



The Journey Away from Logistics Outsourcing to Functional Strategic Partnerships

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AmerisourceBergen

Global pharmaceutical sourcing and distribution services company



Annual Revenues
\$160B+



Associates
21,000



Global Offices
150+



Countries
50+



Specialty market
leader – reach 95% of
U.S. hospitals and
49% market share for
physician practices



#1 Distributor
of animal health
products



50,000+
Daily deliveries to
healthcare facilities



3MM+
Products shipped
each day

We Connect All Points of The Healthcare Spectrum

Pharmaceutical manufacturers

Product sourcing, distribution and commercialization services across all product types, including:

- Brand
- Specialty
- Cell & Gene
- Biosimilars
- Generic
- Over the counter (OTC)
- Medical devices

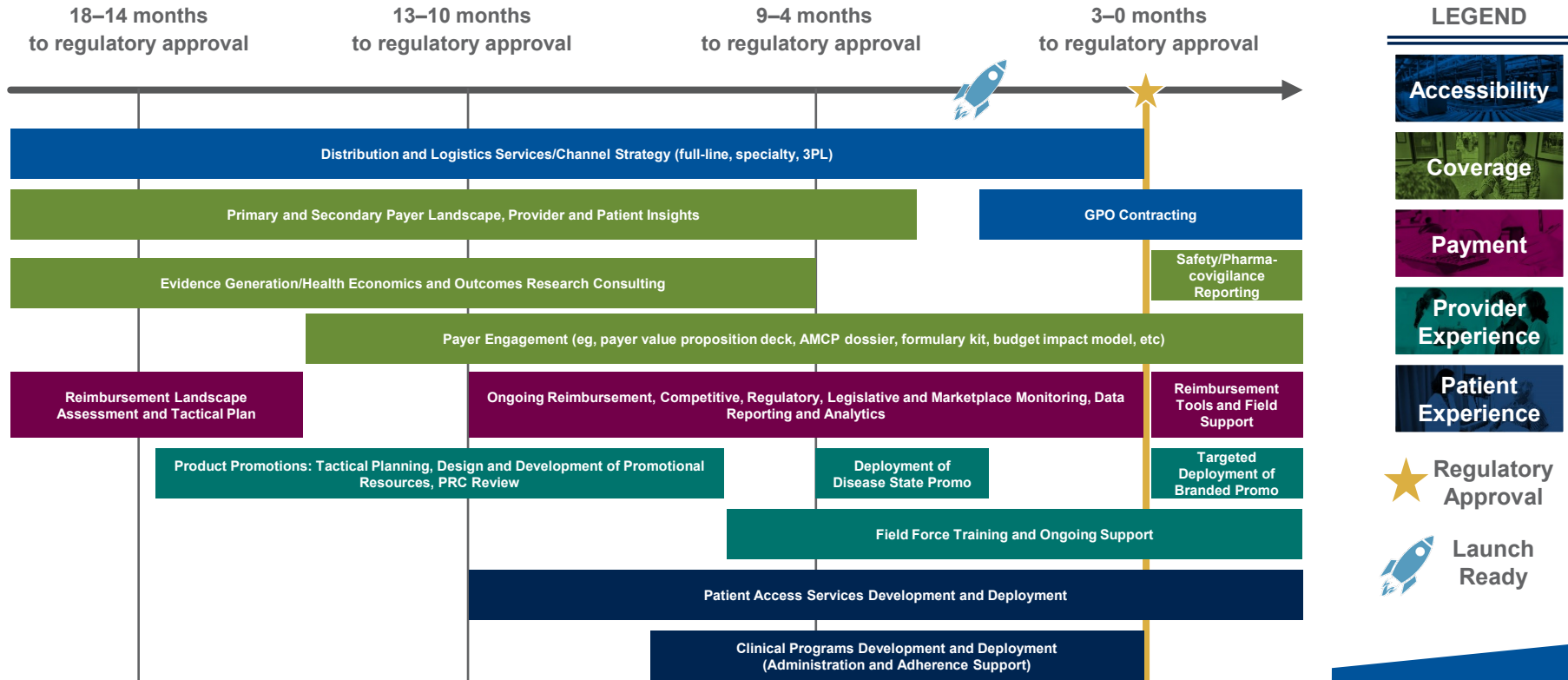


Sites of care

Providing pharmaceuticals, healthcare products and business services that enable quality care across all sites, including:

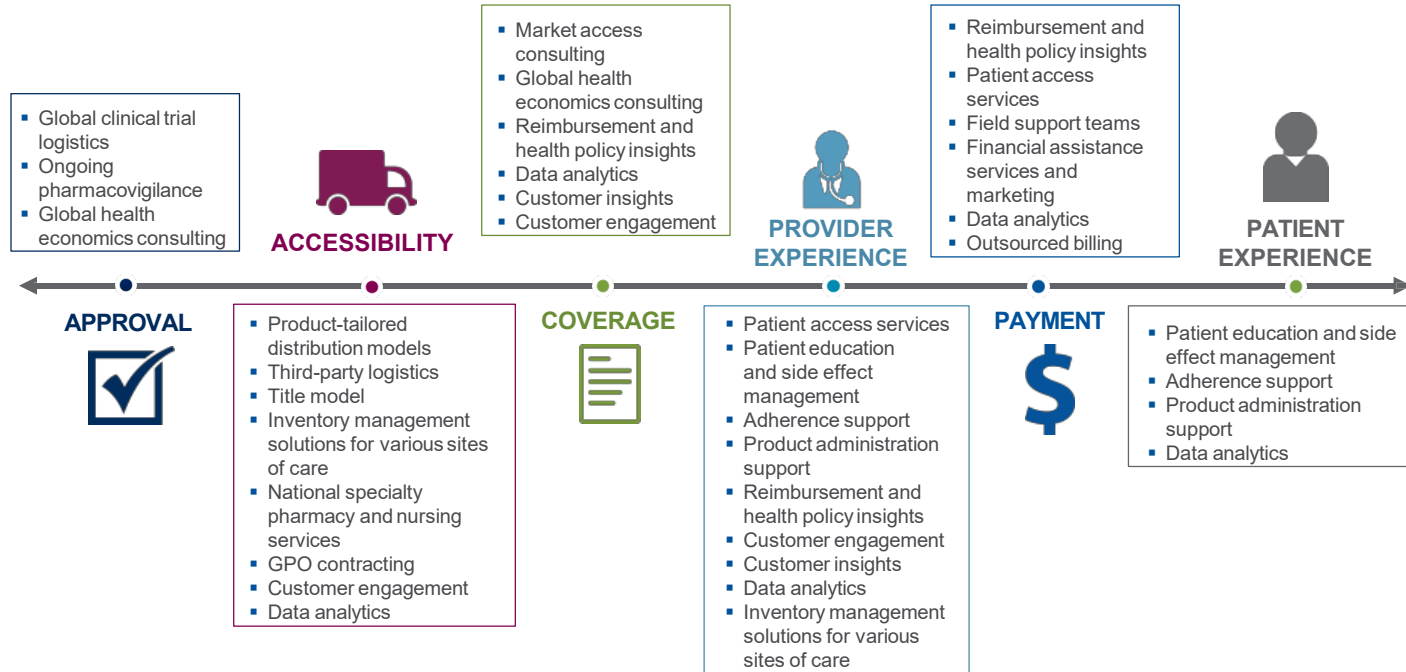
- Health systems and IDNs
- Physician practices and clinics
- Specialty pharmacies
- Community and independent pharmacies
- Pharmacy benefit managers (PBMs)

ABC creates customized value-driven solutions throughout product commercialization



Key: AMCP – Academy of Managed Care Pharmacy; GPO – group purchasing organization; PRC – promotional review committee.

Built to Partner With You Across Your Commercialization Journey



Built to Partner With You Across Your Commercialization Journey

- Global clinical trial logistics
- Ongoing pharmacovigilance
- Global health economics consulting



APPROVAL



- Are you planning to launch internationally?
- Is your product cell/gene?
- Are you eligible for expedited review?

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ACCESSIBILITY



- Product-tailored distribution models
- Third-party logistics
- Title model
- Inventory management solutions for various sites of care
- National specialty pharmacy and nursing services
- GPO contracting
- Customer engagement
- Data analytics

- Have you established your channel strategy?
- Do you have resources for distribution services contracting?
- Process for evaluating 3PL?
- Engagement for state licenses?
- Established secondary packaging strategy?

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ACCESSIBILITY



- Product-tailored distribution models
- **Third-party logistics**
- **Title model**
- Inventory management solutions for various sites of care
- National specialty pharmacy and nursing services
- GPO contracting
- Customer engagement
- Data analytics

- World-class storage and distribution
- Full order-to-cash services
- Serialization Services
- Foreign Trade Zone (FTZ)
- Specialized packaging solutions

Built to Partner With You Across Your Commercialization Journey

- Market access consulting
- Global health economics consulting
- Reimbursement and health policy insights
- Data analytics
- Customer insights
- Customer engagement

←—————→
COVERAGE



- Have you established your reimbursement strategy?
- Have you established a marketing strategy?
- Do you have the Health Economic information required to establish your market placement?
- Do you have data partners to evaluate competitors?

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PROVIDER EXPERIENCE



- Patient access services
- Patient education and side effect management
- Adherence support
- Product administration support
- Reimbursement and health policy insights
- Customer engagement
- Customer insights
- Data analytics
- Inventory management solutions for various sites of care

- Establish process to choose Pharmacovigilance partner?
- Establish adherence program?
- Do you need a HUB?
- Does your product require REMS?
- Do you have the data platform to evaluate prescribing information?

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- Reimbursement and health policy insights
- Patient access services
- Field support teams
- Financial assistance services and marketing
- Data analytics
- Outsourced billing

← ● →
PAYMENT



- Have you established a PAP program?
- How will you migrate patients in clinical trials?
- Do you need a field reimbursement team?

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PATIENT EXPERIENCE



- Patient education and side effect management
- Adherence support
- Product administration support
- Data analytics

- On-going information retrieval?
- Develop patient-level support?
- Evaluate new administration/delivery method after launch?

At the core, our services allow you
to focus on what you do best

Developing novel therapies that
improve patient lives.



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Where knowledge,
reach and partnership
shape healthcare delivery.