



 **CAPDM** Driving | Healthcare

CANADIAN ASSOCIATION FOR PHARMACY DISTRIBUTION MANAGEMENT

Representing Healthcare Distribution in Canada 🍁



OUR VISION Ensuring safe, secure, and timely access to life-saving medicines and quality healthcare products for every Canadian.



OUR COMMITMENT IMPLEMENTING A STRATEGY FOR TOMORROW

Canada's pharmaceutical distributors continually streamline the pharmacy supply chain to reduce costs and save the healthcare system time and money. They maximize operational efficiencies through innovation, automation, IT, six-sigma capabilities and investments in new facilities.

A driving force in Canadian healthcare, CAPDM is committed to developing a new framework to compensate for a changing regulatory landscape, increased operating costs, and shrinking revenues due to the rapid decrease in pharmaceutical product pricing. CAPDM is engaged with governments and stakeholders to find a path forward to sustain Canada's gold-standard pharmacy supply chain. A supply chain that Canadians rely on every day.

CAPDM LEADERSHIP

A cross-industry Board of Directors drives a strategic direction that supports the CAPDM vision

Dimitris Polygenis
Board Chairman
President, Pharmaceutical Solutions and Specialty Health
McKesson Canada

Daniel Chiasson
President & CEO
CAPDM
*Non-voting member

Matthew Frisch
Vice President, Corporate Development Kohl & Frisch Limited

Ron Frisch
President & CEO
Kohl & Frisch Limited

Tanya Moore
Vice President,
Pharmaceutical Partnerships,
Shoppers Drug Mart Inc.

Erik Prieditis
Vice President,
Commercial Operations
Bayer Inc.

Michel Robidoux
President & General Manager
Sandoz Canada

David Simmonds
Senior Vice-President,
Communications and Public Affairs
McKesson Canada

John Targett
Director, Purchasing & Distribution
uniPHARM Wholesale Drugs Ltd.

Kevin West
Vice President,
HealthForward,
Innomar Strategies
(AmerisourceBergen)

CAPDM PROFILE WHAT'S INSIDE:

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DRIVING HEALTHCARE

With strong leadership, a patient focused vision, and a commitment to the long-term sustainability of a world-class pharmacy supply chain, CAPDM is vital to the delivery of healthcare in Canada.



In an industry that is as complex as it is vital, we play an **essential** role as a unifying force.



THE CAPDM STORY

Our full name is the Canadian Association for Pharmacy Distribution Management.

Since 1964, we have been representing an industry that provides an indispensable service to Canadians.

CAPDM members are pharmaceutical distributors, specialty distributors, and self-distributing pharmacy retail chains that supply Canadian pharmacies, hospitals and clinics with essential medicines.

We are advocates not just for pharmaceutical distributors, but also for drug manufacturer and retail pharmacy chain members. It can be a delicate balancing act because something beneficial to a member in one sector can be detrimental to one in another. We strive to find solutions that work across the industry.

UNITED ADVOCACY

Advocacy is our top priority. CAPDM represents the pharmacy supply chain with a united voice to stakeholders and governments at all levels, from coast to coast.

CAPDM builds industry consensus to leverage a strong platform to consult on ongoing healthcare policy and legislative issues, ensuring that our positions are heard by the stakeholders that need to hear it.

SUSTAINABILITY

The present economic environment poses sustainability issues for both pharmaceutical distributors and governments. A CAPDM Distribution Reimbursement Working Group is seeking to implement a national or pan-Canadian reimbursement model that presents a viable and stable platform for distributors while protecting governments from spiralling health costs.

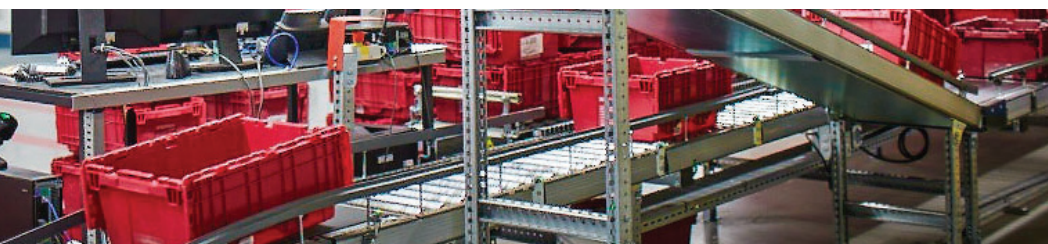
CAPDM is the **authoritative voice** to manufacturers, pharmacy and governments for the safe, secure, and efficient distribution of pharmaceutical products in Canada.

PRIORITY # 1

Protecting the viability and sustainability of a world-class pharmacy supply chain



We are the voice of an industry that more than ever, **needs to be heard.**



The most **advanced** industry you never think of...

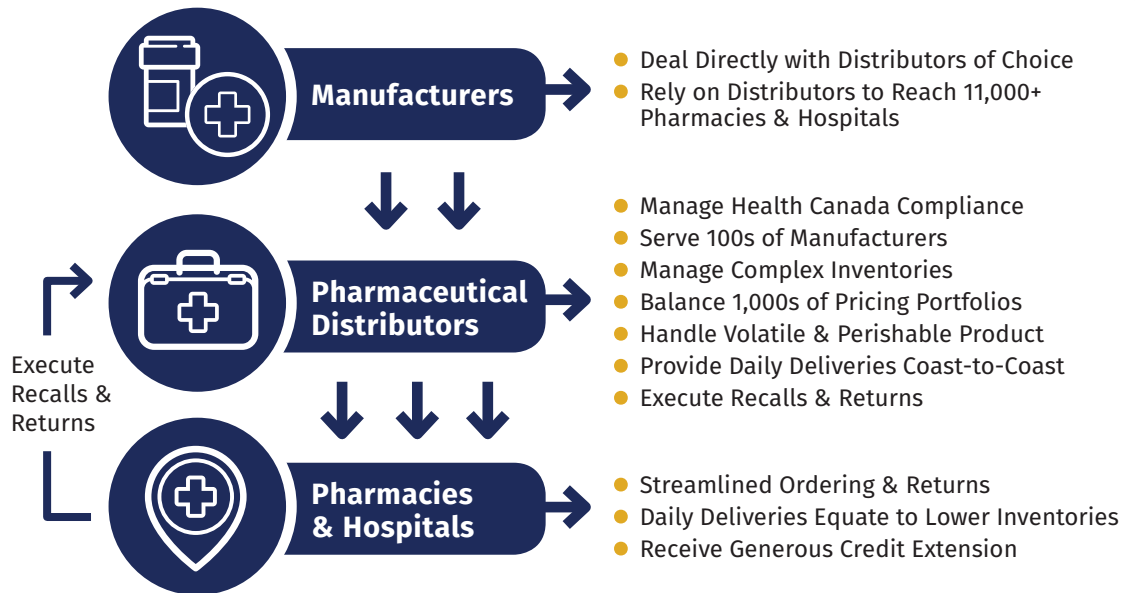


THE INDUSTRY STORY

Pharmaceutical distributors are responsible for the delivery of greater than 95% of all pharmaceuticals. Daily they reach Canada's 11,000+ pharmacies, hospitals and clinics. It is an essential service that few ever think of. We don't have to. That is because distributors execute this day-in, day-out service with precision, security, and remarkable efficiency so that we can count on getting the right drugs, to the right place, at the right time.

CAPDM's pharmaceutical distributor members manage ultra-efficient Health Canada compliant operations that protect patient safety while bringing transaction costs down.

Distributors keep a complex system moving with efficiencies that save Canada's health system over \$1 Billion per year



Distributors are responsible for executing recalls and managing drug shortages. This behind-the-scenes work requires painstaking care and attention, because getting it wrong could have dire consequences. As a result, distributors are obsessively efficient.



Vital to healthcare delivery, distributors handle OVER 95% of pharmaceuticals in Canada.

This requires processing more than 370 MILLION order lines annually



When required, distributors will transport one prescription to a remote pharmacy. Why, because somebody's life is depending on it.

COMPREHENSIVE INDUSTRY REPRESENTATION

MEMBER CATEGORIES

FULL CONSOLIDATED DISTRIBUTOR: A full-service wholesaler/distributor of pharmaceutical products, over the counter (OTC) products and other pharmacy related products to the retail trade at large, hospitals, or similar institutions

ALLIED DISTRIBUTOR: A full-service wholesaler to at least 25 wholly owned pharmacies, or to at least 25 pharmacies that collectively own the distributor. The distributor must also sell products to other retail pharmacies and/or hospitals

SPECIALTY DISTRIBUTOR: A licensed wholesaler whose primary business is the distribution of specialty pharmaceutical products

SELF-DISTRIBUTING PHARMACY CHAIN: An entity which owns, operates and/or franchises a minimum of thirty (30) retail stores engaged in the business of selling pharmaceutical products, sundries, health and beauty aids to the public with at least one distribution centre

ASSOCIATE MEMBERS: Manufacturers of both brand-name and generic pharmacy products, and service providers supporting the pharmacy distribution supply chain

CAPDM DISTRIBUTOR MEMBERS



ASSOCIATE MEMBERS

Manufacturer Members

- AbbVie Corporation
- Accord Healthcare Inc.
- Adapt Pharma Canada Ltd.
- Alcon
- Allergan Inc.
- Amgen Canada Inc.
- Apotex Inc.
- Aralez Pharmaceuticals Canada Inc.
- Astellas Pharma Canada, Inc.
- AstraZeneca Canada Inc.
- Auro Pharma Inc.
- Bayer Inc.
- Celgene Inc.
- Dr. Reddy's Laboratories Canada Inc.

- Ferring Inc.
- Gilead Sciences Canada, Inc.
- GlaxoSmithKline Inc.
- Hoffmann-La Roche Limited
- JAMP Pharma Corporation
- Janssen Inc.
- Lupin Pharma Canada Ltd.
- Merck Canada Inc.
- Mint Pharmaceuticals Inc.
- Mylan Pharmaceuticals ULC
- Natco Pharma (Canada) Inc.
- Novartis Pharmaceuticals Canada Inc.
- Novo Nordisk Canada Inc.
- Odan Laboratories Ltd
- Pfizer Canada Inc.
- Pharmascience Inc.

- Sandoz Canada Inc.
- Sanofi-Aventis
- Servier Canada Inc.
- SteriMax Inc.
- Takeda Canada Inc.
- Taro Pharmaceuticals Inc.
- TEVA Canada Limited
- Wellesley Therapeutics Inc.

Service Provider Members

- Accuristix
- ANB Canada Inc.
- ATS Healthcare Solutions
- Canadian Pharmaceutical Distribution Network (CPDN)
- FedEx Canada
- i2i fulfillment

- Inmar
- IQVIA
- Jones Packaging Inc.
- Kuehne & Nagel Ltd.
- Labworks International Inc.
- Lynden International Logistics Co.
- Pangaea Group
- Q&C Services
- Richards Packaging Inc.
- Skelton Truck Lines Ltd.
- Stericycle ULC
- Williams Pharmacalogistics Inc.



CAPDM works for its Members and
is made **stronger by its Members**



DRIVING MEMBER VALUE & ENGAGEMENT CAPDM DELIVERS...

Effective Stakeholder Engagement: CAPDM builds a strong platform to consult on policy and legislation insuring a collective voice.

Targeted Educational Programs: Signature Events and targeted education position members on the cutting-edge of industry.

Strategic & Collaborative Alliances: CAPDM connects trading partners and senior executives of supply chain organizations.

Leading Practices and Positions: CAPDM's advisory groups influence industry-wide initiatives and develop leading practices.

Increased Visibility: CAPDM continually raises awareness of the vital role of pharmaceutical distributors to Canadian stakeholders.

Results: CAPDM enhances business conditions to drive a safe, secure and efficient healthcare distribution system.

CAPDM ADVISORY GROUPS COLLABORATE, BUILD CONSENSUS, & ESTABLISH BEST PRACTICES

Advisory Groups represent all key pharmacy and health care supply chain systems. They showcase effective CAPDM member and stakeholder engagement.

Distributor Reimbursement Working Group

Continuous engagement with stakeholders and federal and provincial jurisdictions to identify and build a sustainable distributor reimbursement model that benefits both governments and industry.

Returns Advisory Group

Committed to improving conditions for specific product return categories.

Ambient Advisory Group

Examines new regulatory requirements that impact the transportation of ambient products with the goal of developing new best practices.

Regulatory Advisory Group

Monitors and responds to Health Canada's regulatory changes impacting CAPDM members, stakeholders and the pharmacy supply chain.

Advisory Groups will mobilize to address industry issues as they arise. These may include: Drug Shortage Advisory Group & Vaccine Advisory Group.



CAPDM PRESIDENTS' COUNCIL

The CAPDM Presidents' Council is an ongoing series that brings together Canadian healthcare leaders for an intimate conversation on issues that face the healthcare value chain. It is part of our commitment to bring together leading healthcare executives who at their core seek to drive better health solutions and improved patient outcomes.





CAPDM Signature Events & Communications

CAPDM SIGNATURE EVENTS

Annual Conference: A Working Summit: This industry conference provides a premier opportunity to tap into a dynamic pharmaceutical industry update. Active cross-industry delegate engagement positions this as a must-attend event on member calendars.

Executive Conference: This unique conference format provides two days of one-on-one appointment scheduling in a private forum between pharmacy distributors and their trading partners.

Boot Camp: These essential forums deliver comprehensive A-Z overviews of the pharmacy supply chain & the emerging technologies that impact the healthcare industry.

Member Forum: A dynamic morning business session addresses hot-button industry issues and the afternoon brings together members and trading partners for the annual CAPDM golf scramble.

COMMUNICATIONS

CAPDM keeps its members informed on issues and developments in the healthcare value chain with town hall webinars, e-bulletins, e-newsletters & @ www.capdm.ca Be sure to follow CAPDM on LinkedIn.



WWW.CAPDM.CA

Updates, speaker presentations, best practice documents, publications, event registration & news

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The Hallmarks of a CAPDM Signature Event

Keeping members
and stakeholders
on the cutting-edge
of industry trends,
driving cross-industry
collaboration and
strengthening trading
partner relationships.



Pharmaceutical distribution is more than a delivery...

It requires precise management of many complex supply chain activities to get the right medicines to the right patients at the right time, safely, securely, and efficiently. Pharmaceutical distributors protect patient safety and access to medicines.

Operating a Canada-wide network of secure world-class distribution centers, distributors are innovators, IT professionals, security specialists and efficiency experts that streamline the supply chain to reduce costs and provide substantial savings to the Canadian healthcare system.



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CANADIAN ASSOCIATION FOR PHARMACY DISTRIBUTION MANAGEMENT

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