AGENDA

- About GIRP (Vision – Mission – Objectives)
- Current Structure of GIRP
- Why become a member?
- GIRP and the EU
- GIRP events
About GIRP

750+ pharmaceutical wholesalers
33 European countries
170,000 pharmacies and healthcare professionals
1,000,000 employees
3,500 manufacturers
100,000 products

the premier platform reaching across Europe and beyond with expertise and experience for our partners’ excellence

quality, integrity, excellence

GIRP members are trusted supply chain partners

the vital link in healthcare
GIRP Vision

We support a vision of **modern and sustainable healthcare systems** in Europe which delivers health and well-being to European patients and citizens. As the **vital link in healthcare** we contribute to ensuring that patients have access to the best and safest medicines, healthcare products and services available **whenever, wherever needed**.

Our vision includes supporting policymakers in sustaining Europe’s economic growth and competitiveness, by delivering products and innovative services to healthcare systems which strive to balance budget and raise levels of medicines access, quality and safety.
GIRP Mission

Advocate at EU and national level

- represent mutual interests of the full-line wholesalers & integrated healthcare distributors at the highest levels of the EU Institutions
- promote our members’ role in the interests of public health
- defend a common policy to ensure continuous and safe supply
- support members for national policy initiatives

Be the hub of information exchange

- Forum of information and exchange, meeting platform
- Members connect with their peers and supply chain partners
GIRP Commitment

- GIRP is committed to supporting its members by offering them a voice at the EU level
- GIRP is committed to identifying and interpreting trends (market, economic, legislative, regulatory, etc...) to help the membership and their members prepare and adapt for the future
- GIRP is committed to providing members a platform for cooperation for information exchange, knowledge and experience transfer
- GIRP is committed to ensure that members are up to date on the newest and latest legislative and regulatory developments from the EU that will affect each of them in their daily operations
- GIRP is committed to facilitating partnerships with authorities and stakeholders to bring new levels of efficiencies, quality and safety to the supply chain
- GIRP is committed to professionalism representing our members with respect for differences and viewpoints and accept accountability for our work and our actions
- GIRP is committed to managing members’ resources as its own
GIRP name change

- 12th November 2015: GIRP Autumn General Assembly meeting: approval of name change

European Healthcare Distribution Association

- name change is evolutionary
- expansion of the core role and function of pharmaceutical full-line wholesalers
- new name better reflects scope of activities of GIRP membership
- French acronym ‘GIRP’ will remain in place
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4. GIRP and the EU
5. GIRP events
## GIRP Full Members Associations (29)

<table>
<thead>
<tr>
<th>Country</th>
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GIRP Full Members Companies/Groups (8)

- Alliance Healthcare Deutschland AG
- COFARES
- ORIOLA-KD Corporation
- Pharma Privat
- Celesio AG
- NOWEDA
- PHOENIX Pharmahandel GmbH & Co KG
- SECOF
GIRP Associated Members (5)

- Eupharma
- Farmalogist
- Katren
- TEKB - Association of All Pharmacists' Cooperatives
- Pharmaceutical Companies Association Georgia
GIRP Liaison Members Industry/Retail (6)

- Actavis
- Sandoz
- Merck KGaA
- Teva Pharmaceuticals Europe
- Mylan
- Merck & Co
- OPHACO
  Office des Pharmacies Coopératives de Belgique
GIRP Supporting Members (6)

- IMS Health
- INSIGHT Health GmbH &Co KG
- KNAPP AG
- SSI SCHÄFER PEEM G.m.b.H
- CAPPI
- Sensitech
Current GIRP Governing Bodies

- General Assembly
- Managing Board and Board
Members of the Board 2015-2017

- Large Associations
  Emmanuel Déchin
  Lothar Jenne
  Leonardo Ferrandino
  Miguel Valdés
  David Cole

- Small and medium sized Associations
  Bernd Grabner
  Eric van Nueten
  Roger Sorel
  Arne Øverby
  Rui Carrington

- Companies/Groups
  Thomas Trümper
  Marc Owen
  Juan Ignacio Guenechea
  Wilfried Hollmann
  Eero Hautaniemi
  Oliver Windholz
  Lutz Geilenkirchen
  Olivier Bronchain

Max. 20 members

Max. 10 companies/groups

Max. 10 associations

5 large

5 small/medium

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Members of the Managing Board 2015-2017

President
René Jenny

Vice President
Companies/Groups
Mr. Olivier Windholz
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Vice President
Companies/Groups
Mr. Olivier Bronchain

Vice President
Large Associations
Mr. David Cole

Vice President
Small and medium sized Associations
Dr. Roger Sorel

Treasurer
Dr. Thomas Trümper
GIRP Working Groups - Overview

Committees
- Technical Committee
- Legal Affairs Committee
- Economic and Social Affairs Committee
- Public Affairs and Policy Committee

Advisory Councils
- Advisory Council Supply Chain Solutions
- Advisory Council Retail

Project Groups
- eHealth
- Patient Compliance and Homecare
The GIRP Secretariat is responsible for the coordination of GIRP’s activities and provides advice and consultancy services. The team is composed of highly motivated and experienced professionals. As GIRP member you have access to the entire GIRP team.

Additionally, GIRP has three trainees.
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What is GIRP’s added value?

- Interest representation
- GIRP Information Service
- Business opportunities and contact network
- GIRP Conferences and Events

GIRP is a leading voice in the pharmaceutical healthcare sector

Let us make your voice heard!
Interest Representation - Set Policy Positions

Our members have...

- access to a leading forum of debate and discussion on the development of European political affairs
- access to each of the organs of GIRP and therefore play a central role in influencing the policy making process which has a direct impact on the business of all wholesalers
- a privileged position in setting the policy orientation of the association and its lobbying activities
Interest Representation - Influence the European Legislative Process

GIRP...

- has access to the root source of this process and is in a unique position to communicate the priorities of the wholesaling sector, taking national interests into account
- participates in EU Working Groups steering the political development of the pharmaceutical and health care sector
- is providing a constant stream of direct input into the development of European Regulations and Directives
- employs a dynamic team of public affairs specialists
- runs an active contact network with the leading political decision-makers in Brussels
GIRP Information service

Our members...

- ...benefit from a tailor-made information service
- ...are instantly updated and informed on the critical issues through timely email alerts
- ...receive market information, statistical data from IMS, and other widespread information related on the European and international pharmaceutical sector
- ...receive newsletter services covering in-depth analysis of European politics, policy and legislation and the latest developments in the wholesale and retail sectors
- ...are informed about EU health developments in information sessions
GIRP Information service

Our members...

- are provided with market information and statistical data relevant to the pharmaceutical wholesaling sector through country reports and statistics
- are provided know-how on new trends and supply chain initiatives
- have access to all position papers drawn up by GIRP as well as their drafting process that help with national lobbying efforts
- have privileged and complete access to the database contained in the “members only” section of the GIRP website
GIRP Information Service - Overview

GIRP offers a wide range of information services to keep members abreast of the latest issues and developments regarding healthcare and healthcare distribution.

- E-mail Information: ad-hoc
- Press Releases: ad-hoc
- GIRP Position Papers: ad-hoc
- Press Review: weekly
- EU Brief: bi-monthly
- Wholesale Brief: bi-monthly
- Retail Brief: quarterly
- IMS Data: quarterly
- EU Health Policy Briefing: bi-annually
- GIRP Statistics: annually
- Country Reports: annually
- Public Annual Report: annually
- Internal Management Report: annually
- GIRP Website (public): 24/7
- GIRP Website (members-only): 24/7 personal login

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Business Opportunities and Contact Network

GIRP membership offers unrivalled exposure to an extensive network of vital contacts for business expansion opportunities reaching to the highest levels of the executive management structures of some of the largest pharmaceutical actors in the sector.

GIRP boasts an extensive network, which includes senior politicians, European and national institutional decision makers in addition to stakeholder associations and other health care related organisations.
Events for GIRP members

- Free participation in General Membership meetings
- Free participation in Autumn Conference and Reception at the European Parliament
- Free participation in all Working Groups
- Reduced Access fee to GIRP Educational Conferences and Workshops
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GIRP and the EU Institutions

- GIRP has direct contact to the EU institutions from the highest decision making to the working level.
- GIRP constantly monitors upcoming legislation to reinforce new rules favourable to our sector and to counteract potential negative impacts.
GIRP’s current priorities at EU level ...

- Delegated Regulation to the Falsified Medicines Directive
- European Medicine Verification Organisation
- Medical Devices and In-Vitro Medical Devices Regulation
- Regulation on Veterinary Medicinal Products
- Good Distribution Practice (GDP) guidelines implementation

Without our joint lobbying, GIRP members would be faced with potentially catastrophic costs!
Why become a member?

- Because you want and need to make your voice heard at a European level
- Because you want to have access to the latest information from the healthcare sector
- Because you want to meet, network and learn from other members’ experiences
- Because you want to be represented in European and international fora to influence your future
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GIRP Networking Reception 2016 | Brussels, Belgium

Working Together on Improved Access to Medicines | 2 February 2016

A yearly event aiming to provide an informal platform for representatives from GIRP and the pharmaceutical industry to come together and to discuss common issues affecting the pharmaceutical supply chain and scoping out new business opportunities.

To register, click here:
https://docs.google.com/forms/d/1qufSD_mLvIT4oO-ZUt0s6i8EA0qT-MGVAdxY4tV0DrM/viewform
Supply Chain Conference 2016 | Brussels, Belgium

Joining Forces for Transportation Optimisation in the Pharmaceutical Supply Chain | 16-17 March 2016

Programme

Conference Day I
• Temperature-controlled transportation - Challenges and best-practices
• Supply chain optimisation – How can we make it work?

Conference Day II
• Challenges and solutions for full-line wholesalers on the last mile
• The new GDP guidelines – what can we learn from the first inspection experiences
• How can GDP inspections run smoothly?
• Temperature-controlled transportation from industry to wholesalers – What to expect – what to reject?

The Regional Meeting brings together representatives from the national association and companies in specific geographical regions which share common challenges and or need more detailed information on the implication for the sectors arising from EU developments.
GIRP Annual Meeting and Conference

57th Annual Meeting and Conference | 5-7 June 2016

Programme

Business Programme - Session Highlights on 6th and 7th June 2016:

- Dutch Country Session: Adapting to the Impact of Medicines Tendering in the Netherlands
- Healthcare Distribution – A Vision for the Future featuring top-executives and CEOs
- Acknowledging the Importance of the Pharmacy in the Provision of Patient Services
- The Pharmacy as a Healthcare Centre
- Ensuring Medicines Safety in the EU: Priorities of the European Commission

GIRP Autumn Conference and EP Lunch Reception

Autumn Conference | 9-10 November 2016
A half-day invitation-only conference for members organised around a panel discussion between senior executives in the political and healthcare sector.

EP Lunch Reception | 10 November 2016
The Reception takes place each year at the European Parliament in Brussels. The Parliamentary reception gathers numerous Members of the European Parliament (MEPs) and European Commission officials as well as the delegates of the Autumn Conference and other high-level representatives of the healthcare sector.
Thank you!