

\$758

BILLION

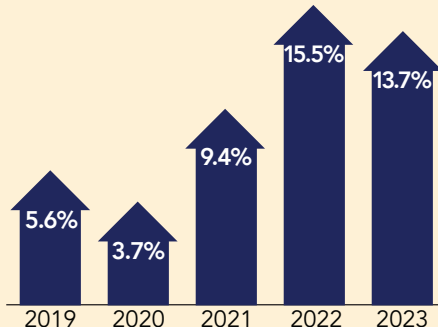


Total Pharmaceutical Sales

95%

Pharmaceutical Sales through Distributors

Sales Growth



Average # of Manufacturers/Suppliers Purchased From

1,232

88%

Fill Rate (% of invoice lines)

Rx Sales by Type

Brand Name	
2022	\$282 B
2023	\$330 B
Brand Name, Specialty	
2022	\$195 B
2023	\$238 B
Generic	
2022	\$37 B
2023	\$38 B

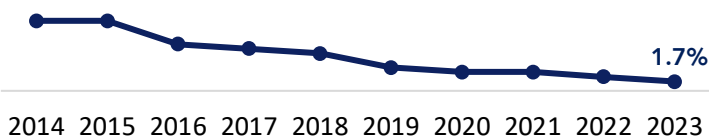


Sales by Customer Type

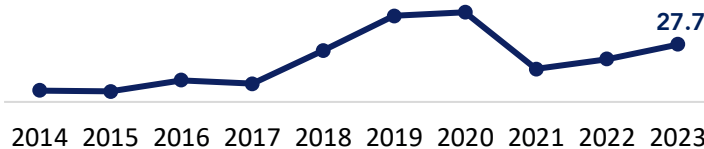
Chain Drug Stores	
2022	\$223 B
2023	\$227 B
Hospitals, HMOs and Clinics	
2022	\$86 B
2023	\$127 B



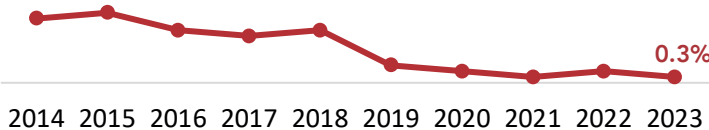
Gross Margin



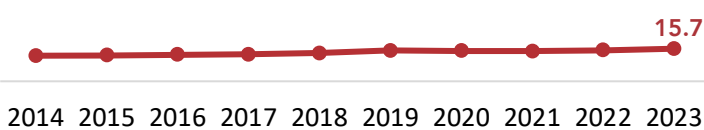
Debt to Equity



Net Profits (after taxes)



Inventory Turns



Order Characteristics

10 MILLION total units picked per day



\$432 per invoice line



Orders Averaged

12 LINES | 25 UNITS

Employees

\$83,000 compensation per employee



Turnover



Day Shift 33% | Night Shift 46%