

EC Workshop on “Access to High Quality Pharmacy Services”

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— European Association of Pharmaceutical Full-line Wholesalers —



Criteria for pharmacy establishment

	AT	BE	CZ	FR	DE	IE	IT	NL
GEOGRAPHIC								
OWNERSHIP	*							

	NO	PL	PT	RO	ES	SE	CH	UK
GEOGRAPHIC						****		
OWNERSHIP	**	***				****		

* Up to 49 % of outside ownership possible

** Operational restrictions

*** Quantity restrictions (company's pharmacies must be limited to 1% of total pharmacies in 'voivodship')

**** State monopoly



Access to High Quality Pharmacy Services in the Netherlands

Marc van Gelder
CEO OPG Groep NV
Chairman Retail Council GIRP





Role of the regulator - setting the rules

Government responsibilities

Examples from The Netherlands

Secure quality

- pharmacy licence, qualified pharmacist
- minimum quality of pharmacy services
- professional standards

Secure accessibility

- insurance policy coverage
- dispensing GP's in rural areas
- competition between distributors

Secure affordability

- income related insurance premium
- competition between payors
- competition between providers



Role of market players

- playing the game, given the rules

Government responsibilities

Results of market forces at work: Examples from The Netherlands

Secure quality

- services: home delivery, consulting rooms
- competition on value added: compliance
- integrated supply chain: product integrity

Secure accessibility

- Number of pharmacies: + 22 % in 10 years
- Longer opening hours
- Direct to patient solutions

Secure affordability

- competition on distribution costs / efficiency
- economies of scale and scope (innovation)