



EUROPEAN HEALTHCARE
DISTRIBUTION ASSOCIATION

ANNUAL REPORT 2021-2022



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GIRP Presidential Foreword

Bernd Grabner
President
GIRP



Dear Members,

As I begin to write this letter, COVID-19 restrictions are lifting, masks are left in our pockets and warm embraces are slowly replacing fist bumps to our loved ones and friends. Restaurants are crowded with friends reconnecting, parks are scattered with families and children who are finally able to stretch their legs and theatre productions, operas and concerts are no longer postponed, but sold out – life is breathing back into communities.

DEFINING THE UNDEFINABLE – THE YEAR OF 2021

December 2021 marked approximately two years since the first reports of a respiratory virus outbreak, as described at the time and later named COVID-19. Very few could have imagined what would transpire over the months that followed and none today can accurately predict how things will unfold in the years to come. Although the future remains uncertain, we would like to take this opportunity to reflect on some of the past challenges, triumphs, and learnings that full-service healthcare distributors have faced during this unprecedented year as well as to share our hopes and combats for the future.

AN ESSENTIAL PART OF EUROPE'S VACCINE SUCCESS STORY

As the first of the COVID-19 vaccines rolled out in March 2021, full-service healthcare distributors impressively led the way in Europe in COVID-19 vaccine distribution and managed to cope even with the most demanding storage and transport conditions, delivering the vaccines safely and reliably to vaccination points. Almost one year later, full-service healthcare distributors have proved essential to meeting the EU vaccination targets, distributing over 1/3 of all vaccines doses distributed across the EU in 2021.

As new and high volumes vaccines and other COVID-19 treatments become available, GIRP urges Member States to leverage full-service healthcare distributors partnership with community pharmacies and other community healthcare professionals as well as all existing healthcare channels, to ensure efficiency, and ultimately success, in vaccinating as many citizens in the shortest possible timeframe and over the long term as we begin to recover from the pandemic and transition to an endemic.

PROFESSIONALLY ENGAGED, PERSONALLY COMMITTED

Full-service healthcare distributors, along with the rest of the world, also saw darker times this year. As the humanitarian crisis in Ukraine continues to unfold, full-service healthcare distributors remain committed to helping to ensure immediate access to medicines for all patients in Ukraine and the neighbouring EU Member States.

Since the start of the war, GIRP members have been active on national level, engaging with Member States and Ukrainian embassies to organise the donation of medicines, with pallets of essential medical products leaving warehouses daily for dispatch across Ukraine. GIRP has also been working actively at EU-level in collaboration with HERA to mobilise efforts and harmonise our support/approach for coordination to best respond to Ukrainian needs (page 4).

LOOKING FORWARD TO 2022

If the words for 2021 was recovery and resilience, we suggest the words of 2022 should be solidarity, perseverance and collaboration. With the revision of the pharmaceutical legislation and other key decisions approaching for our sector, it is crucial now more than ever that we work together to ensure our voices are heard and our interests are met. It is now imperative that we join forces, adopting a sense of shared responsibility and collaboration by connecting with MEPs, health attachés, the national Ministries of health – making a true effort to ensure a positive outcome for our sector, our clients and patients as well as our communities by building a resilient healthcare system for the future.

Yours sincerely,

Bernd Grabner
President
GIRP

A handwritten signature in dark ink, appearing to read 'Bernd Grabner', positioned next to the printed name and title.

GIRP for Ukraine

Different departures, same destination

Since the beginning of the conflict, full-service healthcare distributors across Europe have been raising funds and have supported ongoing humanitarian actions, including through donations of medicines and medical equipment identified as most needed by the Ukrainian Ministry of Health.

GIRP members in action

GIRP members have been working relentlessly to ensure healthcare needs are met in Ukraine and the neighboring countries.



In Germany, GIRP members have loaded several trucks and vans with medicines, bandages, medical equipment and baby food as well as disinfectants, which were dispatched to the Polish-Ukrainian border. They have also set up a donation fund from which all proceeds will go to organisations onsite in Ukraine. In Estonia, GIRP members also sprung to action, donating 1 million euros worth of medicines & medical supplies to help Ukraine.



From Slovakia, Czech Republic and Poland, GIRP members donated packages full of medical and pharmaceutical assortment to Ukraine, sending trucks loaded with infant formulas, baby milks, medicines, first aid kits and respirators to the borders from where the NGOs will distribute the packages to Ukraine. In addition, they are distributing first aid kits and medicines to refugee camps to Slovakia-Ukraine borders.



In Switzerland, a GIRP member company coordinated action with a local transport company to ensure 27 pallets of medicines and medical supply donations for Ukraine, packed directly in the distribution centre in Niederbipp reached Lviv. From there, the pallets were transported by Ukrainian authorities within the country as needed and further transports are currently in preparation.



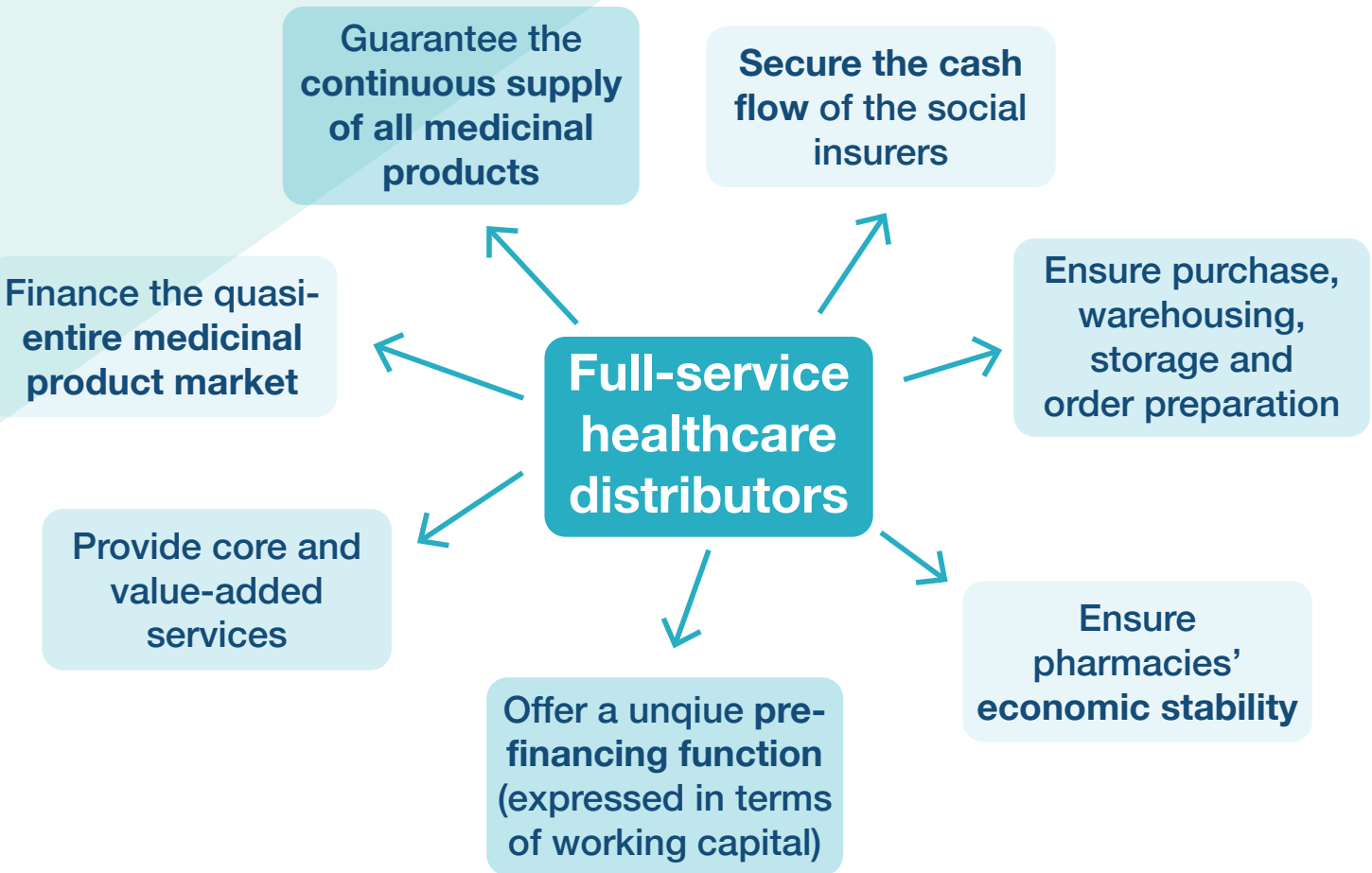
Members in Spain have set up a channel for donations through the European Commission's Directorate-General for European Civil Protection and Humanitarian Aid Operations (ECHO), allowing medicines and medical supplies can be sent through a secure channel that allows the traceability of the entire process, guaranteeing delivery in perfect condition.



Full-Service Healthcare Distribution

Facts and Figures

Full-service healthcare distributors are essential for the European healthcare sector, occupying a central position in the distribution pathway of medicinal products. They secure a vital and reliable link between pharmaceutical manufacturers, pharmacists, dispensing doctors, and hospitals by ensuring the purchase, warehousing, storage, order preparation and delivery of medicines. They also provide working capital and extended financing services, funding of stock and receivables of pharmacies and healthcare professionals.

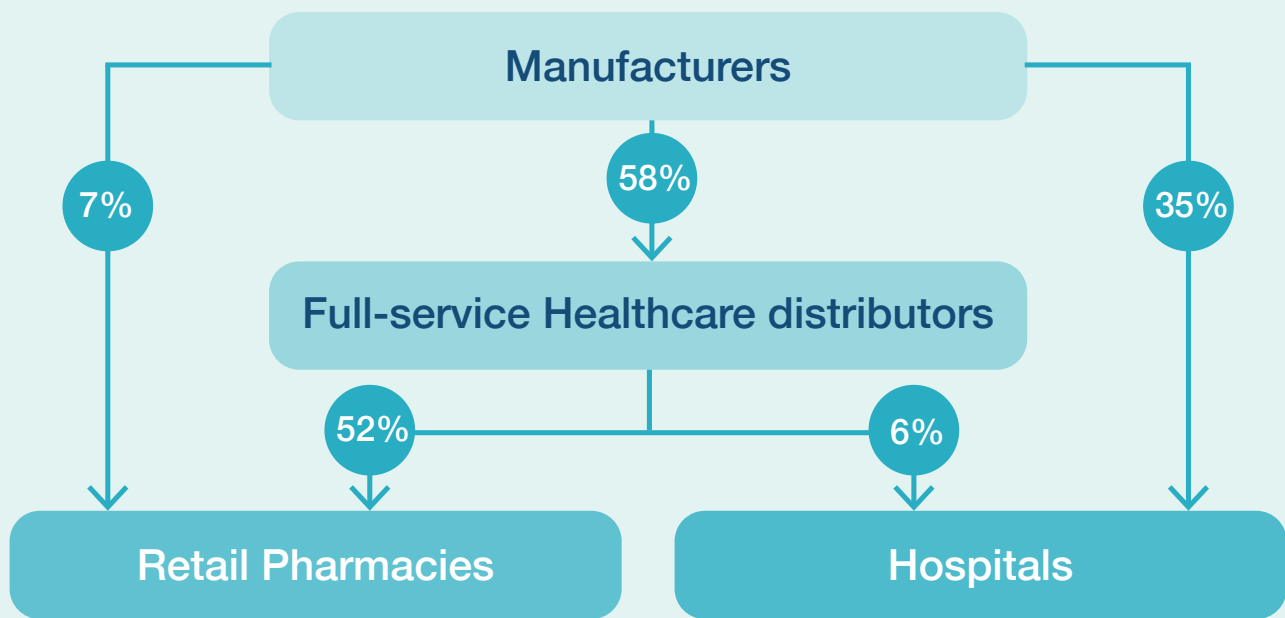


Full-service healthcare distributors ensure the fast, continuous, and cost-effective supply of medicines and medical products to over 200,000 retail pharmacies, hospitals, and dispensing doctors throughout the EU, reaching over 500 million patients.

Whereas manufacturers deliver 7% of their products directly to retail pharmacies and 35% to hospitals, they deliver 58% to wholesalers who then take over the distribution to retail pharmacies (52%) and to hospitals (8%) (IQVIA). This way, Full-service Healthcare Distributors ensure that patients have access to all medicines whenever and wherever needed.

Distribution channel model for 2021

Based on sales value in euro at ex-MNF sales price



Consolidated view of EU27 countries minus Cyprus & Malta and adding Norway, Switzerland & UK
Source: IQVIA



Did you know? 86% of pharmacy sales were supplied by full-service healthcare distributors in 2020!

Beyond medicines distribution, full-service healthcare distributors offer a wide range of services upstream and downstream to pharmacies and pharmaceutical manufacturers in order to help them improve efficiency and reliability to secure added value to patients. Moving forward, full-service healthcare distributors have the opportunity to expand their portfolio of value-added services towards manufacturers and healthcare professionals even further in a true patient centric approach.

29

of countries in Europe provide...

- reverse logistics, including recalls and return services
- computer systems for stock management to pharmacies
- promotional literature for pharmacists use
- patient information leaflets for pharmacists to use
- training on medicines and medical devices to pharmacists
- financial services to pharmacists
- stock management aid for pharmacies
- transmission of recall messages to pharmacies
- collection services of medical and packaging waste from pharmacies
- sales and purchases analysis to pharmacies
- marketing and sales support

Source: GIRP Data Compilation, 2021*
Europe without Cyprus and Malta



Ladies and Gentlemen, Dear GIRP members, Dear Friends

In light of a two-year pandemic impacting our lives and business activities, we have learned that we can rely on science and technology. Science that enabled us to provide an effective vaccine within a very short time. Technology that allows our children to learn from a distance and enables audiovisual communication to the highest quality standards, or technology that provides predictive analytics and business intelligence like KiSoft Analytics or AI based robotics technology such as Pick-it-Easy Robot or redPilot, which enables you not only to maneuver your business through turbulent times, but also to be fit for the future, to be fit for the post-pandemic time.

KNAPP as a value chain tech partner in Healthcare knows the remarkable resilience of the pharmaceutical supply chain to adverse circumstance and it is that resilience which ensures the provision of healthcare for society.

The security of supply to the patient is largely due to the indispensable work of GIRP and its members, the European pharmaceutical full-line wholesalers.

We at KNAPP are very proud to be a part of the GIRP family and on behalf of the entire KNAPP management team, we would like to thank you all for your valuable partnership.

Matthias Dalkner
KNAPP AG
Vice President
Healthcare Solutions

Martin Steiner
KNAPP AG
Vice President
Healthcare Solutions

Full-Service Healthcare Distribution

Core and Value-Added Services

CORE SERVICES

For all products: Rx, Gx, OTC, medical devices, in vitro diagnostics, food supplement, para-pharmaceuticals, pharma-cosmetics

- Storage, pick, pack, and ship according to GDP
- Quantity-based buffer function
- Stock-management and just-in time delivery according to GDP
- Pre-financing of logistics supplies



VALUE ADDED SERVICES

TO MANUFACTURERS

- Logistics services / pre-wholesaling
- Individual product track & trace
- Market intelligence
- Market access services
- Quality & professional services
- Waste management services
- Clinical trial logistics

TO PHARMACISTS

- Marketing & sales support
- Education & training
- Patient services support
- Logistics platform of health services
- Product specific training

TO PATIENTS

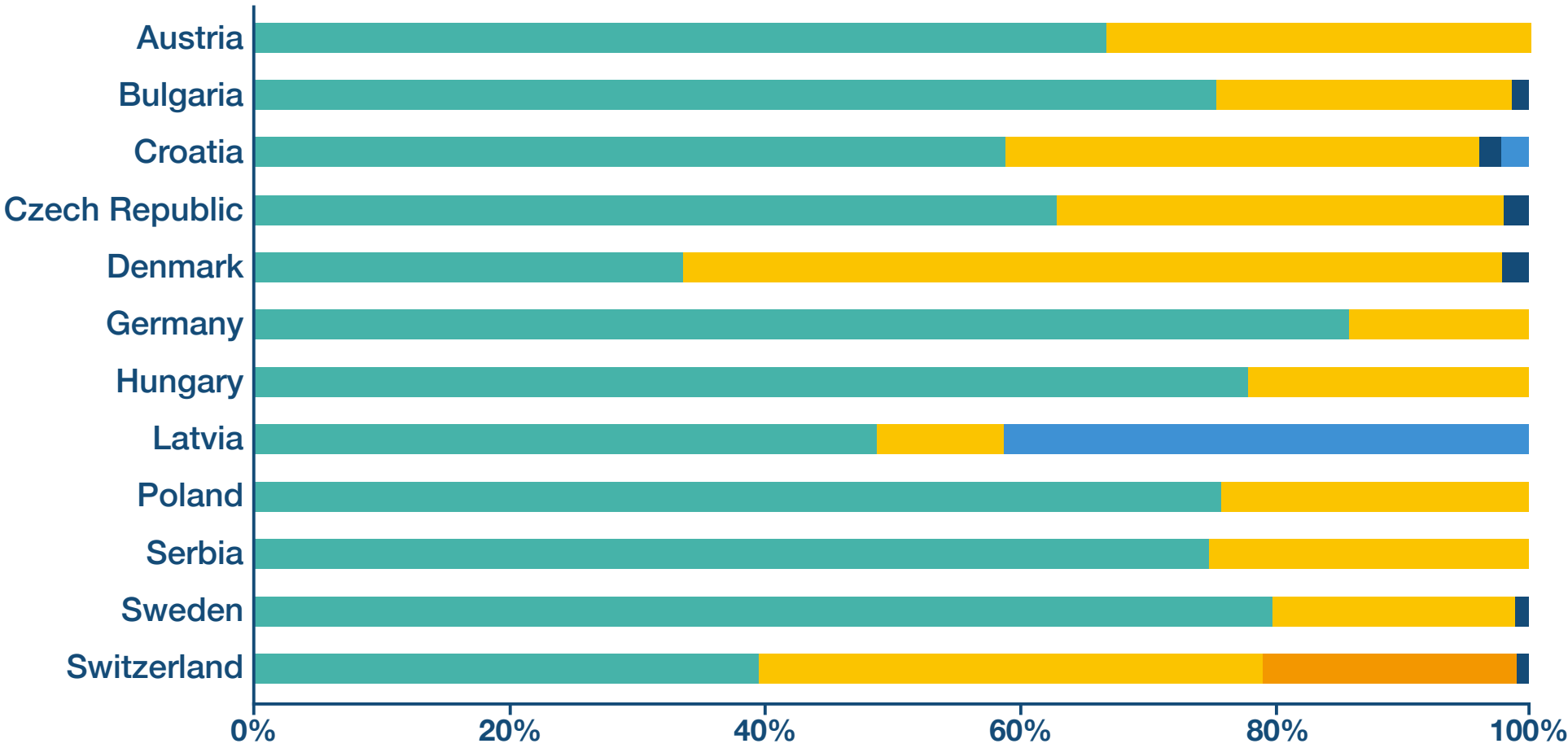
- Individual patient packaging services
- Patient communication services
- Monitoring services
- Holding national security stock for emergencies
- Repeat prescription services
- Integrated healthcare applications

Our Sector in Data

Maximizing all channels to reach the patient

Full-service healthcare distributors deliver primarily to retail pharmacies but also to hospital pharmacies, dispensing doctors, drugstores, and other dispensers to make sure that all patients have access to medication. The break down differs from country to country with the UK delivering the lowest percentage to retail pharmacies and a high percentage to dispensing doctors, just as Switzerland and Austria.

Breakdown of dispensers supplied by full-service healthcare distribution to...



Source: GIRP Data Collection 2021

- Community Pharmacies
- Hospital Pharmacies
- Self-dispensing doctors (not veterinary)
- Others
- Drugstores selling medicine

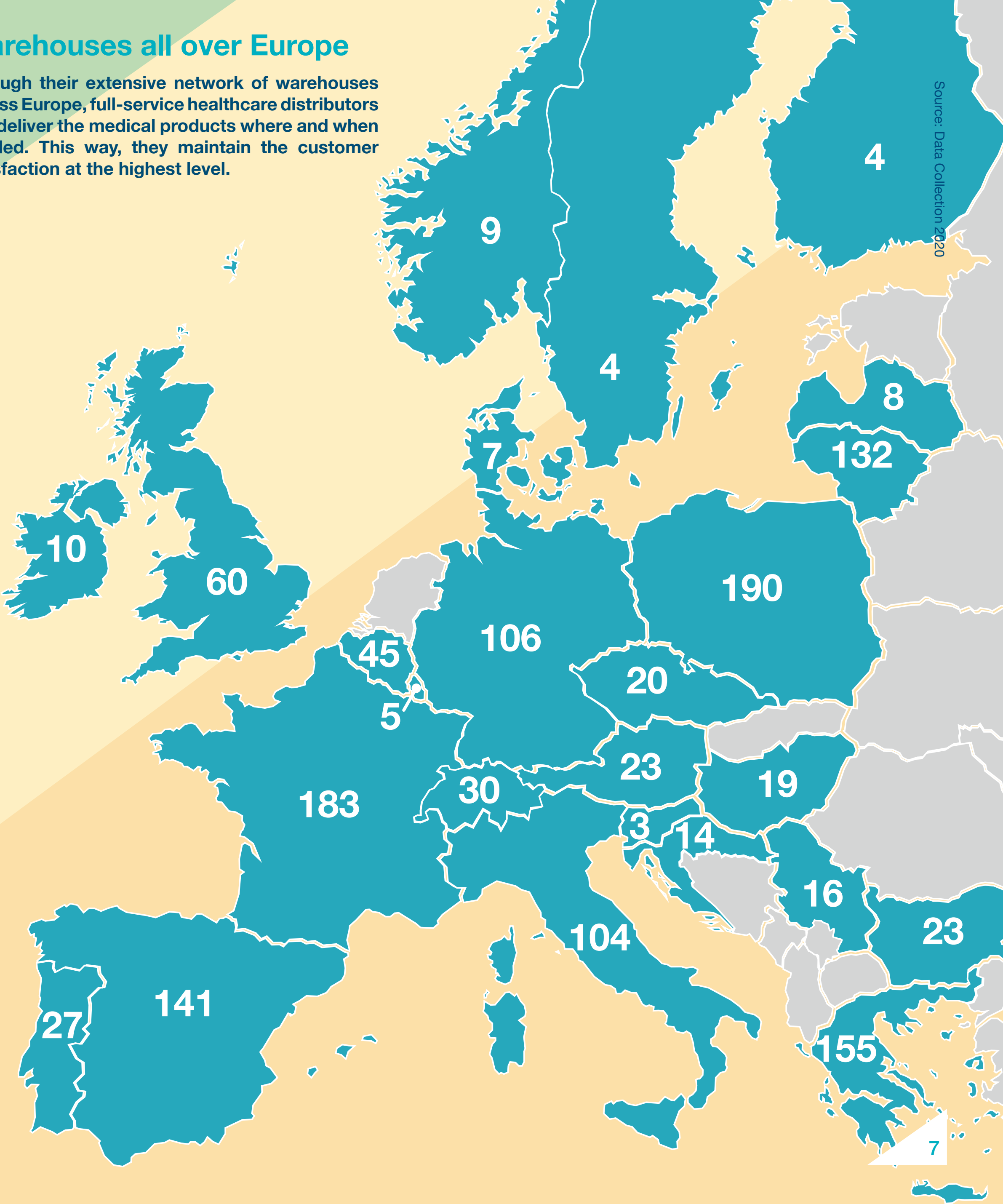


Did you know?

GIRP members on average deliver the products needed within 2.5 hours of receiving the order.

Warehouses all over Europe

Through their extensive network of warehouses across Europe, full-service healthcare distributors can deliver the medical products where and when needed. This way, they maintain the customer satisfaction at the highest level.



Source: Data Collection 2020

THE 5 CORE FUNCTIONS OF FULL-SERVICE HEALTHCARE DISTRIBUTORS

- 1
- FULL SUPPLY AND STOCK-KEEPING FUNCTION
- 2
- IMMEDIATE MEDICINES AVAILABILITY AND DELIVERY FUNCTION
- 3
- BUNDLING FUNCTION: POOLING OF PRODUCTS AND TRANSACTIONS
- 4
- QUALITY ASSURANCE FUNCTION
- 5
- FINANCING FUNCTION

1 FULL SUPPLY AND STOCK-KEEPING FUNCTION

Full-service healthcare distributors ensure, via their customers, that the needs of patients are met by guaranteeing the continuous availability of a complete assortment of products, in range and depth, as set by the authorities and the market.

Facts and figures

Items on stock held by full-service healthcare distributors: 18,650 - 100,000 (depending on the size of the market and the number of products authorised to be marketed).

Full-service healthcare distributors deliver the required number of medicinal products by:

- their close-knit distribution networks and high delivery frequencies from their warehouses.
- holding safety stock to meet unexpected peaks in demand.

Inventory turnover differs from product to product, ranging from a month to only a few days

Weighted average (in terms of turnover value) of the six biggest countries in Europe: 29 days, which means stock turnover takes place on average 12.6 times a year.

2 IMMEDIATE MEDICINES AVAILABILITY AND DELIVERY FUNCTION

Immediate delivery of medicines

- Full-service healthcare distributors ensure timely patient treatments by delivering the medicinal products needed in the required quantity and just-in-time.
- Full-service healthcare distributors protect the healthcare system from high additional costs that would be caused by delays in delivering urgently needed medicines.

Delivery time and frequency

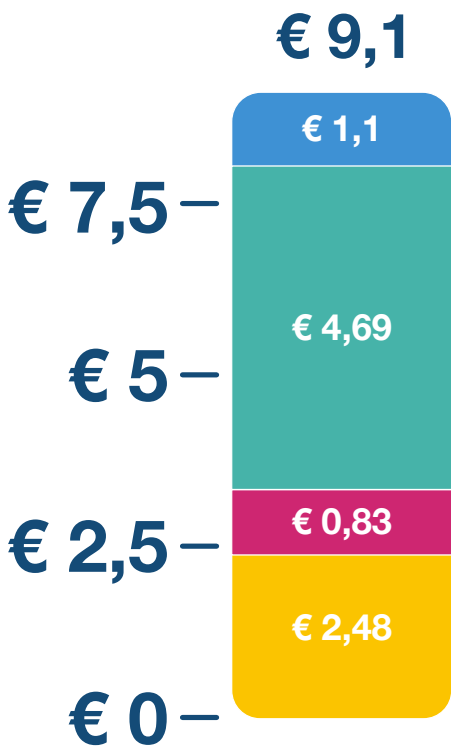
	Full-service healthcare distributors	Short-line wholesalers	Direct sales from manufacturers
Average delivery frequency (hours)	2.5 hours	20.5 hours	57.86 hours
Average deliveries per week	15.9	4.34	3.66

Weighted average in DE, ES, FR, IT, NL, UK
Source: GIRP members

3 BUNDLING FUNCTION: POOLING OF PRODUCTS AND TRANSACTIONS

- Pharmaceutical full-service healthcare distributors are pooling on average products of 18.8 manufacturers per delivery.
- The cost difference between a delivery from a single manufacturer compared to a delivery from a pharmaceutical full-service healthcare distributor is € 3.87.
- The bundling of products from 18.8 manufacturers in one delivery through a full-service healthcare distributor saves € 234.84 in order management cost for a pharmacy.

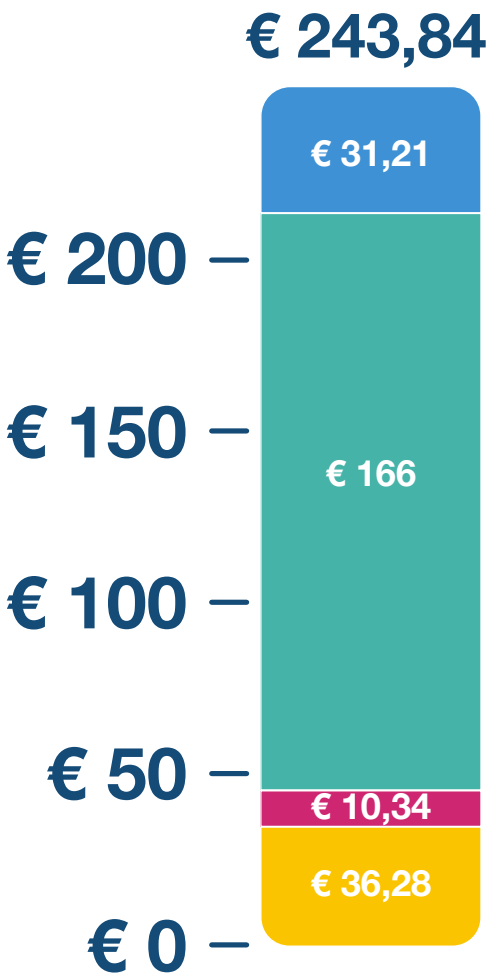
Total costs of ordering from a full-service health-care distributor



Total costs of ordering directly from a manufacturer



Total savings for deliveries from 18,8 manufacturers



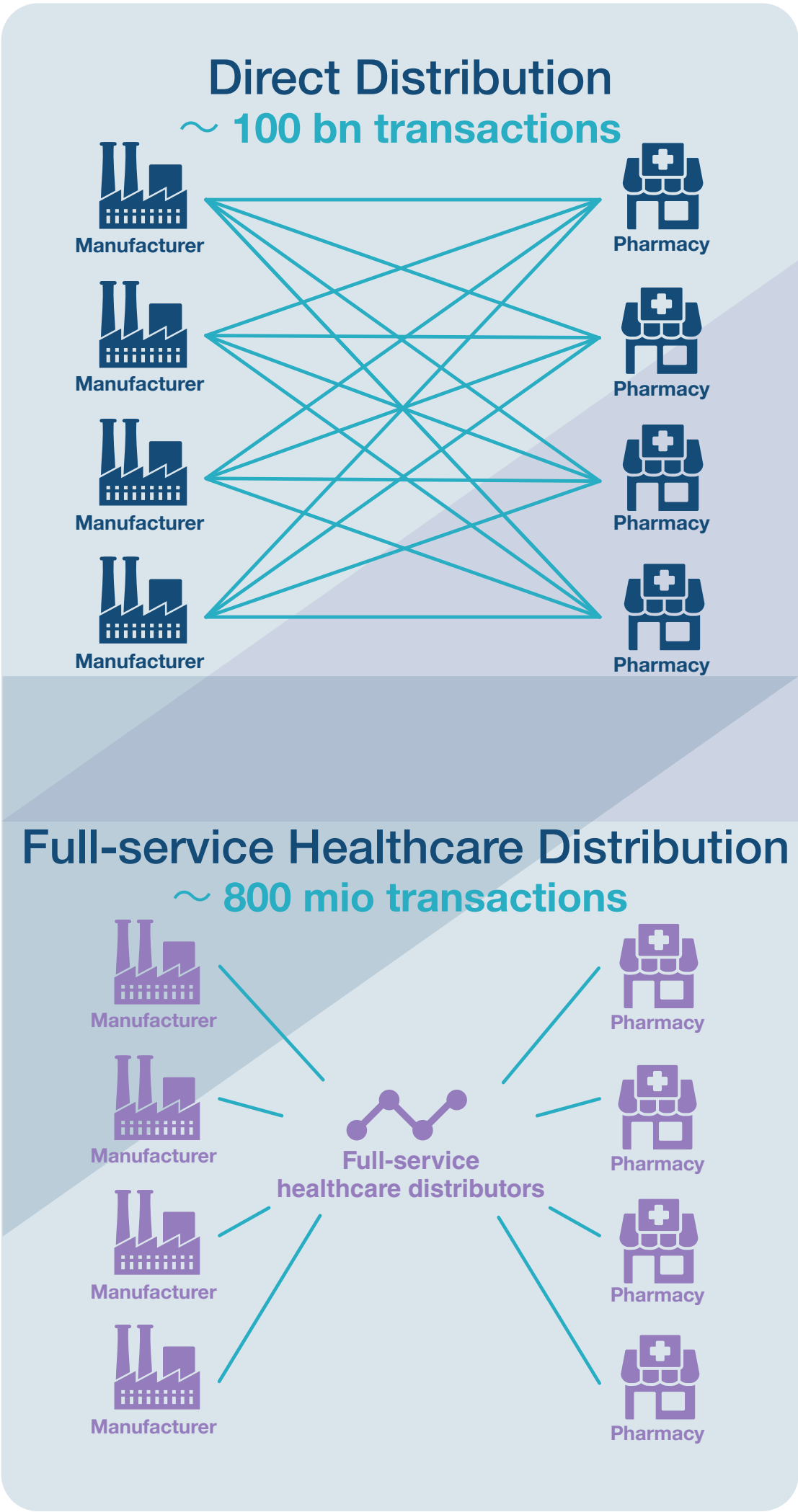
- Checking the delivery note and bill
- Receiving and storing of delivery
- Transmission of order
- Determination of order demand

Source: IPF Study

4 QUALITY ASSURANCE FUNCTION

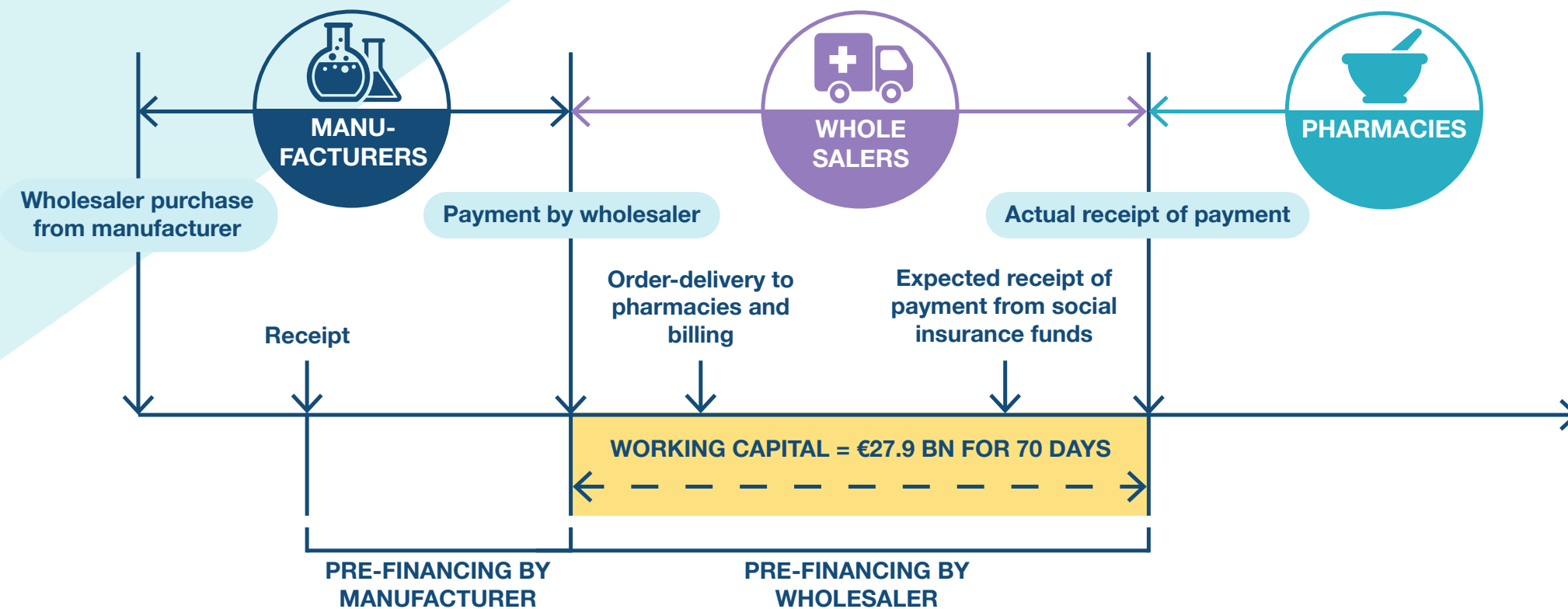
Full-service healthcare distributors' quality assurance systems ensure that:

- Medicinal products are procured, held, supplied, or exported in a way that is compliant with the requirements of Good Distribution Practice (GDP) (2013/C 343/01).
- Management responsibilities are clearly specified.
- Products are delivered to the right recipients within a very short time period.
- Records are made and kept simultaneously.
- All personnel involved in full-service healthcare distribution activities is continuously trained in GDPs and deviations from established procedures are documented and investigated.
- Appropriate Corrective and Preventive Actions (CAPA) are taken to correct deviations and prevent them in line with the principles of quality risk management.
- Since the entry into force of the Falsified Medicines Directive (FMD) and its Delegated Regulation (DR) in 2019, full-service healthcare distributors are fully compliant to the new obligations and thereby further protect the supply chain from the entry of falsified medicines.

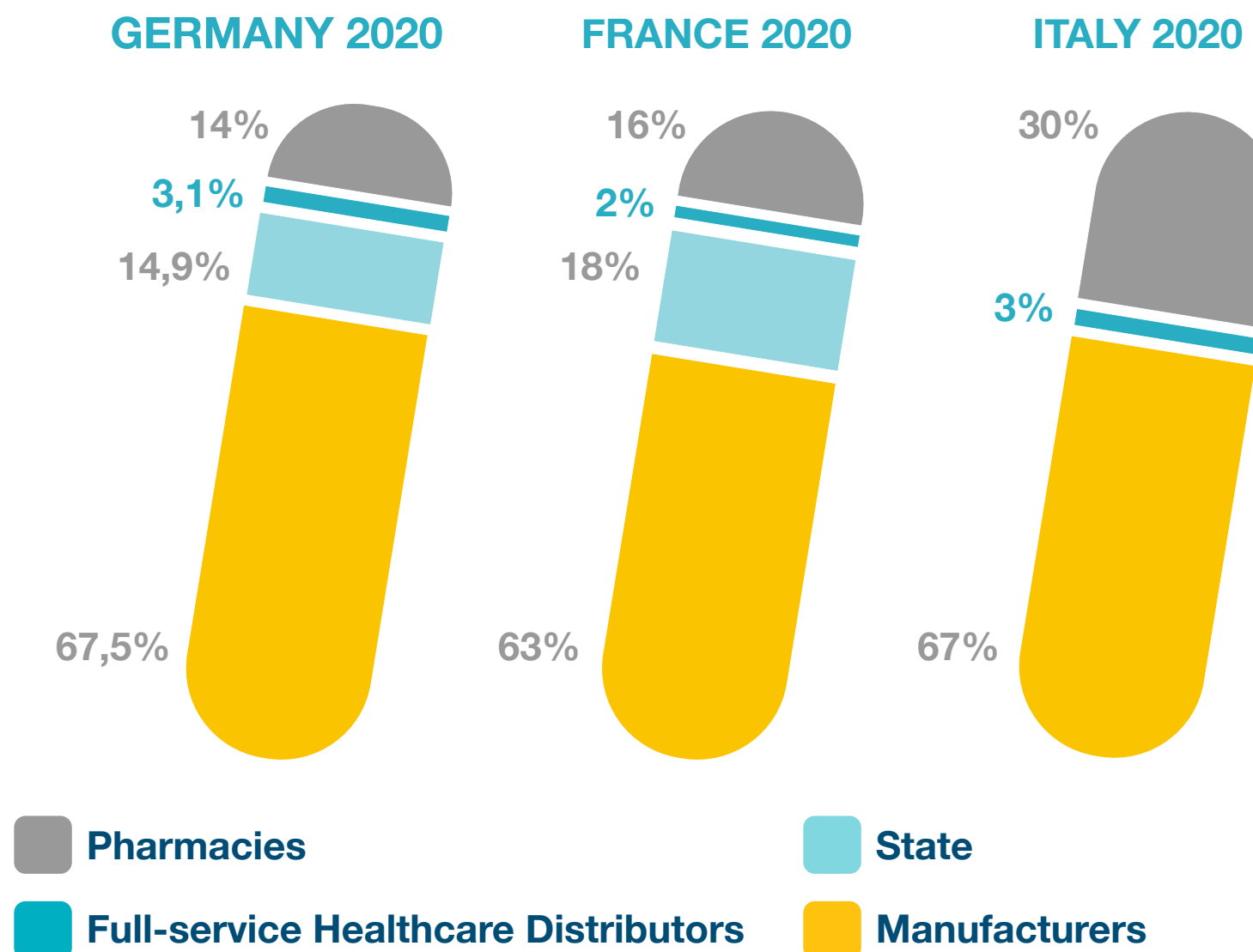


5 FINANCING FUNCTION

- Full-service healthcare distributors are the only ones to assume a financing function towards pharmaceutical manufacturers and pharmacies.
- Full-service healthcare distributors guarantee the continuous supply of all medicinal products and also secure the cash flow of social insurers.
- The financing function can be expressed in terms of working capital.
- Full-service healthcare distributors in Europe finance on average **€27.9 bn for 70 days** approximately **5.2 times per year** which equals a total annual volume of **€145 bn**.



Average price composition of reimbursed medicines sold in pharmacies in FR, DE, IT in 2020



Ever increasing compliance costs

In addition to a sector in which prices are highly regulated, full-service healthcare distributors have to face ever-increasing compliance costs. One of the most striking examples of this fact is the compliance costs arising from the Good Distribution Practices Guidelines adopted in 2013. GIRP calculated and mapped the cost of compliance with the Guidelines ahead of the adoption of the latter and assessed the cost borne by full-service healthcare distributors to comply with the requirements.

The total cost in capital investment in the EU for the initial compliance amounted to **€709,270,00** in the EU (excluding Malta and Cyprus).

GIRP updated its calculation in 2021 with the latest figures available and in addition to the initial capital investment cost, the yearly running costs for the compliance of the Good Distributions Practices Guidelines in the EU (excluding Malta and Cyprus) amounts to **€175,219,250**.



IQVIA (NYSE:IQV) is a leading global provider of advanced analytics, technology solutions, and clinical research services to the life sciences industry. IQVIA creates intelligent connections across all aspects of healthcare through its analytics, transformative technology, big data resources and extensive domain expertise. IQVIA Connected Intelligence™ delivers powerful insights with speed and agility — enabling customers to accelerate the clinical development and commercialization of innovative medical treatments that improve healthcare outcomes for patients. With approximately 74,000 employees, IQVIA conducts operations in more than 100 countries.

IQVIA is a global leader in protecting individual patient privacy. The company uses a wide variety of privacy-enhancing technologies and safeguards to protect individual privacy while generating and analyzing information on a scale that helps healthcare stakeholders identify disease patterns and correlate with the precise treatment path and therapy needed for better outcomes. IQVIA's insights and execution capabilities help biotech, medical device and pharmaceutical companies, medical researchers, government agencies, payers and other healthcare stakeholders tap into a deeper understanding of diseases, human behaviors and scientific advances, in an effort to advance their path toward cures.

To learn more, visit www.iqvia.com.



Did you know?

Full-service healthcare distributors in Europe finance on average **€27.9 bn for 70 days** approximately **5.2 times per year** which equals a total annual volume of **€145 bn**.

Inflation and its Impact on the Full Service-Healthcare Distribution Sector



Did you know?

The majority of European countries have government regulated distributor margins, so full-service healthcare distributors have little possibility to control their remuneration.



What does this mean?

Full-service healthcare distributors cannot influence the demand of medicinal products or their prices as demand is steered by prescribing doctors. What's more, full-service healthcare distributors cannot adapt the selling prices of medicinal products to increasing energy costs prices, as prices are regulated by the national authorities.

This is in stark contrast to other sectors of businesses, who can pass on price increases to their customers.

Unable to pass on costs?

As a result, the sustained increase in energy prices is having an immediate and significant impact on the full-service healthcare distribution sector, resulting in higher fuel costs for drivers/transportation.



This poses an imminent and growing threat to the distribution of medical and non-medical products to pharmacies, hospitals, and other healthcare professionals.

GIRP RECOMMENDATIONS

GIRP calls on the EU institutions to encourage and work with EU Member States to promote measures to support the financial viability of the full-service healthcare distribution sector which is a key factor for a healthcare system's overall resilience.

- ✓ Identify efficiencies that could be safely made while retaining high standards of care and service
- ✓ Review of current pricing and reimbursement mechanisms
- ✓ Apply a sustainable remuneration for the sector
- ✓ Subject all new legislative and regulatory measures to economic impact assessment
- ✓ Reviews prior to their implementation

But what about regulated remuneration? EU institutions and policymakers should ensure the cost of compliance is made transparent to be properly covered by the different national remuneration systems for healthcare distributors.

[READ MORE ON ALL OF GIRP'S RECOMMENDATIONS](#)

The availability of the full assortment of medicines is endangered by...

REGULATORY COMPLIANCE COSTS



- Good Distribution Practice (GDP) Guidelines
- Falsified Medicines Directive (FMD)
- New batch recording requirements
- Medical Devices (MDs) and In-vitro Diagnostics (IVDs) Regulations
- Veterinary Medicines Regulation

DECREASING REMUNERATION FOR HEALTHCARE DISTRIBUTORS



- Increase of direct sales
- Tendering for the distribution of selective products
- Price cuts in countries where distribution is remunerated as a percentage of the product price
- Increasing pressure on pharmacy remunerations
- Claw-back mechanisms

A Highly Regulated Sector

Building on an ambitious political agenda put forward by the European institutions, the regulatory environment in the field of healthcare products distribution faces an ever-increasing complexity.

GIRP currently monitors more than 30 key policy instruments, either already in force and implemented, or currently being debated by the European legislator.

revision of the General EU Pharmaceutical Legislation

Artificial Intelligence Act

Veterinary Medicinal Products Regulation

Corporate Sustainability Due Diligence

Pharmaceutical Strategy for Europe

General Product Safety Regulation

Resilience of critical entities

Medical Devices Regulation

Energy Efficiency Directive

Medical Countermeasures

HERA Effort Sharing Regulation Falsified Medicines Directive

Cybersecurity Act

Data Act

Digital Services Act

Digital Markets Act

European Health Data Space

Data Governance Act



THERMO KING

The pandemic has brought many new challenges together with demanding requirements to the cold chain logistics. It also highlighted the importance of GDP Regulations as a key factor in maintaining the safety, integrity and efficacy of bio-pharmaceutical products. GDP guidelines require a temperature-controlled environment for several stages of manufacturing, shipping and storage.

TK Pharma Solutions understands that the ability to demonstrate how each shipment is managed with precise temperature controls is crucial and has the expertise and solutions to support the entire pharmaceutical cold chain and cold storage applications with

- GDP protocol in 4 stages aligned with the EU directives
- GDP qualified portfolio from the long haul to the last mile, across land, sea, and air - with solution options from -70°C to +30°C
- Real-time tracking, monitoring and fleet management capabilities to demonstrate how each shipment is managed with precise temperature controls

Largest worldwide network of more than 500 service points in 75 countries offering service, expertise and scalability required to navigate the complexities of the pharmaceutical cold chain.

HERA

Drawing the lessons from the COVID-19 pandemic, in particular in terms of procurement and crisis preparedness, the European Commission adopted in September 2021 a new service, the European Health Emergency Preparedness and Response Authority (HERA). This new authority has been assigned a portfolio of 6 billion EUR in grants through different funding programmes and will be the forefront of crisis anticipation as a key actor in the field of health.

HERA in a nutshell



Portfolio of 6 billion EUR



Two phases of operations: ‘preparedness phase’ and ‘crisis phase’



Ensure swift access to safe and effective medical countermeasures in case of crisis, including emergency stockpiling

In addition to its primary role of crisis preparedness, HERA will manage a large portfolio of grants targeting the entire pharmaceutical supply chain, including full-service healthcare distributors.

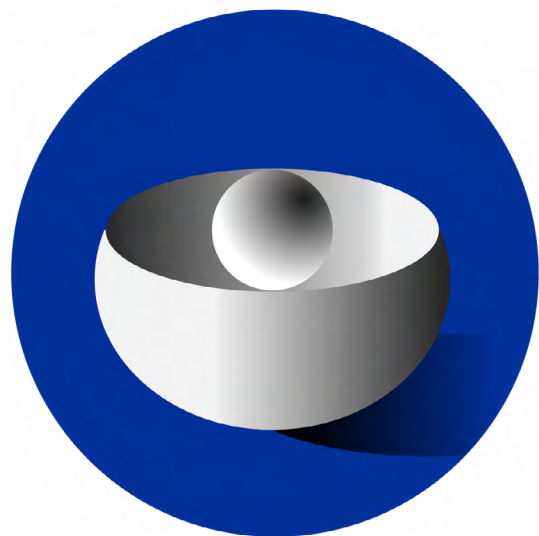
In focus:

Proposal for a directive on the resilience of critical entities

The recognition of the crucial role of full-service healthcare distributors in the pharmaceutical supply chain both during the COVID-19 pandemic and outside of crisis time is a key priority for GIRP. As the European Commission published in December 2020 a proposal for a directive on the resilience of critical entities, GIRP saw the opportunity to ensure the recognition of full-service healthcare distributors on the European level. GIRP’s input was welcomed and integrated within the text in the European Parliament and is now awaiting approval at the stage of interinstitutional negotiations. Final approval expected in Q2-Q3 2022.

New mandate for the European Medicines Agency

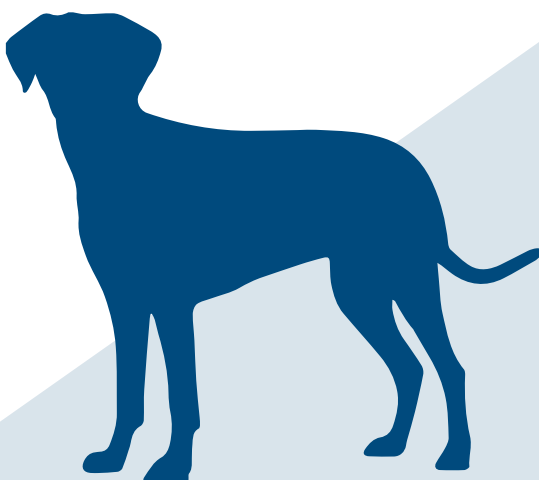
With the entry into force of the new mandate of the European Medicines Agency on 1 March 2022, the completion of the European Health Union, initiated by the European Commission back in November 2020, is getting closer. The new mandate of the European Medicines Agency is a significant step forward for the protection of health throughout the European Union as it fosters preparedness through a better use of data, monitoring of epidemiological situations and the establishment of a European Shortages Monitoring Platform (ESMP).



Throughout the review process of the proposed directive, GIRP has worked closely with the European institutions to promote a European-shortages monitoring system based on existing national infrastructures collecting relevant data from all supply chain stakeholders and with data-sharing firmly in compliance with competition laws. GIRP indeed successfully had article 9.3 of the initial proposed text removed which could have seen full-service healthcare distributors having to share highly sensitive commercial information.

Veterinary Medicinal Products Regulation and Good Distribution Practices

Adopted in December 2018 but entering into force only on 28 January 2022, the Veterinary Medicinal Products Regulation has already posed a notable number of issues in its implementation. Following the provisions of the regulation, the European Commission has also developed and adopted veterinary Good Distribution Practices to complement the instrument, based on the model of GDPs for products for human use. GIRP successfully lobbied on this file.



Revision of the General EU Pharmaceutical Legislation

Over 20 years ago, the Directive 2001/83/EC on the Community code relating to medicinal products for human use was voted in, still currently regulating healthcare distribution activities. The European Commission has announced its evaluation and revision of the General EU Pharmaceutical Legislation due to be released by the end of 2022.

GIRP's main recommendations

Abolish unjustified supply quotas based on legal and ethical grounds

Place separate obligations on both Marketing Authorisation Holders (MAH) and pharmaceutical full-line wholesalers

Ensure the free flow of medicines within the EU Single Market

Work toward strengthening existing obligations for supply chain actors and a better framework to clarify the initial meaning of Article 81, paragraph 2 and 3 of Directive 2001/83/EC in Member States legislation.

Provide for an enforceable (by NCAs) right for pharmaceutical full-line wholesalers to be appropriately and continuously supplied by MAHs with the full range of products, to fulfil the needs of patients in an appropriate manner.

Foresee a general revision of the wholesale distribution licensing system and introduce a distinction between full-line wholesalers carrying out a public service obligation or function and other distributors, storing and distributing by choice only a selective range of products.

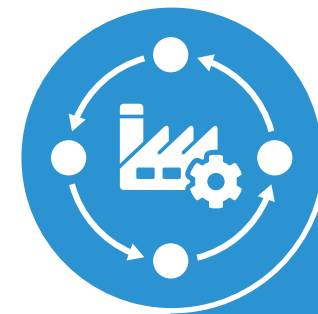
Supporting European Institutions and Patients in Mitigating Medicines Shortages

Full-Service Healthcare Distributors' role in mitigating medicines shortages



Full-service healthcare distributors commit to:

- » carrying and distributing the complete assortment of products in range and depth within the frame set by the authorities and the market;
- » continuously ensuring product availability to patients within a matter of hours (average delivery time in 6 key European countries is 2.5h);
- » creating and maintaining quality standards that ensure safety and integrity of the medicine;
- » performing a public service obligation/function and participation in public health programmes.



By stockpiling vital medicines, full-service healthcare distributors ensure security of supply in the event of an emergency or short-term demand surge. The buffer stocks held by full-service healthcare distributors — stocks held in accordance with Public Service Obligations (PSO) in many Member States — can absorb sudden peaks of demand as we have seen in the first weeks of the COVID-19 crisis hitting Europe. These buffer stocks are an essential function of the full-service healthcare distributors and are vital to the effective and efficient functioning of the healthcare sector in and out of crisis periods.



Full-service healthcare distributors have built a well-established distribution infrastructure in every country in Europe* that can ensure the appropriate and equitable distribution of products to all points of dispense.

*Exceptions are Malta and Cyprus where full-service distribution structures are not in place



In the event of a shortage or threat of, full-service healthcare distributors can also implement stock optimisation measures — on a needs-be basis — to restrict deliveries or the number of products dispensed which ensures fair access to products for all pharmacies, hospitals, clinics and ultimately patients who also need treatment.

As demonstrated during the course of the COVID-19 crisis, full-service healthcare distributors, thanks to their expertise, experience and infrastructure, have the capacity to swiftly react and adapt to respond to anticipated or verified shortages. That said, they can only do so within the limits of the products received.



BD Rowa™ - Partner of Pharmaceutical Logistics

BD Rowa™ stands for innovative and reliable solutions related to drug logistics. As a pioneer in automation and digitalization, the company develops and manufactures solutions for pharmacies, hospitals, the pharmaceutical industry and pouch packaging centers at its headquarter in Kelberg (Germany). BD Rowa has implemented more than 10,000 automated solutions worldwide.

The focus is on holistic system integration within the framework of optimal business processes. When dealing with pharmaceutical distribution centers, BD Rowa focuses on automation of slow and medium movers, reintegration of returned pharmaceutical products into the distribution process, as well as automated picking of narcotics and cold storage goods. BD Rowa is specialized in identification, inventory management and dispensing of single pharmaceutical products and facilitates to comply with the GDP guidelines. We are working together with strong partners, like SSI Schäfer, ensuring your competitive advantage through innovation and high performance.

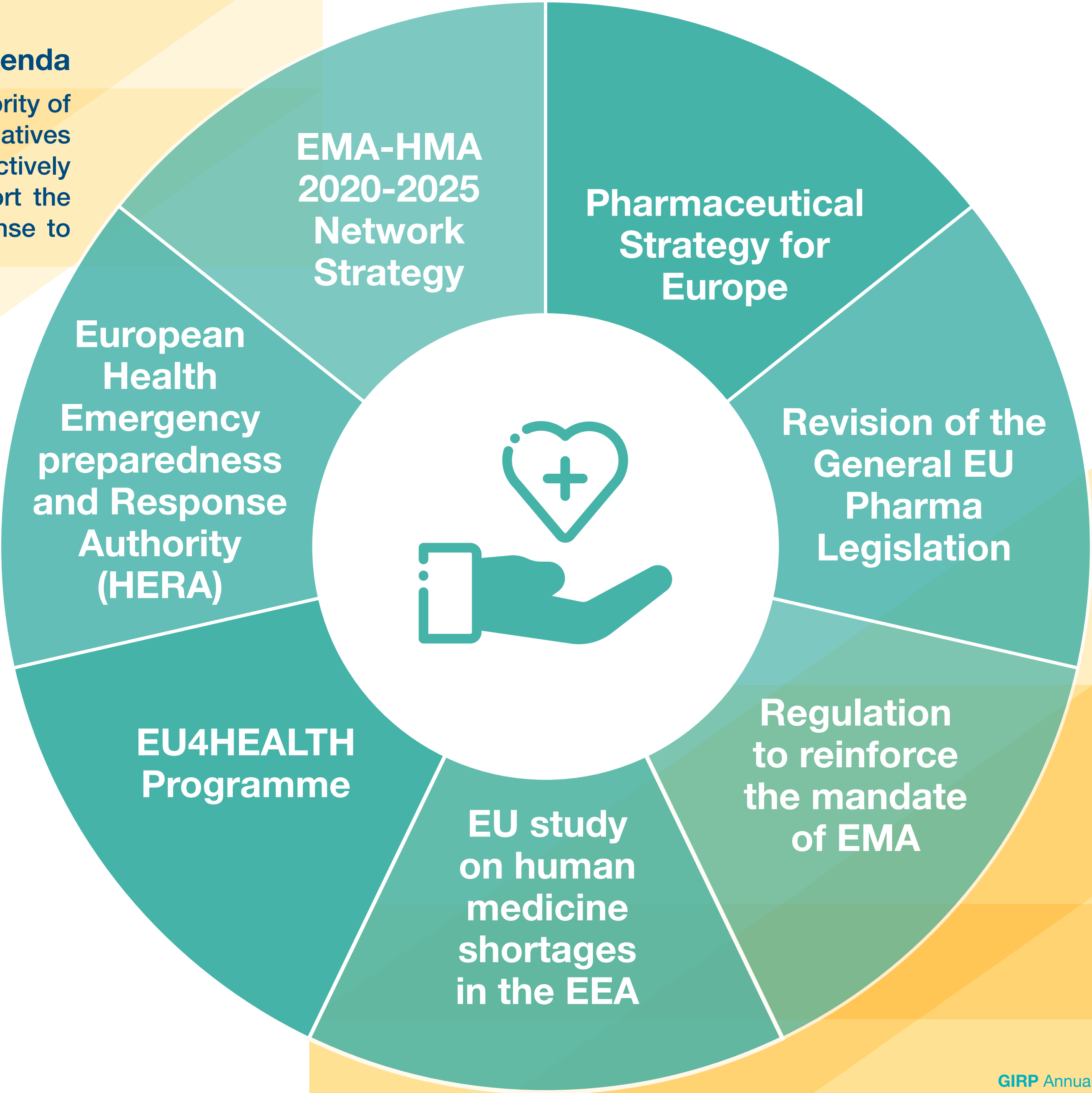
Worldwide, 900 employees are committed to the competent and reliable customer care. BD Rowa is part of the global medical device company Becton Dickinson (BD), with whom we share a vision for advancing the world of health.

For further information, please check:

<https://rowa.de/en/>

Mitigating shortages: a priority across the EU agenda

Mitigating the impact of medicines shortages is a key priority of the EU institutions and is covered across a series of initiatives and proposed legislations. GIRP and its members are actively working, alongside supply chain stakeholders, to support the European institutions in providing an appropriate response to the issue.



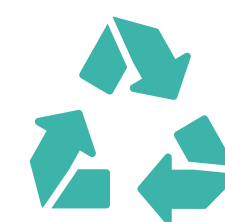
Full-Service Healthcare Distributors' Impact Towards a More Sustainable Future

The fight against climate change is a priority for GIRP members who strive to adapt their business models and practices to reduce their carbon footprint and their impact on the environment. Following the forward-looking political and legislative agenda of the European institutions and its Green Deal, GIRP ensures the representation of the interest of its members who all wish to contribute actively to a more sustainable future.

GIRP position

GIRP is continuously gathering the best practices implemented by its members to showcase the significant steps taken by full-service healthcare distributors to reduce their environmental impact. The unique position occupied by full-service healthcare distributors in the healthcare supply chain puts our sector in a crucial role in the protection of the environment. In particular, the function of pooling resources and **bundling** of orders, thereby minimising the number of transactions, is a key feature which distinguishes full-service healthcare distributors from any other stakeholder in the healthcare sector, as they are able to assemble products and reduce the number of kilometres driven in the delivery of medicinal products to all patients in Europe.

In addition, GIRP members implement a wide range of solutions such as:



EFFICIENT RECYCLING AND WASTE REDUCTION



INCREASE IN USE OF SUSTAINABLE ENERGY



REDUCTION IN ENERGY CONSUMPTION



GREENER TRANSPORTATION

Building on these best practices, GIRP elaborated its stance and put together a position paper on sustainable and green healthcare in Europe to promote the efforts endeavoured by its members.

The Rise of Full-Service Healthcare Distributors Against COVID-19

Throughout the COVID-19 crisis, full-service healthcare distributors have proven their resilience and efficiency in ensuring continuous supply of medicines. Full-service healthcare distributors put in place successful contingency plans to respond to unprecedented levels of demand in a rapid manner. Government, customer, and patient confidence in the supply chain at community level was maintained and is stronger today than it ever was.

Full-service healthcare distributors proved essential to meeting the EU vaccination targets, distributing 344.75 million COVID-19 vaccines across the EU in 2021 – adding up to over 1/3 of all vaccine's doses.



344.75 million
COVID-19 vaccines
distributed
across the EU
in 2021

With Member States and the healthcare supply chain fully engaged in one of the most important immunisation efforts in living memory, full-service healthcare distributors have demonstrated their ability to adapt to the extraordinary requirements imposed by the unrolling of the new vaccines. As vaccines rollout debuted in March last year, **full-service healthcare distributors, handling 100% of COVID-19 vaccines distribution across 9 Member States, and playing a crucial role in vaccines deployment in 9 other EU countries to communities through vaccination centres, hospitals, general practitioners, and pharmacies** – adding to a total of salient involvement of full-service healthcare distributors in 18 Member States.

GIRP President Bernd Grabner reflects,

“As EU Member States began mapping out their COVID-19 vaccines distribution schemes, the robust experience, expertise, flexibility and strength of our sector proved full-service healthcare distributors are crucial partners in the swift and effective deployment of vaccines within the EU Member States.”

With more and more vaccines continuing to be developed and authorised and COVID-19 booster shots being deployed to almost all citizens, full-service healthcare distributors' involvement in distributing COVID-19 vaccines has been and will remain vital in making sure vaccines reach all communities across Europe,” he continues.

GIRP Director General Ms Monika Derecque-Pois urges:

“Full-service healthcare distributors longstanding experience, expertise and partnerships in the healthcare sector should continue to be leveraged to ensure efficiency, and ultimately success, in vaccinating as many citizens in the shortest possible timeframe and over the long term as we continue to administer booster and consider the future rollout of other vaccinations.”

As we enter 2022 with even more COVID-19 vaccines and treatments are being submitted for authorisation than last year, Member States must start deconstructing these costly centres and abrupt measures taken in the peak of the pandemic and relocate COVID-19 vaccinations back into communities through pharmacies and other community-based healthcare professionals, supported by their full-service healthcare distributors.



INCREASING EFFICIENCY WITH DATA-BASED DECISIONS AND AUTOMATIZATION

The effects of COVID-19 are still noticeable in the healthcare industry. Although the course of the pandemic is developing towards an endemic and the pharmaceutical market appears to have largely stabilized, we will be dealing with Corona and its consequences in the years to come. Wholesalers and pharmacies still make a significant contribution to a functioning pharmaceutical supply chain.

To always be able to correctly assess market situations in such dynamic times, high-quality data and analytics are most important. In addition, the digitization of business processes has been strongly pushed during the pandemic, which has brought topics such as short-term tracking and modules for market observation to the fore. With our expertise and our individually adapted big data solutions, we supply our customers and partners with reliable online analytics in real time. And due to the ongoing pressure for higher efficiency, data-based automation is becoming crucial. This includes automated processes and data learning for adjusting stocks to demand, for forecasting seasonality, or for pricing questions. The pressure for optimization is even more high, as the new political uncertainty in Europe will raise additional costs we all have to bear.

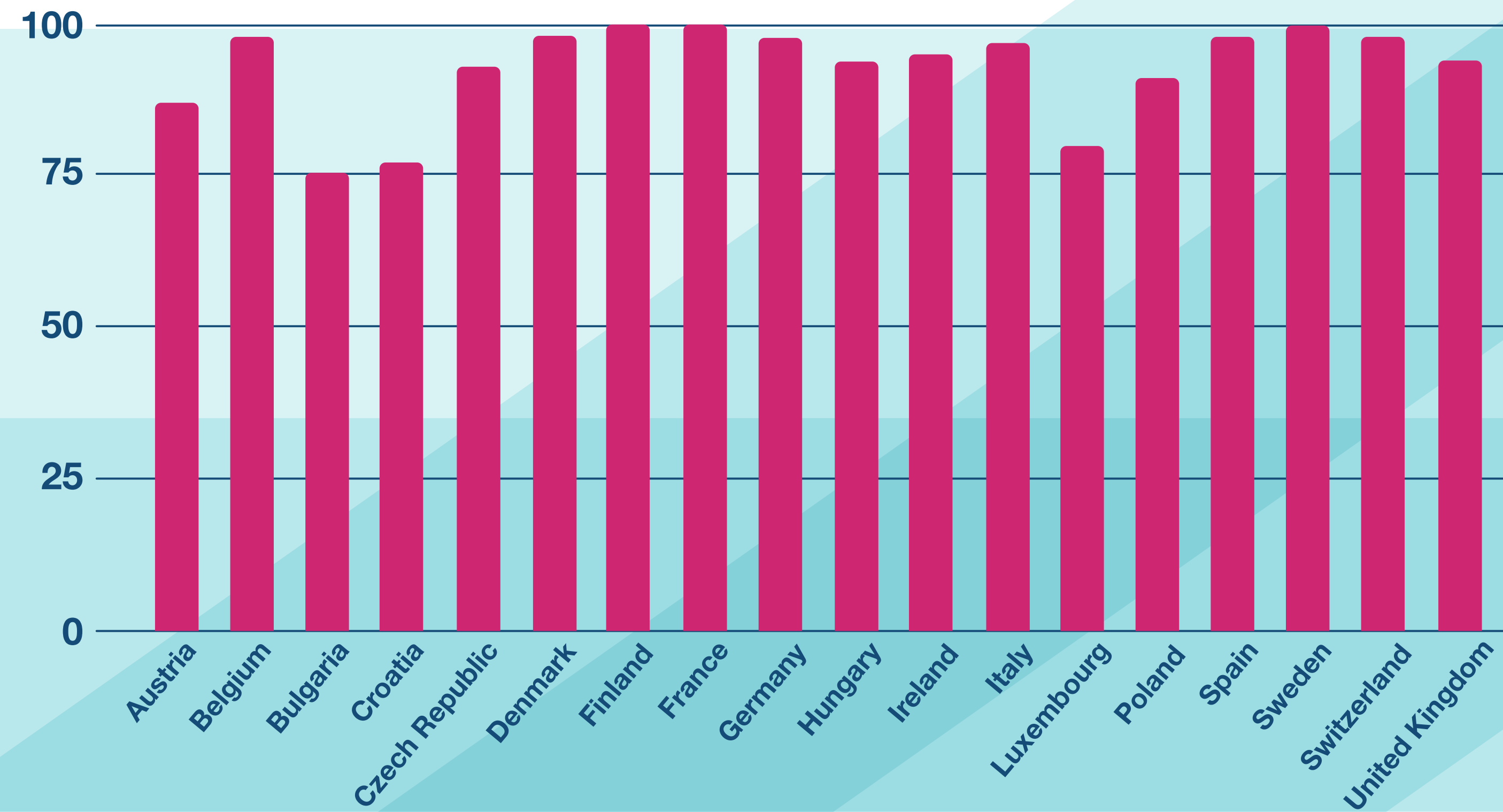
We are looking forward to continuing to support GIRP and its members and to meet you personally again. Further information can be found at: www.insight-health.de

Digitalisation in the Healthcare Sector

Digitalisation is also a key part of the modernisation and sustainability of the pharmaceutical sector. The COVID-19 has considerably accelerated the digital transformation of the healthcare sector, highlighted the need for change and for a more sustainable and resilient system. All along the pharmaceutical supply chain, digitalisation is significantly impacting our sector: from the digitalisation of health professionals' skills to innovation in data protection, especially related to health.

GIRP members have made digitalisation their priority, always focusing on new solutions and innovations. In 2020, at least 80% of all orders were received electronically in almost all member countries, with some member states getting close to 100% or orders received electronically.

Percentage of orders received electronically



Source: GIRP data 2021



RightHand Robotics builds a data-driven intelligent picking platform, providing flexible and scalable automation for predictable order fulfillment. We solve real-world warehouse problems via digitalisation that promotes supply chain safety, efficiency, and sustainability.

The RightPick™ system uses AI and machine learning to perform model-free picking, running on an industrialized edge computing platform. The system reliably handles a wide range of products at high rates (up to 1200 units per hour), working autonomously and with high availability.

The RightPick system features an intelligent, multi-function gripper and capabilities such as damage-free picking, rapid retry, and optimized outbound fill volume. Combined with automated goods-to-person inventory storage systems, the RightPick platform increases fulfillment capacity and provides up to a 10x boost in overall labor productivity.

The RightPick system is the most complete offering serving the industry today - easy to own, operate, and integrate, and providing turnkey accountability for picking performance with field-proven reliability.

Smartphones are gaining importance also in the healthcare sector. New applications are being created so that patients can order medication on their smartphones. Pharmacies in Europe are expanding their service digital range by joining forces with e-health providers to offer new and innovative solutions to connect with their customers. They also offer digital training for their staff to gain valuable experience in the field as they are aware what a complex and diverse undertaking the digital transformation of the healthcare sector is.



However, the success of the digitalisation relies on leadership and bold policy decisions. It requires investments which, if targeted well, can deliver considerable returns. The European Commission is determined to set all necessary pre-requisites for a European Digital Decade. Since 2014, several steps were taken to facilitate the development of a data-agile economy, such as the Regulation on the free flow of non-personal data, the Cybersecurity Act, the Open Data Directive and the General Data Protection Regulation. Since the start of the Von der Leyen Commission, the goal is to make Europe “Fit for the Digital Age”.

GIRP is aware that digitalisation is a very complex topic that places different demands on our members. We are ready to get involved and achieve, together with our members and the European institutions, a digital evolution of the healthcare sector. For that, we are closely monitoring the EU’s agenda for digitalisation including the following:

- Digital Services Act (DSA)**
- Digital Markets Act (DMA)**
- European Data Strategy**
- Data governance Act (DGA)**
- Data Act**
- Artificial Intelligence Act**
- European Health Data Space (EHDS)**
- The Network and Information Security Directive 2 (NIS2)**
- Cybersecurity Act**

More information on the initiatives in detail be found [here](#).

New Digitalisation Working Group (DWG)

In February 2022, the GIRP Board approved the proposal to set up a Digitalisation Working Group (DWG). Participation will be open to the staff of any GIRP full member company or association with digital expertise or the willingness to gain some. The meetings will take place on demand but there will be more frequent meetings at the beginning to catch up with the backlog. The aim of the DWG is to discuss the EU’s agenda for digitalisation as well as the digital services offered by GIRP members to understand what their challenges are and what issues should be taken to the EU institutions to support the development. GIRP’s overall goal is to understand its members advancements, interests and needs in order to inform the European institutions about which regulatory changes are needed to bring forward the digitalisation in the Healthcare Sector.

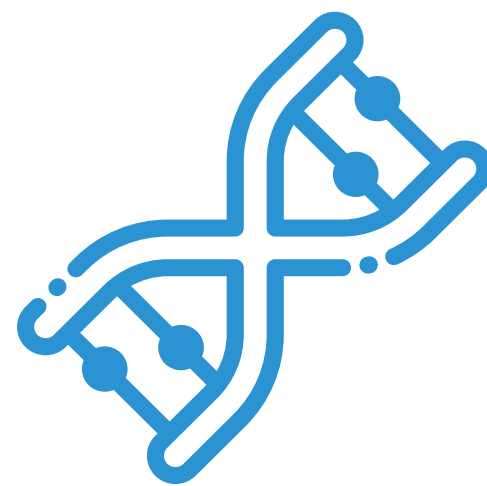
European Healthcare Value Chain Network

About the European Healthcare Value Chain Network

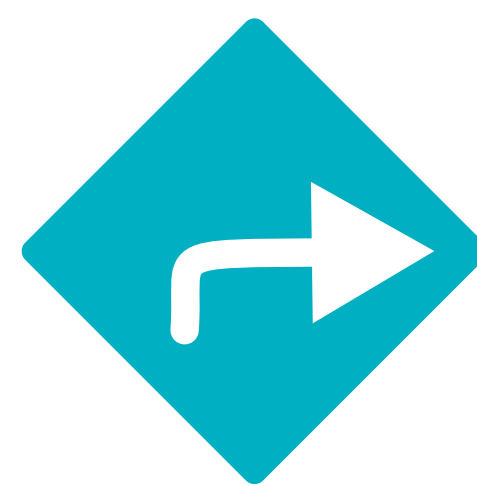
Members of the Healthcare Value Chain Network understand that collaboration is the key to better serving this mission and have created this platform to further stipulate exchange, learnings, and expertise amongst supply chain stakeholders. We believe that increased collaboration creates opportunities for improved and sustainable business models and can help deliver meaningful solutions for better patient care!



Cater and improve
patient experience



Build networks
with healthcare
partners



Increase supply
chain flexibility



Create trust and
transparency

European Healthcare Value Chain Forum 2022

The European Healthcare Value Chain Forum 2022 explored the digital transformation of healthcare, highlighting the compelling need for deeper collaboration in the supply chain to provide value-based care to citizens.

In two sessions, the event elaborated how new digital tools and innovative technologies will help us improve our value chain network to transform the foundation of healthcare provision through deeper collaboration.

The second session highlighted sustainable best practices and explore how we can partner up to deliver effective and efficient care pathways to create positive and sustainable patient experience and outcome.

SSI SCHAEFER

Intelligent piece picking solution by SSI Schaefer won Best of Industry Award 2021

The Best of Industry Award rewards the most outstanding products and solutions in the industry. The piece picking solution by SSI Schaefer convinced with maximum process reliability and high performance in the category industrial engineering & material flow.

Particularly in the healthcare sector, product and order safety are of utmost importance. With zero-error tolerance to guarantee patient safety, modern robotics scores as an integral part of efficient and economical logistics. The intelligent robotic application of SSI Schaefer guarantees error-free picking and thus maximum process safety in single-piece picking – without any performance impact. With 900 picks per hour, it enables the highest performance available on the market with 100 percent product verification at the same time. By combining technologies and artificial intelligence, unprecedented picking quality can be achieved.

To learn more, visit ssi-schaefer.com



©SSI SCHAEFER

GIRP IN ACTION

2687
social media
followers

292
number of
participants
to GIRP events

256
external
events

71
newsletters
sent

61
meetings with
supply chain
stakeholders

19
presentations
given at
conferences

431
conference
calls held

75
GIRP events,
webinars and
committee
meetings

23
FMD related
meetings

About GIRP

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

33
countries

including all EU/EEA/EFTA countries (except Cyprus and Iceland), as well as China, Russia, Serbia and Turkey



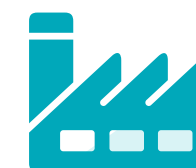
750+ 1,260 full-service healthcare distributors warehouses



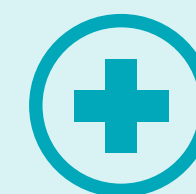
Safe and sufficient supply of over 100,000 products



15 bn packs of medicines/year
62 mio packs of medicines/day



From 3,500 manufacturers to



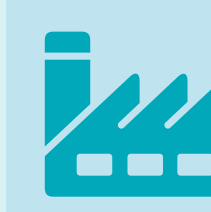
200,000 pharmacies & healthcare professionals across Europe



2.5h
Average
delivery
time



35
Different
products
per delivery



18.8
Different
manufacturers
per delivery

GIRP members count
140,000
employees

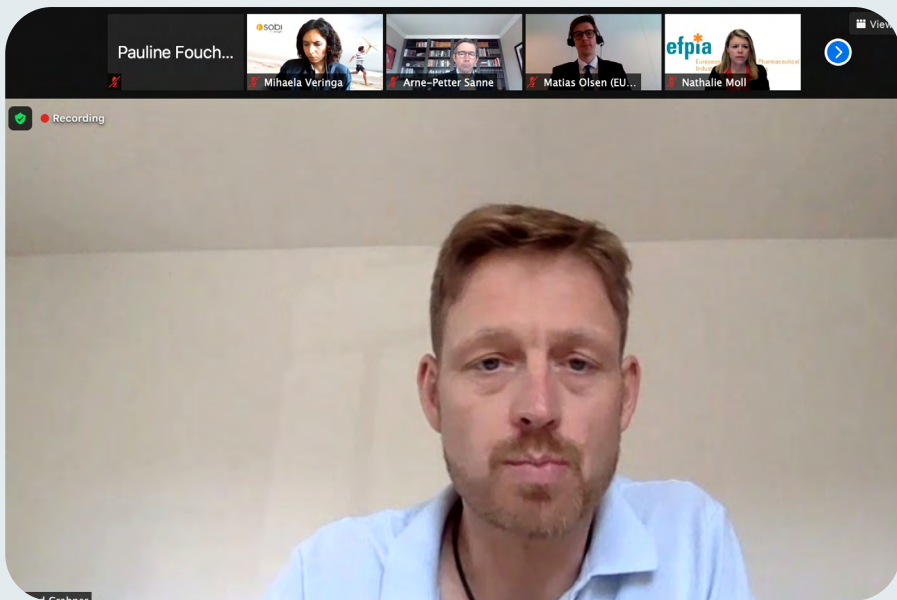
Quality, integrity, excellence

GIRP members are trusted supply chain partners
the vital link in healthcare

A Year in Review

27 April 2021

On the invitation of the World Health Organisation (WHO), GIRP participates to the consultation on the Oslo Medicines Initiative for better access to effective, novel, high-priced medicine. GIRP called on the international and EU institutions to make use of healthcare distributors' expertise and infrastructure to ensure fair and safe access for all.



 [See the full statement here.](#)

27 April 2021

GIRP responded to the European Commission's call for feedback on the revision of the EU general pharmaceutical legislation. [In its submission](#), GIRP identified 4 key areas:

- 1. Provide a fit-for-purpose regulatory framework to ensure safe, efficient, and fair access to medicines.
- 2. Unified definition for medicine shortages.
- 3. Identifying medicines shortages root causes and implementing an EU shortages monitoring platform
- 4. The Commission should consider measures proportionate with cost impact on the sector vis-à-vis the intended goals of the revision.


29 April 2021

Director General, Monika Derecque-Pois, participated to a high-level event organised by the Portuguese Presidency of the European Council on Availability, Accessibility, Affordability of medicines and medical devices. Alongside representatives of the European Commission and other stakeholders of the supply chain, she discussed GIRP's recommendations to improve access to medicines for all.



3 May 2021

GIRP joined 23 other national and European health organisations to sign the "Porto Declaration, calling on European institutions to contribute to health systems that are more inclusive, more focused on people and health promotion, more resilient, more sustainable and more innovative."

 [Please refer here to access the English version of the document.](#)

12 May 2021

GIRP participated to the consultation on the creation of HERA and called for mapping of existing infrastructure to respond to cross-border health crisis and for a balanced stockpiling at national and EU level.

 [See GIRP's full submission here.](#)

27 May 2021

GIRP organised in partnership with SME Europe and MEP Pernille Weiss a webinar on the Pharmaceutical Strategy for Europe. The discussion focused on how the strategy will require a high-level of coordination and cooperation between all supply chain stakeholders and European and national authorities to promote innovation in the supply chain.

18 June 2021

GIRP and IQVIA convened a webinar entitled: "COVID-19: where are we now and what is to come?" to explore the next phase of the pandemic from various angles.

July 2021

Launched in February 2021, GIRP secures its position in the European Commission Structured dialogue on security of medicines supply across three of the four workstreams: Robust supply chain (WS1), Vulnerabilities (WS3) and Innovation (WS4). After 3 months of weekly meetings and calls and drafting of reports, the workstream reports were finalized in July 2021. The final reports are available for [Workstream 1](#), [Workstream 3](#) and [Workstream 4](#).

1 July 2021

GIRP issued a joint statement with Vaccines Europe on the roll-out of the influenza vaccination campaign 2021/2022. In this statement, GIRP and Vaccines Europe alerted that the parallel deployment of COVID-19 and influenza vaccination programmes may pose significant challenges, which would need to be promptly anticipated and addressed to ensure continuity in and high uptake of available vaccinations in the population.

 [Please refer here for the full statement.](#)

20 July 2021

GIRP answered the Stakeholders' Targeted Consultation launched by the European Commission on EU4health related priorities, strategic orientations, and needs.

 [See full submission here.](#)

22 July 2021

GIRP answered the consultation launched by the European Commission on the future European Health Data Space.

 [See full submission here.](#)

18-19 October 2021

In Cascais, Portugal, GIRP was delighted to hold its first physical meeting in over 18 months. Opened by European Commission Vice-President for Promoting our European Way of Life, Mr Margaritis Schinas, the conference gathered experts on individual-centric wellbeing services and touched on the digitalisation and CSR for the future of healthcare.



November 2021

GIRP published a statement on COVID-19 Vaccines Distribution to advocate for EU Members States to recognise the available infrastructure that is the full-service healthcare distribution sector and to mobilise this expertise and experience to deal with all future COVID-19 related vaccines, treatments, and booster shots.

 [Please refer here for the full statement.](#)

16 November 2021

On the evening of 16th November 2021, key pillars and actors of GIRP's community and network gathered for an evening of reflection, remembrance and celebration for the 60th anniversary of GIRP's founding in 1960. A magical blend of both past and present, old friends and longstanding partners came together to share stories and anecdotes, hopes for the future and memories from throughout the decades with special interventions from Dr Andrzej Rys, Directorate-General for Health and Food Safety at the European Commission and other catalysts from GIRP's history.

24 November 2021

The European Parliament votes in plenary the own-initiative report on the European Commission Pharmaceutical Strategy for Europe. GIRP welcomes the outcome of the report which recognizes full-service healthcare distributors as key actors in ensuring availability and accessibility to affordable medicines.

 [See full report here.](#)

21 December 2021

GIRP submits its response to the consultation on Revision of the EU general pharmaceutical legislation launched by the European Commission. GIRP calls for a distinction between pharmaceutical full-line wholesalers and other distributors as well as for the right to be supplied for full-line wholesalers, among other key recommendations.

 [Please refer here for the full statement.](#)

December 2021

GIRP and its members participated to the stakeholder survey on the evaluation and impact assessment of the EU general pharmaceutical legislation (Directive 2001/83/EC and Regulation (EC) No 726/2004. This consultation was carried out as part of a study commissioned by the European Commission in the context of the upcoming revision of the general pharmaceutical legislation.

25 January 2022

As part of the on-going work to build a strong European Health Union, the Council adopts the Regulation revising the mandate of the European Medicines Agency (EMA), taking an important step towards EMA's reinforcement in crisis preparedness and management for medicinal products and medical devices. The new rules will allow the Agency to closely monitor and mitigate shortages of crisis relevant medicines and medical devices during major events and public health emergencies and facilitate faster approval of medicines which could treat or prevent a disease causing a public health crisis. The adoption of a stronger mandate for EMA is part of the European Health Union package proposed by the Commission in November 2020.

14 - 15 March 2022

GIRP had the pleasure to organize its 7th edition of the Supply Chain Conference in Dublin, Ireland. Topics discussed were the lessons learned from the pandemic, the digital future of the supply chain, as well as the extent to which sustainability and climate change invite us to rethink the distribution of medicines.



20 March 2022

GIRP issued recommendations on the rising costs of fuel and energy prices, highlighting the impact on full-service healthcare distributors. On 24 March, the paper was picked up by POLITICO and featured in an article on the impact of inflation on Europe's medicines supplies, namely from the perspective of wholesalers and manufacturers!

 [Read more here!](#)

25 March 2022

As action becomes ever more urgent on climate change, GIRP published its recommendations and best practices examples from full-service healthcare distributors to towards tackling climate change and securing a sustainable future for all. GIRP members are committed to strengthen the links between all stakeholders involved in health products distribution in order to meet the patients' need while simultaneously making the conscious effort to reduce their overall carbon footprint by adopting greener and more efficient distribution practices.

 [Read more here!](#)

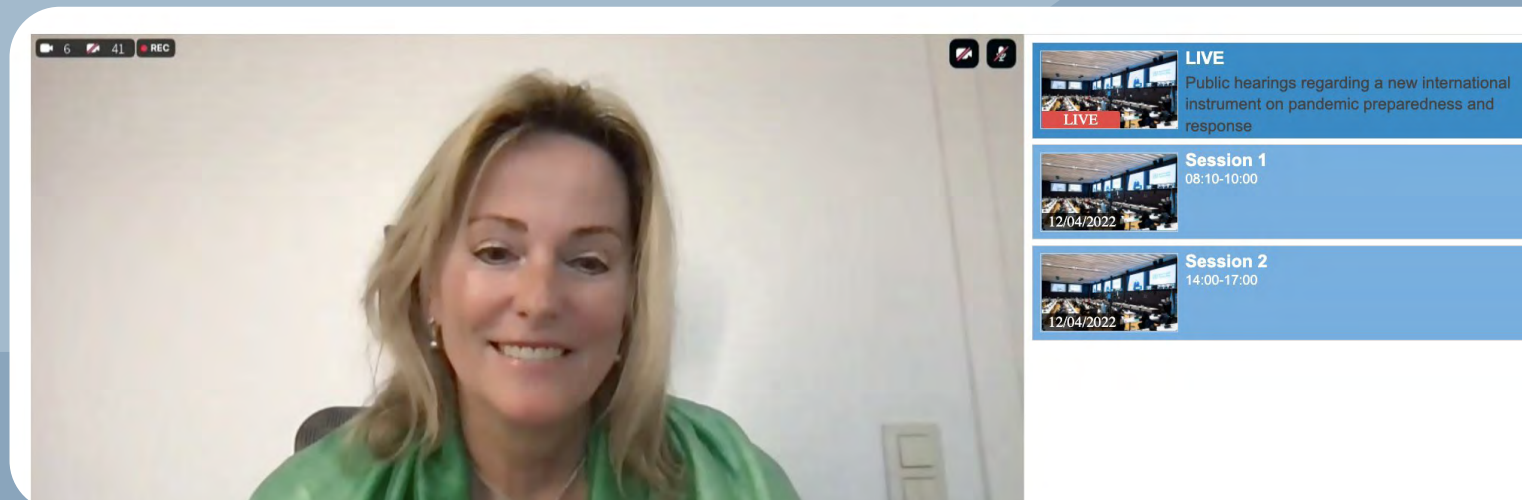
29 March 2022

GIRP organizes its Medical Devices Regulation Webinar. Considering the turbulent entry into force of the so-called MEDEV regulation, GIRP gathered expert speakers from the European Commission, AESGP, MedTech Europe and United Drugs Ireland to discuss the challenges encountered in the application of the new regulation.



13 April 2022

Director General, Monika Derecque-Pois, joint the World Health Organisation's hearing regarding a new international instrument on pandemic preparedness response, highlighting the vital role of full-service healthcare distributors to ensure the continuous supply of medicines to patients as well as to maintain an unwavering, unshakeable supply chain during a pandemic.



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

2021 GIRP Annual Meeting and Conference

#GIRPAMC2021 in numbers

139 CONFERENCE PARTICIPANTS

20 COUNTRIES

22 EXPERT SPEAKERS

4 SESSIONS

5 INVALUABLE KEYNOTE ADDRESSES

After an 18-month hiatus in travels, GIRP was delighted to convene its audience back together in Lisbon, Portugal for the 62nd edition of the Annual GIRP Meeting and Conference on the topic of **Health 5.0: towards individual-centric wellbeing services**.

In a highly inspirational introduction, European Commission Vice President for Promoting our European Way of Life, Mr Margaritis Schinas, praised the work carried out by full-service healthcare distributors as key partners in the unrolling of COVID-19 vaccination campaign across the EU which he described as “a lesson to all who doubted the unity of the EU”.

Mr Schinas was followed by Dr. Diogo Serras Lopes, Portuguese Secretary of State for Health, who highlighted the shift in focus at Portuguese but also European level beyond treating patients towards partnering with supply chain stakeholders to make treatments the exception rather than the norm.

GIRP was later extremely proud to welcome Mr Hubertus Von Baumbach, Chairman of the Board of Managing Directors, Boehringer Ingelheim via video message who spoke about the value of collaboration between stakeholders and even more so to welcome on stage Mr Tony Mauro, President, Developed Markets at Viatris who addressed market environment and critical issues, such as pressure on public spending, fluctuating product demand and supply chain security.

Kicking off the second day of the conference, Mr Rui Santos Ivo, President of INFARMED, the Portuguese Medicines Agency shared with the audience the highly successful COVID-19 vaccination campaign in Portugal which was seeing at the time one of the highest vaccination rate across the European Union.

The Portuguese panel later followed, gathering the stakeholders of the supply chain in the Portuguese context who addressed their key priorities and challenges, including ensuring equity and proximity of access to patients throughout the pandemic.

The last leg of the conference facilitated a key exchange about the essential aspects of the digitalisation of the healthcare supply chain. Following a compelling keynote address from Mr Stefan Herfeld, Executive Board Member Commercial & Marketing from the PHOENIX Group, our panel discussed how to best use digitalisation in the supply chain and the related data as a tool to promote the patient-centric approach.

A dedicated panel also focused on a more sustainable healthcare supply, featuring best practice example from the membership.

IQVIA later showcased in their deep insight into future-proofing trends in healthcare and last not least, Mr Steve Collis, Chief Executive Officer of AmerisourceBergen, shared his own vision on the future of healthcare and the opportunities for healthcare distribution in the area of digitalisation with patient-centric approach.



GIRP's 60th Anniversary

On 16 November 2021, GIRP celebrated its 60th anniversary of its founding in 1960. The event brought together key pillars and actors of GIRP's community and network for an evening of reflection, remembrance, and celebration with key interventions from Dr Andrzej Rys, Directorate-General for Health and Food Safety at the European Commission and others associated with GIRP throughout the years.



For over six decades, GIRP and its members, as the full-service distribution sector, have been regarded a key pillar in the healthcare systems. As the vital link in healthcare, GIRP members distribute around 15 billion packs of medicines per year, as well as a wide range of medical devices, in-vitro diagnostic devices, veterinarian medicinal products, food supplements, and other healthcare related products to pharmacies, hospitals, and other healthcare dispensing points. During this year European full-service healthcare distributors were heavily engaged in the distribution of COVID-19 vaccines and are in 8 countries exclusively in charge for the national vaccines deliveries.

GIRP started out largely as a meeting platform and through support and collaboration from its membership and network, has transformed into an effective and professional lobbying organization. What were once social conversations are now EU-level actions. GIRP has metamorphosed into the go-to expert association on full- service healthcare distribution across Europe and our key role in ensuring affordable and accessible medicines to all European citizens is both recognised and applauded.



GIRP remains grateful to its member and network for their invaluable contributions to the strides GIRP has made over the years to build our voice and our network, to challenge and overcome all barriers and obstacles GIRP has faced since moving onto the map. GIRP is proud to celebrate this grand milestone and looks forward to many more years of close collaboration and continued success with its community and partners.



GIRP Supply Chain Conference 2022

The 7th edition of the GIRP Supply Chain Conference took place on 14 and 15 March 2022 in Dublin, Ireland. As the first fully in-person meeting of GIRP after two years of pandemic, participants from all around Europe showed a thorough enthusiasm and participated to the dynamic environment surrounding the two-day event, gathering representatives from the pharmaceutical industry, supply chain managers, healthcare experts and pioneers of the supply chain of tomorrow.

GIRP was honoured to welcome in person Ms. Emer Cooke, Executive Director of the European Medicines Agency, who flew over to Dublin just for this occasion and shared her insights on the role of the EMA during the COVID-19 crisis. Ms. Cooke also joined our high-level panel with Ms. Lorraine Nolan and Pr. Dr. Christa Wirthumer-Hoche, both at the head of, respectively, the Health Products Regulatory Authority in Ireland and Austrian Agency for Health and Food Safety, for a unique and thrilling discussion on the role of Medicines Agencies and the EMA during the COVID-19 pandemic.

To tackle the hottest topics of the pharmaceutical supply chain, GIRP convened more than 25 expert speakers to talk about sustainability, the management of ultracold products, the monitoring of shortages with the participation of Dr. Monica Dias from EMA and inputs from

Belgium and Irish Medicines Agencies as well as the distribution of COVID-19 vaccines at the occasion of which Ms. Catherine Cummins (United Drugs Ireland) showcased the success story of the distribution of COVID-19 vaccines in Ireland.

One of the highlights of the conference is the traditional G(M)DPs session, during which G(M)DP inspectors and authorities shared their experience on the most burning issues in the implementation of the Good Distribution Practices. More than a simple panel, this session allows participants to interact directly with the inspectors to discuss and gain clarifications on certain contentious points and to exchange on practical and daily issues encountered in the implementation of the guidelines. This year, GIRP had the pleasure to host GMDP authorities from Austria, Belgium, Spain, Ireland, and the United Kingdom.

[REVISIT OUR CONFERENCE](#)

[CHECK OUT OUR PROGRAMME](#)

[LEARN MORE ABOUT OUR SPEAKERS](#)



KEY POLICY RECOMMENDATIONS – GIRP PRIORITIES 2022 & BEYOND

GIRP strives for innovative, sustainable, and resilient healthcare systems across Europe and supports members ensuring timely access to healthcare products and services for all citizens.

- » Raising awareness and profile of the sector
- » GIRP is the sector's voice towards European institutions and other authorities as well as a trusted partner for healthcare stakeholders.
- » Strive for a supportive regulatory environment for our members
- » Provide a platform for the stakeholders in the healthcare value chain to facilitate the dialogue and exchange on best practices creating business opportunities for all.
- » Creating a platform to expand members' contact network and business opportunities.

GIRP UPCOMING EVENTS

- » GIRP 63rd Annual Meeting and Conference | 23-24 May 2022 | Berlin, Germany ([click here to register](#))
- » GIRP 8th Supply Chain Conference | 16-17 March 2023 | Madrid, Spain
- » GIRP 64th Annual Meeting and Conference | 22-23 May 2024 | Bucharest, Romania



Excellis Health Solutions is a global industry leading consulting firm in the supply chain and traceability space. We work with clients in the pharmaceutical and life science industry to implement technologies and processes to comply with global serialization requirements, supply chain digitalization and traceability business needs. In every case, we help our clients (from established Fortune 500 companies to start-ups) with strategy, consulting, solution selection, delivery and validation services to create value at every stage of their supply chain and ensure their business is fully compliant with new and changing legislation. Excellis Health Solutions is a part of NNIT.

www.excellishealth.com

www.excellishealth.eu

About GIRP

GIRP, the European Healthcare Distribution Association, is the umbrella organisation for full-service healthcare distributors in Europe. It represents the national associations of over 750 pharmaceutical wholesalers serving 33 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 ensure that every patient has access to his or her prescribed medicine whenever and wherever needed.

GIRP offers its members individual as well as collective support services and assistance affecting on a daily basis the business of full-service healthcare distributors. GIRP works with national association and company members through the provision of advice, information, statistics, and other data. The aim is to provide tailor-made services to match members' unique needs, priorities, and challenges.

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.



GIRP Board

2021 - 2023 Mandate



Mr Bernd Grabner
President
GIRP



Mr André Blümel
GIRP Vice-President
President
PHAGRO



Mr Kevin Kettler
GIRP Vice-President
Chairman of the Management Board and
President of McKesson International
McKesson Europe



Mr Eric Van Nueten
GIRP Vice-President
Member of the Board
NVGV-ANGR



Mr Carlos Varela Sanchez-Caballero
GIRP Vice-President
Vice Treasurer Governing Council
COFARES



Mr Olivier Bronchain
GIRP Treasurer
General Director
SECOF



Mr Rui Carrington
Member of the Board
ADIFA



Mr Emmanuel Déchin
Secretary General
CSRP



Dr. Antal Feller
President
HAPW



Mr Juan Guerra*
Senior Vice President and Managing
Director of International Wholesale
Alliance healthcare Europe



Mr Lothar Jenne
Managing Director
Max Jenne Arzneimittel
Grosshandlung KG (Pharma Privat)



Ms Mari Krass
President
ERHL



Dr. Michael Kuck
Chief Executive Officer
NOWEDA



Mr Domenico Laporta
Representative
ADF / Fedefarma Servizi



Mr Wolfgang Mähr
Head of Supervisory Board
Alliance Healthcare DE



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Interim Chief Executive Officer
Oriola



Mr Paul Reilly*
Member of the Board
Pharmaceutical Distributors
Federation (PDF)



Mr Martin Sawer
Executive Director
Healthcare Distribution
Association UK (HDA UK)



Mr Sven Seidel
Chief Executive Officer
PHOENIX Group



Mr Miguel Valdés
Director General
FEDIFAR



Mr Marc Werner
Chief Executive Officer
Galenica

Meet the 2022

GIRP Team



Monika Derecque-Pois
Director General



Martin FitzGerald
Deputy Director General



Pauline Foucher
Senior Manager Public Affairs



Aizhan Mamyrkhanova
Communication and
Events Manager



Clare Birmingham
Communication and Public
Affairs Executive



Valentin Plouchard
Regulatory Affairs Executive



Martina Gamer
Association Affairs Executive

* To be approved by the General Assembly in May 2022

** Since March 2022

GIRP Members

AUSTRIA	PHAGO Verband der Österreichischen Arzneimittelvollgroßhändler	LITHUANIA	LAPW Lithuanian Association of Pharmaceutical Wholesalers
BELGIUM	NVGV – ANGR Association Nationale des Grossistes-Répartiteurs en Spécialités Pharmaceutiques	LUXEMBOURG	HANFF - Global Health Solutions
BULGARIA	BATEL Bulgarian Association of Pharmaceutical Wholesalers	NETHERLANDS	BG Pharma
CROATIA	PHOENIX Farmacija, Medika, Oktal Pharma, Medical Intertrade	NORWAY	NAPW Norwegian Association of Pharmaceutical Wholesalers
CZECH REPUBLIC	AVEL Asociace velkodistributorů léčiv Czech Association of Full line Wholesalers	POLAND	Pelion
DENMARK	MEGROS Foreningen af medecingrossister Danish Association of Pharmaceutical Wholesalers	PORTUGAL	ADIFA Associação de Distribuidores Farmaceuticos GROQUIFAR Associação de Grossistas de Produtos Químicos e Farmacêuticos
ESTONIA	ERHL Estonian Association of Pharmaceutical Wholesalers	ROMANIA	ADRFR Asociatia Distribuitorilor si Retailerilor Farmaceutici din Romania
FINLAND	Tamro Oyj Finland	SERBIA	Serbian Chamber of Commerce - Group of Pharmaceutical Wholesalers
FRANCE	CSRP Chambre Syndicale de la Répartition Pharmaceutique	SLOVENIA	TZS Slovenian Chamber of Commerce, Pharmaceutical Full-line Wholesalers
GERMANY	PHAGRO Bundesverband des pharmazeutischen Grosshandels	SLOVAKIA	AVEL Asociácia veľkodistribútorov liekov Association of Medicines Distributors
GREECE	PAPW Panhellenic Association of Pharmaceutical Wholesalers and Qualified Pharmacists	SPAIN	FEDIFAR Federación Nacional de Asociaciones de Mayoristas Distribuidores de Especialidades Farmacéuticas y Productos Parafarmacéuticas
HUNGARY	HAPW Hungarian Association of Pharmaceutical Wholesalers	SWEDEN	LDF Läkemedelsdistributörsföreningen Swedish Association of Pharmaceutical Wholesalers
IRELAND	PDF Pharmaceutical Distributors Federation	SWITZERLAND	Pharmalog.ch Swiss pharma logistics association
ITALY	ADF Associazione Distributori Farmaceutici Federfarma Servizi	UNITED KINGDOM	HDA UK Healthcare Distribution Association
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