Company, alleging invalidity of the patents at issue, antitrust claims, tortious interference with business relations and unfair competition, and seeking compensatory and punitive damages, treble damages where available and preliminary and permanent injunctive relief. The Company intends to contest these actions vigorously and believes that the claims made by NT and Tycom are without merit.

The Company and its subsidiaries are from time to time parties to lawsuits arising out of their respective operations. The Company believes that pending litigation to which it is a party will not have a material adverse effect upon its consolidated financial position or results of operations.

Item 4 - Submission of Matters to a Vote of Security Holders
(a) On May 23, 1996, the Company held its 1996 Annual Meeting of Stockholders.
(b) Not applicable.
(c) The following matters were voted upon at the Annual Meeting, with the results indicated:

1. Election of Class I Directors:

|  | Votes For | Authority <br> Withheld | Broker Non-Votes |
| :---: | :---: | :---: | :---: |
| Burton C. Borgelt | 23, 474, 079 | 861, 073 | -0- |
| Douglas K. Chapman | 23, 430, 045 | 905,107 | -0- |
| C. Frederick Fetterolf | 23,462, 020 | 873,132 | -0- |

2. Proposal to ratify the appointment of KPMG Peat Marwick LLP, independent certified accountants, to audit the books and accounts of the Company for the year ending December 31, 1996:

Votes For: 24, 214, 272
Abstentions: 69,357
Votes Against: 51,523
Broker Non-Votes: -0-
(d) Not applicable.
(a) Exhibits. The following exhibits are filed herewith:

```
Number Description
    -------------
    3.1 Certificate of Incorporation (1)
    3.2 By-Laws, as amended (1)
    11 Statement regarding computation
        of earnings per share.
    27 Financial Data Schedule (pursuant to Item 601(c)(1)(iv) of
        Regulation S-K, this exhibit shall not be deemed filed for
        purposes of Section 18 of the Securities Exchange Act of 1934,
        as amended)
```

(1) Incorporated by reference to exhibit included in the Company's Registration Statement on Form S-8(No. 33-71792).
(b) Reports on Form 8-K

No reports on Form 8-K were filed by the Company during the quarter ended June 30, 1996.

## Signatures

signatures

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

DENTSPLY INTERNATIONAL INC.

## August 14, 1996

Date
/s/ John C. Miles II
John C. Miles II
President and
Chief Executive Officer

## /s/ Edward D. Yates

[^0]| Number | Description | Sequential Page No. |
| :--- | :--- | :---: |
| -11 | Statement regarding computation <br> of earnings per share. | 19 |
| 27 | Financial Data Schedule <br>  <br>  <br>  <br>  <br>  <br>  <br>  <br> Regulation S-K, this exhibit shall <br> not be deemed filed for purposes <br> of Section 18 of the Securities | 20 |
|  | Exchange Act of 1934, as amended) |  |

DENTSPLY INTERNATIONAL INC.
EXHIBIT 11
COMPUTATION OF EARNINGS PER COMMON SHARE

Earnings per common share:

|  | Three Months Ended June 30, |  | Six Months Ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 | 1996 | 1995 | 1996 |
|  | (in thousands, except per share data) |  |  |  |
| Weighted average common shares outstanding | 26,875 | 26,958 | 27,049 | 26,955 |
| Net income | \$ 13, 237 | \$17,770 | \$26,209 | \$32,757 |
| Earnings per common share | \$. 49 | \$. 66 | \$. 97 | \$1.22 |

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE UNAUDITED CONSOLIDATED CONDENSED FINANCIAL STATEMENTS OF DENTSPLY INTERNATIONAL INC. AT JUNE 30, 1996 AND FOR THE FISCAL QUARTER THEN ENDED, AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

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6-MOS
DEC-31-1996
JAN-01-1996
JUN-30-1996
5448
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98614
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128574
254273
50498 660936
126775
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341012
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162371
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5726
54531
21774
32757
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0
32757
1.22

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[^0]:    Edward D. Yates
    Senior Vice President and Chief Financial Officer

