



# GIRP

the vital link in healthcare

EUROPEAN HEALTHCARE  
DISTRIBUTION ASSOCIATION

## ANNUAL REPORT 2016-2017



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**“Each and every year,  
GIRP tackles the challenges  
its members face in the  
healthcare distribution  
industry, such as medicine  
shortages and falsified  
medicines”**

René Jenny, President, GIRP

“Each and every year, GIRP tackles the challenges its members face in the healthcare distribution industry, such as medicine shortages and falsified medicines, by increasing cooperation and communication between stakeholders at all levels of the supply chain. In addition, GIRP continuously develops innovative solutions to support its members at both the European and the national levels. GIRP is also committed to supporting the implementation of the European Medicines Verification System in a cost-effective and efficient manner.

To achieve these objectives, we strive to enable a strong and continuous dialogue throughout the supply chain, diversifying the categories of our membership being a means in the strategy to favour cooperation.”



# THE YEAR IN REVIEW

## EVENTS OVERVIEW

<b>5 – 7 June 2016</b> Noordwijk, NL	<b>57<sup>TH</sup> ANNUAL MEETING &amp; CONFERENCE</b>	Healthcare distribution: a vision for the future
<b>10 November 2016</b> Brussels, BE	<b>AUTUMN MEETING</b>	High-value, innovative medicines: harnessing the value of pharmaceutical care
<b>10 November 2016</b> Brussels, BE	<b>LUNCH RECEPTION IN THE EUROPEAN PARLIAMENT</b>	The pharmaceutical value-chain: contributing to sustainable healthcare
<b>6 December 2016</b> Brussels, BE	<b>BREAKFAST RECEPTION IN THE EUROPEAN PARLIAMENT</b>	Healthcare distribution: the impact of overregulation
<b>26 January 2017</b> Brussels, BE	<b>INDUSTRY NETWORKING RECEPTION</b>	Creating value beyond the pill – a stakeholder endeavor
<b>8 – 9 March 2017</b> Brussels, BE	<b>2<sup>ND</sup> SUPPLY CHAIN CONFERENCE – A GIRP EDUCATIONAL ACADEMY (GEA) EVENT</b>	Managing risk in the pharmaceutical supply chain
<b>17 March 2017</b> Milan, IT	<b>REGIONAL FOCUS MEETING</b>	Focus on Southern European and North African countries



**GIRP 57<sup>th</sup> Annual Meeting & Conference** – Noordwijk, 5-7 June 2016 – brought together over 200 top-level executives from across the pharmaceutical supply chain to exchange on the issues at stake and on innovative practices and solutions benefiting patients.



On 26 January 2017, GIRP held its **networking reception** and invited representatives from across the pharmaceutical industry to reinforce collaboration and conversation amongst the supply chain partners.



MEP Dr Paul Rübigen addresses **the impact of overregulation on healthcare distributors** in a fruitful discussion organised at the European Parliament in conjunction with SME Europe and PharmaPrivat.



GIRP is committed to further the exchange of information and best practices along the pharmaceutical supply chain. For this purpose, we regularly **organise site visits where the value-added services provided by members can be seen first hand.**

On 28 November 2016, a visit of Mosadex facilities in the Netherlands provided insight to our industry partners into the process of blistering as an example of the value-added services offered by wholesalers.



The GIRP team partners with other organisations and actively participates in events across Europe to **promote the role of healthcare distributors as the vital link in healthcare** – here our Director General, Ms Monika Derecque-Pois, at the International Pharmaceutical Distribution Conference in London (September 2016).



On 29 – 30 March 2017, invited to the European People's Party Congress in Malta, Ms Monika Derecque-Pois engaged in discussions on innovation and data protection as well as the Digital Single Market and the future of work. Through a number of working sessions, Ms Derecque-Pois had the opportunity to exchange with MEPs and stakeholders of the European business scene **on the evolution of the healthcare sector.**



Over recent years, GIRP has demonstrated a **strong commitment to tackle medicines shortages.** In February 2017, eight European associations representing manufacturers of medicinal products, parallel distributors, pharmaceutical wholesalers and pharmacists signed a statement on medicines shortages. The statement outlined a series of recommendations to help mitigate the challenges facing patients, health professionals, healthcare systems and suppliers.

# FMD IMPLEMENTATION - THE CLOCK IS TICKING

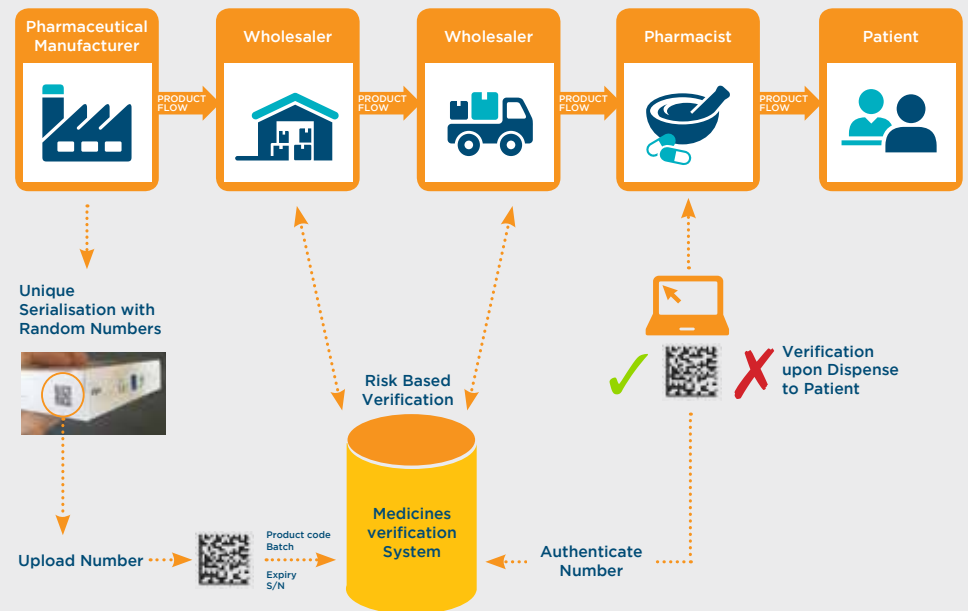
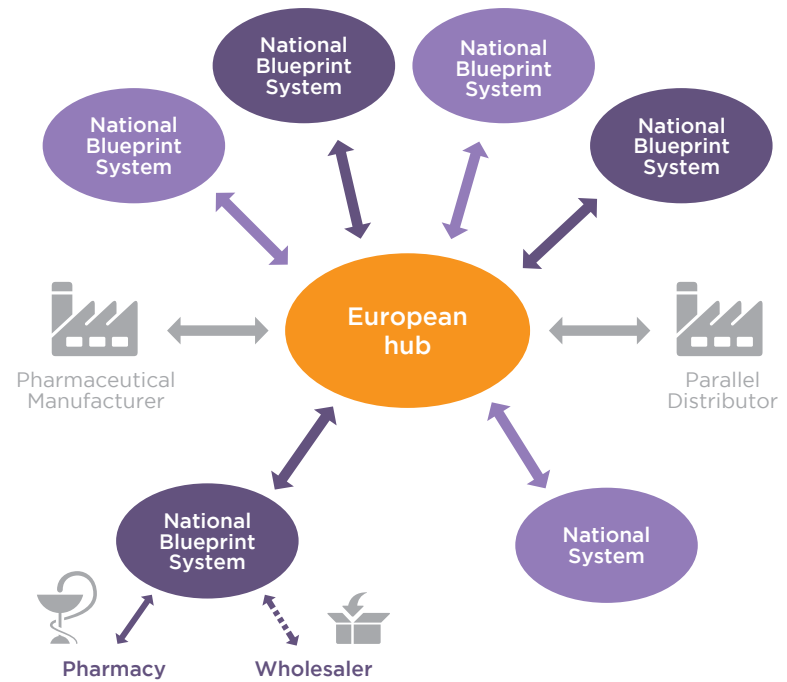
GIRP has continued to work alongside the other supply chain stakeholders within the European Medicines Verification Organisation (EMVO) to ensure the smooth implementation of the Delegated Regulation complementing the Falsified Medicines Directive at European and national levels. From the inception of EMVO, GIRP has been member of the Board and of the General Assembly with full voting rights. GIRP also held the position of EMVO Treasurer until February 2017.

Over the course of the last year, EMVO and its partners have reached significant milestones in the creation of the national Medicines Verification Organisations (nMVOs), which constitutes the next step towards our goal to build a strong system to eliminate falsified medicines in the European legal supply chain.

GIRP has been firmly pushing for the participation of wholesalers in the establishment and governance of the nMVOs and we saw a positive conclusion to our action as we are pleased to confirm that wholesalers are represented, in most countries, in the national organisations in a fair and balanced way.

Several of the national organisations are now reaching the operational stage of their establishment and GIRP remains committed to provide our members the tools to navigate the contractual agreements governing the relations between end-users and the national systems.

Though we close this reporting period with many achievements, there is still much left to be done to ensure the European medicines verification system is fully operational on 9 February 2019.



# TAKING ACTION TO COUNTER FALSIFIED MEDICINES

While the establishment of the National Medicines Verification Organisations (NMVOs) is ongoing, the focus will now need to shift towards the technical and legal agenda and towards the development of the national blueprint systems as well as the drafting of template contracts between end-users and NMVOs.

GIRP remains dedicated to providing assistance to all members involved in the implementation of the Falsified Medicines Directive (FMD) and its Delegated Regulation (DR) at the European and national levels.

GIRP has been an active partner in the Fight the Fakes campaign, the global campaign to raise awareness around the threat that fake medicines pose to people and public health.

Launched in November 2013, Fight the Fakes has grown into a coalition of over 30 organisations, including healthcare professionals, academics, NGOs, the generic and research-based pharmaceutical industry, healthcare distributors, and consumer protection organisations.

GIRP provides support and assistance to the International Federation of Pharmaceutical Wholesalers (IFPW) as it takes over the secretariat which had been held by the International Federation of Pharmaceutical Manufacturers and Associations (IFPMA) since the campaign launch.

In the face of rising threats to the safe distribution of medicines, healthcare distributors are taking action to secure the supply chain.

During its Supply Chain Conference, GIRP provided the platform to exchange on the topic of 'Security: theft, diversion, tampering, falsification'. The discussion focused on supply chain security, particularly on the technical solutions companies have implemented in order to protect their products from security threats.

As pharmaceutical products have become more expensive, the risk faced by supply chain actors during transportation has increased.

Participants and experts exchanged thoughts on pharmaceutical cargo theft in Europe and on the trends and challenges in ensuring supply chain security.







QuintilesIMS (NYSE:Q) is a leading integrated information and technology-enabled healthcare service provider worldwide, dedicated to helping its clients improve their clinical, scientific and commercial results. Formed through the merger of Quintiles and IMS Health, QuintilesIMS' approximate 50,000 employees conduct operations in more than 100 countries. Companies seeking to improve real-world patient outcomes and enhanced clinical trial outsourcing through treatment innovations, care provision and access can leverage QuintilesIMS' broad range of healthcare information, technology and service solutions to drive new insights and approaches. QuintilesIMS provides solutions that span clinical to commercial services bringing clients a unique opportunity to realize the full potential of innovations and advance healthcare outcomes.

As a global leader in protecting individual patient privacy, QuintilesIMS uses healthcare data to deliver critical, real-world disease and treatment insights. Through a wide variety of privacy-enhancing technologies and safeguards, QuintilesIMS protects individuals privacy while managing information to drive healthcare forward. These insights and execution capabilities help biotech, medical device and pharmaceutical companies, medical researchers, government agencies, payers and other healthcare stakeholders in the development and approval of new therapies, to identify unmet treatment needs and understand the safety, effectiveness and value of pharmaceutical products in improving overall health outcomes.

To learn more,  
visit [www.quintilesims.com](http://www.quintilesims.com)

## 2016 IPF STUDY: DISTRIBUTION PROFILE AND EFFICIENCY OF THE EUROPEAN PHARMACEUTICAL FULL-LINE WHOLESALING SECTOR.

### KEY DATA:

- **752 pharmaceutical full-line wholesalers** ensured fast, continuous and cost-effective medicines supply to over **180,743 retail pharmacies, hospitals and dispensing doctors** in the EU +2<sup>1</sup>.
- **Pharmaceutical full-line wholesalers'** services can reach up to **520 million people**.
- Through direct and indirect cost control measures, full-line wholesalers have seen an **average reduction of 29.3% in their mark-up since 2001**.
- Around **800 million transactions between pharmaceutical full-line wholesalers, pharmacies and manufacturers** take place every year in the 6 key European markets: France, Germany, Italy, Netherlands, Spain, United Kingdom.

**Pharmaceutical full-line wholesalers are essential to the efficient functioning of the European healthcare sector.**

- **Without pharmaceutical full-line wholesalers**, the number of transactions would increase to almost **100 billion transactions** per year.
- Pharmaceutical full-line wholesalers **store and distribute over 3/4 of all medicinal products** sold in Europe.
- In Europe, **non-adherence** to medicines and medication plans **costs governments an estimated € 125 billion** and contributes to the premature deaths of nearly 200,000 Europeans a year<sup>2</sup>.

<sup>1</sup> EU-26 (EU-28 excl. Malta and Cyprus), incl. Switzerland and Norway

<sup>2</sup> Source: European Federation of Pharmaceutical Industries and Associations (EFPIA)



# GIRP DATA

## THE EUROPEAN PHARMACEUTICAL FULL-LINE WHOLESALING SECTOR

Source: IPF Research 2016



**28**  
COUNTRIES  
EU-26\* + CH + NO



**520,317,139**  
INHABITANTS



**180,743**  
DISPENSING POINTS<sup>2</sup>



**752**  
WHOLESALERS<sup>1</sup>

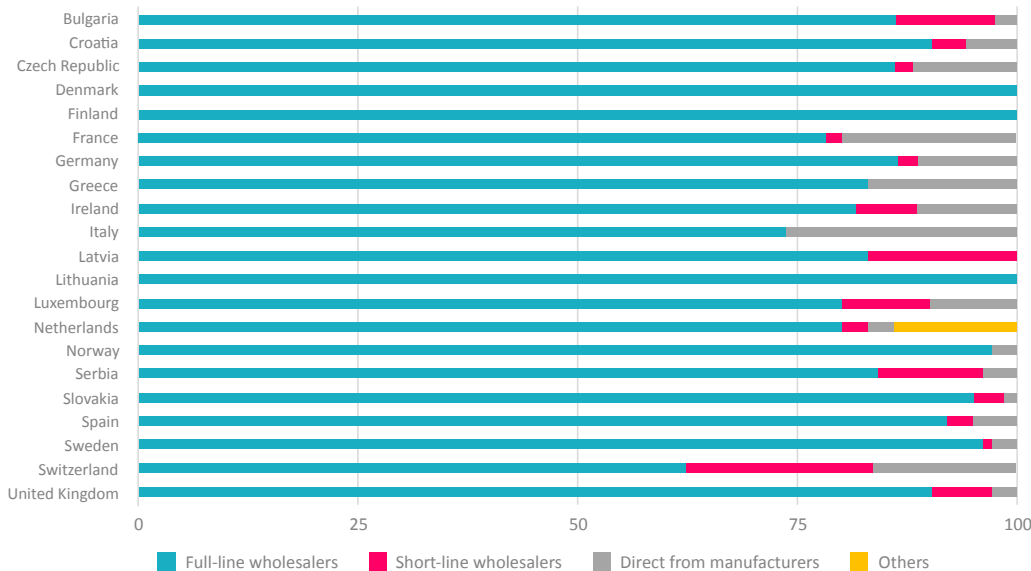


**1,490**  
OPERATING SITES

<sup>1</sup> National and regional wholesalers  
<sup>2</sup> Pharmacies, hospital pharmacies and dispensing doctors  
\* EU-28 without Malta and Cyprus

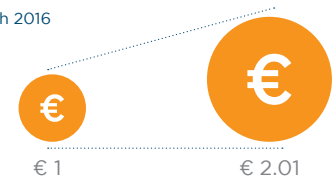
### MEDICINES SUPPLIED TO PHARMACIES PER DISTRIBUTION CHANNELS

Source: IPF Research 2016

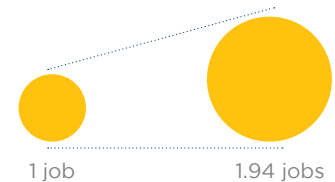


### AGGREGATED MULTIPLYING EFFECTS ON EMPLOYMENT (FTE) AND VALUE-ADDED

Source: EUROSTAT, IPF research 2016



Every € 1 invested by the pharmaceutical full-line wholesale industry generates a further € 2.01 in the economies of the 6 key markets.



Each new job created by pharmaceutical full-line wholesalers generates 1.94 additional jobs in the economy as a whole.



Dear GIRP Members,  
Dear Sir or Madam,

As a member of GIRP, you are provided with tools to remain well informed of the upcoming challenges within the pharmaceutical supply chain. May it be GDP or FMD regulations or any other topic, GIRP, as the representation of European full-line wholesalers, offers guidance and answers.

In the same way, KNAPP provides mechanisms for processes and potential automated solutions applied throughout the pharmaceutical industry.

Over the years, KNAPP has built unique system solutions in line with the company's philosophies of "zero defect warehouse" and "making complexity simple". Based on leading edge technologies, Pick-it-Easy Robot, Vision Central Belt, Vision Item Check, KNAPP-Store and many more unique products directed and controlled by the KiSoft Software Suite are the ingredients to forge unique systems designed to your requirements.

Providing the right technology to respond to challenges throughout the supply chain in a cost-effective way can only be the result of a strong partnership between those who require solutions and those who develop and supply the solutions – in this case, GIRP members on one hand and KNAPP on the other hand.

We thank you all for making this cooperation possible and we look forward to continuing to be an effective partner in the future.

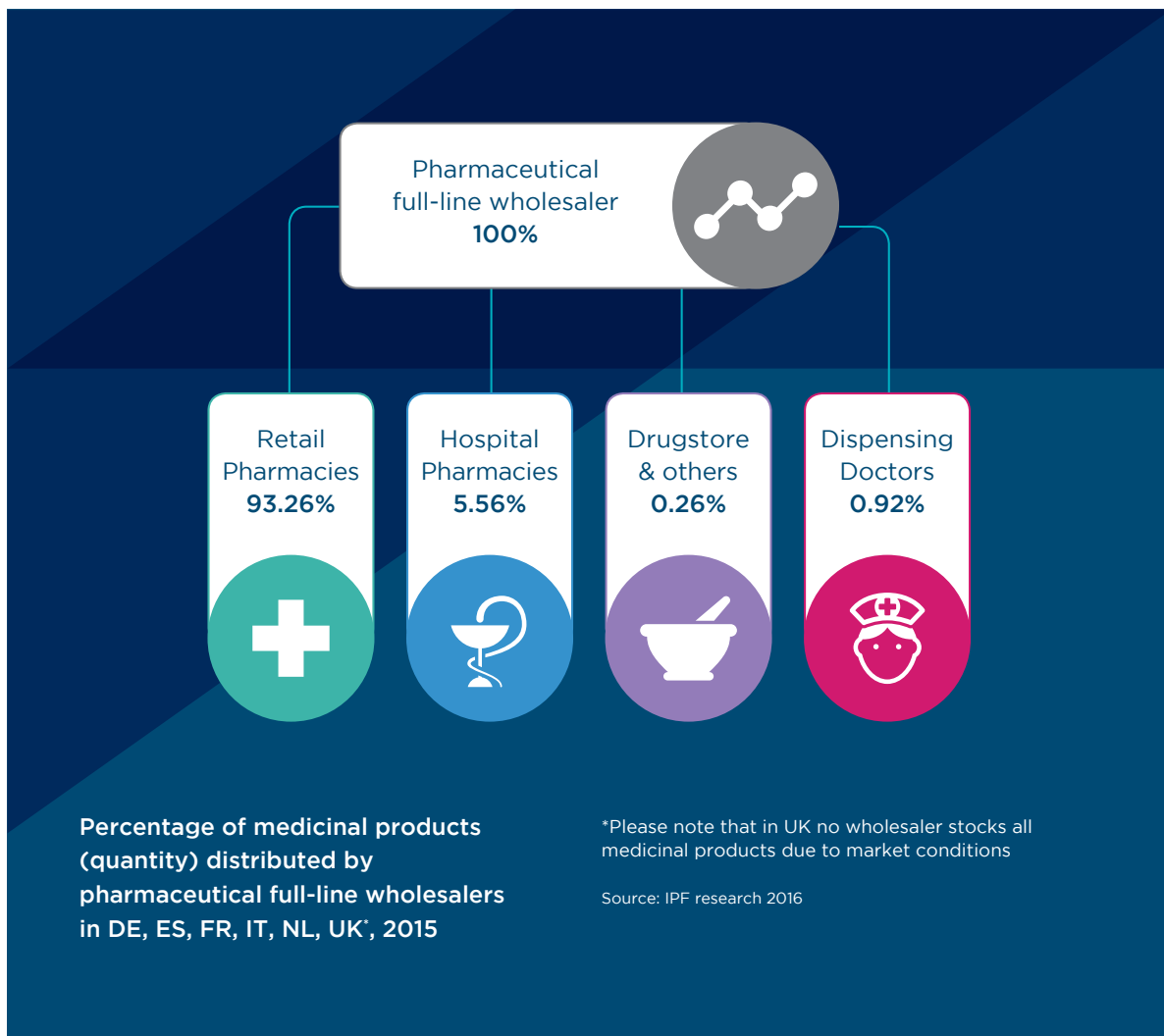
For more information, please visit our website: [www.knapp.com/en](http://www.knapp.com/en)

**Horst Matzer**  
Director Business Area Healthcare Solutions  
KNAPP AG

## QUICK FACTS

### DELIVERY FUNCTION

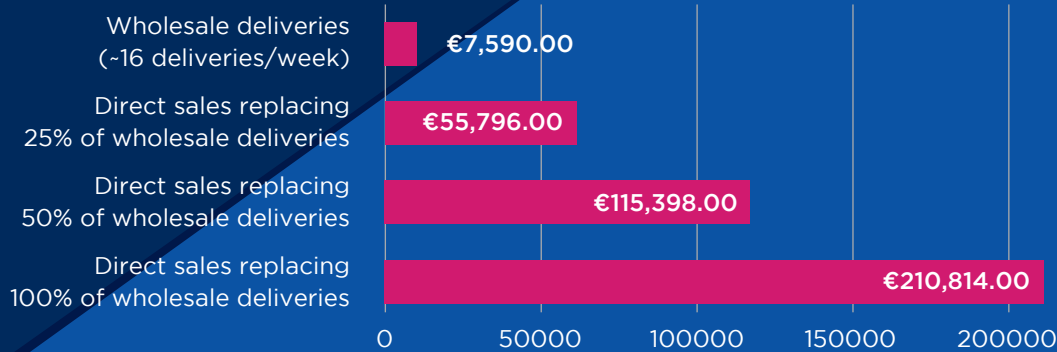
- **Pharmaceutical full-line wholesalers** ensure a delivery service within **4.6 hours** (on average) and deliver **16.02 times per week** to pharmacies (including remote areas).
- By comparison, short-liners deliver their products within 20.05 hours and only 4.34 times per week. Direct deliveries from manufacturers take on average 57.86 hours, with a frequency of only 3.66 times per week.



# EFFICIENCY STUDY

## THE WHOLESALING BUNDLING FUNCTION PROCESS COSTS PER PHARMACY

Source: IPF research 2016



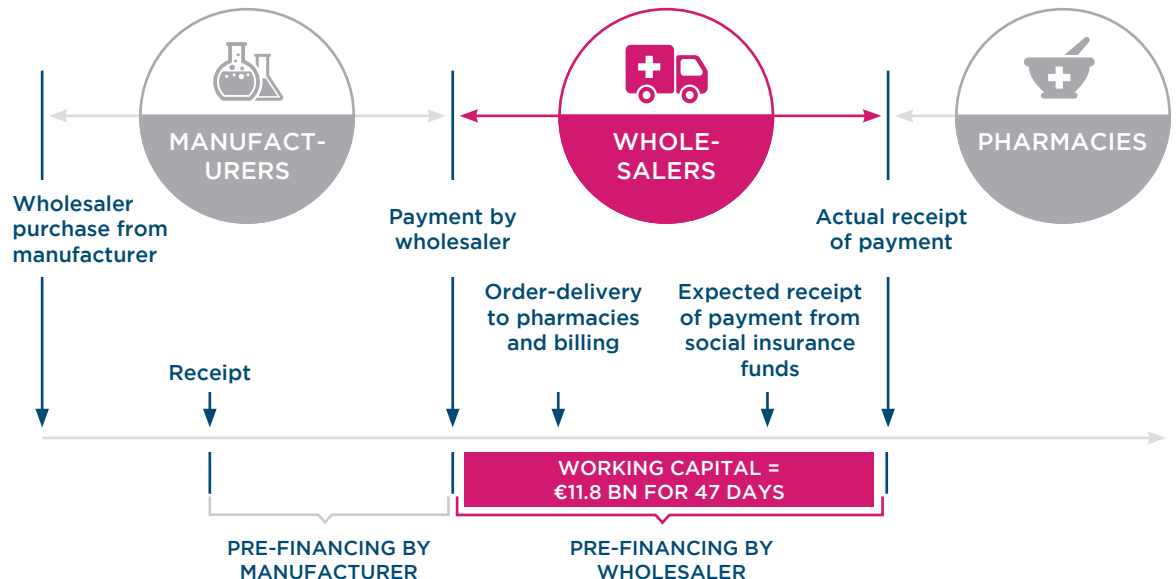
## QUICK FACTS BUNDLING FUNCTION

- Pharmaceutical full-line wholesalers 'pool' the medicines of 18.8 manufacturers per delivery on a weighted average.
- The bundling of products from 18.8 manufacturers in one delivery by a wholesaler saves €234.84 to customers (pharmacies).

## QUICK FACTS FINANCING FUNCTION

- Pharmaceutical full-line wholesalers assume a financing function towards manufacturers and pharmacies.
- Pharmaceutical full-line wholesalers essentially secure the cash flow of the social insurers.
- Pharmaceutical full-line wholesalers finance on average €11.8 billion over a period of 47 days.
- Compared to the findings of the previous study (2011), financing volume increased in all six selected countries by €2.3 billion and the financing period increased by 5 days from 2011 to 2015.

## THE WHOLESALING FINANCING FUNCTION



Source: IPF research 2016

## 57<sup>TH</sup> ANNUAL MEETING & CONFERENCE, NOORDWIJK, THE NETHERLANDS

### HEALTHCARE DISTRIBUTION: A VISION FOR THE FUTURE

On 6 - 7 June 2016, the GIRP 57<sup>th</sup> Annual Meeting & Conference in Noordwijk saw eleven sessions exploring solutions to reinforce the healthcare distributors' position as the crucial element in the healthcare supply chain in the face of current and future challenges and in partnership with stakeholders.

“It has to be clear what resources are needed, why they are needed and how they will be compensated; otherwise, there's little benefit of speaking of sustainability of healthcare systems and fighting against shadow economy.”

**Mr Vytenis Andriukaitis,**  
Commissioner for Health and  
Food Safety, European Commission



GIRP was delighted to host Dr Bas van den Dungen, Director-General, Directorate General (DG), Curative Care, Dutch Ministry of Health, Welfare and Sport, who opened the conference by addressing the audience on the vision for healthcare distribution in the Netherlands.



In the keynote session “Healthcare Distribution – A Vision for the Future”, panellists discussed the overarching trends and developments in the international healthcare distribution and services sector at present and in the foreseeable future. In the different markets observed during the session, it was clear that the wholesaler added-value now lies as much in the service provided as in the delivery of products. Panellists also agreed that digitalisation is a factor to work with as it is now driving change across the whole value chain.

From left to right: Mr Eero Hautaniemi, Oriola; Ms Junpei Cheng, China Association of Pharmaceutical Commerce and New Peak Group; Mr Steve Collis, AmerisourceBergen Corporation; Mr Doug Long, QuintilesIMS





In line with GIRP's efforts to promote collaboration at all levels of the healthcare supply chain, the conference was broadened to include a session on the role of pharmacy as a healthcare centre.

From left to right: Mr Peter O'Donnell, journalist; Dr Hubertus Cranz, Association of the European Self-Medication Industry (AESGP), Mr John Chave, Cosmetics Europe



In the session "Acknowledging the Importance of the Pharmacy in the Provision of Patient Services", speakers discussed changes in the pharmacy practice landscape and the evolving role of the pharmacy and the pharmacist in the provision of innovative patient services.

From left to right: Ms Peyton Howell, AmerisourceBergen Corporation; Mr Jan Smits, KNMP and Pharmaceutical Group of the European Union (PGEU), Mr Luc Besançon, International Pharmaceutical Federation (FIP); Ms Paulien Schul, PHOENIX Group



Over 200 top-level executives from 25 countries took the opportunity to gather and network with their counterparts from across the healthcare sector.



### BETTER MARKET DECISIONS WITH INSIGHT HEALTH

The complexity of the pharmaceutical market is continuously increasing: While the development of new medications focuses on specialized medicines, the market sales are largely dominated by generics and OTC products. This is a challenge for all stakeholders in the supply chain.

With market data services, INSIGHT Health predicts sales and supply chain developments in the pharmaceutical market of several European countries. Through software tools and market data, we enable our clients an easy and efficient access to deep market insights and support their business decisions. Wholesalers and pharmacies especially are concerned by the future developments and challenges – and have specific requirements for analytics of market data. To adapt to their precise needs, we have established customized services in order to improve the management of the complex assortments wholesalers and pharmacies are dealing with.

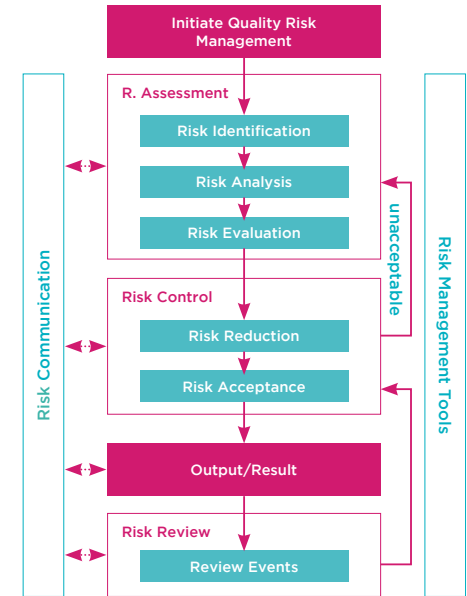
INSIGHT Health is glad to support the work of GIRP and all GIRP members. With our market insights and solutions, we hope to improve the transparency and the collaboration of the stakeholders in the supply chain.

For further information, please visit: [www.insight-health.de/en](http://www.insight-health.de/en)

## 2<sup>ND</sup> SUPPLY CHAIN CONFERENCE, BRUSSELS, BELGIUM

### MANAGING RISK IN THE PHARMACEUTICAL SUPPLY CHAIN

A GIRP EDUCATIONAL ACADEMY (GEA) EVENT



ICH Q9 – typical quality risk management process

These were questions addressed, among many others, by the expert speakers from healthcare distributors, pharmaceutical manufacturers, other supply chain actors and representatives of 7 national GMDP inspectorates from around the European Union, who participated in GIRP’s annual technical Supply Chain Conference on 8-9 March 2017.

The conference also looked at how supply chain actors ensure security of their medicines either by joining the EU-wide medicines verification system or through individual security solutions.



#### Our panel of GMDP inspectors

From left to right: Mr Brendan Cuddy, Mr Andreas Krassnigg, Mr Riekert Bruinink, Ms Monika Derecque-Pois, Ms Ethel Mertens, Ms Emer O’Neill, Ms Belén Escribano, Ms Jacqui Masayi, Mr Pavel Brauner, Mr Martin FitzGerald, Mr René Jenny, Mr Rafik Bishara



Sensitech Inc. is focused on delivering supply chain visibility solutions that track, monitor and protect products for global leaders in the food, life sciences, consumer goods, and industrial markets.

Our solutions are focused in three key areas: quality and compliance, supply chain security, and logistics performance management. **Quality and compliance solutions** address temperature-sensitive, complex supply chains focused on delivering the highest quality possible, while our **supply chain security solutions** help to mitigate risks associated with theft, diversion and chain of custody. Sensitech's **logistics performance solutions** deliver origin-to-destination, real-time transparency to any in-transit journey.

For more than 25 years we have helped our customers to deliver higher quality products, ensure patient safety, comply with regulatory requirements, protect brand equity, and increase profitability.

**To find out more, please visit: [www.sensitech.com](http://www.sensitech.com)**



## REGIONAL FOCUS MEETING, MILAN, ITALY

### FOCUS ON SOUTHERN EUROPEAN AND NORTH AFRICAN COUNTRIES

The GIRP Regional Focus Meeting took place on 17 March 2017 in Milan, Italy, focusing on region-specific issues in Southern Europe, with an introductory session on North African markets.

The event always concentrates on a specific geographic area, and this year we decided to look at the Mediterranean Sea area, focusing on Southern European Countries (France, Greece,

Italy, Spain and Portugal) as well as on North African Countries (Algeria, Morocco). The conference was a resounding success, welcoming experts from across the region, and represented a great opportunity to get closer to our members in a designated region and to gain first-hand insights on current facts and trends as well as future challenges of the pharmaceutical healthcare distributors market.



## AUTUMN MEETING, BRUSSELS, BELGIUM

### HIGH-VALUE INNOVATIVE MEDICINES: HARNESSING THE VALUE OF PHARMACEUTICAL CARE

The objective of the GIRP annual Autumn Meeting is to update and inform our members from across Europe, including our supply chain partners, about new developments in the pharmaceutical distribution sector. This year, GIRP held the event on 10 November 2016 on the topic of “High-Value Innovative Medicines: Harnessing the Value of pharmaceutical Care”.

Our speakers examined how the increased use of high-value, innovative medicines to treat complex diseases has had consequences on patients' lives and wellbeing. The discussions also outlined how, in certain cases, hospitals-only distribution of high-value medicines is not only less convenient for patients, but also restricts access and leads to higher overall healthcare costs. The conference aimed at cooperatively addressing the issues at stake.



GIRP gathered panellists from across the board to examine how the dispensing of high-value medicines via retail and hospital channels impacts wholesale distribution as well as remuneration and pricing models.



The Autumn Meeting also aims at enabling our members to extend their network, to share ideas and to engage in discussions with their colleagues and peers.

## EUROPEAN PARLIAMENT LUNCH RECEPTION, BRUSSELS, BELGIUM

### THE PHARMACEUTICAL VALUE-CHAIN: CONTRIBUTING TO SUSTAINABLE HEALTHCARE

It is essential that Members of the European Parliament be kept advised of the industry's trends and challenges. On 10 November 2016, the yearly European Parliament lunch reception was hosted by **Prof. Dr. Angelika Niebler**, Member of the European Parliament's Committee on Industry, Research and Energy.

The event gave our members and partners a unique platform to directly approach representatives of the European Parliament, representatives of the other European institutions, as well as senior representatives from our partners in the healthcare supply chain about the impact of upcoming legislation on our sector and new sectoral developments.



Prof. Dr. Angelika Niebler, Member of the European Parliament's Committee on Industry, Research and Energy, with Mr René Jenny, GIRP President and Ms Monika Derecque-Pois, GIRP Director General



## EUROPEAN PARLIAMENT BREAKFAST RECEPTION, BRUSSELS, BELGIUM

### HEALTHCARE DISTRIBUTION: THE IMPACT OF OVERREGULATION

Together with SME Europe and PharmaPrivat, GIRP organised a Breakfast Reception in the European Parliament on 6 December 2016 with representatives from the European Parliament, the European Commission and the owners and executives of small and medium-sized distributors across Europe, to discuss how smarter and more pragmatic regulation can lead to cost-effective and efficient win-win scenarios for all stakeholders involved.

As the vital link in healthcare, wholesalers adhere to a complex regulatory framework. While regulation is essential and plays an important role in the daily activities of companies, it has become apparent that specific aspects of regulation are often overly burdensome and far too costly. Legislators must therefore strike a balance between necessity and cost-effectiveness to ensure a high level of quality and safety for patients across Europe.



**From left to right:** Mr Lutz Geilenkirchen, Otto Geilenkirchen (Pharma Privat); Mr Udo Zimmermann, Krieger Pharma; Mr Lothar Jenne, Max-Jenne Arzneimittel; MEP Mr Arne Gericke, European Parliament; Ms Monika Derecque-Pois, GIRP; MEP Dr Paul Rübig, European Parliament, Mr Bernd Grabner, Jacoby GM Pharma; Mr Johannes Kwizda, Kwizda Pharmahandel GmbH; Mr Thomas Brosch, Kwizda Pharmahandel GmbH.

**SSI SCHAEFER**

#### CONSISTENT IDENTIFICATION AND CONTROL OF PICKED ORDERS

The worldwide leading provider of modular warehousing and logistics solutions, SSI Schaefer is presenting the latest innovations to help pharmaceutical wholesalers cover requirements for lot and serial number tracking. From fast-moving products to slow movers, SSI Schaefer offers the whole range of solutions – all from one source.

2D code recording for fast movers is achieved through the extension of the A-Frame with a single product reading. SSI Schaefer provides an efficient solution with a reading rate of more than 99.5%. Single product reading can also be applied to existing A-Frames.

The proven Batch Pick'n Scan Sorter system for efficient medium mover handling and serial number recording can be combined with the latest addition to the SSI Schaefer shuttle family, the Cuby. This single-level shuttle handles bins and cartons with high speed and provides excellent storage density.

Slow-moving products, returns and refrigerated products can be handled, recorded and stored efficiently with the SSI Rowa, a solution offered together with our partner BD CareFusion. Several dispensing variations (order buffer, central belt) offer a flexible and scalable portfolio.

SSI Schaefer bundles the whole range of solutions under one umbrella. Take order picking in your warehouse to a new level of quality and efficiency.

**For more information, please visit:**  
[www.ssi-schaefer.de/en/home.html](http://www.ssi-schaefer.de/en/home.html)

## INDUSTRY NETWORKING RECEPTION, BRUSSELS, BELGIUM

### CREATING VALUE BEYOND THE PILL – A STAKEHOLDER ENDEAVOR

The networking reception, organised at the start of the year, seeks to facilitate and strengthen partnerships, build trust, and find new opportunities for growth and innovation.

Around 40 different pharmaceutical stakeholders and stakeholder companies joined us on 26 January 2017 at the De Warande Business Club in Brussels to discuss our joint endeavor of “Creating value beyond the pill” for the benefit of patients.



The event featured a 1.5-hour business programme where our high level speakers, Mr Richard Bergström (former EFPIA), Mr Per Troein (QuintilesIMS), and Mr Brian Thornley (MSD) provided insight into effective collaboration among supply chain partners as well as trends in the innovative medicines market.



**From left to right:** Ms Alicia Wildpret, COFARES;  
Mr Andreas Koch, Alloga; Ms Luz Lewin, COFARES.



1996-2016, 20 years of creating packaging solutions. CAPPI first started out in the design and manufacturing of plastic shipping totes dedicated to pharmaceutical wholesalers. Driven by innovation, CAPPI invests in the development and testing of customized packaging for the transport of temperature-controlled products year-on-year. A leading company in the French market, CAPPI continues its international growth in three strategic markets: pharmaceutical manufacturers, pharmaceutical wholesalers and the food industry.

CAPPI meets demands from all across the pharmaceutical supply chain, from manufacturer to wholesaler and from wholesaler to pharmacy. Our range of plastic shipping totes for pharmaceutical wholesalers are designed and tested to integrate automated order preparation processes. Equipped with a qualified, isothermal protection inlay to respect any temperature range during transport: guaranteed to satisfy all mechanical and thermal needs.

**Learn more at: [www.cappi.fr](http://www.cappi.fr)**

## SUPPLY CHAIN VALUE NETWORK

GIRP firmly believes that rigorous and continuous cooperation at all levels of the healthcare supply chain is key to the safe and efficient distribution of medicines from the manufacturer through to the patient.

With that purpose, GIRP diversified its membership over recent years to welcome both manufacturers and retailers, ensuring structured and systematic discussion among partners.

GIRP's members are providing value and efficiency through their evolving and innovative range of products and services offered to the full supply chain, including patient-oriented, tailored services that contain costs, improve adherence to medication and enhance treatment outcomes. Closer collaboration among all stakeholders will contribute to developing patient-centered solutions to support healthcare professionals in delivering patient care programmes to the right patient, with the right medication, at the right time, in the right place.



### TEMPERATURE-CONTROLLED SOLUTIONS TO MAINTAIN THE QUALITY AND INTEGRITY OF MEDICAL PRODUCTS DURING TRANSPORT

The design and qualification of suitable transport equipment to ensure that the required storage conditions of medicinal products are maintained, is a critical requirement of the new Good Distributions Practice (GDP) guidelines.

Thermo King PharmaSolutions offers a wide range of GDP qualified transport equipment to fit every stage of the distribution process, from trailers transporting goods from manufacturing facilities to distribution centers, to vans in the last mile distribution. Along with initial temperature mapping, documentation of the four stages of qualification based on Good Manufacturing Practice (GMP) Annex 15, Thermo King offers strong expertise with a wide European service network of more than 1400 CERTI-TECH trained and certified technicians.

Thermo King, as the leading manufacturer of transport temperature control systems, helps you meet additional GDP requirements, by providing GAMP5 validated real-time temperature monitoring, preventative maintenance, easy access to service and calibration activities on transport equipment and monitoring devices, 24/7 assistance as well as training.

For further information, please visit [www.thermoking.com](http://www.thermoking.com).

# ABOUT GIRP

GIRP, the European Healthcare Distribution Association, is the umbrella organisation for pharmaceutical full-line wholesalers and distributors of healthcare products and services in Europe. It represents the national associations of over 750 pharmaceutical wholesalers serving 32 European countries, as well as major international and pan-European healthcare distribution companies. GIRP members employ over 140,000 people and distribute around 15 billion packs of medicines as well as a wide range of healthcare products per year. As the vital link in healthcare, they are committed to developing and providing innovative and efficient healthcare products and services to improve health and wellbeing of patients across Europe.

The premier platform reaching across Europe and beyond with expertise and experience for our partners' excellence.

## GIRP COMMITTEES

### COMMITTEES

- Economic and Social Affairs Committee (ECOSOC)
- Legal Affairs Committee (LAC)
- Public Affairs and Policy Committee (PAPC)
- Technical Committee (TC)

### ADVISORY COUNCIL

- Advisory Council Supply Chain Solutions (ACSCS)

## THE GIRP TEAM



**Monika Derecque-Pois**  
Director General



**Pauline Foucher**  
External Affairs  
Manager



**Martin FitzGerald**  
Deputy  
Director General



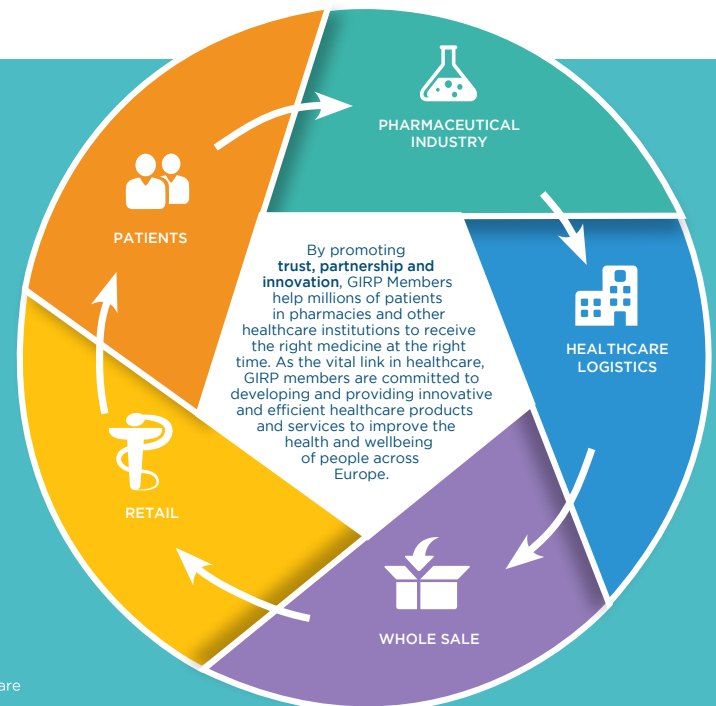
**Viktoria Keri**  
Communications  
and Event Manager



**Giulia Colombo**  
Regulatory Affairs  
Manager



**Mihai Rotaru**  
Corporate Affairs  
Manager





# GIRP BOARD 2015 - 2017 MANDATE



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GIRP President



**Mr Olivier Brochain**  
GIRP Vice-President  
General Director,  
SECOF



**Mr David Cole**  
GIRP Vice-President  
European Affairs  
Director, HDA UK



**Dr Roger Sorel**  
GIRP Vice-President  
Member of the Board,  
BG Pharma



**Mr Oliver Windholz**  
GIRP Vice-President  
CEO, PHOENIX Group



**Dr Thomas Trümper**  
GIRP Treasurer  
Chairman of the  
Supervisory Board,  
Alliance Healthcare DE



**Mr Rui Carrington**  
Vice-President,  
GROQUIFAR



**Mr Emmanuel Déchin**  
Secretary General,  
CSRП



**Mr Lutz Geilenkirchen**  
Managing Director,  
Otto Geilenkirchen  
(Pharma Privat)



**Mr Bernd Grabner**  
Vice-President,  
PHAGO



**Mr Juan Ignacio Güenechea**  
Vice-President,  
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CEO,  
Oriola



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Member of the  
Executive Board,  
PHAGRO



**Dr Michael Kuck**  
CEO  
NOWEDA



**Mr Arne Øverby**  
President,  
NAPW



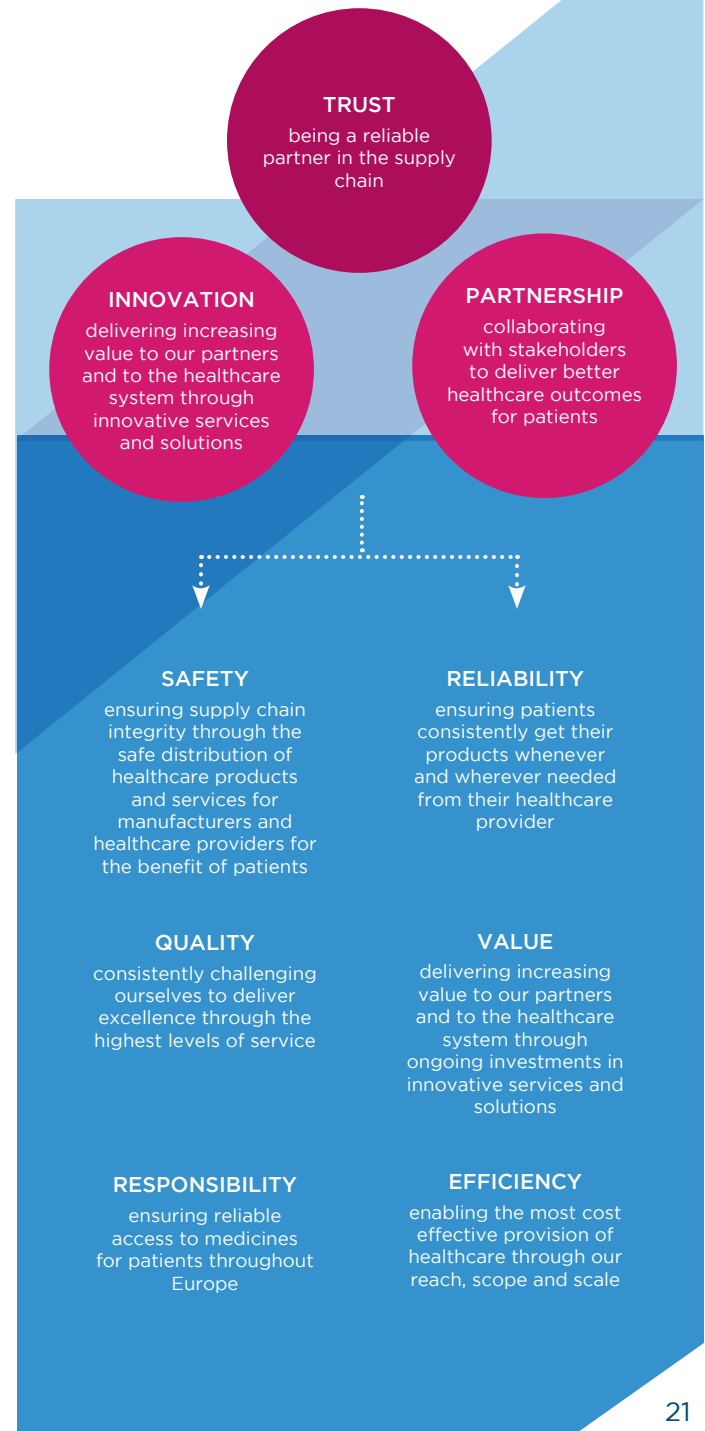
**Mr Brian Tyler**  
Chairman of the  
Management Board,  
Celesio AG



**Mr Miguel Valdés**  
Director General,  
FEDIFAR



**Mr Eric Van Nueten**  
Member of the Board,  
NVGV-ANGR



# GIRP FULL MEMBERS

<b>AUSTRIA</b>	PHAGO Verband der Österreichischen Arzneimittelvollgroßhändler	<b>NETHERLANDS</b>	BG Pharma
<b>BELGIUM</b>	NVGV – ANGR Association Nationale des Grossistes-Répartiteurs en Spécialités Pharmaceutiques	<b>NORWAY</b>	NAPW Norwegian Association of Pharmaceutical Wholesalers
<b>BULGARIA</b>	BATEL Bulgarian Association of Pharmaceutical Wholesalers	<b>POLAND</b>	Pelion
<b>CROATIA</b>	PHOENIX Farmacija, Medika, Oktal Pharma	<b>PORTUGAL</b>	GROQUIFAR Associação de Grossistas de Produtos Químicos e Farmacêuticos
<b>CZECH REPUBLIC</b>	AVEL Asociace velkodistributorů léčiv / Czech Association of Full-line Wholesalers	<b>ROMANIA</b>	ADRFAR Asociatia Distribuitorilor si Retailerilor Farmaceutici din Romania
<b>DENMARK</b>	MEGROS Foreningen af medicingrossister / Danish Association of Pharmaceutical Wholesalers	<b>SERBIA</b>	Serbian Chamber of Commerce - Group of Pharmaceutical Wholesalers
<b>ESTONIA</b>	ERHL Estonian Association of Pharmaceutical Wholesalers	<b>SLOVAKIA</b>	ADL Asociácia Dodávateľov Liekov a Zdravotníckych Pomôcok / Association of Drugs and Healthcare Equipment Suppliers
<b>FINLAND</b>	ATY APTEEKKITAVARA TUUKKUKAUPPIAAT r.y. / Finnish Association of Pharmaceutical Distributors	<b>SLOVENIA</b>	TZS Slovenian Chamber of Commerce, Pharmaceutical Full-line Wholesalers
<b>FRANCE</b>	CSRP Chambre Syndicale de la Répartition Pharmaceutique	<b>SPAIN</b>	FEDIFAR Federación Nacional de Asociaciones de Mayoristas Distribuidores de Especialidades Farmacéuticas y Productos Parafarmacéuticas
<b>GERMANY</b>	PHAGRO Bundesverband des pharmazeutischen Großhandels	<b>SWEDEN</b>	LDF Läkemedelsdistributörsföreningen / Swedish Association of Pharmaceutical Wholesalers
<b>GREECE</b>	PAPW Panhellenic Association of Pharmaceutical Wholesalers and Qualified Pharmacists	<b>SWITZERLAND</b>	Pharmalog.ch Swiss pharma logistics association
<b>HUNGARY</b>	HAPW Hungarian Association of Pharmaceutical Wholesalers	<b>UNITED KINGDOM</b>	HDA UK Healthcare Distribution Association
<b>ICELAND</b>	Distica		
<b>IRELAND</b>	PDF Pharmaceutical Distributors Federation		
<b>ITALY</b>	ADF Associazione Distributori Farmaceutici		
<b>LATVIA</b>	LZLA Latvian Association of Pharmaceutical Wholesalers		
<b>LITHUANIA</b>	LAPW Lithuanian Association of Pharmaceutical Wholesalers		
<b>LUXEMBOURG</b>	HANFF - Global Health Solutions		

# GIRP ASSOCIATED MEMBERS

Europharma

Farmalogist

Katren

TEKB

## FULL MEMBER COMPANIES



celesio



Näher dran. Weiter vorn.

PHOENIX group



## LIAISON MEMBERS INDUSTRY



MERCK



TEVA

## LIAISON MEMBERS RETAIL



## GIRP SPONSORS



KNAPP



SCHÄFER





European Healthcare Distribution Association  
Grouperment International de la Répartition Pharmaceutique

Rue de la Loi, 26  
10<sup>th</sup> floor  
Box 14  
1040 Brussels  
Belgium

Tel: +32 2 777 99 77  
Fax: +32 2 770 36 01  
Email: [girp@girp.eu](mailto:girp@girp.eu)  
W: [www.girp.eu](http://www.girp.eu)

