

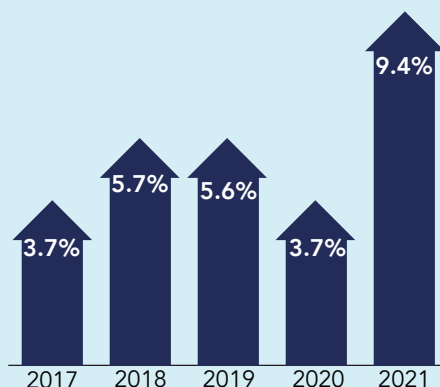
\$599
BILLION



Total Pharmaceutical Sales

94% Pharmaceutical
Sales through
Distributors

Sales Growth



Average # of Manufacturers/
Suppliers Purchased From

1,400

93% Fill Rate
(% of invoice lines)

Rx Sales by Type

Brand Name

2020	\$239 B
2021	\$267 B

Brand Name, Specialty

2020	\$153 B
2021	\$163 B



Sales by Customer Type

Chain Drug Stores

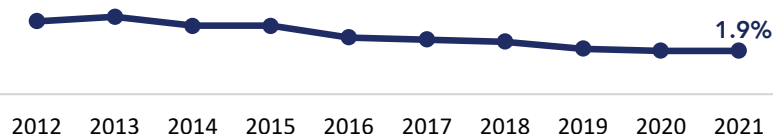
2020	\$147 B
2021	\$166 B

Hospitals & HMOs

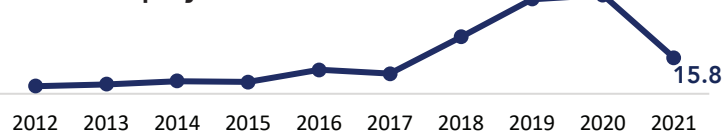
2020	\$90 B
2021	\$87 B



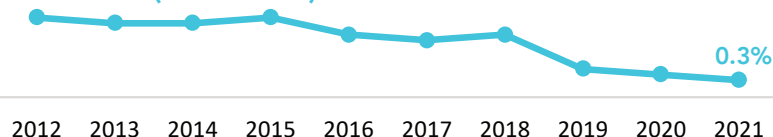
Gross Margin



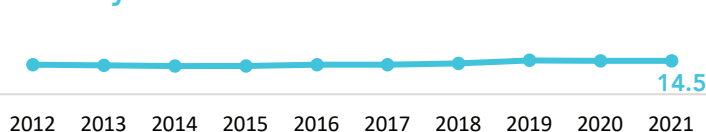
Debt to Equity



Net Profits (after taxes)



Inventory Turns



Order Characteristics

11 MILLION

total units picked per day



Orders Averaged

11
LINES

25
UNITS



\$291
per invoice line



Employees

\$77,000

compensation per employee



Turnover

Day Shift

Night Shift

23% **27%**