

Healthcare Distribution Alliance

We Are Health Delivered



Pharmaceutical Distributors:

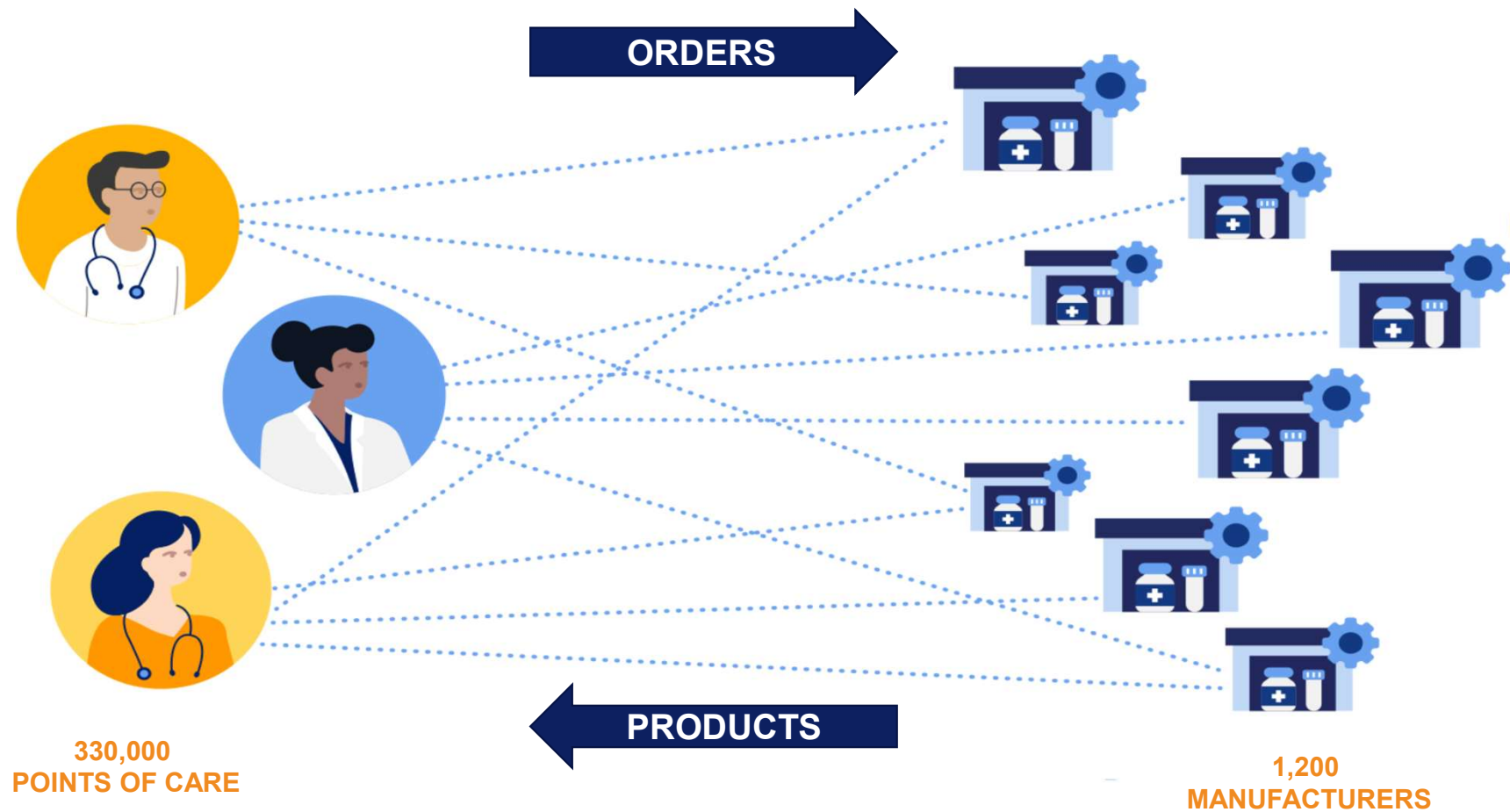
The backbone of the U.S. healthcare ecosystem



Nearly 330,000 pharmacies and healthcare providers place orders for medicines with distributors.

Source: HDA Research Foundation, 95th Edition HDA Factbook: The Facts, Figures and Trends in Healthcare (2024–2025), 2024.

Without Pharmaceutical Distributors



Logistics Experts Drive Savings

Our 36 members deliver savings and efficiencies to the healthcare ecosystem.



**1,089
Ship-To Points**



HDA MEMBERS DELIVER

95%

OF Rx PRODUCTS

PROVIDE UP TO

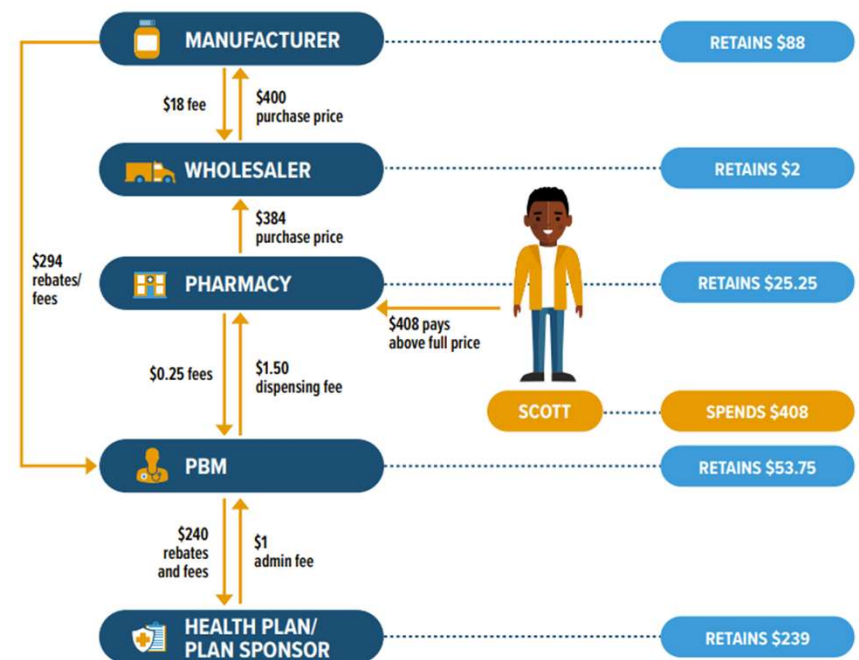
\$63

BILLION IN SAVINGS
TO THE HEALTHCARE
ECOSYSTEM ANNUALLY

Wholesale Distributors & Pricing

- Pharmaceutical wholesale distributors primarily utilize a **fee-for-service model**.
- The pharmaceutical distribution model is a high value, high volume but very low margin industry. A recent analysis from Berkeley Research Group (BRG) shows the profit margin for a wholesaler is **less than one percent** of the cost of brand medicines.
- Findings consistent with reports and analyses by the *USC*, *PhRMA*, *Wall Street Journal* and *Kaiser Health News*.

Flow of Payment for a \$400 Insulin
(Patient is in Deductible Phase)



*This graphic is illustrative of a hypothetical product with a WAC of \$400 and an AWP of \$480. It is not intended to represent every financial relationship in the marketplace.

**The amount of payments does not add up to \$400 due to markups and discounts as medicines are distributed.

Our Value to the Healthcare System



Secure the U.S. pharmaceutical supply chain, preventing counterfeit medicines from entering the legitimate supply and protecting against cybersecurity threats.



Serve as vital partners to providers and government entities during public health emergencies and natural disasters.



Support pharmacies and providers: Providing inventory management; technology solutions; financial services; pharmacy support.

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