

58TH ANNUAL MEETING
& CONFERENCE

28 - 30 MAY 2017
MADRID, SPAIN



ANNOUNCEMENT

HARNESSING HEALTHCARE VALUE LEVERS

GIRP 58TH ANNUAL
MEETING & CONFERENCE

28 - 30 MAY 2017
MADRID, SPAIN

**GIRP**
the vital link in healthcare

Madrid

OUR HOST CITY

Madrid is the geographical, political and cultural centre of Spain and is home to both the Spanish government and the residence of the Spanish king, currently Felipe VI. Located at 667 meters above sea level, Madrid is the highest capital city in the European Union. The city spawns a mosaic of many cultures, mentalities and traditions, as illustrated by its name: Madrid derives from the Arabic word “magerit”, which translates as the ‘place of many streams’. The capital impresses with an astonishing urban landscape highly characterised by the Spanish Habsburg family and the Bourbons, but also by a diverse range of influences. The city also has a remarkable art scene, covering famous artists such as Velasquez, Goya and Rubens. The stunning Museo del Prado has an art exhibit, which many experts qualify as one of the most complete in the world.

Spain

OUR HOST COUNTRY

Located on the Iberian Peninsula, Spain has many attractive geographic features ranging from splendid beaches to fertile hills, to rugged mountains and vast plateaus. With its mild winters and hot summers, it is one of the most popular holiday destinations in Europe, boasting the third strongest tourism sector in the world.

Spain has a long and rich cultural history, displayed in its wide collection of UNESCO World Heritage Sites – the third largest in the world. Besides traditional bullfights, flamenco and its outstanding art and architecture, best exemplified by Gaudí’s Basilica Sagrada Familia and Park Güell, Spain also offers a diverse and flavourful Mediterranean cuisine.

**WE CORDIALLY INVITE YOU TO JOIN
US FOR OUR 58TH ANNUAL MEETING &
CONFERENCE IN MADRID, SPAIN!**



Dear colleagues, dear partners,

Wholesalers play a pivotal role in implementing effective cooperation throughout the supply chain to provide for a sustainable and effective healthcare system, with the aim to ensure the utmost benefit for the patient.

Yet, over the last few years, the distribution sector has been subject to a series of evolutions which have impacted the function we carry out in the healthcare sector. With every evolutionary step, come challenges and opportunities.

At our 2017 conference, we want to look at the likely future evolutionary steps and how we can best harness the opportunities to deliver ever-increasing value in terms of the services we indirectly offer patients through pharmacies, healthcare institutions, our supply chain partners, payers and healthcare systems.

While we have been constantly adapting work and business processes to new legislative requirements in a cost effective and proportionate way to ensure a high quality, proficient and safe supply chain, we also look for opportunities to grow and develop the role of distributors in the healthcare sector.

During the last year, we have been actively seeking out discussions with partners and stakeholders to assess how the introduction of a growing number of new and innovative treatments are altering and impacting the way we distribute medicines.

Today, beyond this, patients under the responsibilities of pharmacists and other healthcare professionals rely on wholesalers to provide a range of valuable services which support our supply chain partners in their remit of activities while placing the patient at the front and centre of everything we do.

Wholesalers, as the vital link in healthcare, will embrace the challenges, help shape the new trends and explore the potential benefits they can generate for the patients and for our industry partners.

These are all challenges and opportunities we will be addressing during the GIRP 58th Annual Meeting and Conference which will be held in Madrid, Spain. Entitled "Harnessing healthcare value levers", the conference will gather over thirty high level and expert speakers who will provide in-depth presentations of industries developments and best practices in capitalising on new opportunities.

As always, the first session of our conference will focus on our host country's market. A panel of leaders of the Spanish healthcare distribution sector will thus delve into the specificities and new challenges impacting their activity.

We will later broaden the conversation to the international market as executives from major manufacturing and distribution entities discuss trends and developments in the healthcare sector.



René Jenny,
GIRP President

In the afternoon, we will be hearing perspectives from North America as our speakers develop their reflection and observations on the current and future evolution of the industry. We will then conclude our first day with a session exploring the best approach to adapt to the ever-evolving environment characterising our industry.

On the second day, our panel of experts will outline the latest developments in the implementation of the European Medicines Verification System (EMVS). This has been one of GIRP's central focus over the past years and we are dedicated to provide you with the material to ensure the successful outcome of this important process. The following session on continuous improvement in the supply chain will aim at arming you with new ideas and solutions to develop your operations at their highest capacity.

Keeping the momentum going, the following panel will explore the verified advantages of combining efforts throughout the supply chain to provide for a personalised service guaranteeing the best possible outcome for the patients. The second day will also see an important session focusing on the wealth of potential unlocked by the use of big data in the healthcare sector. Our speaker will be providing insight into a subject which has become key to the development of healthcare, so much so that GIRP has decided to dedicate a full-day conference to the matter early next year – watch this space!

Madrid is certainly a place full of wonders which we invite you to discover through a programme of social events offering you the opportunity to network, make new contact and reinforce existing ones.

Wishing you a successful and productive event!

Yours sincerely,

A handwritten signature in black ink, reading "René Jenny". The signature is written in a cursive, flowing style.

PROGRAMME OVERVIEW

Conference Venue:

The Westin Palace
Plaza de las Cortes, 7,
28014 Madrid



SATURDAY 27 MAY 2017

• 12:00 - 18:00

Delegate registration and information

Welcome desk in the hotel lobby

• 19:30 onwards

Informal Dinner

Puerta 57

Estadio Santiago Bernabéu, Puerta 57,
Calle de Padre Damián, 28036 Madrid

Dress code: Casual

SUNDAY 28 MAY 2017

• 10:00 - 18:00

Delegate registration and information

Welcome desk in the hotel lobby

• 19:30 onwards

Welcome Dinner

Palacio de Linares

Plaza Cibeles, 28014 Madrid

Dress code: Smart casual



MONDAY 29 MAY 2017

- **08:00 - 18:30**
Delegate registration and information
Welcome desk in the hotel lobby
- **09:00 - 18:30**
GIRP 58th Annual Meeting & Conference
HARNESSING HEALTHCARE
VALUE LEVERS
The Westin Palace
Conference room: Medinaceli
- **10:00 - 16:00**
Spouse Programme
Visit of Madrid
Departure: from hotel lobby at 10:00
- **20:00 onwards**
Gala Dinner
Casino de Madrid
Calle de Alcalá, 15, 28022 Madrid
Dress code: Men - jacket and tie;
Women - cocktail dress

TUESDAY 30 MAY 2017

- **08:00 - 13:15**
Delegate registration and information
Welcome desk in the hotel lobby
- **09:00 - 13:15**
GIRP 58th Annual Meeting & Conference
HARNESSING HEALTHCARE
VALUE LEVERS
The Westin Palace
Conference room: Medinaceli
- **13:15 - 15:00**
Farewell Lunch
The Westin Palace
- **14:30 - 18:00**
Site visit at Farmavenix
(Pharmaceutical pre-wholesaler)
Polígono Industrial El Henares,
Av. de Cristóbal Colón, 245,
19180 Marchamalo, Guadalajara
Bus departure: from hotel lobby at 14:30

CONFERENCE DAY 1 MONDAY 29 MAY 2017

BUSINESS PROGRAMME

HARNESSING HEALTHCARE VALUE LEVERS

In 2017, GIRP seeks to explore ways in which supply chain stakeholders can harness and benefit from healthcare value levers. Through effective supply chain collaboration and technological evolution, stakeholders can unlock hidden opportunities that have the potential to deliver new and innovative impulses and healthcare approaches. We invite you to join our members, representatives from pharmaceutical manufacturers and national and European policy makers to discuss how we can best capitalise on new ideas and developments in the healthcare sector, optimise value across the entire supply chain and benefit the patient.

WE LOOK FORWARD TO WELCOMING YOU
AT THIS TOP-LEVEL EVENT!

09:00 **Opening & Welcome address**

Mr René Jenny,

President, European Healthcare
Distribution Association (GIRP)

Mr Eladio González Miñor,

President, FEDIFAR

Ms Dolors Montserrat,

Minister of Health, Social Services and
Equality, Spain (tbc)

09:50 **Keynote address**

Mr Vytenis Andriukaitis,

Commissioner for Health and Food
Safety, European Commission

Video message

10:00 **Country Focus: Spain** **Key issues in the pharmaceutical supply chain: How will they shape the Spanish distribution sector?**

This panel will explore how high-value medicines have impacted the Spanish healthcare and healthcare distribution sectors. Participants will also discuss the contribution of the full-line wholesalers' activity to the healthcare system and how best to mobilise their logistical capability to the benefits of their partners.

Moderator:

Mr Juan Nieto Barroso,

Director of Communication, FEDIFAR

Introduction:

Mr Eladio González Miñor,

President, FEDIFAR

Mr Carlos González Bosch,

President, COFARES

Mr César Martínez Recari,

President, Alliance Healthcare

Mr Antonio Pérez Ostos,

Vice President, BidaFarma

Mr Francisco de Asís Echeveste Elosegui,

President, UNNEFAR

11:00 **Coffee break**



11:30 **New horizons for the healthcare sector of tomorrow**

This panel, composed of top executives, will reflect upon the overarching trends and developments in the international healthcare distribution and services sector at present and in the foreseeable future.

Moderator:

Mr Peter O'Donnell, Journalist

Mr Frank Grosse-Natrop, Executive Board Member Operations / Logistics, PHOENIX Group

Mr Pierluigi Antonelli, Head of Western Europe, Sandoz International

Mr Eero Hautaniemi, President and Chief Executive Officer, Oriola-KD

Mr Andrew Hotchkiss, President of Europe, Australia and Canada, Eli Lilly

13:00 **Lunch**



14:30 **Healthcare distribution: a vision for the future**

Keynote speech

Over the last year, we have observed some major developments on the global stage. How will these events impact the healthcare distribution sector in the short and medium term?

Mr Steve Collis, Chairman of the Board, AmerisourceBergen Corporation

15:00 **Keynote session**

Mr Per Troein, Vice President Strategic Partners, QuintilesIMS

Mr Doug Long, Vice President Industry Relations, QuintilesIMS

15:45 **Reflection on distribution of high budgetary impact medicines in Canada**

With the emergence of high budgetary impact medicines in Canada, specialised distributors are no longer functioning as the traditional distributor. In this session, we will examine how they have to reconsider product listings, exclusive relationships, patient relationships and services as well as delivery patterns.

Mr David Johnston, President & CEO, Canadian Association for Pharmacy Distribution Management (CAPDM)

16:15 **Coffee break**



16:45 **From current policies and practices to a new approach in healthcare**

How can healthcare stakeholders harness the value of pharmaceutical care? By featuring best practice examples and innovative case studies from across Europe, this session seeks to explore new impulses, approaches and paradigms in healthcare.

Moderator:

Dr Roger Sorel, Vice President, GIRP

Mr Rajesh Patel, President, Pharmaceutical Group of the European Union (PGEU); Board member, UK National Pharmacists Association (NPA)

Mr Christoph Stoller, Senior Vice President Generics and Commercial Operations Europe, Teva Pharmaceuticals; Vice President, Medicines for Europe

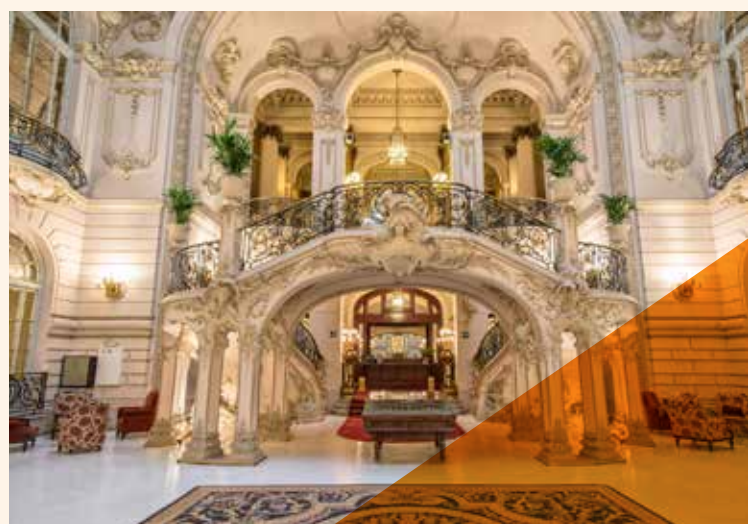
Mr Rui Carrington, Chief Executive Officer, OCP Portugal

Ms Alicia Wildpret, Member of the Board, COFARES

Ms Sonia Ruiz Morán, Head of EU Public Affairs, General Pharmaceutical Council of Spain

18:15 **Closing remarks**

20:00 **Gala dinner**



BUSINESS PROGRAMME

CONFERENCE DAY 2 TUESDAY 30 MAY 2017

09:00 **Big Data as a driver for faster and wider innovation**

Keynote speech

Expectations continue to increase about the applications of 'big data' in healthcare. But how can the healthcare sector draw the best value from this new wealth of information for better patient outcomes? And what are the particular challenges the healthcare sector faces?

Dr Ashley Woolmore, Head of European Data and Evidence Networks, Real-world Insights, QuintilesIMS

09:30 **Medicines Verification Systems in Europe – latest developments**

In this session, panelists will provide an update from across Europe on the establishment of National Medicines Verification Systems. The panellists will specifically discuss challenges and best practices that have emerged over the course of the past year.

Moderator:

Mr Peter O'Donnell, Journalist

Ms Agnès Mathieu-Mendès,

Deputy Head of Unit – Medical products: quality, safety, innovation, DG Santé, European Commission

Mr Hugh Pullen,

President, European Medicines Verification Organisation (EMVO); Senior Director of EU Government Affairs and Policy, Merck

Mr Andreas Walter,

General Manager, European Medicines Verification Organisation (EMVO)

10:30 **Coffee break**



11:00 **Continuous improvement in the pharmaceutical supply chain**

How can we achieve lean supply chains with high efficiency processes and thus increase performance? This session will delve into developing a Business Excellence System to generate a sustainable competitive advantage.

Mr António Costa,

Senior Partner, Kaizen Institute

11:30 **Patient-centric approach for value**

This session seeks to examine the value and advantages of inter-sectoral cooperation for the benefit of the patient. All stakeholders must work together to apply a holistic patient-centric approach in order to ensure that healthcare spending and healthcare outcomes are addressed in a balanced way.

Moderator:

Mr Marc van Gelder,

former CEO, MEDIQ

Ms Paulien Schul,

Head of Patient Services, PHOENIX Group

Mr Jorge Puig de la Bellacasa,

Vaccines Global Commercial Head, Mylan Laboratories

Mr Menno Aarnout,

Executive Director, International Association of Mutuals and Health Insurance Funds (AIM)

Ms Jūrate Švarcaite,

Secretary General, Pharmaceutical Group of the European Union (PGEU)

13:00 **Closing remarks**

13:15 **Farewell Lunch**



14:30 **Site visit Farmavenix**

**WE CORDIALLY INVITE YOU TO
JOIN US FOR OUR 58TH ANNUAL
MEETING & CONFERENCE IN
MADRID, SPAIN!**



Download the app
and get up-to-the-minute
updates and info on the
event:

Sessions, speakers, sponsors,
participants, maps and practical
information for participants.

The download instructions will be sent
to you upon registration.

Follow our conference LIVE on
twitter: @GIRPBrussels #GIRPAMC



All of the conference
information will be
available on a dedicated
mobile application.



SOCIAL PROGRAMME



SATURDAY 27 MAY 2017

• 19:30 onwards

Informal Dinner

Puerta 57
Estadio Santiago Bernabéu, Puerta 57,
Calle de Padre Damián, 28036 Madrid

Dress code: Casual

Join us to kick off the event in style!
Enjoy a menu of pintxos, tapas, raciones and
other Spanish delights with unique views over the
iconic Bernabeu stadium, home to one of the best
football team!

SUNDAY 28 MAY 2017

• 19:30 onwards

Welcome Dinner

Palacio de Linares
Plaza Cibeles, 28014 Madrid

Dress code: Smart casual

We cordially invite you to our Welcome Dinner at
Palacio de Linares – one of the most magnificent
buildings in Madrid! Once used to house the old
Molinos de Plata and the Pósito Real (royal grain
store), it eventually served as the residence of
the Marquis and Marchioness of Linares. Built
from limestone, the palace interior displays
an impressive number of Parisian lamps and
bronze statues, glass from Antwerp, carpets
and rugs from the Real Fábrica de Tapices and
the Fundación de Gremios, and an exclusive
collection of paintings by renowned artists such
as Francisco Pradilla, Manuel Domínguez and
Alejandro Ferrant.



MONDAY 29 MAY 2017

- **10:00 - 16:00**

Spouse Programme

Visit of Madrid

We invite your spouses to a lovely walk at the spectacular Buen Retiro Park of Madrid filled with beautiful sculptures and monuments, galleries and a peaceful lake. Our programme also offers a guided visit of the world-famous art collection at the Prado Museum.

- **20:00 onwards**

Gala Dinner

Casino de Madrid,
Royal Room (Salon Real)
Calle de Alcalá 15, 28022 Madrid

Dress code: Men - jacket and tie;
Women - cocktail dress

Built by young intellectuals in 1836 as a congregation place, the Casino de Madrid is a city icon that brings together architecture, culture and innovation. We cordially invite you to enjoy our annual gala event in the most glamorous room of this symbolic premise, the "Salon Real". After the Gala Dinner, please join us for the After Party at the Casino de Madrid Club.

TUESDAY 30 MAY 2017

- **13:15 - 15:00**

Farewell Lunch

The Westin Palace

Our Farewell Lunch will be held at the hotel. Come and enjoy a cosmopolitan menu in the company of good friends and new acquaintances.

- **14:30 - 18:00**

Site visit at Farmavenix

Polígono Industrial El Henares,
Av. de Cristóbal Colón, 245,
19180 Marchamalo, Guadalajara

Bus departure: from hotel lobby at 14:30

GIRP is committed to further the exchange of information and best practices across the pharmaceutical supply chain. For this purpose, we regularly organise site visits where the value added services provided by GIRP members can be viewed first hand. After the end of our Annual Meeting and Conference, join us at Farmavenix where you will witness how a pharmaceutical pre-wholesaler creates value for the pharmaceutical industry and the supply chain as a whole.



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.

OUR VENUE

The Westin Palace

Known for its hospitality since 1912, the iconic "Palace" hotel is conveniently located in the centre of Madrid at the heart of the "Triangle of Art". Within walking distance of the city's most prestigious museums - Prado, Thyssen and Reina Sofia Museums, among others - Las Letras neighbourhood is also the place to enjoy gastronomy, leisure and shopping in Madrid.

The Westin Palace

Plaza de las Cortes, 7
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**European Healthcare
Distribution Association**

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Répartition Pharmaceutique**

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