

McKesson Corporation J.P. Morgan Healthcare Conference

John Hammergren

Chairman and Chief Executive Officer



Forward-Looking Statements

Some of the information in this presentation is not historical in nature and may constitute forward-looking statements, which are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These statements may be identified by the use of forward-looking terminology such as “believes,” “expects,” “anticipates,” “may,” “will,” “should,” “seeks,” “approximately,” “intends,” “plans,” “estimates,” or the negative of these words or other comparable terminology. The discussion of financial trends, strategy, plans or intentions may also include forward-looking statements. These forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from those projected, anticipated or implied by such statements. Although it is not possible to predict or identify all such risks and uncertainties, they may include, but are not limited to, those described in the Company’s annual, quarterly and current reports (i.e., Form 10-K, Form 10-Q and Form 8-K) as filed or furnished with the Securities and Exchange Commission (SEC). You are cautioned not to place undue reliance on any such forward-looking statements, which speak only as of the date such statements were first made. To the degree financial information is included in this presentation, it is in summary form only and must be considered in the context of the full details provided in the Company’s most recent annual, quarterly or current report as filed or furnished with the SEC. The Company’s SEC reports are available at www.mckesson.com under the “Investors” tab. Except to the extent required by law, the Company undertakes no obligation to publicly release the result of any revisions to these forward-looking statements to reflect events or circumstances after the date hereof, or to reflect the occurrence of unanticipated events.

GAAP / Non-GAAP Reconciliation

In an effort to provide additional and useful information regarding the Company’s financial results and other financial information as determined by generally accepted accounting principles (GAAP), certain materials in this presentation include non-GAAP information. The Company believes the presentation of non-GAAP measures provides useful supplemental information to investors with regard to its core operating performance as well as comparability of financial results period-over-period. A reconciliation of the non-GAAP information to GAAP, and other related information is available in the tables accompanying each period’s earnings press release, materials furnished to the SEC, and posted to www.mckesson.com under the “Investors” tab.

Agenda

- McKesson At A Glance
- McKesson Distribution: Founded on Operational Excellence
- Customer Solutions
- Capital Deployment
- Long-Term Growth Opportunity

McKesson At A Glance

Delivering Better Health to All

Fortune 5
company



Founded in
1833



More than
15,000
*owned and banner
pharmacies*

\$199B
FY17 revenues



\$4.7B



FY17 operating cash flow

Delivering **1/3** 
of all prescription medicine in
North America¹

*Serving >2 million customers
each day in 13 countries
across Europe*

75,000+
*employees
worldwide*



250,000+
SKUs of brand &
private label
*medical-surgical
supplies*

**Value
creation**

**CHANGE
HEALTHCARE**

¹This information is an estimate derived from the use of information under license from the following IQVIA information service: Market Prognosis North America for the period 2017-2021 (published March 2017). Note: IQVIA expressly reserves all rights, including rights of further copying, distribution and republication. McKesson does not warrant or represent the accuracy of IQVIA data or McKesson's interpretations of IQVIA data. Any subsequent use or interpretation of this data will be the liability of the receiving party and not of McKesson or IQVIA.

Financial data reported for Fiscal Year ended March 31, 2017. Operational and employee data reflected as of March 31, 2017.

Distribution Is McKesson's Core Competency

Founded on Operational Excellence



Manufacturers

*Providers,
Pharmacists
and Patients*

Manufacturer Solutions

Delivering Differentiated Value to Manufacturers

RxCrossroads

Individualized Patient Engagement
Improving Therapy Access & Adherence



U.S. Oncology Research

Clinical Trials



Data & Analytics

Supporting Drug Product Launches



Biologics

Controlled Dispensing Channel
Patient Support Hub Services



RelayHealth Pharmacy

Automation of Drug Dispensing Workflow



CoverMyMeds

Electronic Prior Authorization



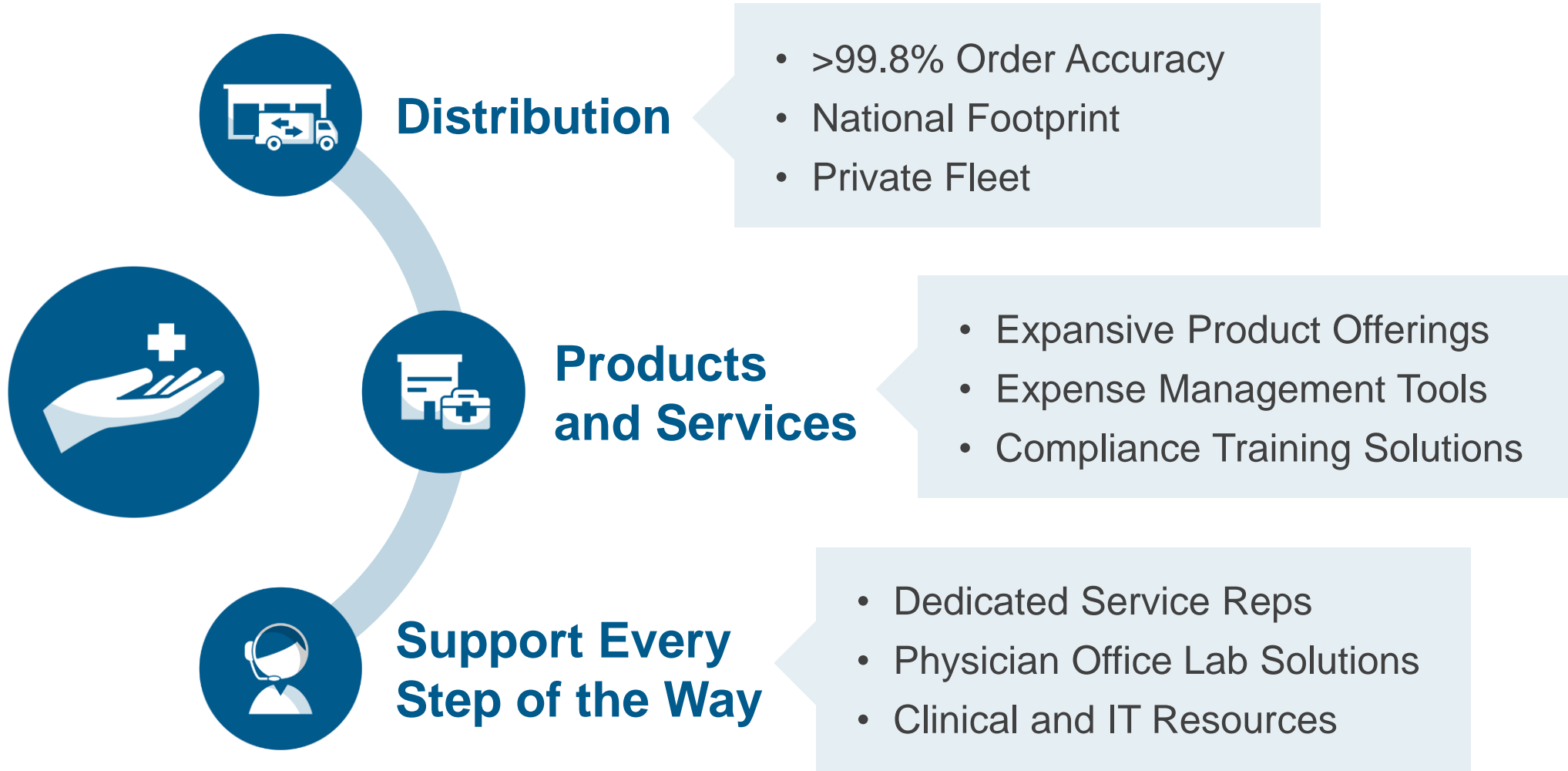
Provider, Pharmacist And Patient Solutions

Solving Complex Challenges across Healthcare



Competitive pricing, market-leading service levels, and value-added offerings to help drive better health

McKesson Medical-Surgical Is The Partner Of Choice To Primary Care Providers





Expanding The Role Of The Pharmacist As A Provider In A Low-Cost Care Setting

Digital Strategy for Pharmacists & Patients...

- Order management systems
- E-commerce capabilities
- Online doctor
- Mobile apps

...Allowing for Better Patient Care with Lower Costs

- Expand pharmacy services
- Omnichannel presence
- Automated Rx
- Global retail footprint

McKesson's Opioid Anti-Diversion Platform

Experienced
Regulatory Team



Sophisticated
Distribution Centers with
Secured Vaults



Ongoing Monitoring
of Existing
Customers



Suspicious Order
Identification, Blocking
& Reporting



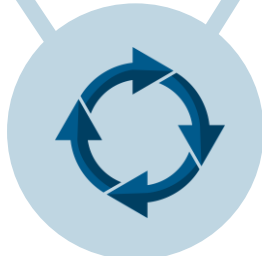
Robust Data &
Analytics



Extensive Diligence
Before Customer
Onboarding



Daily Order
Review & DEA
Reporting



Customer
Termination When
Appropriate



McKesson Opioid Task Force Recommendations



Require use of opioid management programs



Require e-prescribing



Harness FDA's Risk Evaluation and Mitigation Strategy (REMS) program



Create national patient safety system



Improve data sharing among state Prescription Drug Monitoring Programs (PDMP)



Permit partial refills

We are advocating for these recommendations with policy makers & other stakeholders across the healthcare supply chain

Learn more at www.mckesson.com/fightingopioidabuse

Outreach & Partnerships To Fight Opioid Abuse

Partnering to Reduce Opioid Prescribing Through Improved Physician Education

Pilot program with a national health education leader to promote evidence-based medicine, combined with clinical training, as a way to reduce opioid diversion, misuse, addiction, and overdose

Distributing Drug Deactivation Pouches in Pennsylvania

Worked with the State of Pennsylvania to help combat opioid abuse by delivering drug deactivation pouches to local communities.

Supporting Substance Abuse Prevention Amongst Veterans

Partnership with the Community Anti-Drug Coalitions of America (CADCA): Pilot program to prevent substance abuse among veterans.

Building Awareness Through Public Education

Supporting the launch of the “Allied Against Opioid Abuse”, a distributor-funded opioid education and awareness campaign.

Educating Our Customers

Targeted education campaign for customers about the importance of DEA and state agency regulations and ways to detect warning signs of prescription abuse and diversion.

Portfolio Approach To Capital Deployment

First Half Fiscal 2018 Highlights

Invest in Growth

M&A	\$1.9B
Internal Investments	\$255M

Shareholder Returns

Dividends	\$121M
Share Repurchases	\$650M

Maintaining Strong Credit Rating & Financial Flexibility
\$545M Long-Term Debt Repaid



Strong Foundation For Long-Term Growth And Value Creation

Well-positioned businesses



Customer-first focus



Robust capital deployment



Operational excellence



Experienced management team



MCKESSON