

**Bill Simon, EVP and Chief Operating Officer, Wal-Mart – Analogy:**  
Mr. Simon says \$4 prescriptions keep the cost of medicines within reach of American consumers...

VERBATIM: “What this means to the average person, really, is that for the price of a meal at McDonald’s, they can get the medicines they need that will keep them healthy and treat the conditions that they deal with every single day.”

**Bill Simon – Insurance:**

Mr. Simon notes that Wal-Mart’s \$4 prescription drug program meets the needs of customers, regardless of whether they have insurance coverage or not...

VERBATIM: “Whether our customers are struggling with the high cost of deductibles as their health care insurance costs go up or can’t afford insurance at all, there’s something available for almost every condition they deal with. All they need to do is consult their physician. They can get treated with product for \$4.

**Bill Simon – Plan Description:**

Mr. Simon notes Wal-Mart’s \$4 prescription drug plan fits squarely in the retailer’s mission...

VERBATIM: “Our purpose is to save people money so they can live better, and what better way to do that than in a segment of the business that we’ve been participating in for a long time but had not taken advantage of delivering our business model into, and our ability to bring affordable products to people in a way that delivers access, is exactly what this program is.”

**Bill Simon – Why Pay More?**

Mr. Simon wonders how anyone could pass up savings like those offered by Wal-Mart’s \$4 prescription drug program...

VERBATIM: There have been millions of customers who have taken advantage of this program and paid \$4 for items that cost 20, 30 dollars at other retailers. Quite honestly, I’m not sure why everyone doesn’t take advantage of it. Why would you pay more for something than we’re selling it for?

**Dr. John Agwunobi** (pronounced ah-gwa-NO-bee), **President Wal-Mart Professional Services Division** – Overall Savings:

Dr. Agwunobi says the savings realized as a result of Wal-Mart's \$4 prescription drug program have been tremendous so far...

VERBATIM: "This program alone has driven more than \$610 million out of our health care costs. It's been extremely powerful for individuals, as they've tried to live with disease or maintain their health and wellness, because its allowed them, as I've said, to get the medicines that they need at a price they can afford."

**John Agwunobi – Nuts & Bolts:**

Dr. Agwunobi says expanding Wal-Mart's \$4 prescription drug program enables more people with more medical conditions to get affordable access to medicines they need...

VERBATIM: "This is a list that allows us to cover almost all of the treatment categories that are out there, so for diseases like heart disease, diabetes, for diseases like ADHD, for glaucoma, and for other conditions and for women's health needs, we've added drugs to that list that they now, for \$4, can come in and get up to 30 days worth of medications for that flat fee."

**John Agwunobi - Impact**

Dr. Agwunobi says millions of customers have taken advantage of the \$4 prescription, helping to address disease or maintain their health, while still saving them money...

VERBATIM: "We're very proud of that impact, but we think there's so much more to come because this is just the first year that's over. We're going to grow this program and continue it into the future. We're confident that this is a program that will begin to impact many more people than just our customers."

**John Agwunobi – Savings**

Dr. Agwunobi says the savings in Wal-Mart's \$4 prescription drug program can be substantial...

VERBATIM: "We're saving people money in ways that help them live better and healthier lives in a very real way with this program – it's very tangible for our customers. You know, in the past, they may have bought Coreg or some other drug at 110 or 120 dollars for a 30 day prescription. Today, they can do it for \$4."

John Agwunobi –

Dr. Agwunobi says while everyone can benefit from the low costs associated with Wal-Mart's \$4 prescription drug program, it has the greatest impact on low income families...

VERBATIM: "It's true, that somewhere out there today that are people that have, unfortunately, not been able to afford all of their prescriptions. Today, because of this program and because of what Wal-Mart is doing, they can get the drugs, the medications that they need at a price they can afford. "

John Agwunobi –

Dr. Agwunobi says that Wal-Mart is committed to improving access to affordable healthcare in America...

VERBATIM: "That promise is critical. That promise that we'll find ways – we'll search for ways in Wal-Mart and through our leadership in our communities – to make healthcare more affordable, more accessible to the people that need it the most."