

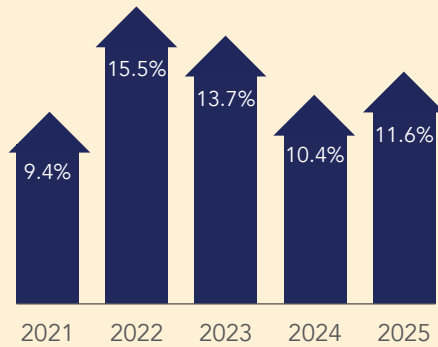
\$969
BILLION



Total Pharmaceutical Sales

96% Pharmaceutical
Sales through
Distributors

Sales Growth



Average # of Manufacturers/
Suppliers Purchased From:

1,498

91% Fill Rate
(% of invoice lines)

Rx Sales by Type

Brand Name	
2024	\$360 B
2025	\$393 B
Brand Name, Specialty	
2024	\$265 B
2025	\$311 B
Generic	
2024	\$48 B
2025	\$47 B

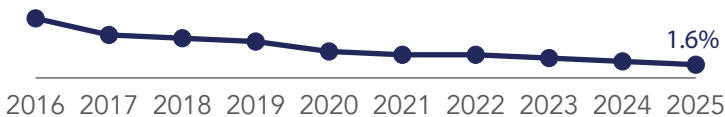


Sales by Customer Type

Chain Drug Stores	
2024	\$279 B
2025	\$342 B
Hospitals, HMOs, and Clinics	
2024	\$110 B
2025	\$98 B



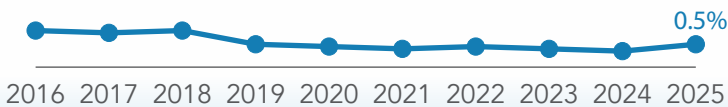
Gross Margin



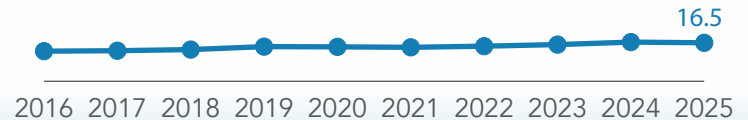
Debt to Equity



Net Profits (before taxes)



Inventory Turns



Order Characteristics

10.5 MILLION
total units picked per day

\$578
Sales per invoice line



Orders Averaged

10 LINES | 22 UNITS

Employees

\$91,000
Compensation per employee



Turnover



Day Shift
30%

Night Shift
38%