GENERAL ASSEMBLY OF SFEE

April 4, 2014

GENERAL ASSEMBLY OF SFEE

April 4, 2014

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BoD of SFEE

President:

Konstantinos M. Frouzis
Vice President & General Manager of Novartis

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Pascal Apostolides
Managing Director of AbbVie
Yiannis Vlontzos
President of the BoD & Managing Director of Merck
Costantinos Evripides
Chief Executive Officer of Genesis Pharma
Nikos Kefalas
Managing Director of Janssen-Cilag
Konstantinos Panagoulias
Vice President of the BoD of Vianex
Marcos Gerassopoulos
Managing Director & General Manager of Sanofi

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Vasilis Niadas
President of Cana

Treasurer:

Nicholas Varelas
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Roberto Greco
Vice President & Managing Director of GSK
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Marios Kosmidis
General Manger of Win Medica
Constantinos Economou
President & Managing Director of Boehringer Ingelheim
Spyros Filiotis
Vice President & General Manager of Pharmaserve-Lilly

ΣfEE
ΣΥΝΔΕΣΜΟΣ ΦΑΡΜΑΚΕΥΤΙΚΩΝ ΕΠΙΧΕΙΡΗΣΕΩΝ ΕΛΛΑΔΟΣ

ANNUAL GENERAL ASSEMBLY OF SFEE'S MEMBERS

INVITATION

The Hellenic Association of Pharmaceutical Companies of Greece (**SFEE**)

Invites its members to the

ANNUAL GENERAL ASSEMBLY

Which will be held

on Friday, April 4, 2014 at **10:00**

in the ***Galaxy*** Hall of the ***HILTON*** Hotel.

Cocktails will be served after the meeting

Konstantinos M. Frouzis
President of SFEE

AGENDA

Friday, April 4, 2014
***Hilton*, Galaxy Hall**

ANNUAL GENERAL MEETING OF SFEE's MEMBERS	
09:30 – 10:00	**Arrival – Registration**
10:00 – 10:10	**1. Election of Chairman and Secretary of the General Assembly**
10:10 – 10:30	**2. Introduction-Speech of the President of SFEE:** K. Frouzis
10:30 – 11:40	**3. Critical issues for the Industry:** ▪ Pricing Issues: N. Kefalas ▪ Reimbursement-List-EOPYY: A. Apostolidis ▪ EOF Issues-Clinical Trials: Y. Vlontzos ▪ Hospitals Issues: K. Panagoulias ▪ Debts of the State: K. Evripides ▪ Ethics & Transparency: M. Gerassopoulos – Y. Chryssospathis ▪ Documentation Issues & Data Monitoring: B. Neiadas
11:40-12:00	**4. Questions/Discussion:** Companies-Members of SFEE
12:00 – 12:30	**5. Issues for Approval:** ▪ Amendment of the Code of Ethics of SFEE: Y. Chryssospathis ▪ Financial Review 2013 & Budget for 2014: N. Varelas
12:30	**6. Closure of the General Assembly:** K. Frouzis

Please confirm your participation at the following e-mail:
jenny.papadonikolaki@sfee.gr

ΣfEE
HELLENIC ASSOCIATION OF PHARMACEUTICAL COMPANIES

To

the General Directors

Subject: SFEE's General Assembly

Chalandri, 20 March 2014

Dear Colleagues,

Please find attached the Invitation and Agenda of the Annual Regular General Assembly of SFEE Members under Article 9 paragraph 1 of the Association's Statutes, to be held **at the Galaxy Hall of the Athens Hilton Hotel, on Friday, 4 April 2014 at 10.00 a.m.**

According to Article 4 paragraph 1 of the Statutes, only the member companies which have fulfilled their financial obligations to the Association are entitled to participate and vote at the General Assembly meeting.

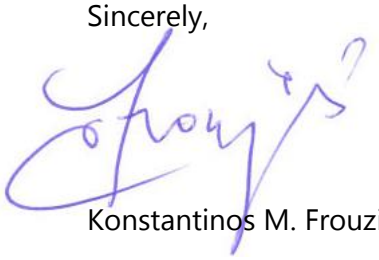
- Any members with outstanding dues are therefore requested to settle them by 4 April 2014. **Members in good standing are defined as those which have paid their membership fees for the year 2013.**
- **Each member company will participate in the General Assembly through its legal representative or a duly authorised alternate** (Article 3 paragraph 3 of the Statutes).
- Member representatives that are absent or unable to attend may be proxied by the representative of another SFEE member or a member of the senior management of the company concerned, authorised in writing, as provided for in Article 9 paragraph 3 of the Statutes. The same article states that a representative may act as proxy for no more than two regular members.
- Under Article 9 paragraph 5 of the Statutes, the General Assembly meeting is in quorum when at least half of the voting members are present.

On behalf of the Board of Directors you are kindly requested to attend the General Assembly on the date specified above (4 April), in order to ensure the required quorum.

280, Kifissias Ave & 3, Agriniou str. 152 32 Halandri
Tel. 210 6891 101 Fax 210 6891060
e-mail: sfee@sfee.gr

If a quorum fails to attend, the General Assembly will be adjourned to the following week, i.e. Friday, 11 April 2014, at the same venue and with the same agenda

Sincerely,



Konstantinos M. Frouzis

President

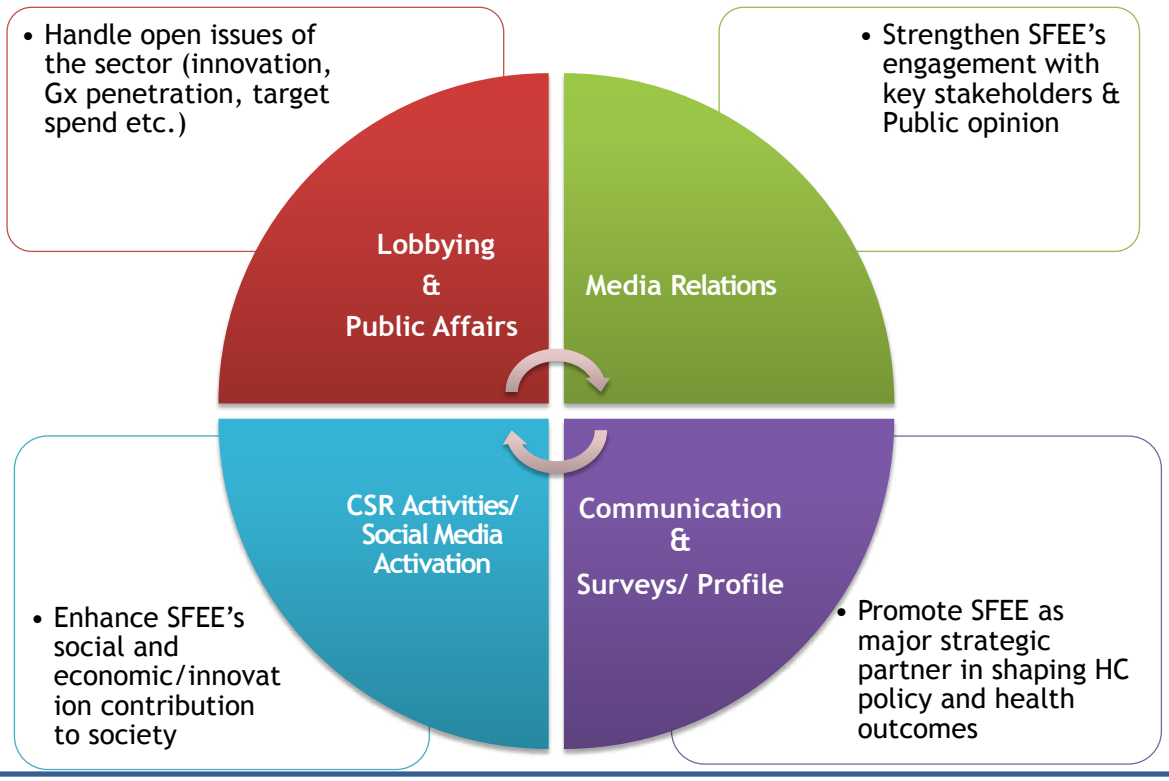
280, Kifissias Ave & 3, Agriniou str. 152 32 Halandri
Tel. 210 6891 101 Fax 210 6891060
e-mail: sfee@sfee.gr

Communication Committee

Konstantinos Frouzis
President of SFEE

Annual General Assembly of SFEE
April 4, 2014
Athens

2013 Strategic Objectives & Workstreams



2013 Public Relations & Publicity Report

- Over 70 f2f meetings with key stakeholders (Ministers, HAs, Ambassadors, MPs, Opposition Party MPs, Brussels MGP, etc.)
- Over 2.500 clippings mentioning SFEE's contribution - Increase by 60% of the publicity volume in comparison to 2012
- 20 Press Releases and 16 Non Papers resulting to 1.250 clippings
- Over 100 published Articles & Interviews (Newspapers, Web, TV, Radio)
- 45 Weekly Reports incl. 27 Media & 17 Political Update Reports
- 480 Daily press updates - 200 Web monitoring reports
- **320** Facebook, 240 Tweets, 40 YouTube , 10 LinkedIN posts

Annual General Assembly, April 2014

ΣfEE

2013 Events-Activities CSR Report

SFEE's Corporate Social Responsibility Programme

- ► **Innovation Project**
- ► **Bank of Medicines**
- ►**Museum of Cycladic Art Event**

Annual Events – Code of Ethics - Conferences

- ►**18 Participations in Major National & International Conferences**
- ►**Code of Ethics Day** (28/1/2013)
- ►**Innovation Project Live Pitch Event**
- ► **Bionian Cluster Event**
- ►**New Year's Reception**

Media

- ►**2 Press Conferences** on our CSR Activities
- ►**Joint Press Conference** with all supply chain stakeholders
- ►**10 business, 8 luncheons –** with **40 major journalists and chief editors**
- ►**APME Strategic Partnership** Athens Macedonian News Agency

Publications

- ►**Facts & Figures**
- ► **Brochure** "Medicines2013: A journey without compass"
- ► **SFEE's Profile**

Surveys

- ► **SFEE's Research** for the Economic & Social Contribution of the Sector

Annual General Assembly, April 2014

ΣfEE

2014 Strategic Objectives & Workstreams

Objectives	Strategies to apply	Work Streams
Enhance SFEE's Corporate Image and Caring for Health Care Sustainability	Increase Brand Awareness More Extrovert Approach on Issues Management & Regular media contacting	Code of Ethics & Disclosure Code Campaign Press events P.R. activities & stronger media Relations Website re-design &Social Media campaigns e- Newsletter Rebranding SFEE – Branding Awareness Campaign
Promote SFEE's Vision on Access to Innovation, Employment & Economic Growth	Communicate pharma contribution on the national economy and society Employ IOVE's Survey - Pharma Sector Vision on Growth	Campaign on SFEE's Vision on Growth CSR Programs ✓ Innovation Project 2.0 ✓ Bank of Medicines ✓ Chemistry Olympics 2014
Strengthen Internal Alignment	Revisit Cooperation among Committees, set Operation Guidelines and enlarge Co participation Strengthen Strategic Planning Committee Communicate Main Positions of SFEE	Internal Survey - Interviews with each SFEE member company Edit Operation and Governance Guidelines Internal Workshops Social media community engagement Issue Strategic Committee Monthly Report incl. SFEE's main positions SFEE Blog Activation

Communication Committee

- Konstantinos Frouzis | Novartis
- Natalia Toubanaki | SfEE
- Manolis Mitakis | Boehringer Ingelheim
- Vicky Karra | Genesis
- Maritina Mantzavinatou | Janssen-Cilag
- Stathis Kontodimas | Leo
- Manolis Alexandrakis | MSD
- Filistoras Destempasidis | Novartis
- Diimitris Gotsis | Pfizer
- Konstantinos Kotzias | Pharmathen
- Kimon Malataras | Roche
- Panayiotis Nikakis | Shire
- Zoe Magklara | SfEE

Corporate Social Responsibility Working Group

- Sissy Iliopoulou | Novartis
- Efstratia Variami| Pharmaserve-Lilly
- Loukia Theofanopoulou | Novo Nordisk
- Vicky Karra| Genesis
- Maritina Mantzavinatou| Janssen-Cilag
- Manolis Mitakis| Boehringer Ingelheim
- Sevi Sfakianaki| MSD
- Anna Papakosmopoulou | Roche
- Dimitris Gotsis | Pfizer
- Natalia Toubanaki|SfEE
- Zoe Magklara |SfEE

Pricing & New Medicines
2013 Update / 2014 Action plan

Nikos Kefalas
Vice President SFEE
Annual General Assembly of SFEE
April 4, 2014

Athens

2013 Overview

- A series of changes in pricing framework, most of them are aligned with our positions
- Two major re-pricing rounds (February & August)
- Price bulletin with new innovative prototype medicines after 2,5 years – a positive list with many issues
- Price bulletins with new Gx
- Most of price issues were corrected in the corrective price bulletins of April/September
- New pricing dept. in EOF
- Savings vs 2012 from re-pricing area reach ~**400mio**

Our actions in 2013

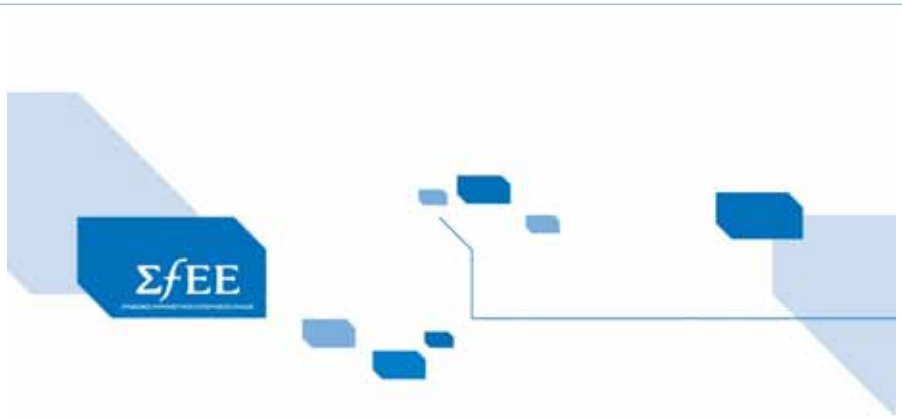
- Several meetings at EOF/MoH for pricing issues and submission of proposals and letters
- Continuous and close monitoring of developments in re-pricing periods and changes of legislation
- 5 meetings within SfEE for alignment / update / exchange ideas / shape arguments
- Push for the development of Innovation Assessment committee in MoH, for the pricing of new prototype medicines
- Strong presence in MoH Price Committee

Latest Developments/Challenges

- New Ministerial Decision on pricing issued in January – in general terms aligned with our positions
- New price bulletin in February – many problems are still in place and we are pushing for the issue of a corrective bulletin
- Price approval for additional new prototype medicines in February – we are pushing for the issue of the relative positive list

Major SFEE goals for 2014

- Ensure patient access to medicines through pricing system
  - timely approval of new medicine prices
  - Avoid IRP impact
- Simplify pricing methodology (e.g. pricing of all prototype medicines based on the average of 3 lowest EU prices)
- Respect of EU product patents in pricing legislation
- Ensure smooth re-pricing processes without surprises
- Support local production of medicines
- Contribution to savings, mainly through off-patent and Gx segments
- Support the development of a reliable database in EOF



Review of Actions taken within 2013 – Reimbursement Committees

Paschalis Apostolidis
Managing Director AbbVie
Vice President of SFEE

Athens, April 4, 2014

Contents

- Criteria for the inclusion of new medicinal products in the Reimbursement List
- Priority for inclusion in the Reimbursement List & Exceptions from the inclusion criteria
- New rebate & fees for the inclusion in the Reimbursement List
- New manner for the calculation of the patients' co-payment
- Reimbursement of New Innovative Medicines in practice
- Conclusion of agreements with EOPYY
- Prescription Protocols
- EOPYY – Patients' Registries
- Prescription Cap
- Target for prescribing generics
- PEDY
- HDIKA / E-prescription
- Clawback 2013
- Course of pharmaceutical expenditure & target for 2014
- Reimbursement Committees

Criteria for the inclusion of new medicinal products in the Reimbursement List

- Data that concerns the efficacy, safety, quality are taken into account in the ration of cost-effectiveness and in the wider socioeconomic consequences thereof. *(Gov. Gazette 2912/30.10.2012).* Greece, through the Ministry of Health, participates in the voluntary network that connects the National Authorities or the competent Agencies for the evaluation of Health technologies (i.e. EUnetHTA). By decision of the Minister of Health, the national Authorities or the competent Agencies who participate in the network are defined *(No. 14, Law 4213 – Gov. Gazette 261/A/9.12.2013)*
- Social Insurance Agencies (SIA) must reimburse in the 2/3 of the member-states of the European Union in which they are marketed or at least in 12 member-states of the European Union following the HTA evaluation, provided that the EC Directive 89/105/EO is fully complied with. *(medicinal products approved for marketing after 01.01.2012, Gov. Gazette 2219/9.9.2013)*
- Dosage schemes and packages that cover the monthly treatment or submultiples thereof are included. *(Gov. Gazette 2912/30.10.2012)*

Priority for inclusion in the Reimbursement List & Exceptions from the inclusion criteria

- With an evaluation by the list committee, medicinal products whose retail price is lower than the reference price of their category are included by priority, thus ensuring savings for the SIA. *(Gov. Gazette 2219/9.9.2013)*
- By decision of the Minister of Health and Social Solidarity (MoH) medicinal products which are necessary for covering risks of against life or orphan medicinal products may be excluded from the inclusion rules, only when they are covered by international clinical protocols *(Article 21 par. 7 of L. 4052/2013).*
- The cost of medicinal products introduced with emergency procedures by EOF and IFET is reimbursed by the Social Insurance Agencies, regardless if they are included in the Positive List, until their final evaluation by the competent committee or the end of the suggested treatment period. *(Gov. Gazette 2219/9.9.2013)*

New rebate & fees for the inclusion in the Reimbursement List

- Fixed 9% rebate of the ex-factory price plus an escalated 2-12% rebate, based on the sales is paid by the pharmaceutical companies *(Gov. Gazette 3117- 09/12/2013)*
- An additional 2% rebate for medicinal products containing active substances that have been classified alone in cluster or are excluded from the definition of the reference price *(L. 4213 – Gov. gazette 261/A/9.12.2013)*
- Medicinal products with new active substances which are priced for the first time, have an additional 5% rebate or a discount as an entrance fee for the positive list, for a period of one year *(Gov. Gazette 3117-09/12/2013)*
- Medicinal products for severe diseases (L. 3816) pay a 5% rebate on the invoice price (N.P.) plus an additional 1.5% rebate *(Gov. Gazette 64/B 16.1.2014).*

  For those offered in private pharmacies, the respective rebates apply, which apply to all medicinal products of the positive list.
- Products for which Marketing Authorisation Holders do not pay the rebates provided for (positive list & volume), are deleted from the positive list of prescribed medicinal products *(L. 4052 art. 22)*

New manner for the calculation of the patients' copayment

- Additional participation deriving from the system of internal reference prices of the positive list have as follows :

  ✓ Reimbursement price = reference price (the Less Daily Treatment Cost among the weighted –based on market shares – average of originals and the weighted average of the generics of ATC4 category) times the number of daily doses of the package. *(Gov. Gazette 3356/B/17.12.2012)*

  ✓ The **additional participation of the patient amounts to 100% of the difference between the retail** price and the reimbursement price, unless there is no generic or the therapeutic category contains only one active substance with no generics; in this case, the patient pays 50% of the difference. In case the retail price is lower than the reimbursement price, the difference is subtracted by the enacted participation of the patient provided for by the law, up to 50% thereof. *(Gov. Gazette 2219/B/9.9.2013)*

  ✓ The reference price of each group must be based on **the average of the three cheapest generics** of each group with a market share in terms of volume, exceeding 4% in the said group, provided that it grants prices lower than the existing system. *(Gov. Gazette 3117/B/09.12.2013)*

Reimbursement of new innovative medicines in practice

- The positive list issued on 13/2/2014, includes restrictions in the reimbursement of part of the indications of new innovative products that were priced in August 2013 and were included in the List, without any apparent cause or scientific documentation by the competent Committee. This comes to a straight opposition with the commitment of the Ministry of Health regarding the full reimbursement of the cost of all new innovative medicinal products without any restrictions, provided that the additional 5% rebate is paid for one more year.

- As regards the 300 medicinal products that were priced in January, despite the positive reassurances for their inclusion in the positive list by the Ministry, such a condition is rather unlikely – since the Ministry wishes to examine at first, the course of the pharmaceutical expenditure together with the inclusion for reimbursement of the 103 innovative medicinal products from which only 74 have been approved in the positive list (7 of which have not been approved in the positive list – all indications thereof have been approved by FDA/EMA).

Conclusion of agreements with EOPYY

EOPYY, in cooperation with the Special Committee for Innovation, reserves the right:

- To enforce further conditions and limitations for reimbursement
- To enact closed budgets per therapeutic category of medicinal products or per specific medicinal product
- To determine the clawback or a payback by the MAHs per medicinal product or therapeutic category
- To conclude price–volume agreements or risk–sharing agreements, especially for expensive medicinal products *(Gov. Gazette 2219/9.9.2013)*

In addition, a Negotiations Committee was established in EOPYY, in order to negotiate with all contracted providers their fees, the terms and conditions of the agreements of the Organisation and the prices of the medical technology materials and medicinal products *(Law. 4208 Gov. Gazette 252/A/18.11.2013 Article 3)*

Prescription Protocols

- The First Degree Committee, taking into account the data for clinical and financial efficacy, may set conditions and rules for reimbursement, such as:
  - ✓ Strict observance of indications based on the marketing authorisation or incorporation of limitations
  - ✓ Application of clinical protocols *(Gov. Gazette 2219/9.9.2013)*
- **EOPYY and HDIKA, must until June, 2014 have included in the prescriptions system at least 20 of the most costly treatments** *(Gov. Gazette 3117/B/9.12.2013)*
- The responsibility for the preparation of the protocols lies with the scientific societies in cooperation with the Medical Society fo Athens while KESY undertakes to update such protocols at least once a year. Unions of patients will also participate in the relevant Work Groups, which will be formed *(Gov. Gazette 3117/B/9.12.2013)*
- A 7-member Committee-Work Group for monitoring the application of Therapeutic Protocols (ability of formation and special committees/work groups for the determination of bio-indexes, tests and conditions required for prescribing, e.g. oncologic and biological products) *(Gov. Gazette 3117/B/9.12.2013 – Protocol No.: ΔΥ1δ/Γ.Π.οικ.6715, 23/1/2014)*
- Formation of the Central Coordination Committee for the Application of Therapeutic Protocols for Hospitals *(ΔΥ1δ/Γ.Π.οικ.22692, 13/3/2014)*

EOPYY – Patients Registries

- A 7-member Committee-Work Group for the monitoring of Therapeutic Protocols and the determination of therapeutic categories for the development of registries. *(Gov. Gazette 3117/B/9.12.2013 – Protocol No: ΔΥ1δ/Γ.Π.οικ.6715, 23/1/2014)*
- ΕΟΠΥΥ and ΗΔΙΚΑ must, until June, 2014 have included in the prescription system the registries for highly expensive and orphan medicinal products *(Gov. Gazette 3117/B/9.12.2013)*
- A Programme Agreement for the development and implementation of Therapeutic Registries for Patients Diseases was signed by the Ministry of Health and Social Solidarity and EOPYY in cooperation with the National & Kapodistrian University of Athens & the University of Peloponnese *PRESS RELEASE OF EOPYY, 24.2.2014*
- More specifically, first the registries of insured persons will be created, where patients suffering from any diseases will be recorded, the course of their health and the cost of their treatments for five diseases, Hepatitis B and C, Chronic Myelogenic Leukemia and Multiple Sclerosis. The creation of registries for insured persons will continue since their expansion to other diseases is provided for *PRESS RELEASE OF EOPYY, 24.2.14*
- The MAHs reserve the right, if they so decide, to offer the medicinal products set out in par. b of article 12 of Law 3816/2010 also by private pharmacies only in the cases of patients who have been included in registries *(Gov. Gazette 64 /16.1.2014)*

Prescription Cap

- The monthly expenditure for the total of prescriptions per physician may not exceed 80% of the average monthly expenditure of 2013
- The audit will be performed every three (3) months and in case someone exceeds it by 20% or more for two consecutive months, then he/she will not be entitled to prescribe
- Exceptions were set

Target for prescribing generics

- The President of EOPYY may determine the limits for prescribing medicinal products, as well as obligatory targets for prescribing generics
- If the physician suggests a generic in the prescription, then the offer of a non-generic medicinal product by the pharmacy is not permitted
- Prescription target for generics 60% and motives for physicians who comply therewith, such as exemption from the rebate
- **Position of SFEE is that the target of 60% must concern medicinal products whose price is lower than the reference price**. Only in this manner, **aiming at saving resources, equal treatment of products that practically belong in the same category is ensured**. Any different approach (e.g. the target of 60% concerns only generics regardless of their prices) leads to unfair competition between the products and the companies.

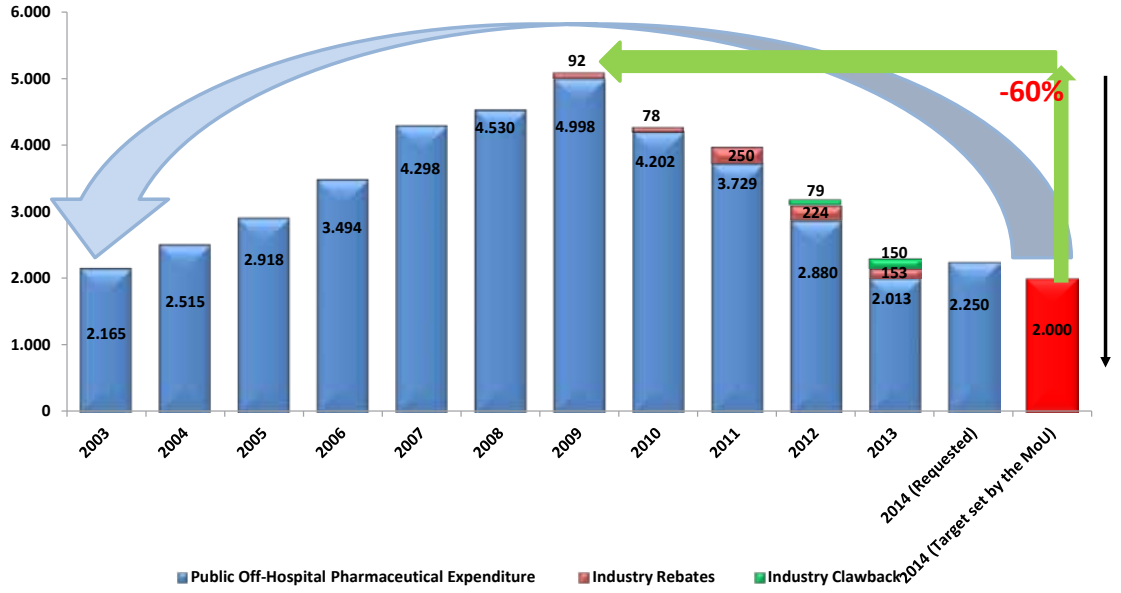
HDIKA
E-prescription

- At the moment up to 850,000 transactions have been concluded (issue of referral notes / prescriptions and preparation of prescriptions) on a daily basis in the H/Σ System.
- Representation of HDIKA with a permanent member in the formation of the Committee-Work Group for the Coordination of Actions regarding the monitoring of the application of Therapeutic Protocols. *(ΔΥ1δ/Γ.Π.οικ.6715, 23/1/2014)*
- Representation of HDIKA with a permanent member in the formation of a committee for examining the prescription limits, whose task is to file suggestions for the improvement of the application of the measure, the development of criteria that will apply for the evaluation of requests for the prescription limits, for specific categories or cases of physicians and the evaluation of the relevant requests and the final submission of opinions to the President of EOPYY *(Decision of EOPYY, Protocol No.: 8734 /28.02.2014*
- HDIKA, in cooperation with the General Secretariat of the Ministry of Health, the YPE and the Hospitals, plans and gradually implements within 2014 the expansion of the system of electronic prescription (e-prescription) for medicinal products administered in hospitals, either for outgoing or hospitalized patients, for all patients or for special categories such as uninsured and the indigent, for the purposes of monitoring and better controlling the pharmaceutical expenditures *(Gov. Gazette K 64 /16.01.2014)*
- EOPYY and HDIKA see to that within March, pharmacies of EOPYY will connect their systems to the electronic prescription and preparation system, so as to effectively implement the provisions of hereof and to constantly control the development of the public pharmaceutical expenditure *(Gov. Gazette 256 / 7.02.2014)*

Clawback 2013

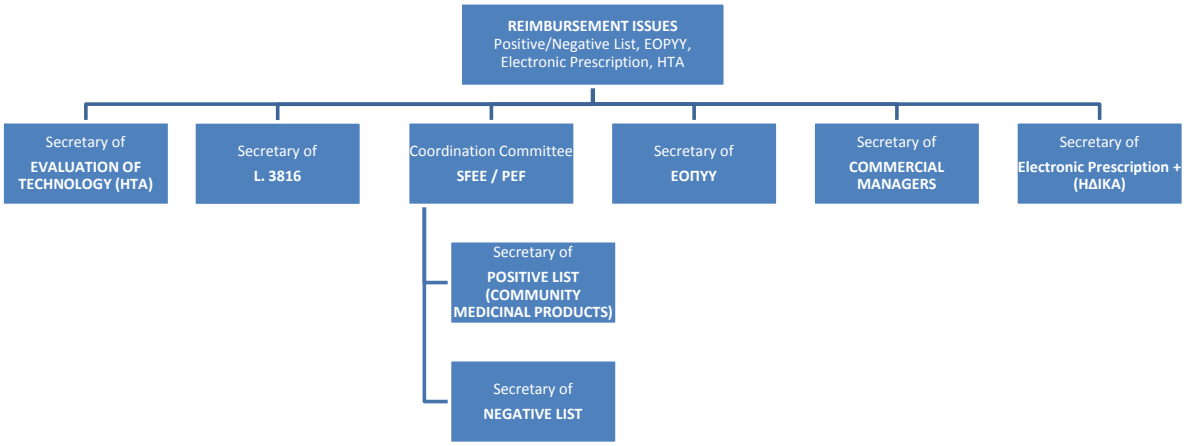
- Provided target of the MoU for the public pharmaceutical expenditure for 2013: €2,44 bio.
- Revised target : €2,371 bio.
- Clawback for the 2nd six-months period of 2013: €49,9 m.
- Total clawback for 2013: €152 m.

Course of pharmaceutical expenditure & target for 2014



Source: SFEE, IOBE- Facts and Data, 2012-2013

Reimbursement Committees



Scientific & Regulatory Affairs Committees of SFEE

Yiannis Vlontzos
Vice President of SFEE
Annual General Assembly of SFEE
April 4, 2014
Athens

Head of committees

- Zefi Vostitsanou

Scientific Director of SFEE

- Barbara Baroutsou

Responsible for the Medical Directors committee

- Tina Andahopoulou

Responsible for clinical research committee

- Nikos Moutzouris

Responsible for regulatory affairs committee

- Christos Dakas

Responsible for orphans' committee

- Ioannis Vlontzos (Angela Vernadaki)

Responsible for biologicals' committee

Clinical Trials / Medical Directors

Increase Clinical trial attractiveness in Greece

- Proposals for legislation changes to MoH and Gov
- Collaborative workshops with EPLO
- Follow up on action plans with stakeholders

Challenges for 2014

- National Public School of Health study on clinical research investment in 2012 vs 2010
  - To be presented on May 20 2014 SFEE conference on Clinical trials
- Achieve legislation changes
- Promote our positions on PHV, Medical affairs, transparency directive
- Close monitor of Therapeutic protocols implementation

Regulatory affairs committee
Main activities for 2013

- Stock donations
- Wholesalers licenses: Solution of the of licensing from EOF
- Implementation of regulation 712 (Implementation of changes at a specific time regardless of license registration date)
- DAA/AD: At the discretion of the companies
  - National products (from 4.8.13)
  - Fees: analysis - position for reductions of fees
- Cooperation with EOF – Release Instructions for black symbol (monitoring of new products) and reference AE in PXP/FOX
- Destruction of Narcotics: dialogue to resolve the longstanding problem due to the involvement of prefectures

Regulatory affairs committee
Challenges for 2014

- Implementation of 712 by the new administration
- Extension of the dialogue for the delays MA regardless of the amendments. Scenarios for confrontation of the EOF reciprocity fall in the approving field
- Fees
- E-submissions & IT infrastructure of EOF: what can be improved
- Claiming individual improvements in evaluation (disengagement from trademarks), filings (improving of e-appointments) and advertising (potential referral in *url* for PXP/FOX)
- Shortages. The definition of patients coverage after the significant increase in the level of fines is still pending

Biologics committee
Latest Developments

- FEK 2912/ 30.10.2012 (Procedure of Application of price reference system for training, review and completion of prescription drugs' list)
- FEK 2374/ 24.08.2012 (Harmonization of Greek legislation to the Community in the fields of production and circulation of medicinal products for human use, in compliance with the No. 2001/83/EC Directive)
- Press Release for biosimilar medical products (bio-similar) EOF
- Updating the position paper of SFEE for the biologics
- FEK 3057/B/18.11.2012 (Prescribing with tradename)
- Greek legislation harmonization with the European directive 261A' – 09.12.2013 (Commuting)
- FEK B 64/16.01.2014 (Pricing biosimilars - Non Substitution)
- Document EOPYY Φ36/88/13

  Non-substitution biosimilars

Biologics committee
Challenges-Strategic targets

- Keep tracking developments and educate EOF personnel so to have a strong voice at CHMP biologics committee at EU level
- Hospital tenders: biologics should not be included in tenders as they are not interchangeable. Latest EPY tender classifies biologics by INN.
- Same INN is used for biosimilars/original biologics: discussion at WHO for a different INN for biosimilars so to be differentiated from original biologics (since they are not identical) and for pharmacovigilance/traceability issues. Ensure that EOF personnel is well educated on the topic so to have a strong voice at CHMP biologics committee at EU level
- Ensure that biosimilars are not automatically included in the positive reimbursement list upon price approval (as law mandates for generics). Biosimilars should undergo HTA prior to reimbursement as original products
- Advocate for Rx of biologics by brand name (based on recent legislation) and lift the 15% cap for the Rx of branded medicinal products

Biologics committee
Next Steps (Proposals)

- Educate all stakeholders on the value of biologics in chronic diseases
- Stakeholders Consensus on Biologics
- Day conference on Biologics

Orphan committee
Next Steps (Proposals)

- Meeting with all stakeholders (Prof. Kanavakis , Mrs. Jala, Mr. Kontos, Mrs. Kani, Mrs. Michelakaki, Prof. Bouros) for orphans drug framework
- 2014 continue to promote and achieve our position

Hospital Market

Konstantinos Panagoulias
Vice President of SFEE

Annual General Assembly of SFEE
April 4, 2014
Athens

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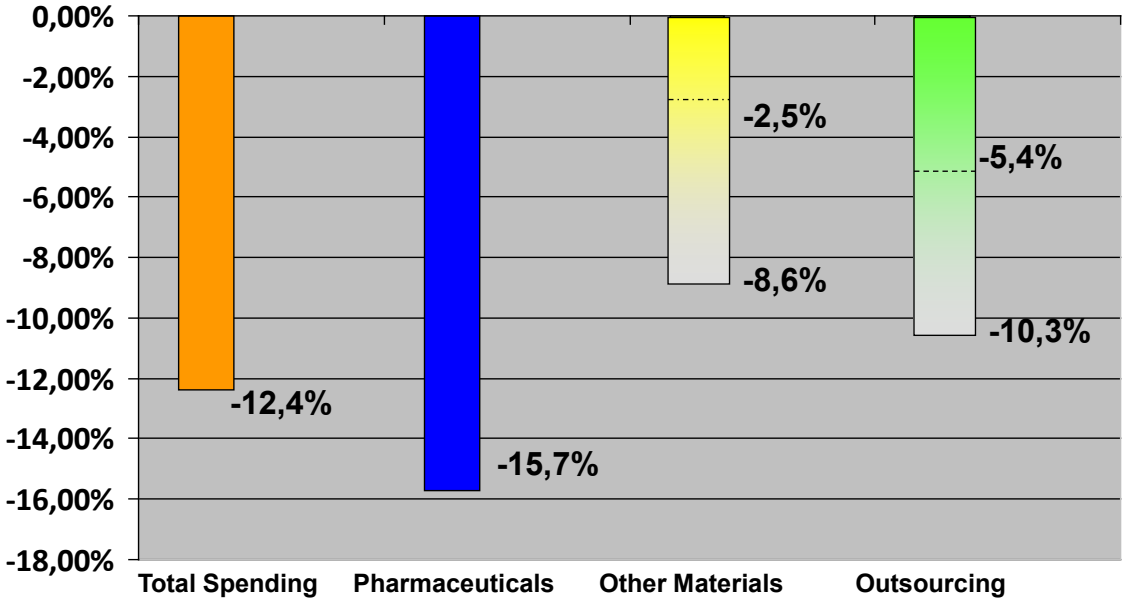
- Latest Developments/Challenges
- Next Steps

Hospital spending 2012-2013



Hospital budget 2014

	2013	2014 Budget
Total Spending	1786	1597-1618
Spending for Pharmaceuticals	~620	~535

Latest Development /Challenges

- ESY receivables have been reduced at an 'acceptable' level.
- Hospital price is not published in the price bulletin.
- Tenders reserved to the 3 lowest offers at 50/30/20.

Next Steps

- Continue monitoring of payments and 2014 hospital expenses.
- Avoid reallocation of hospital expenses between cost centers.
- Price observatory with correct prices.
- Availability of law 3816 (1A) medicines from hospitals.
- Abolish price ceiling for tenders.

Arrears Payments

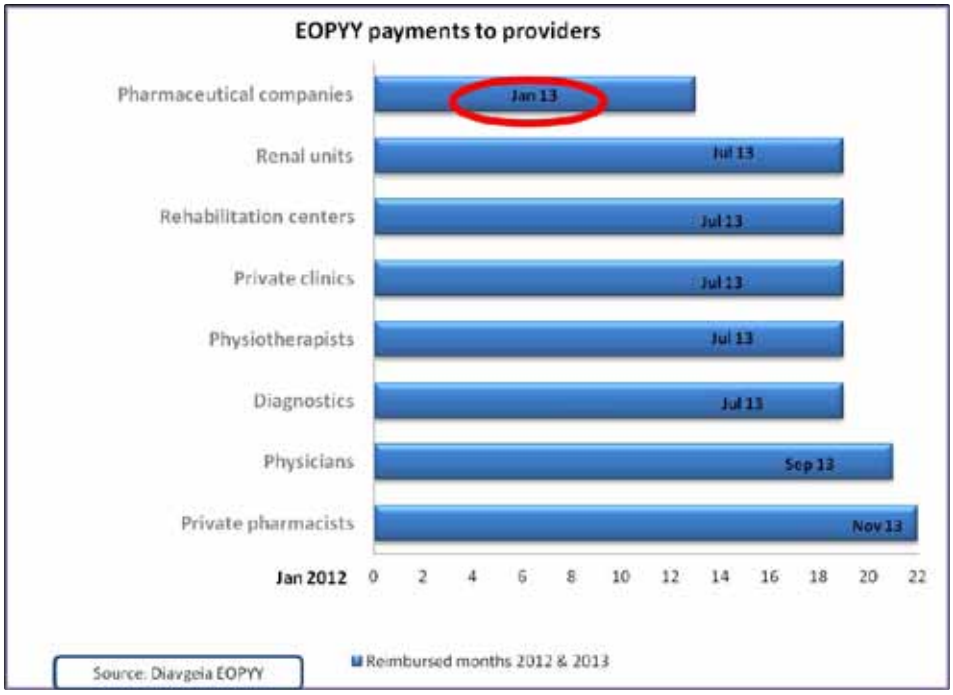
Costantinos Evripides,
Vice President of SFEE
Annual General Assembly of SFEE
April 4, 2014
Athens

Outstanding Debts (up to 28.2.2014)

	Debts (until 31/12/2012)	2013 Debts (until 31/12/2013)	2014 Debts (until 28/2/2014)	Total
EOPYY (IKA)	≈17 mil.	≈480 mil.	≈100 mil.	≈597 mil.
NHS	≈45 mil.	≈315 mil.	≈90 mil.	≈450 mil.
MILITARY	≈4 mil.	≈15 mil.	≈4 mil.	≈23 mil.
TOTAL	≈€67 mil.	≈€810 mil.	≈€193 mil.	**≈€1.070 mil.**

EOPYY payments in 2012, 2013 & 2014
Payments remain unbalanced among suppliers…

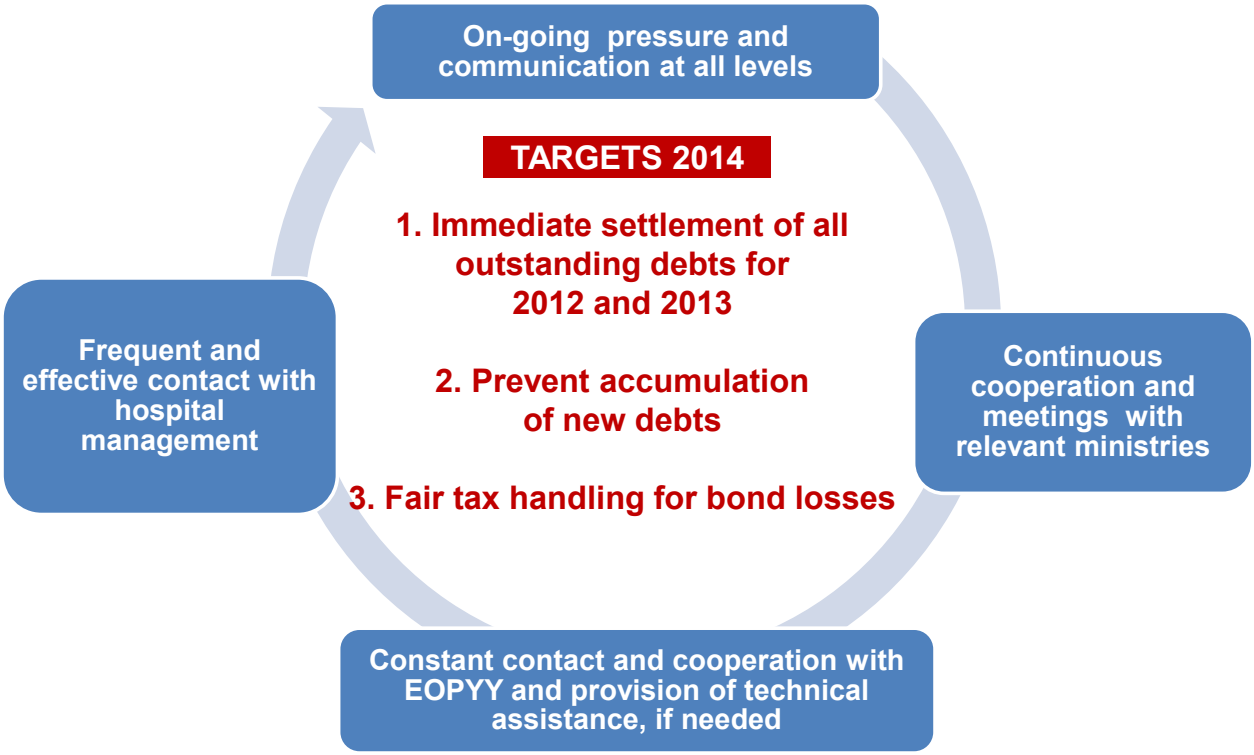
Payments should not be executed in a discriminatory way



SFEE High Priority Issues For Debts

- Immediate settlement of all outstanding debts
- Expansion of the off-setting mechanism to all companies' obligations to the State
- Implementation of EU-Directive 2011/7, according to which the debts of the State must be settled within 60 days
- Non-discriminatory-favorable payments from EOPYY to its other suppliers

ACTIONS AND TARGETS 2014



New Code of Ethics one year later…

Marcos Gerassopoulos,
Vice President of SFEE
Annual General Assembly of SFEE
April 4, 2014
Athens

Strengthening of Transparency in all our activities

- Alignment of EOF-SFEE to the same direction, aiming at eliminating corruption, with specific suggestions that are in line with the Transparency and Ethics principles
- New basis for the evaluation of domestic conferences in accordance with the standards set by EFPIA and posting at SFEE's web platform (scientific.events.sfee.gr)
- Harmonization of the Code of Ethics of SFEE with the revised Code of EFPIA (27/11/2013)
- New Code for the Disclosure of Interactions of Pharmaceutical Companies and Healthcare Professionals (http://www.sfee.gr/node/833)

Cooperation between EOF-SFEE

The cooperation between SFEE and EOF generated the maximum desirable outcome in the past 2 years, give that:

- The revision of the main circular for the scientific events and additional provisions were enacted, thus rendering he said document a useful working tool for all parties involved
- The digital database of EOF was implemented through the continuous contact and cooperation between EOF & SFEE, for the direct approval of the participation of HCPs to conferences held in Greece and abroad (cost-plus).

Positive Results

- The reduction of the promotional expenditure more against the exchange rate outflow and less against the Hellenic Economy
- Clear improvement of the image of the market, in the sense of compliance with the ethics of the industry
- Optimization of the utilization of promotional or not expenditures of the pharmaceutical industry in Greece, to the benefit mostly of its training work.

Posting at SFEE's Web platform

SFEE **has evaluated 684 conferences** since September 1, 2013.

- **572** of those **(83.62%)** complied with the code of ethics and were ranked as positive (green) for the first time
- **61** of those **(9%)** raised some points of concern but following SFEE's contact with the organizing entities, some changes were effected and these conferences were evaluated positively.

- **51 (7.45%)** did not comply with SFEE's Code of Ethics
  - Location of the conference: 5
  - Hotel, Accommodation package46

From the total of conferences that were evaluated

- International 12 (1.74%)
- Greek-wide 129 (18.85 %)
- Regional 273 (39.91%)
- Local180 (26.31%)
- Hospital clinics 39 (5.70%)

Individual & Collective Disclosure of Fees of HCPs and HCOs in 2016 with data of 2015

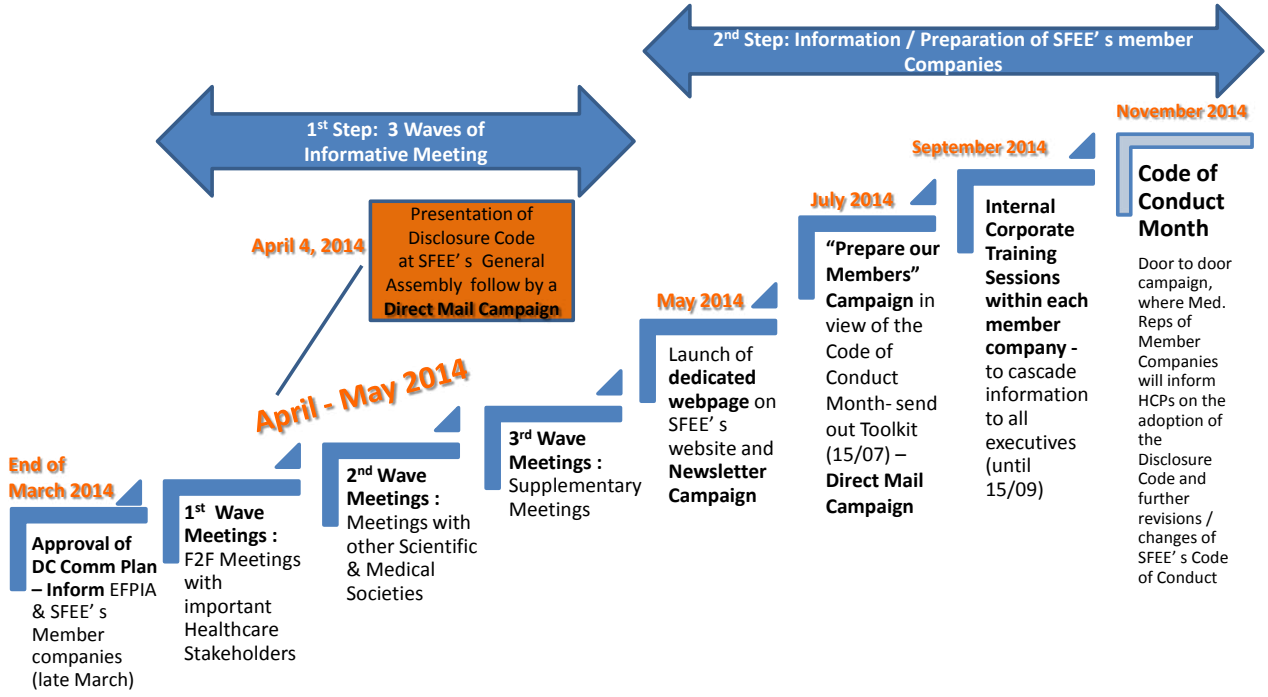
Level of Disclosure	Disclosure Categories
Collective	**Research & Development** - Non-invasive Trials - invasive Trials
Individual (HCOs) *"course of money"*	**Donations and Sponsorships to Healthcare Organizations in relation to the cost for organizing events** ➢ Agreements for sponsorship with HCOs or PCOs who have been assigned with the organization of events by HCOs ➢ Registration (entry) fees ➢ Travelling and accommodation expenses **Fees for services** ➢ Fees ➢ Relevant expenses included in the service agreement together with the relevant fee
Individual (HCPs) *"course of money"*	**Coverage of expenses for the participation in conferences** ➢ Registration (entry) cost ➢ Travelling and accommodation expenses **Fees for services** ➢ Fees ➢ Relevant expenses included in the service agreement together with the relevant fee
Each company must announce the methodology it applied to the collection, identification and disclosure of the above data.	

Communication Goals – Engagement

- ❑ Proactive communication with various stakeholders with the following objectives:
  - Explain & clarify intentions, objectives and plans in order to avoid any surprises and misunderstandings
  - Engage HCPs & HCOs in how to manage disclosure (platforms, contracts etc.)
  - Seek their support and encourage dissemination to members
  - Take supportive public positions
- ❑ Secure political support for industry initiative
- ❑ Inform and educate SFEE's member companies on the Disclosure Code and promote its application
- ❑ Promote "Transparency" as key message of the awareness campaign

One key message*: TRANSPARENCY*

Overview of plan roll-out



3 Waves of Informative Meetings

1. **F2F meetings with the following organizations**: Hellenic Medical Association (PIS), Panhellenic Pharmaceutical Association (PFS), Athens Medical Association (ISA), Piraeus Medical Association (ISP), Athens Medical Society, Thessaloniki Medical Society, Ministry of Health, National Organization for Medicines (EOF), Panhellenic Pharmaceutical Association (PEF), Association of Greek Self Medication Industry (EFEX), Directors of Healthcare Regions
2. Meetings with **other Scientific & Medical Societies** & F2F meetings with the most important of them
3. **Supplementary Meetings** with PCOs, Medical & Pharmaceutical Associations (FSA, FSP, FSTH), E.N.E., Hospital Doctors, OENGE, ENITH, E.O.O., EEFAM, EL.E.F.I., POIE

3 Wave Meetings - Communication Objectives

- Response to concerns / worries of stakeholders
- Receive the input / reaction of stakeholders
- Create a positive “welcome" and a cohesive perception of the Disclosure Code on behalf of the stakeholders
- Complete deliberations and discussions on issues related to the implementation of the Disclosure Code with the stakeholders
- Identify key opinion leaders as ambassadors for the enhancement of complete engagement & implementation of the Disclosure Code and take supportive public positions
- Universal consensus – if possible

Target Action: Get stakeholders to communicate and promote the Disclosure Code to their members, based on the material that SFEE will supply them

COMMITTEE FOR DOCUMENTATION AND DATA MONITORING 2014

Vassili Niadas, Secretary General
Annual General Assembly of SFEE
April 4, 2014

PRESENT COMPOSITION OF THE COMMITTEE

- F. Mangaloussis, Z. Vostitsanou, J. Papadonikolaki, SfEE
- A. Angeli, AstraZeneca
- M. Bokaris, Sanofi
- L. Lyberopoulou, P. Karabela, GSK
- Ch. Martakos, Lilly
- E. Palaka, Amgen
- I. Roubou, Novartis
- A. Vernadaki, Z. Vlachopioti, Abbvie
- and it ...needs to grow...

CONCLUSIONS from 2013

- Terabytes of unused information
- Delayed and outdated information
- Insufficient resources for satisfactory utilization of studies
- Inadequate distribution of information to the BoD and members
- Lack of internal briefing within SFEE and cross-coverage
- Much material outside studies is lost (e.g. conferences, research articles)
- Fluidity of environment calls for fast track reactions

ORGANISATION & NEEDS 2014

- Four thematic units:
  - Contribution of medicinal products to Economy, public Finance and Development
  - Developments in pharmaceutical market & economy
  - Measures and impact thereof on welfare and Health
  - Hospitals and other cost centers of Health
- Fewer lengthy studies, more data monitoring
- Monthly issue of a sheet of financial / health economics indexes for the Board of Directors and the members
- Systematic monitoring of other sources (conferences, articles on Health and Health Economics, Efpia etc.) and spreading of arguments / data

ADJUSTMENTS 2014

- Enrichment of the 4 thematic units of the Committee with high-level managers from members from market access, health economics, public/government affairs, pricing, reimbursement
- New full-time analyst /coordinator of issues for health economics in SfEE

Text of the Code of Ethics currently in force (As amended on 27/11/2013)	Suggested Amendments/Additions
Article 1c - Definitions	The definition of the medical information material should be added below the definition of Medical Information, as follows: Medical information material, which is notified to EOF, is every material that exclusively includes scientific information and addresses Healthcare Professionals. The said forms and/or digital material created in order to be used by the social insurance agencies, Hospital procurement offices and other agencies in charge for approving the procurement and/or pricing of medicinal patent medicines is not promotional material.
4.2.1 Prescribing information must comprise: • the brand name and non-proprietary name of the medicinal product, • the qualitative and quantitative composition thereof in active ingredients, • the trade name and the registered office of the pharmaceutical company, responsible for marketing the medicinal product (the marketing authorisation holder), • the authorised indications, • the adverse reactions, warnings and counter-indications related to the indications promoted, • any warnings approved or additionally imposed by the National Organisation for Medicines or the authority that granted the marketing authorisation, • the method in which the medicinal product is distributed (i.e. for hospital use, under medical prescription, etc.), • the marketing authorisation number and the holder of the marketing authorisation, • the registration of the product in the List of Prescribed Medicinal Products (optional).	**4.2.1** Prescribing information must comprise: • the brand name and non-proprietary name of the medicinal product, • the qualitative and quantitative composition thereof in active ingredients, • the trade name and the registered office of the pharmaceutical company, responsible for marketing the medicinal product[1] (the marketing authorisation holder), • the authorised indications, • the adverse reactions, warnings and counter-indications related to the indications promoted, • any warnings approved or additionally imposed by the National Organisation for Medicines or the authority that granted the marketing authorisation, • the method in which the medicinal product is distributed (i.e. for hospital use, under medical prescription, etc.), • the marketing authorisation number and the holder of the marketing authorisation, • the registration of the product in the List of Prescribed Medicinal Products (optional). • Dosage scheme
Article 14 (…) The above informational & educational material for medical use is considered promotional and must be notified to EOF as such. In this case, the use of the product brand name is not permitted. Only the company's logo may be used.	**Article 14 (…)** The above informational & educational material for medical use is considered promotional and must be notified to EOF as such. In this case, the use of the product brand name is not permitted and/or of a direct advertising message. Only the company's logo may be used.

In addition, the grant of Educational Material (books or e-books or subscriptions) up to €100 (VAT included) per year per HCP per pharmaceutical company is also permitted. The grant of books, e-books or subscriptions exceeding €100 (VAT included) is only permitted in the form of donation to a legal person (article 16.3). The present article shall be applicable as of 1/1/2014. Already placed orders must be completed and books in stock may be distributed until 1/6/2014.	In addition, the grant of Educational Material (books or e-books or subscriptions) for healthcare professionals up to €100 (VAT included) per year per HCP per pharmaceutical company is also permitted. The grant of books, e-books or subscriptions exceeding training material with a value up to €100 (VAT included) is only permitted in the form of donation to a legal person (article 16.3). The present article shall be applicable as of 1/1/2014. Already placed orders must be completed and books in stock may be distributed until 1/6/2014.
Article 14.2 **(…)** From January 1, 2014 the distribution of gimmicks bearing the company's logo or products such as pens, stickers, stationery, mouse pads, PC mice etc. is not permitted. This article shall apply as of 1/1/2014. Already placed orders must be completed and items in stock may be distributed until 1/6/2014.	**Article 14.2** **(…)** From January June 1, 2014 the distribution of gimmicks bearing the company's logo or products such as bags, notebooks, pens, stickers, stationery, mouse pads, PC mice etc. is not permitted. This article shall apply as of 1/1/2014. Already placed orders must be completed and items in stock may be distributed until 1/6/2014
Article 17[A] (…) In addition, scientific events organised by Hospitals, University Clinics, laboratories and NHS clinics able to individually or jointly organise such events are also included. Such events must not exceed 2 days and each grant per company may amount up to EUR 2,500 (in total, VAT included), while the maximum amount of the total grants offered by companies may not exceed EUR 10,000 (VAT included). These events are organised up to 3 times per year, with free participation, they take place close to the city where the organising entity is located (preferably, at the Hospital's amphitheatre) while no company stands are allowed, when they take place in hospitals.	**Article 17[A]** (…) In addition, scientific events organised by Hospitals, University Clinics, laboratories and NHS clinics able to individually or jointly organise such events are also included. Such events must not exceed 2 days and each grant per company may amount up to EUR 2,500 (in total, VAT included), while the maximum amount of the total grants offered by companies may not exceed EUR 10,000 (VAT included). These events are organised up to 3 times per year, with free participation, they take place close to the city where the organising entity is located (preferably, at the Hospital's amphitheatre) while no company stands banners etc. are allowed, when they take place in hospitals.
Article 18. Provisions on the organization of type A scientific events Domestic type A conferences are assessed by the SFEE committee for the evaluation of conferences and the results are posted at SFEE's e-platform (scientific.events.sfee.gr). Member companies are recommended to take into account the SFEE committee's evaluation for each conference, before they decide to participate in any manner.	**Article 18. Provisions on the organization of type A scientific events** Domestic type A conferences are assessed by the SFEE committee for the evaluation of conferences and the results are posted at SFEE's e-platform (scientific.events.sfee.gr). Member companies are recommended to take into account the SFEE committee's evaluation for each conference, before they decide to participate in any manner and consult the archives that are posted at the platform (programme, sponsorships, etc.).

	Conferences are filed to SFEE's platform for evaluation, at least 30 days before they are held, for the timely commitment of companies with the organising entities.
18.1 **1** All entitled agencies interested in organizing type A scientific events must submit their request to the National Organisation for Medicines (EOF), on the last September, January, May and November working day, accompanied by the following: (…)	**18.1** **1** All entitled agencies interested in organizing type A scientific events must submit their request to the National Organisation for Medicines (EOF) in September, January, May, March and November, accompanied by the following: (…)
18.2 Each October, February, June and December EOF will announce and publish the approval of events to be held within the following 12 months in Greece and within a time period of up to 5 years for international events. After the end of a type A scientific event and within 4 months, the organising entity shall submit to the National Organisation for Medicines (EOF) the final program of the event, the respective financial report, the declarations of conflict of interest filed by Greek and foreign speakers and remunerated speakers, the list with the sponsors and the amounts of sponsorship, the number of registered participants and a solemn declaration according to the law in force, by which they will declare that the revenue and expenses data stated in the financial report are true.	**18.2** Each Every October, February, April, June and December EOF will announce and publish the approval of events to be held within the following 12 months in Greece and within a time period of up to 5 years and for international events. After the end of a type A scientific event and within 4 months, the organising entity shall submit to the National Organisation for Medicines (EOF) the final program of the event, the respective financial reportreview, the declarations of conflict of interest filed by Greek and foreign speakers and remunerated speakers, the list with the sponsors and the amounts of sponsorship, the number of registered participants and a solemn declaration according to the law in force, by which they will declare that the revenue and expenses data stated in the financial report review are true.
18.5 (…) In case the scientific organising entity is not qualified or may not due to the nature of its legal form issue such receipts, it is entitled - under a valid contract signed with the contractor PCO (Professional Congress Organiser), that should be explicitly mentioned in the EOF approval - to delegate to the PCO the entire financial management of the conference (collection of sponsorships, invoicing of the sponsors and issuance of the relevant tax documents for the sponsors).	**18.5** **(…)** In case the scientific organising entity is not qualified or may not due to the nature of its legal form issue such receipts, it is entitled - under a valid contract signed with the contractor PCO (Professional Congress Conference Organiser), that should be explicitly mentioned in the EOF approval - to delegate assign to the PCO Professional Conference Organiser the entire financial management of the conference (collection of sponsorships, invoicing of the sponsors and issuance of the relevant tax documents for the sponsors). In this case, the pricing of all services for the conference to the pharmaceutical company will only be performed by the Professional Conference Organiser.
Article 19 General Principles for organizing	**Article 19 General Principles for organizing**

conferences in Greece and Abroad	**conferences in Greece and Abroad**
A. General Principles for conferences held both in Greece and abroad	**A. General Principles for conferences held both in Greece and abroad**
Page 22 - 5° bullet The grant package for the conference offered by the pharmaceutical companies must not include the participation and accommodation expenses of participant HCPs and speakers (airplane tickets and other transportations, registration fee, accommodation), nor the honoraria to speakers and chairing individuals.	**Page 22 - 5° bullet** The grant package for the conference offered by the pharmaceutical companies must not include the participation and accommodation expenses of participant HCPs and speakers (airplane tickets and other transportations, registration fee, accommodation), nor the honoraria to speakers and chairing individuals. In addition, the grant package does not include: bags, notebooks, pens, budges, laces etc. according to the provisions of article 14 of this Code.
Page 22 - 8° bullet If the HCP is a speaker or presents his/her work, it will be solemnly declared by the HCP that the employment agency has been notified of the speech or work text. If the scientific event/Conference is held on a weekend, the HCP is obliged to notify the employment agency of his/her participation therein.	**Page 22 - 8° bullet** If the HCP is a speaker or presents his/her work, it will be solemnly declared by the HCP that the employment agency has been notified of the speech or work text. If the scientific event/Conference is held on a weekend, the HCP is obliged to notify the employment agency of his/her participation therein.
Page 23- 4° bullet The sustenance expenses per participant should not exceed EUR 70 (excluding VAT) per day abroad and Euro 70 (including VAT) per day in Greece. The accommodation cost must not exceed Euro 250 (excluding VAT) per day in 4-star hotels abroad and Euro 140 (including VAT) in Greece. The said price (Euro 140) includes breakfast. The place must be of clearly business nature and offer a conference hall corresponding to the needs of the event. The conduct of conferences held in Greece and accommodation of HCPs in 5-star hotels is prohibited. Strictly business 5-star hotels located in the capitals of Greece prefectures are excluded and, in exceptional cases, hotels located outside the capital of a prefecture, if they serve the needs of the conference and upon the SFEE Conference Committee positive opinion.	**Page 23- 4° bullet** The sustenance expenses per participant should not exceed EUR 70 (excluding VAT) per day abroad and Euro 70 (including VAT) per day in Greece. The accommodation cost must not exceed Euro 250 (excluding VAT) per day in 4-star hotels abroad and Euro 140 (including VAT) in Greece. The said price (Euro 140) includes breakfast. The final invoicing from the Professional Conference Organiser or the scientific society to the pharmaceutical company cannot exceed the above-mentioned amounts. The place must be of clearly business nature and offer a conference hall corresponding to the needs of the event. The conduct of conferences held in Greece and accommodation of HCPs in 5-star hotels is prohibited. Strictly business 5-star hotels located in the capitals of Greece prefectures are excluded and, in exceptional cases, hotels located outside the capital of a prefecture, if they serve the needs of the conference and upon the SFEE Conference Committee positive opinion. In order to justify the stay overnight of the participants, a scientific programme of at least 4 hours is required. In addition, the number of stays per conference must be justified by the duration and allocation of the scientific programme.

Article 19 – Table, page 23 Scientific events held by Hospitals, University Clinics, NHS clinics: μέ Up to €2,500 (VAT included) per company, with a maximum limit of €10,000 VAT included) in total	**Article 19 – Table, page 23** Scientific events held by Hospitals, University Clinics, laboratories, NHS clinics, private clinics and infirmaries (a programme of at least 4 hours per day): Up to €2,500 (VAT included) per company, with a maximum limit of €10,000 (VAT included) in total for all companies
Article 19 - page 23 The above maximum limits concern the support of the scientific events/congresses by pharmaceutical companies with stands, satellite symposia, lectures, advertisements etc., as well as the overall funding. This amount does not include speaker fees and accommodation for participants. In addition, the conference registration fee may not exceed the historical registration fee and, in any case, for domestic conferences the registration fee should not exceed the amount of EUR 200 (excluding VAT). The EUR 200 limit does not apply for worldwide/European conferences held in Greece.	**Article 19 - page 23** The above maximum limits concern the support of the scientific events/congresses by pharmaceutical companies with stands, satellite symposia, lectures, advertisements etc., as well as the overall funding. This amount does not include speaker fees and accommodation for participants. In addition, the conference registration fee may not exceed the historical registration fee and, in any case, for domestic conferences the registration fee should not exceed the amount of EUR 200 (excluding VAT). The EUR 200 limit does not apply for worldwide/European conferences held in Greece. The entry cost must at least include: the attendance right, the certificate of attendance and the conference material (e.g. bags, notebooks, pens, CDs, books, programme, budges, laces). The participation and accommodation package for healthcare professionals may include the entry cost, the cost for accommodation and sustenance and optionally, the cost or transportation and insurance.
Article 19.10 - Page 25 19.10 After the end of the scientific event and within 2 months, the pharmaceutical company must submit to EOF the final programme of the event, the number of participants and copies of expense vouchers upon request.	**Article 19.10 - Page 25** After the end of the scientific event and within 2 months, the pharmaceutical company must submit to EOF the final programme of the event, the number of participants, the final budget and copies of expense vouchers upon request.
Article 24 When pharmaceutical companies enter into contracts with market research companies, they may grant a reasonable compensation with regard to the time spent, which may not in any case exceed two hours.	**Article 24** When pharmaceutical companies enter into contracts with market research companies, they may grant to Healthcare Professionals a reasonable compensation with regard to the time spent, which may not in any case exceed two hours.
CHAPTER C **2.1** Monitoring of the compliance with Chapters A and B of the Code is assigned to the First Degree Committee, which shall have jurisdiction over	**CHAPTER C** **2.1** Monitoring of the compliance with Chapters A and B of the Code is assigned to the First Degree Committee, which shall have jurisdiction over

reports / complaints about Code violations. In addition, it shall be responsible for any settlements or other arrangements within the context of implementing the Code. The First Degree Committee is assisted in its work by the competent Committee of the SFEE Code of Ethics and Transparency, which is responsible for providing advice, guidance and training on the regulations provided for in the Code. The term of office f the said committee is 18 months. This Committee convenes in regular intervals and *ex officio* examines any cases that come to its knowledge and may violate any of the provisions laid down in Chapters A and B of the Code. In addition, it provides support both to the First Degree and to the Second Degree Committee for Compliance with the Code of Ethics with regard to technical issues. The Code of Ethics and Transparency Committee consists of 9 members and deputy members of equal number and it is formed upon relevant decision by the BoD. In the context of compliance with the SFEE Code of Ethics, member companies can file their complaints for any violation by mail, personally, or via e-mail at complaints@sfee.gr. Complaints may either be eponymous or anonymous. The legal department of SFEE will receive the complaints and ensure anonymity.	reports / complaints about Code violations. In addition, it shall be responsible for any settlements or other arrangements within the context of implementing the Code. The First Degree Committee is assisted in its work by the competent Committee of the SFEE Code of Ethics and Transparency, which is responsible for providing advice, guidance and training on the regulations provided for in the Code. The term of office f the said committee is 18 months. This Committee convenes in regular intervals and *ex officio* examines any cases that come to its knowledge and may violate any of the provisions laid down in Chapters A and B of the Code. In addition, it provides support both to the First Degree and to the Second Degree Committee for Compliance with the Code of Ethics with regard to technical issues. The Code of Ethics and Transparency Committee consists of 9 members and deputy members of equal number and it is formed upon relevant decision resolution of by the BoD. In the context of compliance with the SFEE Code of Ethics, member companies can file their complaints for any violation by mail, personally, or via e-mail at complaints@sfee.gr. Complaints may either be eponymous or anonymous. The legal department of SFEE will receive the complaints and ensure anonymity. A complaint shall not be deemed as anonymous if the person filing states his/her name and requests to keep an anonymous profile.
CHAPTER C **Article 2.4** Reports/complaints under the cases 5 and 6 above shall be filed to the Legal Department of SFEE within a reasonable period of time, which may not exceed six months from the occurrence of the action for which the report/complaint was filed.	**CHAPTER C** **Article 2.4** Reports/complaints under the cases 5 and 6 above shall be filed to the Legal Department of SFEE within a reasonable period of time, which may not exceed six months from the occurrence of the action for which the report/complaint was filed. Immediately upon the receipt of the anonymous complaint by the Legal Department of SFEE, the latter promptly forwards it to the Chairman of the First Degree Committee, who preliminarily rules if the anonymous complaint is defined or not. In case it is not defined, it is kept on record. If the complaint has been defined, the Chairman of the First Degree Committee gathers the necessary evidence for the events to which the complaint relates. The Chairman of the Committee, if he

ΣfEE
ΣΥΝΔΕΣΜΟΣ ΦΑΡΜΑΚΕΥΤΙΚΩΝ ΕΠΙΧΕΙΡΗΣΕΩΝ ΕΛΛΑΔΟΣ

	deems it necessary, may request the assistance of a member of the 9-member Committee set out in Article 2.1 for the collection of evidence. During the process for the collection of evidence the company against whom the complaint was filed may also be invited in order to assist in the collection process. Thereafter, the Chairman decides if the complaint will be brought before the First Degree Committee in Plenary Session, in order to be discussed.

TEMPLATE

Article 2 - Paragraph 2.03

Publication Date:.....

		Full name *(Article 1.01)*	**HCPs:** City of Principal Practice HCOs: city where registered *(Article 3)*	Country where the place of business/ registered office is located *(Annex 1)*	Address of place of business/ registered offfice *(Article 3)*	Vat/ Tax Registration Number *(Article 3)*	Donations & Grants to HCOs (Article 3.01.1.a)	Contribution in the cost of events *(Articles 3.01.1.b & 3.01.2.a)*			Fees for consulting and other services *(Articles 3.01.1.c & 3.01.2.b)*		**TOTAL**
								Sponsorship agreements with HCOs / third parties appointed by HCOs to manage an Event	Registration Fees	Travel & Accommodation	Fees	Related expenses agreed in the fee for service or consultancy contract, including travel & accommodation relevant to the contract	
INDUVIDUALLY	HCPs	***INDIVIDUAL NAMED DISCLOSURE - one line per HCP*** *(i.e. all transfers of value during a year for an individual HCP will be summed up (detailed description of each transfer must be available to the individual Recipient or public authorities where requ*											
		HCP A					Not applicable	Not applicable	*Annual ammount*	*Annual ammount*	*Annual ammount*	*Annual ammount*	
		HCP B					Not applicable	Not applicable	*Annual ammount*	*Annual ammount*	*Annual ammount*	*Annual ammount*	
		etc.					Not applicable	Not applicable	*Annual ammount*	*Annual ammount*	*Annual ammount*	*Annual ammount*	
		OTHERS NOT INCLUDED ABOVE - in case information may not be disclosed for legal reasons											
		Total amount of transfers to HCPs *- Article 3.02*					Not applicable	Not applicable	*HCPs collectively*	*HCPs collectively*	*HCPs collectively*	*HCPs collectively*	*Optional*
		Number of recipients *(list of names, where required) - Article 3.02*					Not applicable	Not applicable	*number*	*number*	*number*	*number*	*Optional*
		Percentage (%) *of total transfers to HCPs- Article 3.02*					Not applicable	Not applicable	%	%	%	%	Not applicable
	HCOs	***NAMES OF HCOs FOR DISCLOSURE - one line per HCO i.e. all transfers of value during a year to each HCO will be summed up (detailed description of each transfer must be available to the individual Recipient or public authorities where required)***											
		HCO 1					*Annual ammount*	*Annual ammount*	*Annual ammount*	*Annual ammount*	*Annual ammount*	*Annual ammount*	*Optional*
		HCO 2					*Annual ammount*	*Annual ammount*	*Annual ammount*	*Annual ammount*	*Annual ammount*	*Annual ammount*	*Optional*
		etc.					*Annual ammount*	*Annual ammount*	*Annual ammount*	*Annual ammount*	*Annual ammount*	*Annual ammount*	*Optional*
		OTHERS NOT INCLUDED ABOVE - in case information may not be disclosed for legal reasons											
		Total transfers of value to HCO - Article 3.02					*HCOs collectively*	*HCOs collectively*	*HCOs collectively*	*HCOs collectively*	*HCOs collectively*	*HCOs collectively*	*Optional*
		Number of recipients of collective disclosure *(list of names, where required) - Article 3.02*					*number*	*number*	*number*	*number*	*number*	*number*	*Optional*
		Percentage (%) of the number of recipients included in the collective disclosure out of the total recipients being disclosed - Article 3.02					%	%	%	%	%	%	Not applicable
COLLECTIVELY		***AGGREGATE DISCLOSURE (FEES FOR RESEARCH & DEVELOPMENT)***											
		FEES FOR REASEARCH & DEVELOPMENT Article 3.02											*TOTAL AMOUNT*

Financial Review 2013 & Budget for 2014

Nikos Varelas,
Treasurer of the BoD
Annual General Assembly of SFEE
April 4, 2014
Athens

ΑΠΟΛΟΓΙΣΜΟΣ 2013	
ΕΣΟΔΑ	
ΕΣΟΔΑ ΑΠΟ ΣΥΝΔΡΟΜΕΣ	1.858.587
ΔΙΑΦΟΡΑ ΕΣΟΔΑ	43.747
ΣΥΝΟΛΟ ΕΣΟΔΩΝ	**1.902.334**
ΕΞΟΔΑ	
ΕΞΟΔΑ ΛΕΙΤΟΥΡΓΙΑΣ	1.239.335
ΕΞΟΔΑ ΕΠΙΤΡΟΠΩΝ - ΛΟΙΠΑ ΕΞΟΔΑ ΣΦΕΕ	707.327
ΣΥΝΟΛΟ ΕΞΟΔΩΝ	**1.946.662**
ΣΗΜΕΙΩΣΗ	
ΑΠΟΘΕΜΑΤΙΚΟ	1.334.396
ΔΙΑΦΟΡΑ ΕΣΟΔΩΝ-ΕΞΟΔΩΝ	-44.328
ΕΙΣΠΡΑΞΗ ΣΥΝΔΡΟΜΩΝ ΠΡΟΗΓΟΥΜΕΝΗΣ ΧΡΗΣΗΣ	117.076
ΣΥΝΔΡΟΜΕΣ ΧΡΗΣΗΣ ΟΦΕΙΛΟΜΕΝΕΣ	-191.018
ΑΠΟΘΕΜΑΤΙΚΟ 31/12/2013	**1.216.126**

ΕΠΑΝΑΠΡΟΣΔΙΟΡΙΣΜΟΣ ΥΨΟΥΣ ΣΥΝΔΡΟΜΩΝ ΤΩΝ ΜΕΛΩΝ ΓΙΑ ΤΟ 2014

Ισχύον καθεστώς υπολογισμού συνδρομής

ισχύον σύστημα υπολογισμού συνδρομής	έως	100.000.000	x	0,06%
	>	100.000.000	x	0,035%
	min	συνδρ.= 6.000		
	max	συνδρ.=100.000		

Εισήγηση Δ.Σ. για νέο τρόπο υπολογισμού συνδρομής

νέο σύστημα υπολογισμού συνδρομής	έως	100.000.000	x	0,069%	} **1.973.000**	**συνδρ. 2014**
	>	100.000.000	x	0,039%		
	min	συνδρ.= 7.000				
	max	συνδρ.=115.000				

Δ.Σ. ΠΡΟΫΠΟΛΟΓΙΣΜΟΣ 2014

ΕΣΟΔΑ

ΕΣΟΔΑ ΑΠΟ ΣΥΝΔΡΟΜΕΣ	1.973.000
ΔΙΑΦΟΡΑ ΕΣΟΔΑ	27.000
ΣΥΝΟΛΟ ΕΣΟΔΩΝ	**2.000.000**

ΕΞΟΔΑ

ΕΞΟΔΑ ΛΕΙΤΟΥΡΓΙΑΣ	1.355.400
ΕΞΟΔΑ ΕΠΙΤΡΟΠΩΝ - ΛΟΙΠΑ ΕΞΟΔΑ ΣΦΕΕ	776.900
ΣΥΝΟΛΟ ΕΞΟΔΩΝ	**2.132.300**

ΣΗΜΕΙΩΣΗ

ΑΠΟΘΕΜΑΤΙΚΟ	1.216.126
ΔΙΑΦΟΡΑ ΕΣΟΔΩΝ-ΕΞΟΔΩΝ	-132.300
ΕΙΣΠΡΑΞΗ ΣΥΝΔΡΟΜΩΝ ΠΡΟΗΓΟΥΜΕΝΗΣ ΧΡΗΣΗΣ	191.018
ΣΥΝΔΡΟΜΕΣ ΧΡΗΣΗΣ ΟΦΕΙΛΟΜΕΝΕΣ	-197.300
ΝΕΟ ΑΠΟΘΕΜΑΤΙΚΟ	**1.077.544**
ΑΠΟΖΗΜΙΩΣΕΙΣ ΕΜΜΙΣΘΟΥ ΠΡΟΣΩΠΙΚΟΥ	-200.000
	877.544

1/4 ΕΣΟΔΩΝ= 500.000

ΠΟΡΕΙΑ ΟΙΚΟΝΟΜΙΚΩΝ περιληπτικά

revised 19-3-2014

ΕΣΟΔΑ	ΑΠΟΛΟΓΙΣΜΟΣ ΕΤΟΥΣ 2012	ΠΡΟΫΠΟΛΟΓΙΣΜΟΣ ΕΤΟΥΣ 2013	ΑΠΟΛΟΓΙΣΜΟΣ ΕΤΟΥΣ 2013	ΠΡΟΫΠΟΛΟΓΙΣΜΟΣ ΕΤΟΥΣ 2014
ΕΣΟΔΑ ΑΠΟ ΣΥΝΔΡΟΜΕΣ	2.004.814	1.800.000	1.858.587	1.973.000
ΔΙΑΦΟΡΑ ΕΣΟΔΑ	53.073	21.600	43.747	27.000
ΣΥΝΟΛΟ ΕΣΟΔΩΝ	**2.057.887**	**1.821.600**	**1.902.334**	**2.000.000**
ΕΞΟΔΑ				
ΕΞΟΔΑ ΛΕΙΤΟΥΡΓΙΑΣ	1.296.658	1.314.600	1.239.335	1.355.400
(ΒΑΣΙΚΑ ΕΞΟΔΑ ΛΕΙΤΟΥΡΓΙΑΣ)	*1.130.720*	*1.314.600*	*1.239.335*	*1.355.400*
(ΑΠΟΖΗΜΙΩΣΕΙΣ ΕΜΜΙΣΘΟΥ ΠΡΟΣΩΠΙΚΟΥ)	*165.938*	*0*	*0*	*0*
ΕΞΟΔΑ ΕΠΙΤΡΟΠΩΝ - ΛΟΙΠΑ ΕΞΟΔΑ ΣΦΕΕ	673.668	883.800	707.328	776.900
(ΕΞΟΔΑ ΕΠΙΚΟΙΝΩΝΙΑΣ)	*256.656*	*602.000*	*424.356*	*439.400*
(ΕΞΟΔΑ ΤΕΚΜΗΡΙΩΣΗΣ)	*196.263*	*150.000*	*155.545*	*145.900*
(ΕΞΟΔΑ ΚΩΔ. ΔΕΟΝΤ.)	*42.422*	*6.700*	*6.245*	*36.700*
(ΕΞΟΔΑ ΛΟΙΠΩΝ ΕΠΙΤΡΟΠΩΝ)	*11.356*	*116.100*	*67.924*	*89.310*
(ΣΦΕΕ ΠΡΟΣΦΥΓΕΣ & ΕΙΔΙΚΕΣ ΑΑΝΘΕΣΕΙΣ)	*76.453*	*50.000*	*50.245*	*63.590*
(ΔΗΜΙΤΙΑ ΠΛΑΤΦΟΡΜΑΣ)	*61.500*	*0*	*0*	*0*
ΣΥΝΟΛΟ ΕΞΟΔΩΝ	**1.970.326**	**2.198.400**	**1.946.662**	**2.132.300**

ΣΗΜΕΙΩΣΗ

ΑΠΟΘΕΜΑΤΙΚΟ	1.014.448	1.334.396	1.334.396	1.216.126
ΔΙΑΦΟΡΑ ΕΣΟΔΩΝ-ΕΞΟΔΩΝ	87.561	-376.800	-44.328	-132.300
ΕΙΣΠΡΑΞΗ ΣΥΝΔΡΟΜΩΝ ΠΡΟΗΓΟΥΜΕΝΗΣ ΧΡΗΣΗΣ	355.463	123.076	117.076	191.018
ΣΥΝΔΡΟΜΕΣ ΧΡΗΣΗΣ ΟΦΕΙΛΟΜΕΝΕΣ	-123.076	-180.000	-191.018	-197.300
ΝΕΟ ΑΠΟΘΕΜΑΤΙΚΟ	**1.334.396**	**900.672**	**1.216.126**	**1.077.544**
ΑΠΟΖΗΜΙΩΣΕΙΣ ΕΜΜΙΣΘΟΥ ΠΡΟΣΩΠΙΚΟΥ				-200.000
				877.544
				1/4 εσόδων = 500.000

S.F.E.E. Σελίδα 1 31/3/2014

ΠΟΡΕΙΑ ΟΙΚΟΝΟΜΙΚΩΝ αναλυτικά

revised 19-3-2014

	ΑΠΟΛ/ΜΟΣ	ΠΡΟΫΠ/ΜΟΣ	ΑΠΟΛ/ΜΟΣ	ΠΛΕΟΝΑΣΜΑ ΕΛΛΕΙΜΜΑ	ΠΡΟΫΠ/ΜΟΣ Κ.Ε.μείωση 12% (0,069% & 0,039%) (max 115.000 min 7.000)
	2012	2013	31.12.2013		2014
ΕΣΟΔΑ					
Τόκοι	27.722,51	15.000	31.146,67	16.147	20.400
Έσοδα ενοικίων	600,00	600	600,00	0	600
Εγγραφή νέων μελών	24.000,00	6.000	12.000,00	6.000	6.000
Συνδρομές τρέχουσας χρήσης εισπραχθ	1.887.737,96	1.620.000	1.667.569,60		1.775.700
Συνδρομές τρέχουσας χρήσης οφειλόμ	123.076,32	180.000	191.017,68		197.300
ΣΥΝΟΛΟ ΣΥΝΔΡΟΜΩΝ ΧΡΗΣΗΣ	**2.004.814,28**	**1.800.000**	**1.858.587,28**	**58.587**	**1.973.000**
Επιστρ. Εγγύησης AURIS	750,00	0	0,00	0	0
ΣΥΝΟΛΟ ΕΣΟΔΩΝ	**2.057.886,79**	**1.821.600**	**1.902.333,95**	**80.734**	**2.000.000**
ΕΞΟΔΑ					
Αμοιβές προσωπικού - τρίτων	709.131,48	795.000	760.919,51	34.080	838.200
Αποζημιώσεις εμμίσθου προσωπικού	165.938,41	0	0,00	0	0
Κόστος νέων προσλήψεων	12.310,79	36.000	35.885,60	114	44.600
Ενοίκια γραφείων	130.536,00	130.600	120.745,80	9.854	117.500
Έξοδα γραφείων	88.547,02	103.000	96.704,80	6.295	118.600
Μηχ. εξοπλ. γραφείων	14.849,98	45.000	27.011,12	17.989	23.500
Συνδρομές E.F.P.I.A.	47.185,00	50.000	46.445,00	3.555	46.500
Συνδρομές SCRIP	3.500,00	4.000	0,00	4.000	0
Έξοδα ταξιδίων	18.685,24	31.000	23.491,82	7.508	24.500
Διάφορα έξοδα	105.974,17	120.000	128.131,08	-8.131	142.000
ΕΞΟΔΑ ΛΕΙΤΟΥΡΓΙΑΣ	**1.296.658,09**	**1.314.600**	**1.239.334,73**	**75.265**	**1.355.400**
Εταιρικά έντυπα	38.213,40	40.000	8.926,50	31.074	22.000
Εκδήλωση New Year	2.902,60	15.000	5.833,97	9.166	9.000
Δημόσιες σχέσεις	36.481,74	38.000	41.322,85	-3.323	25.000
Internal com.- Δωρείες - Διάφ. έξοδα Προβ.	25.785,65	35.000	27.212,67	7.787	39.400
Διαδίκτυο - Social media	5.227,50	38.000	17.741,52	20.258	15.000
Γεύμ. Δημ/γράφων - Συν. Τύπου - Media Training	37.511,29	43.000	17.631,83	25.368	24.000
Γραφείο Τύπου	34.686,00	68.000	44.798,70	23.201	46.000
Διαφημιστικές Καταχωρήσεις	104.847,02	170.000	166.931,06	3.069	145.000
Εταιρική Κοινωνική Ευθύνη (ΕΚΕ)	0,00	55.000	93.966,66	-38.967	114.000
ΕΞΟΔΑ ΕΠΙΚΟΙΝΩΝΙΑΣ	**285.655,20**	**502.000**	**424.365,76**	**77.634**	**439.400**

S.F.E.E. Σελίδα 1

ΠΟΡΕΙΑ ΟΙΚΟΝΟΜΙΚΩΝ αναλυτικά

revised 19-3-2014

	ΑΠΟΛ/ΜΟΣ	ΠΡΟΫΠ/ΜΟΣ	ΑΠΟΛ/ΜΟΣ	ΠΛΕΟΝΑΣΜΑ ΕΛΛΕΙΜΜΑ	ΠΡΟΫΠ/ΜΟΣ Κ.Ε.μείωση 12% (0,069% & 0,039%) (max 115.000 min 7.000)
	2012	2013	31.12.2013		2014
Ι.Ο.Β.Ε. (Σύμβαση)	98.399,97	86.100	86.100,00	0	73.000
Διάφορα έξοδα Ι.Ο.Β.Ε.	602,74	5.000	1.781,08	3.219	2.000
Διάφορα έξοδα Τεκμ/σης	97.250,00	88.900	80.663,50	8.237	73.900
Έξοδα Επιτρ. Ανάπτυξης	0,00	61.000	27.911,70	33.088	44.550
Έξοδα Επιτρ. Επιστ.& Ρυθμ. Θεμάτων	11.385,30	30.500	5.412,00	25.088	20.160
Παλαιές προσφυγές ΣτΕ	19.081,95	20.000	8.351,70	11.648	8.340
Νέες προσφυγές-Ειδικές αναθέσεις	46.018,84	50.000	41.138,63	8.861	45.650
Έξοδα Επιτρ. Λίστας- ΕΟΠΥΥ	0,00	24.600	18.450,00	6.150	18.450
Έξοδα Επιτρ. Τιμολόγησης	0,00	0	6.150,00	-6.150	6.150
Επιτρ. Κώδικα Δεοντολογίας	42.421,71	5.700	6.248,40	-548	35.700
Απρόβλεπτα	11.352,41	10.000	754,81	9.245	9.600
Δημ/γία πλατφόρμας παρακολ. Φαρμ.	61.500,00	0	0,00	0	0
ΛΟΙΠΑ ΕΞΟΔΑ ΕΠΙΤΡΟΠΩΝ - ΣΦΕΕ	**388.012,92**	**381.800**	**282.961,82**	**98.838**	**337.500**
ΣΥΝΟΛΟ ΕΞΟΔΩΝ	**1.970.326,21**	**2.198.400**	**1.946.662,31**	**251.738**	**2.132.300**

ΣΗΜΕΙΩΣΗ

ΑΠΟΘΕΜΑΤΙΚΟ	1.014.448,09	1.334.396	1.334.395,72		1.216.126
ΔΙΑΦΟΡΑ ΕΣΟΔΩΝ-ΕΞΟΔΩΝ	87.560,58	-376.800	-44.328,36		-132.300
ΕΙΣΠΡΑΞΗ ΣΥΝΔΡ ΠΡΟΗΓ ΧΡΗΣΗΣ	355.463,37	123.076	117.076,32		191.018
ΣΥΝΔΡΟΜΕΣ ΧΡΗΣΗΣ ΟΦΕΙΛΟΜΕΝΕΣ	-123.076,32	-160.000	-191.017,68		-197.300
ΝΕΟ ΑΠΟΘΕΜΑΤΙΚΟ	**1.334.395,72**	**900.672**	**1.216.126,00**		**1.077.544**
ΑΠΟΖΗΜΙΩΣΕΙΣ ΕΜΜΙΣΘΟΥ ΠΡΟΣΩΠΙΚΟΥ					-200.000
					877.544

Το αποθεματικό δημιουργείται προς αντιμετώπιση πιθανών κινδύνων από τη μη ρευστοποίηση απαιτήσεων καθώς επίσης και μελλοντικών αποζημιώσεων του προσωπικού λόγω αποχωρήσεως

1/4 εσόδων= 500.000

ΣΟΛ
ΟΡΚΩΤΟΙ ΛΟΓΙΣΤΕΣ
Crowe Horwath

Εμπειρία • Γνώση • Αξιοπιστία

Αθήνα, 11 Φεβρουαρίου 2014

Προς
τη Γενική Συνέλευση
του Συνδέσμου Φαρμακευτικών
Επιχειρήσεων Ελλάδος (ΣΦΕΕ)
Κηφισίας 280 & Αγρινίου 3
Χαλάνδρι

ΕΚΘΕΣΗ

Ελέγχου επί της οικονομικής διαχειρίσεως χρήσεως 2013

Ο έλεγχός μας διενεργήθηκε σε εκτέλεση της προσυμφωνημένης εντολής που μας ανατέθηκε στις 31 Ιανουαρίου 2014 από τη Γενική Διεύθυνση του Σ.Φ.Ε.Ε.

Κατά τον έλεγχό μας εφαρμόσαμε τις ελεγκτικές διαδικασίες που κρίναμε κατάλληλες στα πλαίσια των αρχών ελεγκτικής που ακολουθούμε.

Τέθηκαν υπόψιν μας τα τηρούμενα βιβλία και στοιχεία και παρασχέθηκαν οι πληροφορίες και επεξηγήσεις τις οποίες ζητήσαμε.

Αντικείμενο του ελέγχου μας, όπως προαναφέρθηκε ήταν η οικονομική διαχείριση του ΣΦΕΕ χρονικής περιόδου 1/1-31/12/2013 όπου διαπιστώθηκε ότι έχει καλώς.

ΣΟΛ
ΟΡΚΩΤΟΙ ΛΟΓΙΣΤΕΣ
Crowe Horwath

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site: www. solse.gr

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ΓΙΑΝΝΙΤΣΩΝ 31 & ΠΑΤΡ. ΚΥΡΙΛΛΟΥ
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71 306 ΗΡΑΚΛΕΙΟ
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FAX: 2810 280 686
e-mail: solcrit@hol.gr

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e-mail: solioan@hol.gr

ΚΑΒΑΛΑ:
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ΤΗΛ: 2510 620801, FAX: 2510 620802

ΡΟΥΜΑΝΙΑ:
BUCHAREST, DRAGOS VODA Str, No 53
DISTRICT 2, code 020747, camera 1,
TEL: 0040 213166816

ΣΟΛ ΟΡΚΩΤΟΙ ΛΟΓΙΣΤΕΣ Crowe Horwath

SOL Crowe Horwath

Η έκθεσή μας καταρτίστηκε αποκλειστικά για εσωτερική χρήση. Σημειώνεται ότι ο έλεγχος βασίστηκε στη νομιμότητα των παραστατικών και στις αποφάσεις της Διοίκησης χωρίς να εξετάζεται η σκοπιμότητα των δαπανών.

Συνοπτικά παραθέτουμε στο τέλος της έκθεσης τους λογαριασμούς όπως αυτοί συντάσσονται και εμφανίζονται (σε ευρώ) στον Οικονομικό Απολογισμό 1/1 – 31/12/2013 και στον Ισολογισμό – Αποτελέσματα Χρήσεως της 31/12/2013 του Σ.Φ.Ε.Ε.

Επί των ανωτέρω διευκρινίζουμε:

1) Τα έσοδα της χρήσης 2013 εμφανίζονται, στον Οικονομικό Απολογισμό (1.828.392,59 – 31.146,67 τόκοι – 600,00 έσοδα ενοικίων) € 1.796.645,92 ενώ στα Μικτά Αποτελέσματα Εκμετάλ/σης του Ισολογισμού € 1.870.587,33. Διαφορά επί πλέον στα Μικτά Αποτελέσματα Εκμεταλ/σης του Ισολογισμού € **73.941,41** η οποία οφείλεται:

   α) στη λογιστική καταχώρηση των εισφορών συνδρομητών που δεν είχαν εισπραχθεί μέχρι 31/12/2013 και κατά συνέπεια δεν συμπεριλήφθησαν στα έσοδα του Οικονομικού Απολογισμού € **197.017,73** και

   β) στην είσπραξη εισφορών προηγουμένων χρήσεων που συμπεριλαμβάνονται στα έσοδα του Οικονομικού Απολογισμού της 31/12/2013 ενώ είχαν καταχωρηθεί στα Αποτελέσματα της χρήσεως 31/12/2012, € **123.076,32**.

2) Τα χρηματικά διαθέσιμα του Ισολογισμού και του Οικονομικού Απολογισμού της χρήσεως 2013 ανέρχονται σε € **1.550.794,97** τα οποία συμφωνούν με το σύνολο των κονδυλίων του Αποθεματικού Καταστατικού € 352.041,31, των λοιπών αποθεματικών € 4.077,48, του Αποτελέσματος εις Νέον (πλεονάσματος) της προηγούμενης χρήσεως € 1.141.249,37 και του ελλείμματος της παρούσας € 41.583,61 **(Σύνολο= € 1.455.784,55)**.

ΣΟΛ ΟΡΚΩΤΟΙ ΛΟΓΙΣΤΕΣ Crowe Horwath

αφού στο σύνολο (λογιστικό υπόλοιπο) αυτό προστεθούν τα κονδύλια:

Υποχρεώσεις Προμηθευτών	163.668,88
Υποχρεώσεις Φόρων	47.634,72
Υποχρεώσεις Ασφαλ. Οργ.	34.577,70
Υποχρεώσεις Πιστωτών	89.846,63
Υποχρεώσεις Λογ. Διαχ. Προκ.& Πιστ.	2.391,04
ΣΥΝΟΛΟ	**338.118,97**

και αφαιρεθούν τα κονδύλια:

Λοιπές Μακροπρόθ. Απαιτήσεις	42.640,82
Απαιτήσεις από Πελάτες	197.017,73
Απαιτήσεις από Χρεώστες	3.450,00
ΣΥΝΟΛΟ	**243.108,55**

ΥΠΟΛΟΙΠΟ € 1.550.794,97

3) Κατά πάγια τακτική α) τα έξοδα ιδρύσεως - Α΄ εγκατάστασης και τα στοιχεία του παγίου ενεργητικού αποσβένονται στη χρήση κτήσεώς τους κατά 100%, ανεξαρτήτως ποσού, β) δεν σχηματίζεται πρόβλεψη για αποζημίωση του προσωπικού λόγω εξόδου για συνταξιοδότηση.

Με τιμή

ΔΗΜΗΤΡΙΟΣ Β. ΛΑΜΠΡΙΝΟΣ

Ορκωτός Ελεγκτής Λογιστής Α.Μ. ΣΟΕΛ 13741

Σ.Φ.Ε.Ε.

ΙΣΟΛΟΓΙΣΜΟΣ ΤΗΣ 31ης ΔΕΚΕΜΒΡΙΟΥ 2013 (1η ΙΑΝ. 2013 - 31η ΔΕΚ. 2013)

ΕΝΕΡΓΗΤΙΚΟ	Ποσά κλειόμενης χρήσεως 2013			Ποσά προηγούμενης χρήσεως 2012		
	Αξία Κτήσεως	Αποσβέσεις	Αναπ. Αξία	Αξία Κτήσεως	Αποσβέσεις	Αναπ. Αξία
Β. ΕΞΟΔΑ ΕΓΚΑΤΑΣΤΑΣΕΩΣ						
1. Έξοδα ίδρύσεως & Α' εγκατάστασης	36.525,40	36.525,40	0,00	25.253,66	25.253,66	0,00
Γ. ΠΑΓΙΟ ΕΝΕΡΓΗΤΙΚΟ						
II. Ενσώματες ακινητοποιήσεις						
2. Κτίρια & τεχνικά έργα	489.621,84	489.621,84	0,00	489.621,84	489.621,84	0,00
4. Μηχ. - τεχν. εγκατ. & λοιπός μηχ. εξοπλισμός	1.635,90	1.635,90	0,00	1.635,90	1.635,90	0,00
6. Έπιπλα & λοιπός εξοπλισμός	251.172,13	251.172,13	0,00	234.507,20	234.507,20	0,00
	742.429,87	742.429,87	0,00	725.764,94	725.764,94	0,00
III. Συμμετοχές & άλλες μακροπρόθ. χρηματοοικονομικές απαιτήσεις						
7. Λοιπές μακροπρόθ. Απαιτήσεις			42.640,82			39.896,12
Σύνολο παγίου ενεργητικού (ΓΙΙ+ΓΙΙΙ)			42.640,82			39.896,12
Δ. ΚΥΚΛΟΦΟΡΟΥΝ ΕΝΕΡΓΗΤΙΚΟ						
II. Απαιτήσεις						
1. Πελάτες (Συνδρομητές)			197.017,73			123.076,32
11. Χρεώστες διάφοροι			3.450,00			79.582,55
12. Λογ. Διαχείρ. προκαταβολών & πιστώσεων						
			200.467,73			202.658,87
IV. Διαθέσιμα						
1. Ταμείο			1.316,36			2.117,50
3. Καταθέσεις όψεως & προθεσμίας			1.549.478,61			1.433.390,81
			1.550.794,97			1.435.508,31
Σύνολο κυκλοφορούντος ενεργητικού (ΔΙΙ+ΔΙV)			1.751.262,70			1.638.167,18
ΓΕΝ. ΣΥΝΟΛΟ ΕΝΕΡΓΗΤΙΚΟΥ (Β+Γ+Δ)			**1.793.903,52**			**1.678.063,30**

ΠΑΘΗΤΙΚΟ	Ποσά κλειόμ. χρήσεως 2013	Ποσά προηγ. χρήσεως 2012
Α. ΙΔΙΑ ΚΕΦΑΛΑΙΑ		
IV. Αποθεματικά κεφάλαια		
2. Αποθεματικά καταστατικού	352.041,31	352.041,31
Λοιπά αποθεματικά Συνδέσμου	4.077,48	4.077,48
	356.118,79	356.118,79
V. Αποτελέσματα εις νέον		
Υπόλοιπο πλεονάσματος εις νέον	1.099.665,76	1.141.249,37
Σύνολο ιδίων κεφαλαίων (ΑIV+AV)	1.455.784,55	1.497.368,16
Β. ΠΡΟΒΛΕΨΕΙΣ ΓΙΑ ΚΙΝΔ. & ΕΞΟΔΑ		
2. Λοιπές προβλέψεις		
Γ. ΥΠΟΧΡΕΩΣΕΙΣ		
II. Βραχυπρόθεσμες υποχρεώσεις		
1. Προμηθευτές	163.668,88	89.907,46
5. Υποχρεώσεις από φόρους-τέλη	47.634,72	41.546,34
6. Ασφαλιστικοί Οργανισμοί	34.577,70	21.012,26
11. Πιστωτές διάφοροι	89.846,63	27.547,48
12. Υπογρ. Λογ. Διαχείρ. προκαταβολών & πιστ.	2.391,04	681,60
	338.118,97	180.695,14
ΓΕΝ. ΣΥΝΟΛΟ ΠΑΘΗΤΙΚΟΥ (Α+Β+Γ)	**1.793.903,52**	**1.678.063,30**

ΑΠΟΤΕΛΕΣΜΑΤΑ ΧΡΗΣΕΩΣ 31ης Δεκεμβρίου 2013 (1 Ιανουαρίου - 31 Δεκεμβρίου 2013)

		Ποσά κλειόμ. χρήσεως 2013		Ποσά προηγ. χρήσεως 2012
Ι. ΑΠΟΤΕΛΕΣΜΑΤΑ ΕΚΜΕΤΑΛΛΕΥΣΕΩΣ				
Κύκλος Εργασιών (Συνδρομές)		1.870.587,33		2.028.814,28
ΜΕΙΟΝ: Κόστος πωλήσεων		0,00		0,00
Μικτά αποτελέσματα (πλεονάσματα ή ελλείμματα) εκμεταλλεύσεως		1.870.587,33		2.028.814,28
ΠΛΕΟΝ : Άλλα έσοδα εκμεταλλεύσεως		600,00		600,00
Σύνολο		1.871.187,33		2.029.414,28
ΜΕΙΟΝ: 1. Έξοδα διοικητικής λειτουργίας	1.943.771,65	1.943.771,65	1.970.091,66	1.970.091,66
Μερικά αποτελέσματα (πλεονάσματα) εκμεταλλεύσεως		-72.584,32		59.322,62
ΠΛΕΟΝ:4. Πιστωτικοί τόκοι & συναφή έσοδα	31.146,67		27.722,51	
ΜΕΙΟΝ: 3. Χρεωστικοί τόκοι & συναφή έξοδα	0,00	31.146,67	0,00	27.722,51
Ολικά αποτελέσματα (πλεονάσματα ή ελλείμματα) εκμεταλλεύσεως		-41.437,65		87.045,13
ΜΕΙΟΝ: ΕΚΤΑΚΤΑ ΑΠΟΤΕΛΕΣΜΑΤΑ				
ΠΛΕΟΝ: 1. Έκτακτα & ανόργανα έσοδα	174,76		18,80	
ΜΕΙΟΝ: 1. Έκτακτα & ανόργανα έξοδα	210,01		228,65	
ΜΕΙΟΝ: 3. Έξοδα προηγούμενων χρήσεων	110,71	-145,96	24,70	-234,55
Οργανικά & έκτακτα αποτελέσματα (πλεονάσματα)		-41.583,61		86.810,58
ΜΕΙΟΝ: Σύνολο αποσβέσεων παγίων στοιχείων	27.936,65		15.537,77	
ΜΕΙΟΝ: Οι από αυτές ενσωματωμένες στο λειτουργικό κόστος	27.936,65	0,00	15.537,77	0,00
ΚΑΘΑΡΑ ΑΠΟΤΕΛΤΑ (ΠΛΕΟΝ/ΤΑ ή ΕΛΛΕΙΜ/ΤΑ) ΧΡΗΣΕΩΣ		**-41.583,61**		**86.810,58**

ΠΙΝΑΚΑΣ ΔΙΑΘΕΣΕΩΣ ΑΠΟΤΕΛΕΣΜΑΤΩΝ

	Ποσά κλειόμ. χρήσεως 2013	Ποσά προηγ. χρήσεως 2012
Καθ. Αποτελ (πλεονάτα ή ελλείμτα) χρήσεως	-41.583,61	86.810,58
(+) Υπόλ. Αποτελ. (πλεονασμ.) προηγ. χρήσεων	1.141.249,37	1.054.438,79
Σύνολο	1.099.665,76	1.141.249,37
Υπόλοιπο πλεονάσματος εις νέον	1.099.665,76	1.141.249,37

Χαλάνδρι 31 Ιανουαρίου 2014

Ο Πρόεδρος του Δ.Σ.	Ο Ταμίας του Δ.Σ.	Ο Γεν. Διευθυντής	Η Λογίστρια
Κ. Φρουζής	**Ν. Βαρελάς**	**Φ. Μαγγελούσης**	**Ε. Γραββάνη**
Α.Δ.Τ. ΑΒ 346667	Α.Δ.Τ. Ρ 033564	Α.Δ.Τ. ΑΚ 650508	Α.Δ.Τ. ΑΚ 746769

ΟΙΚΟΝΟΜΙΚΟΣ ΑΠΟΛΟΓΙΣΜΟΣ 1/1/2013 ΕΩΣ 31/12/2013

ΥΠΟΛΟΙΠΟ 31/12/2012				1.435.508,31
ΔΑΠΑΝΕΣ 2012 ΜΗ ΠΗΡ/ΣΕΣ, ΠΛΗΡ/ΣΕΣ 2013				-101.112,59
ΕΣΟΔΑ =1.828.392,59				
ΤΟΚΟΙ		31.146,67	31.146,67	
ΕΣΟΔΑ ΕΝΟΙΚΙΩΝ		600,00	600,00	
ΣΥΝΔΡΟΜΕΣ 2012		117.076,32		
ΣΥΝΔΡΟΜΕΣ 2013		1.667.569,60	1.784.645,92	
ΕΓΓΡΑΦΗ ΝΕΩΝ ΜΕΛΩΝ		12.000,00	12.000,00	
	ΣΥΝΟΛΟ ΕΣΟΔΩΝ			**1.828.392,59**
			ΣΥΝΟΛΟ (Α)	3.162.788,31
ΕΞΟΔΑ =1.946.662,31				
ΑΜΟΙΒΕΣ & ΕΙΣΦΟΡΕΣ ΠΡΟΣΩΠΙΚΟΥ		721.923,83		
ΑΜΟΙΒΕΣ ΤΡΙΤΩΝ		38.995,68		
ΚΟΣΤΟΣ ΝΕΩΝ ΠΡΟΣΛΗΨΕΩΝ		35.885,60		
ΕΝΟΙΚΙΑ ΓΡΑΦΕΙΩΝ		120.745,80		
ΕΞΟΔΑ ΓΡΑΦΕΙΩΝ		96.704,80		
ΜΗΧ/ΚΟΣ ΕΞΟΠΛΙΣΜΟΣ ΓΡΑΦΕΙΩΝ		27.011,12		
ΣΥΝΔΡΟΜΕΣ E.F.P.I.A.		46.445,00		
ΣΥΝΔΡΟΜΕΣ SCRIP		0,00		
ΕΞΟΔΑ ΤΑΞΙΔΙΩΝ		23.491,82		
ΔΙΑΦΟΡΑ ΕΞΟΔΑ		128.131,08		
	ΕΞΟΔΑ ΛΕΙΤΟΥΡΓΙΑΣ		1.239.334,73	
ΠΕΡΙΟΔΙΚΟ "ΘΕΣΕΙΣ"- ΕΤΑΙΡΙΚΑ ΕΝΤΥΠΑ		8.926,50		
ΚΟΠΗ ΠΙΤΑΣ - ΕΚΔΗΛΩΣΕΙΣ		5.833,97		
ΔΩΡΑ ΣΕ ΤΡΙΤΟΥΣ + ΔΗΜΟΣΙΕΣ ΣΧΕΣΕΙΣ		41.322,85		
ΣΥΝΕΔΡ.-ΔΩΡΕΕΣ-INTERNAL COM.-ΔΙΑΦ.ΕΞ.ΠΡΟΒ.		27.212,67		
ΔΙΑΔΙΚΤΥΟ - SOCIAL MEDIA		17.741,52		
ΕΠΙΚΟΙΝ.ΠΡΟΓΡΑΜΜΑ - ΔΗΜ/ΦΟΙ / ΣΥΝ. ΤΥΠΟΥ		17.631,83		
ΕΠΙΚΟΙΝ.ΠΡΟΓΡΑΜΜΑ - ΓΡΑΦΕΙΟ ΤΥΠΟΥ		44.798,70		
ΕΙΔΙΚΟ ΕΠΙΚΟΙΝ.ΠΡΟΓΡ.- ΔΙΑΦΗΜ. ΚΑΤΑΧ/ΣΕΙΣ		166.931,06		
ΕΙΔΙΚΟ ΕΠΙΚΟΙΝ.ΠΡΟΓΡ.-MEDIA TRAIN./ ΕΚΕ / CSR		93.966,66		
	ΕΞΟΔΑ ΠΡΟΒΟΛΗΣ		424.365,76	
Ι.Ο.Β.Ε. (ΣΥΜΒΑΣΗ)		86.100,00		
ΔΙΑΦΟΡΑ ΕΞΟΔΑ Ι.Ο.Β.Ε.		1.781,08		
ΔΙΑΦ. ΕΞΟΔΑ ΤΕΚΜΗΡ/ΣΗΣ		80.663,50		
ΕΞΟΔΑ ΕΠΙΤΡΟΠΗΣ ΑΝΑΠΤΥΞΗΣ		27.911,70		
ΗΜΕΡΙΔΑ ΚΛΙΝ.ΜΕΛ.+Φ/ΕΠΑΓΡ.+Θ.ΕΟΦ+ΕΡΕΥΝΕΣ		5.412,00		
ΠΑΛΑΙΕΣ ΠΡΟΣΦΥΓΕΣ		8.351,70		
ΝΕΕΣ ΠΡΟΣΦΥΓΕΣ & ΕΙΔΙΚΕΣ ΑΝΑΘΕΣΕΙΣ		41.138,63		
ΕΞΟΔΑ ΕΠΙΤΡ. ΛΙΣΤΑΣ - ΕΟΠΥΥ		18.450,00		
ΕΞΟΔΑ ΕΠΙΤΡ. ΤΙΜΟΛΟΓΗΣΗΣ		6.150,00		
ΚΩΔΙΚΑΣ ΔΕΟΝΤΟΛΟΓΙΑΣ		6.248,40		
ΑΠΡΟΒΛΕΠΤΑ		754,81		
	ΛΟΙΠΑ ΕΞΟΔΑ ΕΠΙΤΡΟΠΩΝ - Σ.Φ.Ε.Ε.		282.961,82	
	ΣΥΝΟΛΟ ΕΞΟΔΩΝ			**1.946.662,31**
ΜΕΙΟΝ ΔΑΠΑΝΕΣ ΜΗ ΠΛΗΡΩΘΕΙΣΕΣ				-334.668,97
			ΣΥΝΟΛΟ (Β)	1.611.993,34
ΥΠΟΛΟΙΠΟ:	ΣΥΝΟΛΟ (Α)-ΣΥΝΟΛΟ (Β)=			**1.550.794,97**
	ΣΕ ΛΟΓ/ΜΟ ΟΨΕΩΣ		49.478,61	
	ΣΕ ΤΑΜΕΙΟ		1.316,36	
	ΣΕ ΠΡΟΘΕΣΜΙΑΚΕΣ ΚΑΤΑΘΕΣΕΙΣ		1.500.000,00	
			1.550.794,97	
ΑΝΑΛΥΣΗ	**ΔΑΠΑΝΕΣ ΜΗ ΠΛΗΡΩΘΕΙΣΕΣ**			
	ΥΠΟΧΡΕΩΣΕΙΣ ΣΕ ΠΡΟΜΗΘΕΥΤΕΣ		163.668,88	
	ΥΠΟΧΡΕΩΣΕΙΣ ΣΕ ΠΙΣΤΩΤΕΣ		89.846,63	
	ΥΠΟΧΡΕΩΣΕΙΣ ΣΕ ΧΡΕΩΣΤΕΣ		-3.450,00	
	ΥΠΟΧΡΕΩΣΕΙΣ ΣΕ ΛΟΓ.ΠΡΟΚΑΤ.& ΠΙΣΤΩΣΕΩΝ		2.391,04	
	ΥΠΟΧΡΕΩΣΕΙΣ ΑΠΟ ΦΟΡΟΥΣ-ΤΕΛΗ		47.634,72	
	ΥΠΟΧΡΕΩΣΕΙΣ ΣΕ ΑΣΦ. ΟΡΓΑΝΙΣΜΟΥΣ		34.577,70	
			334.668,97	

ΣΟΛ
ΟΡΚΩΤΟΙ ΛΟΓΙΣΤΕΣ
Crowe Horwath

ΣΥΝΔΕΣΜΟΣ ΦΑΡΜΑΚΕΥΤΙΚΩΝ ΕΠΙΧΕΙΡΗΣΕΩΝ ΕΛΛΑΔΟΣ — ΣfEE — HELLENIC ASSOCIATION OF PHARMACEUTICAL COMPANIES

Έκθεση Ελεγκτών

Σε εκτέλεση της εντολής που ανέθεσε η Γενική Συνέλευση στις 23 Μαρτίου 2012 στον κ. Γ. Μαγαλιό και το Δ.Σ. στις 5 Νοεμβρίου 2013 στον κ. Χ. Δάκα, μετά την παραίτηση του κ. Χ. Καρτάλη, συνήλθαμε σήμερα την 7η Μαρτίου 2014 ημέρα Παρασκευή και ώρα 12:30 π.μ. στα γραφεία του Συνδέσμου επί της Λεωφ. Κηφισίας 280 & Αγρινίου 3 και διενεργήσαμε οικονομικό έλεγχο, δια την περίοδο από 1ης Ιανουαρίου έως 31ης Δεκεμβρίου 2013.

Από τον έλεγχο του βιβλίου του Ταμείου-Διαφόρων Πράξεων και των λοιπών στοιχείων της οικονομικής διαχείρισης και από την έκθεση του Ορκωτού Λογιστή διαπιστώσαμε ότι η όλη διαχείριση των οικονομικών πόρων του Συνδέσμου κατά την περίοδο αυτή έχει καλώς.

Κατόπιν αυτού προτείνουμε στη Γενική Συνέλευση την έγκριση του οικονομικού απολογισμού του έτους 2013 και την απαλλαγή του Διοικητικού Συμβουλίου από κάθε ευθύνη.

Χαλάνδρι, 7 Μαρτίου 2014

Οι ελεγκτές

Χ. Δάκας

Γ. Μαγαλιός

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