

AmerisourceBergen

CECP CEO Investor Forum

Steve Collis, Chairman, President & CEO

February 25, 2019



Cautionary note regarding forward-looking statements

Certain of the statements contained in this presentation are "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Words such as "expect," "likely," "outlook," "forecast," "would," "could," "should," "can," "project," "intend," "plan," "continue," "sustain," "synergy," "on track," "believe," "seek," "estimate," "anticipate," "may," "possible," "assume," variations of such words, and similar expressions are intended to identify such forward-looking statements. These statements are based on management's current expectations and are subject to uncertainty and change in circumstances. These statements are not guarantees of future performance and are based on assumptions that could prove incorrect or could cause actual results to vary materially from those indicated. Among the factors that could cause actual results to differ materially from those projected, anticipated, or implied are the following: unfavorable trends in brand and generic pharmaceutical pricing, including in rate or frequency of price inflation or deflation; competition and industry consolidation of both customers and suppliers resulting in increasing pressure to reduce prices for our products and services; changes in pharmaceutical market growth rates; changes in the United States healthcare and regulatory environment, including changes that could impact prescription drug reimbursement under Medicare and Medicaid; increasing governmental regulations regarding the pharmaceutical supply channel and pharmaceutical compounding; declining reimbursement rates for pharmaceuticals; federal and state government enforcement initiatives to detect and prevent suspicious orders of controlled substances and the diversion of controlled substances; increased public concern over the abuse of opioid medications; prosecution or suit by federal, state and other governmental entities of alleged violations of laws and regulations regarding controlled substances, and any related disputes, including shareholder derivative lawsuits; increased federal scrutiny and litigation, including qui tam litigation, for alleged violations of laws and regulations governing the marketing, sale, purchase and/or dispensing of pharmaceutical products or services, and associated reserves and costs; material adverse resolution of pending legal proceedings; the retention of key customer or supplier relationships under less favorable economics or the adverse resolution of any contract or other dispute with customers or suppliers; changes to customer or supplier payment terms; risks associated with the strategic, long-term relationship between Walgreens Boots Alliance, Inc. and the Company, including principally with respect to the pharmaceutical distribution agreement and/or the global generic purchasing services arrangement; changes in tax laws or legislative initiatives that could adversely affect the Company's tax positions and/or the Company's tax liabilities or adverse resolution of challenges to the Company's tax positions; regulatory or enforcement action, including a consent decree, in connection with the production, labeling or packaging of products compounded by our compounded sterile preparations (CSP) business; suspension of production of CSPs, including continued suspension at our Memphis facility; managing foreign expansion, including non-compliance with the U.S. Foreign Corrupt Practices Act, anti-bribery laws and economic sanctions and import laws and regulations; financial market volatility and disruption; substantial defaults in payment, material reduction in purchases by or the loss, bankruptcy or insolvency of a major customer; the loss, bankruptcy or insolvency of a major supplier; changes to the customer or supplier mix; malfunction, failure or breach of sophisticated information systems to operate as designed; risks generally associated with data privacy regulation and the international transfer of personal data; natural disasters or other unexpected events that affect the Company's operations; the impairment of goodwill or other intangible assets (including with respect to foreign operations), resulting in a charge to earnings; the acquisition of businesses that do not perform as expected, or that are difficult to integrate or control, including the integration of H. D. Smith and PharMEDium, or the inability to capture all of the anticipated synergies related thereto or to capture the anticipated synergies within the expected time period; the effects of disruption from the transactions on the respective businesses of the Company and H. D. Smith and the fact that the transactions may make it more difficult to establish or maintain relationships with employees, suppliers, customers and other business partners; the Company's ability to manage and complete divestitures; the disruption of the Company's cash flow and ability to return value to its stockholders in accordance with its past practices; interest rate and foreign currency exchange rate fluctuations; declining economic conditions in the United States and abroad; and other economic, business, competitive, legal, tax, regulatory and/or operational factors affecting the Company's business generally. Certain additional factors that management believes could cause actual outcomes and results to differ materially from those described in forward-looking statements are set forth (i) in Item 1A (Risk Factors), in the Company's Annual Report on Form 10-K for the fiscal year ended September 30, 2018 and elsewhere in that report and (ii) in other reports filed by the Company pursuant to the Securities Exchange Act.

GAAP / Non-GAAP Reconciliation

In an effort to provide additional and useful information regarding AmerisourceBergen's financial results and other financial information as determined by generally accepted accounting principles (GAAP), certain materials presented during this event include non-GAAP information. A reconciliation of that information to GAAP and other related information is available in the supplemental material attached as an appendix to this presentation and posted on our website, investor.amerisourcebergen.com.

Our Purpose and Guiding Principles

We are united in our responsibility to create healthier futures

Why we exist

- Good people inspired to do the right thing
- Courageous problem solvers with an entrepreneurial spirit
- Compassionate caregivers who go the extra mile

Who we are

- Put people first, the rest will follow.
- Be part of the solution.
- Tell the truth, tell it fast.
- Be bold and stay humble.
- Celebrate individuality. Act as a community.

How we live

Our strategy

Our Purpose

We are united in our responsibility to create healthier futures.

Our Areas of Focus

Pharmaceutical-centered



Specialty Medicines



Community Providers



Customer Partnerships



Cash Flow Generation

How We Drive Growth

Drive Performance

Leverage Scale

Build on Advantage

Enhance Access

AmerisourceBergen

Global pharmaceutical sourcing and distribution services company

Annual Revenues

 **\$160B+**

Associates

 **21,000**

Global Offices

 **150+**

Countries

 **50+**

 **#1**

Distributor of specialty
pharmaceuticals

 **#1**

Distributor of animal
health products

 **50,000+**

Daily deliveries to
healthcare facilities

 **3MM+**

Products shipped
each day

Strong US pharmaceutical market

Drug spend and adherence improve patient outcomes and mitigate overall healthcare spend

Growth Drivers



Demographics



New drug launches



Strengthening economy



Focus on value and outcomes

U.S. Market



Aging population | Innovative brand, specialty and biosimilar launches |
Increased utilization of pharmaceuticals

Adjusted diluted EPS¹

Legacy of successful execution, strategic financial stewardship and shareholder value creation



¹See tables at end of presentation for GAAP to non-GAAP reconciliation of Adjusted Diluted EPS

²10 Year CAGR is calculated using FY2008 GAAP diluted EPS

Well positioned to seize opportunities

AmerisourceBergen

Pharmaceutical Distribution & Strategic Global Sourcing

Pharmaceutical Manufacturers | Specialty Practices | Community & Specialty Pharmacies | Health Systems

- Market leader in specialty pharmaceuticals with an extensive footprint in physician-administered products
- Deep relationships with key anchor customers
- Competitively sourcing generic pharmaceuticals
- Well positioned for biosimilar opportunity

Global Commercialization Services & Animal Health

MWI Animal Health | Consulting | World Courier

- Essential partner through all phases of pharmaceutical commercialization:
 - Global specialty logistics, health economics and patient access and adherence support
- Animal health leader with strong demand creation capabilities in companion and production segments

United in our responsibility to create healthier futures

Corporate citizenship progress

Environment



Energy & Waste Efficiency
Sustainable Operations

Social



Community Impact
Diversity & Inclusion

Governance



Corporate Citizenship:
Oversight & Reporting

Fostering a positive impact on the environment and society through the work we do, with the people who do it, and in the communities we serve

To learn more: <https://www.amerisourcebergen.com/abcnew/about-corporate-citizenship>

Recent environmental, social and governance highlights

Striving to be a responsible corporate citizen

- 1 Recognized by the Philadelphia Forum of Executive Women for **30 percent female representation on our Board of Directors** and honored for the second year in a row by *DiversityInc.* as a “Noteworthy Company” for diversity and inclusion practices.
- 2 Achieved notable **green building certification** at our newest building for Lash Group in Fort Mill, South Carolina, and made **investments in solar energy** at two of our distribution centers.
- 3 Published our **second annual Corporate Citizenship Report**, demonstrating our Purpose in action.
- 4 During fiscal 2018, the AmerisourceBergen Foundation **partnered with more than 40 organizations** aligned with its mission to support health-related causes that enrich the global community.
- 5 EVP and Chief Communications & Administration Officer, Gina Clark, selected as a *PR News*’ **finalist for Corporate Social Responsibility Professional of the Year**.

Differentiated and positioned for growth

Customer Base

- *Key anchor customers*
- *Fast growing*
- *U.S. Pharmaceutical focus*



Innovative Services & Solutions

- *Customer-focused offerings serving manufacturers and provider customers*



Leadership in Specialty Distribution & Services

- *History of investment*
- *Largest footprint*
- *Comprehensive offering*



Successful Financial Stewardship

- *Strong Free Cash Flow*
- *Strategic capital allocation*
- *Proven track record of value creation*



Appendix



Adjusted Diluted EPS from Continuing Operations

Fiscal Years Ended September 30, 2013 through September 30, 2018

	FY 2018	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013
GAAP EPS from Continuing Operations	\$ 7.53	\$ 1.64	\$ 6.32	\$ (0.63)	\$ 1.20	\$ 2.09
Gain from Antitrust Litigation Settlements	(0.12)	-	(0.35)	(0.18)	(0.06)	(0.06)
Warrants ⁽¹⁾	-	0.02	(1.66)	3.91	1.73	0.32
Acquisition-related Intangibles Amortization	0.56	0.45	0.39	0.15	0.06	0.06
LIFO	0.22	(0.46)	0.53	1.46	0.92	0.72
Employee Severance, Litigation & Other	0.28	4.23	0.27	0.10	0.02	0.06
PharMEDium Remediation Costs	0.22	-	-	-	-	-
New York State Opioid Stewardship Act	0.07	-	-	-	-	-
Goodwill Impairment Charge	0.10	-	-	-	-	-
Loss on Consolidation of Equity Investment	0.19	-	-	-	-	-
Impairment of Non-Customer Note Receivable	0.14	-	-	-	-	-
Tax Reform ⁽²⁾	(2.78)	-	-	-	-	-
Pension Settlement	-	-	0.13	-	-	-
Impairment Charge on Equity Investment	-	-	-	0.13	-	-
Loss on Early Retirement of Debt	0.08	-	-	-	0.09	-
Rounding	-	-	(0.01)	-	-	0.01
Adjusted EPS from Continuing Operations	\$ 6.49	\$ 5.88	\$ 5.62	\$ 4.94	\$ 3.96	\$ 3.20

⁽¹⁾ For the reconciling items and the non-GAAP presentation, diluted earnings per share from continuing operations and diluted shares outstanding have been adjusted to exclude the impact from the Warrants and the shares repurchased under special share repurchase programs. In connection with the special share repurchase program, the Company issued \$600 million of 1.15% senior notes that were repaid in May 2017. The interest expense incurred relating to this borrowing has been excluded from the non-GAAP presentation.

⁽²⁾ Includes the impact of applying a lower U.S. federal income tax rate to the Company's net deferred tax liabilities as of December 31, 2017, offset in part by a one-time transition tax on historical foreign earnings and profits through December 31, 2017.

Note: Management considers GAAP financial measures as well as the presented non-GAAP financial measures in evaluating the Company's operating performance. Therefore, the Company believes that the presentation of non-GAAP financial measures provides useful supplementary information to, and facilitates additional analysis by, investors.



AmerisourceBergen®

Where knowledge,
reach and partnership
shape healthcare delivery.