

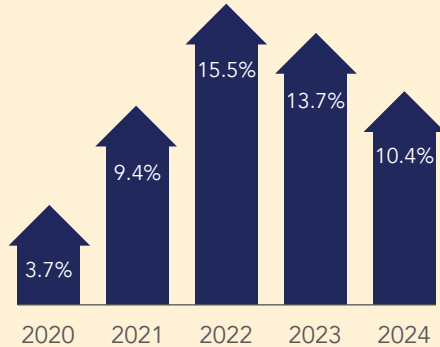
\$862
BILLION



Total Pharmaceutical Sales

96% Pharmaceutical
Sales through
Distributors

Sales Growth



Average # of Manufacturers/
Suppliers Purchased From

1,429

89% Fill Rate
(% of invoice lines)

Rx Sales by Type

Brand Name	
2023	\$330 B
2024	\$360 B
Brand Name, Specialty	
2023	\$238 B
2024	\$265 B
Generic	
2023	\$38 B
2024	\$48 B

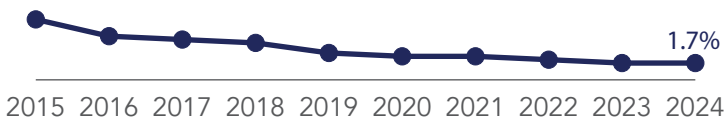


Sales by Customer Type

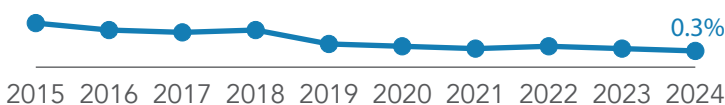
Chain Drug Stores	
2023	\$227 B
2024	\$279 B
Hospitals, HMOs, and Clinics	
2023	\$127 B
2024	\$110 B



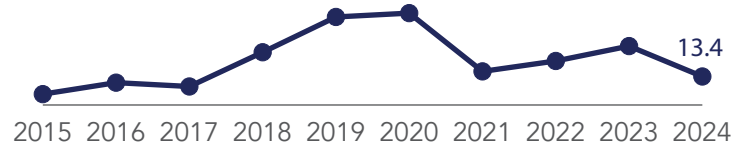
Gross Margin



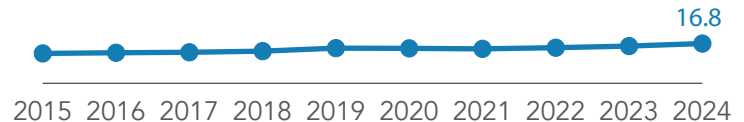
Net Profits (before taxes)



Debt to Equity



Inventory Turns



Order Characteristics

10.5 MILLION
total units picked per day



\$542
per invoice line

Orders Averaged

12 LINES | **25** UNITS



Employees

\$87,000
compensation per employee



Turnover



Day Shift **33%** | Night Shift **49%**