

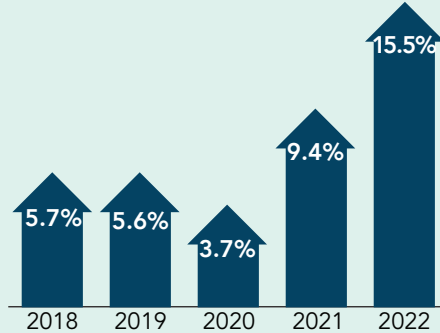
\$666
BILLION



Total Pharmaceutical Sales

95% Pharmaceutical Sales through Distributors

Sales Growth




Average # of Manufacturers/
Suppliers Purchased From

1,500

86% Fill Rate
(% of invoice lines)


Rx Sales by Type

Brand Name	
2021	\$267 B
2022	\$282 B
Brand Name, Specialty	
2021	\$163 B
2022	\$195 B
Generic	
2021	\$38 B
2022	\$37 B

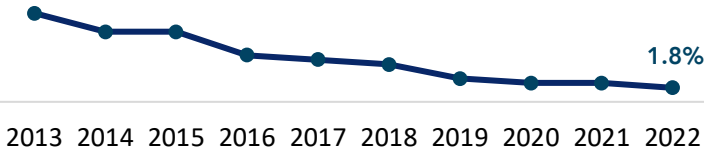


Sales by Customer Type

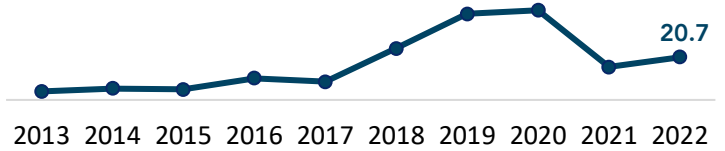
Chain Drug Stores	
2021	\$166 B
2022	\$182 B
Hospitals & HMOs	
2021	\$87 B
2022	\$78 B



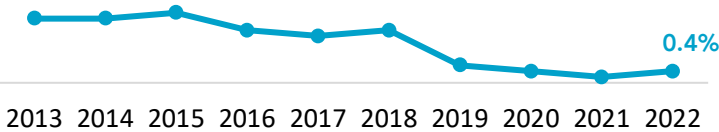
Gross Margin



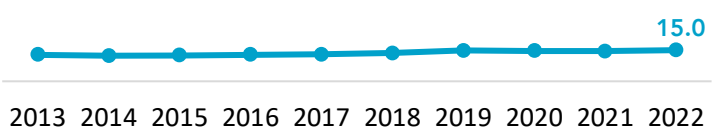
Debt to Equity



Net Profits (after taxes)



Inventory Turns



Order Characteristics

10 MILLION
total units picked per day




Orders Averaged

11
LINES

22
UNITS



\$416
per invoice line



Employees

\$90,000
compensation per employee



Turnover

Day Shift

Night Shift

34%

54%