

## Company Profile

### **Alliance UniChem is a leading European distributor, wholesaler and retailer of pharmaceutical, medical and healthcare products.**

- The Company was formed in 1997, through the merger of UniChem PLC and Alliance Santé S.A. , with the aim of improving the delivery of healthcare to pharmacists and patients across Europe.
- The Company has a market share of 16 per cent in the European Union. In 1998 Alliance UniChem's turnover reached £5.3 billion (€7.9 billion).
- Quoted in London and Paris, at the end of the first quarter 1999 its market capitalisation was £1.4 billion (€2.1 billion).
- The Alliance UniChem Group serves over 41,000 pharmacies from 170 warehouses and employs over 14,000 people.
- Moss Chemists, Alliance UniChem's retail pharmacy division, owns 571 pharmacies in the UK providing a highly professional service to the patient.

### **Our business philosophy is founded on four principles:**

**Service** – we offer high levels of service to our pharmacy customers and manufacturer suppliers, and to the patients we serve in our pharmacies. We deliver reliably, consistently and on schedule with rapid order turnaround times. Service levels are monitored hourly in every one of our 170 branches and are regularly surveyed in our retail outlets.

**Excellence** – our Group's priority is simple, to be the first choice for pharmacists and patients and the leader in our market by achieving excellence in everything we do.

**Partnership** – working together with our customers and suppliers we can derive mutual added value and improve the health of the millions of patients who depend on us.

**Innovation** – as a European leader we realise the importance of looking to the future. Our vision can be seen not only through the development of state-of-the-art systems, offering a more efficient service to pharmacies, but also in our unique support and service solutions to our customers. Such innovative thinking keeps us one step ahead in the pan-European market.

## Our wholesale network - the backbone of healthcare delivery

Through its operating companies and associates Alliance UniChem serves over 41,000 pharmacies and hospitals from 170 depots across France, Great Britain, Greece, Italy, Morocco, Portugal and Spain.



Thanks to its integrated distribution and technically advanced networks, millions of European citizens can promptly receive the healthcare products they need to preserve and restore their health and

wellbeing. However, Alliance UniChem's operational efficiency does not rest solely upon a sound organisational and managerial structure; it is above all the outcome of a business philosophy, shared by every one of the Group's operating units, which gives absolute primacy to the quality of service to pharmacists and manufacturers.

