


MEDICEO PALTAC AT A GLANCE

 Mediceo Paltac is Japan's first **multi-channel wholesaler** covering prescription pharmaceuticals, over-the-counter pharmaceuticals, cosmetics and other products.

 **Healthcare system reform**, separation of prescription and dispensing and the trend toward self-medication have increased Mediceo Paltac's importance as an **intermediary** between dispensing pharmacies and prescribers.

 Mediceo Paltac's **customer-centered approach** based on national scale and sophisticated information technologies helps customers and suppliers manage inventories **efficiently** and **lower costs**.

 Ongoing programs to raise efficiency through **innovation** support Mediceo Paltac's industry leadership and ability to generate **shareholder value**.

Segment	Business	Share of Net Sales
Prescription Pharmaceutical Wholesale Business	Mediceo Paltac Holdings holds the largest share of the wholesale prescription drug market in Japan, and leads the industry in terms of net sales and income.	76%
Cosmetics, Daily Necessities and OTC Pharmaceutical Wholesale Business	Strong synergy with prescription pharmaceutical wholesaling and convergence of drug and non-drug distribution channels are creating opportunities for growth.	24%
Related Business	Growing health consciousness in Japan presents opportunities in this segment.	0%