



We're an integral part of the community

Alliance UniChem knows that no two communities are the same and that to understand the needs of the local population you must be truly part of that community.



Our distribution networks are among the best in our industry

Alliance UniChem seeks to improve its service levels and efficiency through sector-leading process management and innovation and employs the latest technology to ensure that once products leave our warehouses, they get to our pharmacy customers in the most efficient, secure and reliable manner.



We believe in sharing our knowledge

Alliance UniChem demonstrates its long-standing commitment to community pharmacy through its continual support of independent pharmacists. Across Europe independent pharmacists represent the single largest group offering dispensing services to the community. Alliance UniChem never forgets the importance and value of this group of customers.

About us

Alliance UniChem is a leading European healthcare group focused on improving the quality of the health in the communities we serve through the distribution of medicines to pharmacies and the provision of dispensing and advice to patients.

Operating highlights

- » A strong set of financial results.
- » Wholesale division performed well in relatively difficult market conditions.
- » Strong contribution from retail pharmacy.
- » Performance from associates well ahead of expectations.
- » Continued development of portfolio including five businesses acquired in wholesale division and a net 106 pharmacies added (including 16 in associates).
- » Proposed merger with Boots Group PLC presents a unique opportunity to create an international pharmacy-led healthcare group.

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Our contract logistics and pre-wholesale business services the healthcare industry

Alliance UniChem recognises the importance of pharmaceutical and healthcare companies to the wellbeing of the communities we serve. We see them as core partners for us as we provide high quality services to these communities.

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Our own brands go from strength to strength

Alliance UniChem has a proven track record in using its understanding and knowledge of its markets to develop innovative approaches to lead the industry forward. Recent research has established that Almus generics' proposition of 'clarity of design – helping pharmacists to identify product quickly and simply, and without confusion' – is just as applicable to non-prescription medicines.

Financial highlights

+3.1%

Revenue
£9,171.2m

+5.0%

Revenue including share
of associates' revenue
£11,136.5m

+7.1%

Operating profit*
£261.0m

+14.5%

Operating profit*
including share of associates'
operating profit
£331.8m

+16.1%

Adjusted profit for
the year attributable to
equity shareholders**
£197.3m

+14.0%

Adjusted diluted
earnings per share**
54.6p

+10.4%

Diluted earnings per share
58.3p

+10.8%

Dividends per share
20.5p

*Operating profit comprises profit from operations before share of associates' post tax earnings and exceptional items as classified by Alliance UniChem (comprising costs in relation to the proposed merger, profit on disposal of businesses and profit on disposal of/(amounts written off) investments)

**Excludes exceptional items and IAS 39 timing differences net of tax

A glossary of key terms is provided on page 125 of this report

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