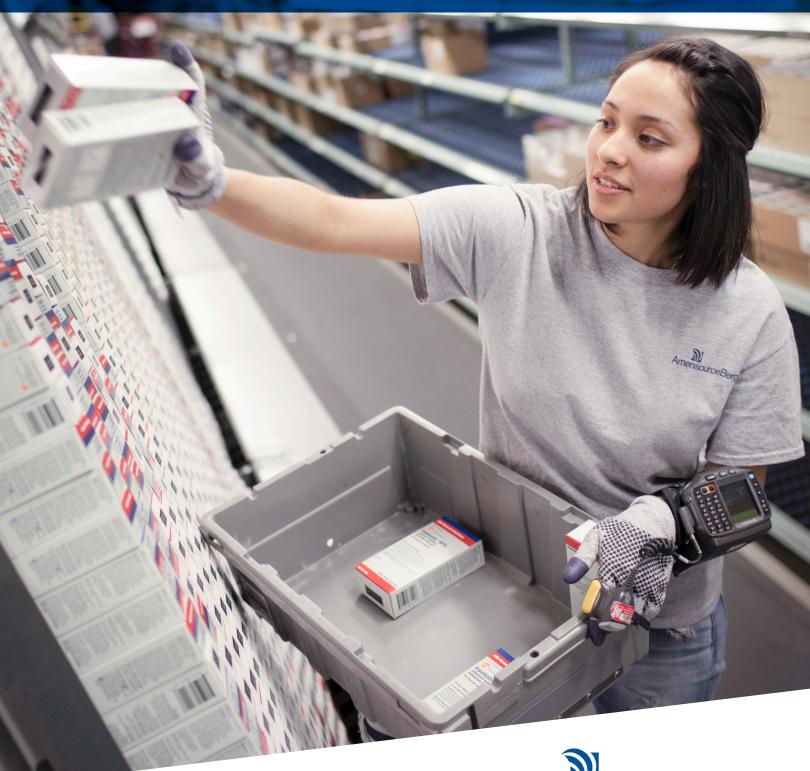
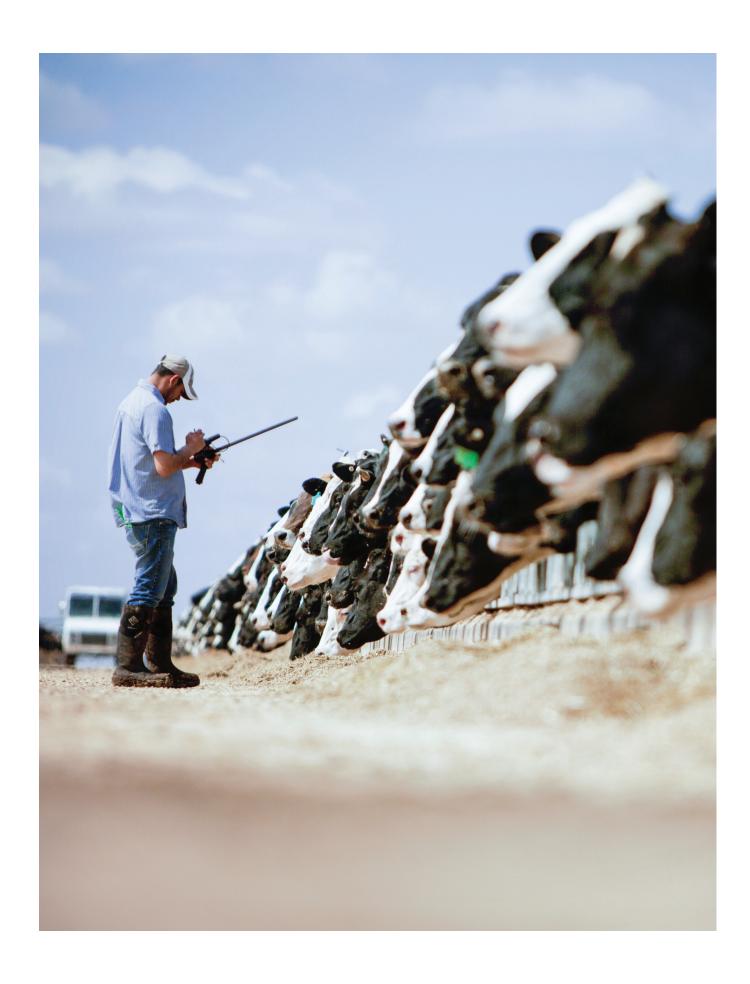
# 20 | Summary Annual Report





## 20 19 | Summary Annual Report

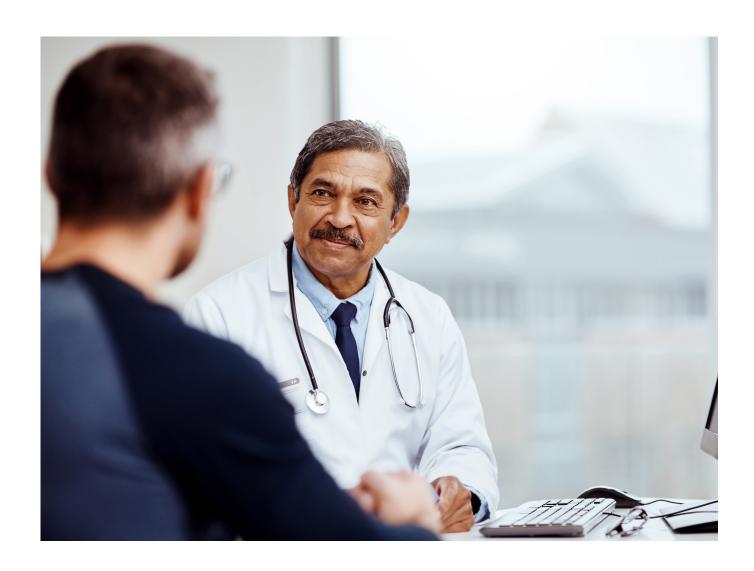
## In This Report

- 4 About AmerisourceBergen
- 7 CEO Statement
- 10 Financial Highlights
- 12 Management Team
- 13 Board of Directors
- 14 GAAP/Non-GAAP Financial Measures
- 15 Corporate Information

## About AmerisourceBergen

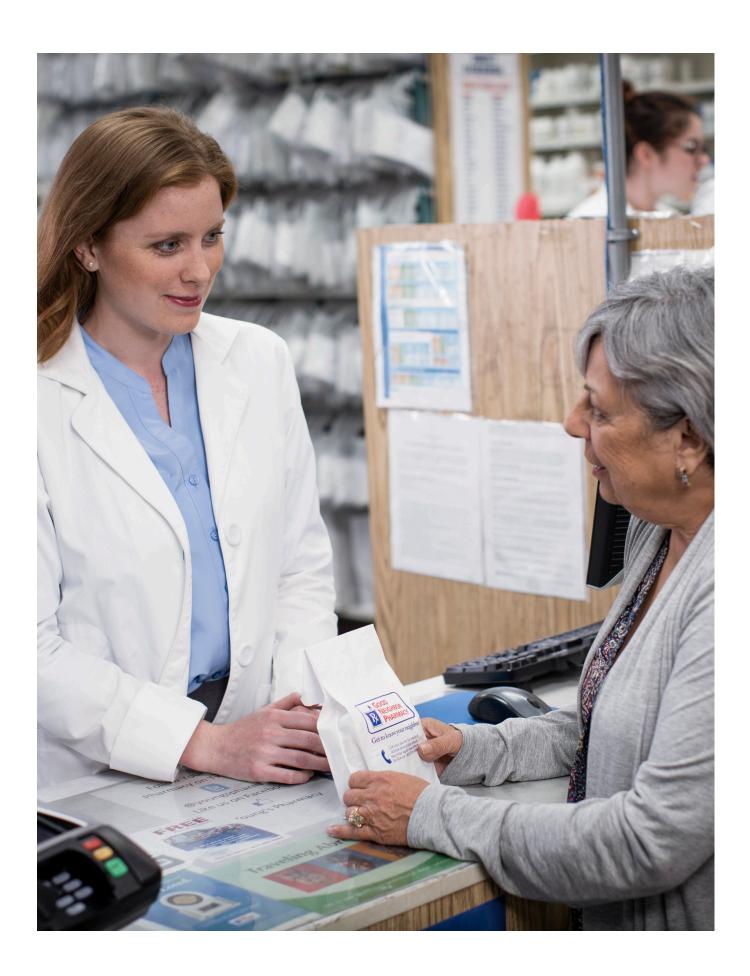
AmerisourceBergen is one of the largest global pharmaceutical sourcing and distribution services companies, helping both healthcare providers and pharmaceutical and biotech manufacturers improve patient access to products and enhance patient care. With services ranging from drug distribution and niche premium logistics to reimbursement and pharmaceutical consulting services, AmerisourceBergen delivers innovative programs and solutions across the pharmaceutical supply channel in human and animal health. With over \$175 billion in annual revenue, AmerisourceBergen is headquartered in Valley Forge, PA, and employs approximately 22,000 people around the world. AmerisourceBergen is ranked #10 on the Fortune 500 list.

We distribute a comprehensive offering of brand name and generic pharmaceuticals—including specialty pharmaceutical products, over-the-counter healthcare products, home healthcare supplies and equipment and related services to a wide variety of healthcare providers located in the United States and select global markets. Our



customers include chain retail and independent pharmacies, mail order pharmacies, acute care hospitals and health systems, physician practices, medical and dialysis clinics, long-term care and other alternate site pharmacies, veterinarians, and others. Additionally, we furnish healthcare providers and pharmaceutical manufacturers with an assortment of related high-value services, including reimbursement and pharmaceutical consulting services, niche premium logistics services, inventory management, pharmacy automation, and pharmacy management.

Please visit our website, **investor.amerisourcebergen.com** for the most current corporate news and financial results.



## **CEO Statement**



**Steven H. Collis**Chairman of the Board,
President and Chief Executive Officer

During fiscal 2019, AmerisourceBergen continued to execute its differentiated strategy and position the Company for long-term growth as a pharmaceutical-centric global healthcare solutions leader. Together, we accomplished many notable achievements. We received several high-profile awards and recognition during the year, including being ranked #10 on the *Fortune 500* 

and Good Neighbor Pharmacy® – a national independent pharmacy network offered through AmerisourceBergen – being ranked #1 for "Best Customer Service" by *Newsweek*. In this dynamic market environment, AmerisourceBergen continues to drive innovation, advancing partnerships and creating solutions that improve product access, supply chain efficiency, and patient experience. Our 22,000 purpose-driven associates enable AmerisourceBergen to continue to create value for our customers, partners, stockholders, and ultimately, the patients they serve. As a company, we remain committed to further strengthening the collective engagement of our associates — becoming even more unified as we execute on our strategy and advancement of our culture.

## Fostering a Purpose-Driven Culture

AmerisourceBergen's purpose provides the direction and guidance through which we evaluate everything that we do. Our purpose – we are united in our responsibility to create healthier futures – means that we recognize our responsibility to provide access to healthcare efficiently and effectively and to operate sustainably. Our purpose unites, motivates and empowers us to deliver value for all of our stakeholders, making a positive impact on our communities, our partners and the patients they serve. Our purpose exists in harmony with our growth strategy to ensure that we are a company that does well, while also being a good corporate citizen. This is a challenge and a commitment we have always accepted and one that we are well positioned to achieve. We are confident in our strategy, focused on execution, and dedicated to driving long-term value for all of our stakeholders, working as one unified and connected organization to

improve product access and efficiency throughout the healthcare supply chain.

## Creating Value for our Customers, Partners and Stockholders

Overall, AmerisourceBergen performed well in fiscal 2019. Our revenue increased 7% to \$179.6 billion and, on the basis of U.S. generally accepted accounting principles, diluted earnings per share was \$4.04. Adjusted diluted earnings per share increased 9% to \$7.09 due to strong execution across our Pharmaceutical Distribution and Global Commercialization Services & Animal Health teams that delivered adjusted operating income growth, as well as, due to a lower share count.1 Our focus on core business execution and the delivery of best-in-class services and solutions for our partners in fiscal

2019, combined with our unique pharmaceutical-centric foundation of businesses, enabled us to achieve these results within an ever-evolving healthcare landscape.

In fiscal 2019, our Pharmaceutical Distribution Services segment delivered strong revenue growth of 7%. Our core pharmaceutical distribution businesses achieved strong performance, delivering best-in-class services and solutions to a solid portfolio of customers, while maintaining strong execution across the various groups. Our teams utilize a customer-centric approach to address current market needs and to capitalize on new opportunities, which further differentiates AmerisourceBergen and drives our success. Finally, we successfully integrated H. D. Smith and realized the operational synergies of the acquisition more quickly than

"Adjusted diluted earnings per share increased 9% to \$7.09 due to strong execution across our Pharmaceutical Distribution and Global Commercialization Services & Animal Health teams that delivered adjusted operating income growth, as well as, due to a lower share count."





<sup>1</sup> See page 14 for more information regarding the non-GAAP financial measure adjusted diluted earnings per share.

we expected, bolstering the strong performance of this segment.

Our continued strength in Specialty distribution and practice management services produced another year of double-digit growth for that business. Our position in key specialty areas-such as oncology, ophthalmology, and rheumatology-continues to create an advantage for our market-leading Specialty distribution franchise. In addition to growth in our provider customer base, we are benefiting from a robust pipeline of pharmaceutical manufacturer innovation, utilization trends and overall demographics.

In fiscal 2019, our Global
Commercialization Services & Animal
Health businesses delivered strong
revenue growth of 9%. As a group,
these businesses continued to unlock
value through their focus on building
strong partnerships with, and providing
robust services for, manufacturers. MWI
Animal Health's revenue grew 5%,
delivering solid results as it continues
to support growth and demand of its

strong customer base, particularly with corporate accounts, where the business is successfully collaborating with key partners to create value commercially. MWI's highly efficient distribution network and strong demand creation capabilities provide pharmaceutical manufacturers with the capabilities required to advance animal health, while further expanding relationships with our customers. Additionally, our global commercialization services businesses collectively grew revenue by 14%. Our portfolio of commercialization services businesses offer pharmaceutical manufacturers critical global specialty and third party logistics services, market access strategies, patient access and adherence solutions, and regulatory and compliance support needed to facilitate access to life-saving pharmaceuticals. These businesses provide differentiated services that continue to create value for manufacturers, especially as even more new, innovative therapies are expected to launch in the coming years.

These businesses are also benefiting from investments in leading data and technology platforms across the group, like NOVA at World Courier and Fusion at Lash, which continue to drive efficiency and execution excellence. As manufacturers' essential commercialization partner, AmerisourceBergen has invested in forward-thinking and patient-centric solutions and remains committed to further enhancing the customer experience and advancing access and adherence outcomes for manufacturers.

In fiscal 2019, we returned \$1 billion dollars to our stockholders through opportunistic share repurchases and dividends, and invested \$310 million dollars in our businesses through capital expenditures. Our strategic approach to capital deployment enables us to maintain the appropriate balance between returning capital to stockholders, and investing internally and through acquisitions to both sustain our business and further enhance our commercial value proposition.







## Financial Highlights





#1 Distributor

of specialty pharmaceuticals



3MM+ products shipped daily



#1 Distributor

of animal health products



70,000+

daily deliveries to healthcare facilities

<sup>1</sup> Includes \$93M of intersegment eliminations and primarily represents the elimination of certain Pharmaceutical Distribution Services reportable segment sales to MWI.

Reported as Other.

Note: FY19 GAAP Operating Income of \$1.1B. For more information and a reconciliation of non-GAAP financial measures, refer to the Company's Current Report on Form 8-K furnished under Item 2.02 on November 7, 2019. <sup>4</sup> See page 14 for Capex, M&A, Dividends and Share Repurchase data for trailing 5 fiscal years.

"Our strategy—focused on robust customer partnerships, leadership in specialty distribution and commercialization services, delivering innovative services and solutions, and being successful financial and talent stewards—are pillars that differentiate and position AmerisourceBergen for long-term and sustainable growth."

## Addressing the Opioid Epidemic and Resolving Related Litigation

AmerisourceBergen has been consistent in engaging and mobilizing to help address the opioid epidemic both by partnering with key stakeholders and by helping bring solutions to the table. We continue to work diligently and alongside partners to help combat drug diversion, while supporting solutions to help address the crisis in the communities across the country that we call home, work in and serve.

In October, AmerisourceBergen, along with our peers, reached a settlement with two Ohio counties in the first track of the multi-district opioid litigation. We believe that settling the case is an important stepping-stone in ongoing efforts toward a possible global resolution and demonstrating that our industry is being constructive and thoughtful in how we can help address this crisis.

To the extent a settlement can be reached, we expect settlement funds to be used in support of initiatives to combat the opioid epidemic.

We take our role in the supply **chain seriously**. AmerisourceBergen is a logistics company that plays a critical role in getting FDA approved medications from pharmaceutical companies that manufacture them to DEA registered pharmacies that dispense them based on prescriptions written by licensed healthcare providers. As we continue to work closely with stakeholders to evaluate next steps concerning these complex matters, AmerisourceBergen will remain responsible stewards of stockholders' capital. Together, our Board of Directors, management team, and associates are focused on developing meaningful solutions for this epidemic. AmerisourceBergen also remains committed to transparency and—as we are able—to providing stockholders and

other stakeholders with information on our efforts and solutions to address the opioid epidemic and related litigation.

## Building Long-Term and Sustainable Growth

Our strategy—focused on robust customer partnerships, leadership in Specialty distribution and commercialization services, delivering innovative services and solutions, and being successful financial and talent stewards—are pillars that differentiate and position AmerisourceBergen for long-term and sustainable growth.

In fiscal 2020 and beyond, we will continue to leverage our differentiated strategy, partnerships, and a strong balance sheet to grow our business and continue to create stockholder value. AmerisourceBergen is well positioned to deliver long-term value for all of our stakeholders as we continue to focus on innovation, execution, advancing our talent and culture, and living our purpose of being united in our responsibility to create healthier futures.

Thank you again for your interest and investment in AmerisourceBergen. Sincerely,

Steven H. Collis

Chairman of the Board,

President and Chief Executive Officer

### **Management Team**

As of January 1, 2020



**Steven H. Collis**Chairman, President and
Chief Executive Officer



James F. Cleary
Executive Vice President
and Chief Financial Officer



**Leslie E. Donato**Executive Vice President
and Chief Strategy Officer



**Silvana Battaglia**Executive Vice President and
Chief Human Resources Officer



**John G. Chou**Executive Vice President,
Chief Legal Officer and
Secretary



**Gina K. Clark**Executive Vice President
and Chief Communications
& Administration Officer



**Robert P. Mauch**Executive Vice President
and Group President

### **Corporate Officers**

As of January 1, 2020

#### Steven H. Collis

Chairman, President and Chief Executive Officer

#### James F. Cleary

EVP and Chief Financial Officer

#### Silvana Battaglia

EVP and Chief Human Resources Officer

#### John G. Chou

EVP and Chief Legal Officer and Secretary

#### Gina K. Clark

EVP and Chief Communications & Administration Officer

#### Leslie E. Donato

**EVP and Chief Strategy Officer** 

#### Kathy H. Gaddes

**EVP and Chief Compliance Officer** 

#### **Robert P. Mauch**

**EVP and Group President** 

#### **Lazarus Krikorian**

SVP and Chief Accounting Officer

#### J.F. Quinn

**SVP and Corporate Treasurer** 

#### **Board of Directors**



**Steven H. Collis** 5\*
Chairman of the Board,
President and Chief Executive Officer
AmerisourceBergen Corporation



Jane E. Henney, M.D. 5\*\*
Retired Professor, Internal Medicine and Public Health Service,
College of Medicine at the University of Cincinnati and Home
Secretary for the National Academy of Medicine



**Ornella Barra** <sup>3, 6</sup>
Co-Chief Operating Officer for Walgreens Boots Alliance, Inc.



**D. Mark Durcan** 1\*, 3, 5 Retired Chief Executive Officer of Micron Technology, Inc.



**Richard W. Gochnauer** 2,3\*,5 Retired President & Chief Executive Officer of United Stationers



**Lon R. Greenberg** 1, 4, 5, 6\* Retired Chairman of the Board and Chief Executive Officer of UGI Corporation



**Kathleen W. Hyle** <sup>2, 3, 6</sup>
Former Senior Vice President of Constellation
Energy and Chief Operating Officer of
Constellation Energy Resources



**Michael J. Long** 2\*, 4, 5 Chairman, President and Chief Executive Officer of Arrow Electronics, Inc.



**Henry W. McGee** <sup>1, 4\*, 5</sup> Senior Lecturer, Harvard Business School and Retired President of HBO Home Entertainment



**Dennis M. Nally**Retired Chairman of
PricewaterhouseCoopers

### Committees of the Board As of January 1, 2020

- <sup>1</sup> Audit Committee
- <sup>2</sup> Compensation and Succession Planning Committee
- <sup>3</sup> Finance Committee
- <sup>4</sup> Governance and Nominating Committee
- <sup>5</sup> Executive Committee
- <sup>6</sup> Compliance and Risk Committee
- \* Denotes Committee Chair
- \*\* Dr. Jane Henney, as Lead Independent Director, serves as an ex-officio member of each of the Committees.

#### **GAAP/Non-GAAP Financial Measures**

To supplement the financial measures prepared in accordance with U.S. generally accepted accounting principles (GAAP), AmerisourceBergen uses certain non-GAAP financial measures. This Annual Report uses the non-GAAP financial measure adjusted diluted earnings per share ("Adjusted non-GAAP EPS"). Adjusted non-GAAP EPS should be viewed in addition to, and not in lieu of, diluted earnings per share and other financial measures calculated in accordance with GAAP. This supplemental measure may vary from, and may not be comparable to, similarly titled measures by other companies in our industry.

Adjusted non-GAAP EPS excludes the per share impact of adjustments, including

Warrants expense, and the related interest expense incurred in connection with the \$600 million of 1.15% senior notes that were repaid in May 2017; gain from antitrust litigation settlements; LIFO expense/credit; PharMEDium remediation costs; the New York State Opioid Stewardship Act; goodwill impairment charge; acquisition-related intangibles amortization; employee severance, litigation, and other; impairment of long-lived assets; gain on sale of equity investment; loss on consolidation of equity investments; impairment of non-customer note receivable and loss on early retirement of debt, in each case net of the tax effect calculated using the applicable effective tax rate for those items. In addition,

the per share one-time impact of U.S. tax reform is excluded from Adjusted non-GAAP EPS. U.S. tax reform includes a benefit from 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 onetime transition tax on historical foreign earnings and profits through December 31, 2017. Management believes that this non-GAAP financial measure is useful to investors because it eliminates the per share impact of the items that are outside the control of the Company or that it considers to not be indicative of our ongoing operating performance due to their inherent unusual, non-operating, unpredictable, non-recurring, or non-cash nature.

#### Appendix A

#### The following is a reconciliation of GAAP diluted earnings per share to Adjusted non-GAAP EPS

	FY 2019	FY 2018	FY 2017
GAAP	\$ 4.04	\$ 7.53	\$1.64
Gain from Antitrust Litigation Settlements	(0.51)	(0.12)	_
LIFO (credit) expense	(0.08)	0.22	(0.46)
PharMEDium remediation costs	0.24	0.22	_
New York State Opioid Stewardship Act	(0.08)	0.07	_
Goodwill impairment charge	_	0.10	_
Acquisition-related intangibles amortization	0.55	0.56	0.45
Employee severance, litigation, and other <sup>1</sup>	1.16	0.28	4.23
Impairment of long-lived assets	1.99	_	_
Gain on sale of equity investment	(0.05)	_	_
Loss on consolidation of equity investments	_	0.19	_
Impairment of non-customer note receivable	_	0.14	_
Loss on early retirement of debt	_	0.08	_
Tax reform <sup>2</sup>	(0.17)	(2.78)	_
Warrants expense <sup>3</sup>	_	_	0.02
Adjusted non-GAAP	\$7.09	\$6.49	\$5.88

#### **Capital Deployment**

	Fiscal Years Ended September 30,					
(in thousands)	2019	2018	2017	2016	2015	
Capex	\$310,222	\$336,411	\$466,397	\$464,616	\$231,585	
M&A <sup>4,5</sup>	\$63,951	\$785,299	\$72,995	\$2,750,390	\$2,633,412	
Dividends	\$338,974	\$333,041	\$320,270	\$288,477	\$253,919	
Share Repurchases <sup>6,7</sup>	\$674,031	\$639,235	\$329,929	\$2,266,344	\$1,859,106	

- 1. Includes \$914.4 million for litigation settlements and accruals with no corresponding income tax benefit in the fiscal year ended September 30, 2017.
- 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 earning and profits through December 31, 2017.
- 3. In connection with the fiscal 2014 special \$650 million share repurchase program, which was established to mitigate the dilutive effect of the warrants issued to Walgreens Boots Alliance, Inc., 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.
- 4. Includes the \$2.7 billion acquisition of PharMEDium Healthcare Holdings, Inc. in fiscal 2016.
- 5. Includes the \$2.6 billion acquisition of MWI Animal Health in fiscal 2015.
- 6. Includes \$1,535.1 million of share repurchases in fiscal 2016 under the Company's special share repurchase programs in connection with its Warrants hedging activity.
- 7. Includes \$1,540.1 million of share repurchases in fiscal 2015 under the Company's special share repurchase programs in connection with its Warrants hedging activity

### **Corporate Information**

#### **Cautionary Note Regarding Forward-Looking Statements**

Certain of the statements contained in this report 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 changes in circumstances and speak only as of the date hereof. These statements are not guarantees of future performance and are based on assumptions and estimates 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 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; continued federal and state government enforcement initiatives to detect and prevent suspicious orders of controlled substances and the diversion of controlled substances; continued prosecution or suit by federal, state and other governmental entities of alleged violations of laws and regulations regarding controlled substances, including due to failure to achieve a global resolution of the multi-district opioid litigation and other related state court litigation, 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; failure to comply with the Corporate Integrity Agreement; 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 in connection with the production, labeling or packaging of products compounded by our compounded sterile preparations (CSP) business or the related consent decree; managing foreign expansion, including non-compliance with the U.S. Foreign Corrupt Practices Act, anti-bribery laws, economic sanctions and import laws and regulations; financial market volatility and disruption; the loss, bankruptcy or insolvency of a major supplier; substantial defaults in payment, material reduction in purchases by or the loss, bankruptcy or insolvency of a major customer; 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 the impairments at PharMEDium and any additional impairments 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, or the inability to capture all of the anticipated synergies related thereto or to capture the anticipated synergies within the expected time period; 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, 2019 and elsewhere in that report and (ii) in other reports filed by the Company pursuant to the Securities Exchange Act. The Company undertakes no obligation to publicly update or revise any forward-looking statements, except as required by the federal securities laws.

#### **Stockholder Services**

Our transfer agent, Computershare, can help you with a variety of stockholder services, including:

- Change of address
- · Lost stock certificates
- Stock transfer
- Account consolidation

#### Computershare can be Reached at:

**Telephone**: 866.233.1957 or TDD 800.231.5469 **Outside U.S.**: 201.680.6578 or TDD 201.680.6610

**Internet**: www.computershare.com

Mail: AmerisourceBergen Corporation

c/o Computershare

P.O. Box 43078 Providence, RI 02940-3078

**Email**: Support.ServiceCenter@cpushareownerservices.com

#### Additional Information

Financial documents, such as our Annual Report on Form 10-K, and quarterly reports on Form 10-Q, and other reports and filings, such as the Company's Code of Ethics and Business Conduct, may be obtained from the Company website at investor.amerisourcebergen.com, or by calling the Company's Investor Relations Department at 610.727.7000.

#### **Investor Relations**

Stockholders, security analysts, portfolio managers and other investors desiring further information about the Company should contact:

**Bennett S. Murphy**, SVP, Investor Relations Phone: 610.727.3693

Email: bmurphy@amerisourcebergen.com

#### **Annual Meeting of Stockholders**

March 5, 2020 at 2:00p.m. Eastern Time at the Four Seasons Hotel in Philadelphia, Pennsylvania

#### Independent Registered Public Accounting Firm

Ernst & Young LLP, Philadelphia, Pennsylvania

#### **Stock Listing**

AmerisourceBergen Corporation is listed on The New York Stock Exchange under the symbol ABC.



Where knowledge, reach and partnership shape healthcare delivery.