

COMPANY PROFILE

**The power to improve care.
The power to reduce costs.
The power to ensure success.
You have the power to drive results.**

McKesson has been empowering healthcare for more than 177 years. As the nation's oldest and largest healthcare services company, we combine innovation, technology and process knowledge, strong relationships, and a business approach based on our ICARE shared principles to give our customers the power to succeed.

Ranked 14th on the FORTUNE 500 with more than \$108 billion in annual revenue, McKesson provides an unmatched breadth and depth of products and services: pharmaceuticals, medical supplies, information and automation technologies, and resources and connections that empower our customers and touch the lives of patients in every healthcare setting. We work with:

200,000
physicians

25,000
retail pharmacies

10,000
long-term care sites

5,000
hospitals

2,000
medical-surgical manufacturers

750
home care agencies

600
healthcare payors

450
pharmaceutical manufacturers

Committed to the success of our customers, McKesson is driving advances in clinical knowledge and technology to reduce costs, streamline processes, and improve the quality of healthcare and patient safety overall.



McKesson Distribution Solutions delivers pharmaceuticals, healthcare products, equipment and technology to pharmacies and healthcare providers. We are the No.1 pharmaceutical distributor in North America and the No.1 distributor of medical-surgical supplies to the U.S. primary and extended care markets. Our operations include McKesson Canada and an equity holding in Nadro, a leading distributor in Mexico.

McKesson Pharmaceutical Distribution supplies branded and generic pharmaceuticals and over-the-counter and home healthcare products to more than 40,000 retail chain, independent retail, hospital and health system, long-term care, government and institutional

pharmacies. Serving customers in all 50 states, we base our distribution excellence on electronic order processing, asset management tools, Six Sigma methodology, unmatched order fulfillment and contract pricing accuracy, and leadership in supply chain safety. We offer competitive value through world-class sourcing, aggressively negotiated pricing and high-value rebate terms. McKesson works with customers to develop solutions — including supply management technology, innovative clinical services, marketing programs, managed care, inventory management, business support services and repackaging — that help them meet their business and quality goals.

McKesson Medical-Surgical delivers a comprehensive offering of more than 150,000 healthcare products, equipment and related services to physician offices, surgery centers, long-term care facilities and home care settings. We work closely with the more than 300,000 customers we serve to develop and deliver solutions that help reduce costs and improve quality.

McKesson Pharmacy Systems partners with more than 10,000 pharmacies across the U.S. to improve pharmacy efficiency, operations and profitability. With the industry's broadest portfolio of modern software solutions, we provide a true end-to-end pharmacy offering that can support other McKesson programs and automation using centralized or distributed delivery models. Pharmacies can choose a pharmacy management system and its underlying platform, and then select modules such as signature capture, point-of-sale, or workflow to best address their key performance requirements. All of our products are backed by world-class customer service and support.

McKesson Specialty Care Solutions enables the best outcomes for patients with complex diseases and advances specialty care by facilitating collaboration among healthcare providers, drug manufacturers and payors through our expertise in specialty drug reimbursement, technology, distribution and clinical solutions. Our comprehensive solutions include reimbursement and patient access program development and support aiding manufacturers in product life cycle management and physicians and patients in gaining cost-effective access to needed therapies; direct-to-physician specialty distribution services ensuring specialty drugs are received in manufacturer-recommended conditions; industry-leading Lynx® integrated technologies improving reimbursement intelligence and business efficiencies; and robust clinical and patient support tools driving improved safety and therapy adherence.

McKesson Patient Relationship Solutions is dedicated to improving health outcomes by increasing patient awareness of pharmaceutical therapy options and adherence to prescribed drug regimens. Our comprehensive, customized patient acquisition and adherence solutions — ranging from fully integrated patient loyalty cards to high-touch pharmacy outreach programs — enable pharmaceutical manufacturers, pharmacists, and other healthcare providers to build appropriate relationships with their patients to improve the quality of care.

McKesson Packaging Services is a manufacturer/repackager of bar-coded unit dose medications serving over 5,000 customers in the acute care, long-term care, and

specialty hospital markets. With comprehensive packaging solutions and a broad product offering under the SKY product line, McKesson Packaging Services helps pharmacies maximize quality and patient safety.

ZEE Medical is the No.1 van-based provider of first aid, safety and training solutions to businesses and worksites in North America. For nearly half a century, ZEE has helped employers maximize their productivity and minimize their liability associated with on-the-job injuries and illnesses by recommending and delivering a full line of quality first aid and safety products.

Moore Medical is an Internet-enabled, multichannel marketer and distributor of more than 15,000 medical, surgical and pharmaceutical products to more than 100,000 healthcare practices and facilities in non-hospital settings nationwide.

McKesson Technology Solutions is a leader in software, automation, services and consulting to hospitals, physician offices, imaging centers, home healthcare agencies and payors. We also provide interactive connectivity services that streamline clinical, financial and administrative communication between patients, providers, payors, pharmacies and financial institutions. Our solutions are designed to improve patient safety, reduce the cost and variability of care, improve healthcare efficiency, and better manage revenue streams and resources.

McKesson Provider Technologies automates healthcare delivery processes in clinical, financial and administrative areas. Our clinical software applications, including our Horizon Clinicals® solution suite, help provide point-of-care documentation, order management, clinical decision support, diagnostic imaging, and access to the complete electronic health record. Our access management, revenue

cycle and resource management solutions help organizations increase cash flow, maximize resources, and monitor key performance indicators. Automation solutions support hospitals' unique dispensing, inventory management and medication administration initiatives, ensuring accuracy through barcode scanning. McKesson also provides a complete solution for ambulatory settings, reaching 20% of all U.S. physicians and offering software, revenue cycle outsourcing and connectivity services for physicians' practices. Additionally, we provide a complete solution, including telehealth and remote monitoring, for home care agencies.

RelayHealth is an intelligent network that streamlines clinical, financial and administrative communication between patients, providers, payors, pharmacies and financial institutions. RelayHealth accelerates the delivery of high-quality care and improves financial performance through solutions such as online patient-physician consultation, electronic prescribing, point-of-service pharmacy claim resolution by payors, pre-visit patient financial clearance, and post-visit settlement of provider bills by payors and patients.

McKesson Health Solutions delivers collaborative solutions with unrivaled clinical integrity that bring together payors, providers, employers and consumers to transform the business and process of patient care. Our disease, case and demand management solutions help our customers improve outcomes and reduce unnecessary utilization. Our business intelligence, claims management, contract management and fraud and abuse detection tools help optimize business performance. Touching more than 160 million covered lives, our solutions are used by the top 25 managed care organizations, 90% of Blue Cross Blue Shield plans and more than 50% of hospitals, as well as by Medicaid programs, the Centers for Medicare and Medicaid Services, the Department of Defense and the Department of Veterans Affairs.

For more information visit www.mckesson.com