

Thank you for joining us for this  
AmerisourceBergen webinar.

The broadcast has not started yet.

*Both audio and visuals are available through the  
Skype Meeting Broadcast link and are accessible  
via any mobile browser.*

# Fifth Manufacturer Townhall: Responding to COVID-19

July 17, 2020

During the call, please submit questions via the chat function  
or via email to: [Solutions@amerisourcebergen.com](mailto:Solutions@amerisourcebergen.com)

# Today's Speakers



**Sun Park**

*EVP and Group CFO for Pharmaceutical  
Distribution & Strategic Global Sourcing*



**Jan Burkett**

*SVP of Global Specialty, Branded, &  
Consumer Products*



**Heather Zenk**

*Sr. Vice President, Replenishment &  
Secure Supply Chain Operations*



**Brad Tallamy**

*Sr. Director, Government Affairs*



**David Senior**

*Sr. Vice President, Market Economics*



**Dave Picard**

*Sr. Vice President, Global Generics  
Pharmaceuticals*

# Agenda

|   |  |
|---|--|
| 1 | Opening Remarks                          |
| 2 | Inventory and Business Continuity Update |
| 3 | Healthcare Policy Update                 |
| 4 | Supply Chain Resilience                  |
| 5 | Q&A                                      |
| 6 | Closing Remarks                          |

# Opening Remarks



Sun Park

EVP and Group CFO for Pharmaceutical  
Distribution & Strategic Global Sourcing

## Brand/Specialty and Consumer Teams New Leadership



**Jan Burkett**

*SVP of Global Specialty,  
Branded, & Consumer Products*

# Inventory and Business Continuity Update

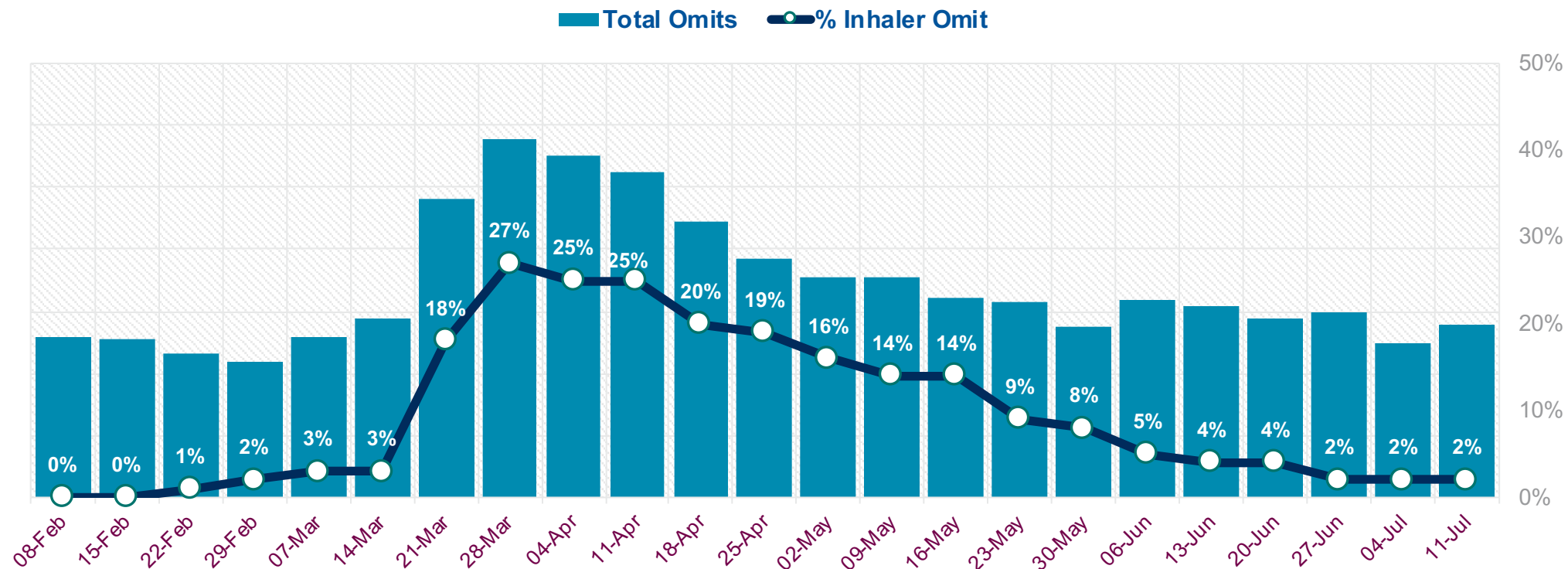


**Heather Zenk**

*Sr. Vice President,  
Replenishment & Secure Supply  
Chain Operations*

# Current Supply Chain Resiliency

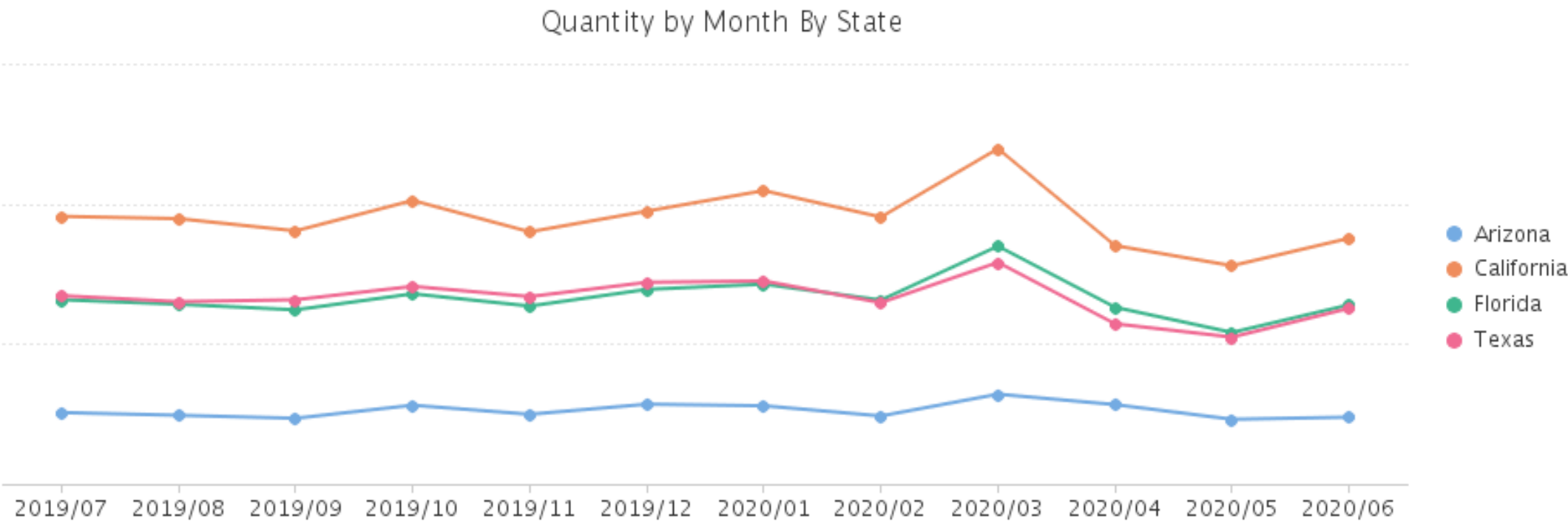
Industry impacts as of July 11, 2020





# Entire Volume: Current Highly Impacted COVID States

Quantity: By Month & Impacted State



# Supply Chain Stability

What we are seeing across the supply chain



## Product Volume

Current customer product volume:

- Trending towards pre-COVID units.
- Some trends: Retail & Independent Pharmacy seeing impacts due to – **loss of insurance, delayed primary care physician visits.**



## Inventory

Demand drivers include:

- Filling **90-day** prescription orders.
- COVID hot-spot product demand was high.
- Tendency to holding inventory was also high.
- Anticipate returns volume is **6% higher.**
- Customer inventory is positioned to meet demand
- Data available through Certio 852/865, or industry transaction sets.



## Public/Private Partnership

Current or previous engagement:

- **SNS**
- **New COVID Therapies**
- **COVID Vaccines**



## India

Generics space has experienced:

- **Business continuity** challenges
- **Air travel** restrictions
- Workforce **absenteeism**
- **Shelter-in-place** orders
- Supplies delayed at ports.

*We understand some manufacturers utilized reserves to meet increased demand - as the plan to rebuild inventory, or additional challenges arise – please share.*

# Healthcare Policy Update



**Brad Tallamy**

*Sr. Director, Government Affairs*

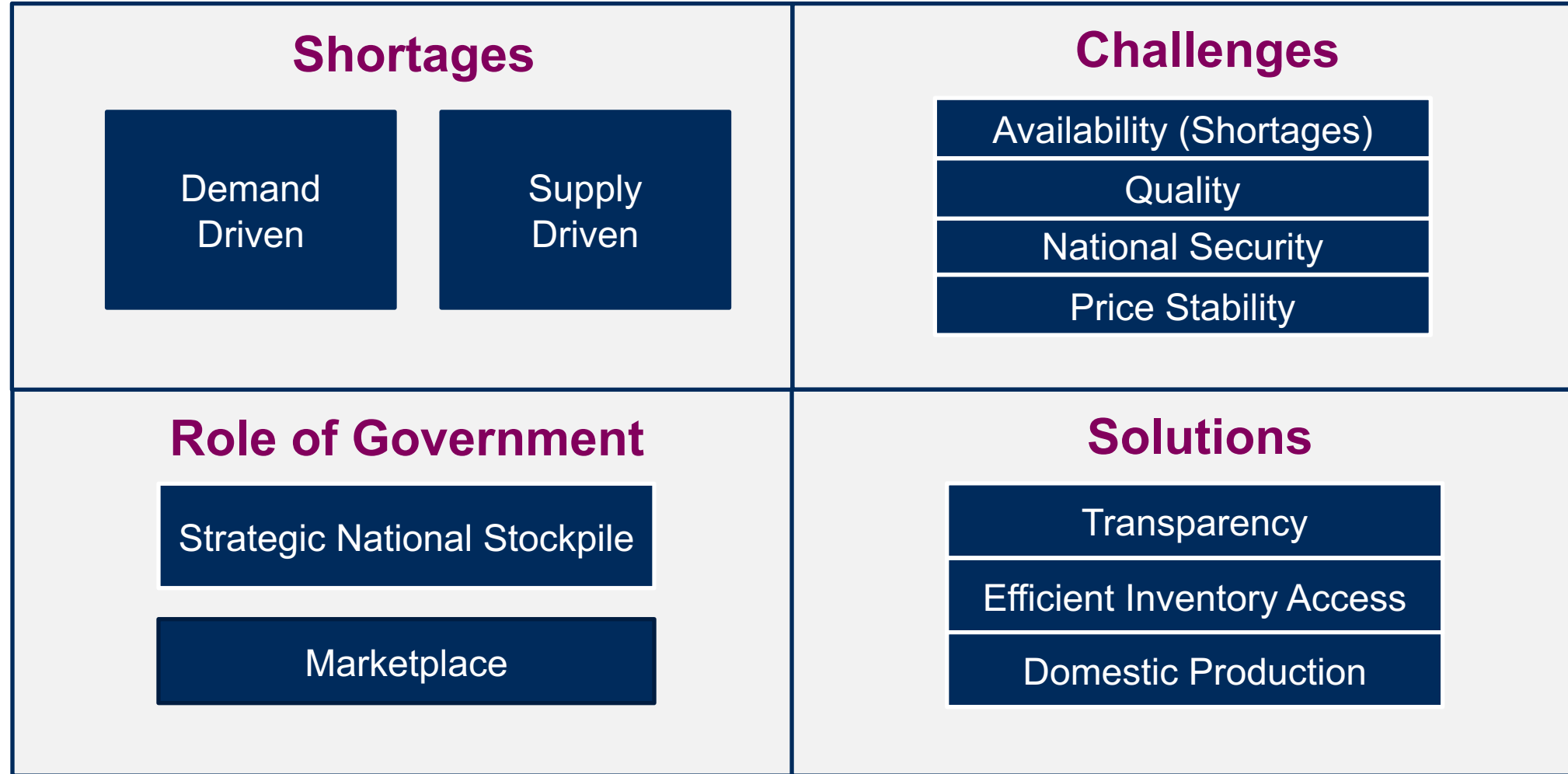
# Supply Chain Resilience



**David Senior**

*Sr. Vice President, Market  
Economics*

# Supply Chain Resilience – Diagnosing its Health



Q & A

# We want your feedback.

*We want to hear how AmerisourceBergen is doing to support you during the Covid-19 crisis. Look for our email and please take the time to share your feedback via a 3-minute survey.*





We are united in our responsibility to create healthier futures.