



John Figueroa
McKesson Corporation
President, U.S. Pharmaceutical

John Figueroa is President of McKesson U.S. Pharmaceutical. John oversees the business unit's operations and distribution of pharmaceuticals and other healthcare related products to customers in four primary segments: national and regional retail pharmacy chains, hospital providers, retail independent pharmacies and mail pharmacy. John's extensive experience continues to further strengthen McKesson's operational excellence and leading market share position. The U.S. Pharmaceutical business generates more than \$86 billion in annual revenue.

John began his career with McKesson in August 1997 as Vice President of Sales for California for McKesson Health Systems. He has held positions of progressive responsibility for McKesson Health Systems to include Group Purchasing Organization national accounts. As Senior Vice President, Customer Operations for the Southwest Region, John headed up the region's sales and operations management for its five pharmaceutical distribution centers. Prior to his current role, John Figueroa was responsible for McKesson's relationships with retail chains (food, drug and mass merchandisers) and mail service customers, the largest and fastest growing segments for McKesson Pharmaceutical representing more than \$43 billion in annual revenue. John continues to be responsible for the Pharmaceutical Packaging business located in Memphis, TN and Charlotte, NC as well as Corporate National Accounts and Federal Government sales. In addition, John is a board member on the McKesson Shared Services Council, the HDMA Government Public Policy Council, GS1 US Board of Governors, Boys Hope Girls Hope Board of Directors and sits on the Pepperdine University Business School Board of Visitors Executive Committee.

Prior to joining McKesson, Figueroa was Director of Sales and National Accounts at Baxter Healthcare for seven years. John also served as a Captain in the United States Army. He holds an M.B.A. from Pepperdine University and has been honored as a Distinguished Alumnus. He received a B.A. in English Literature and a B.A. in Political Science from UCLA.