



Value Innovation Trust Access

Association of the British Pharmaceutical Industry
Annual Report 2008/09

ABOUT THE ABPI

The Association of the British Pharmaceutical Industry brings together companies in the UK that research and manufacture prescription medicines. In addition, its Research Affiliate Members are involved primarily in pharmaceutical research and development, while General Affiliate Members are organisations with an interest in the pharmaceutical industry operating in the UK.

The ABPI provides a wide scope of services and support for its members. It represents the views of the pharmaceutical industry in England, Scotland, Wales and Northern Ireland, as well as at UK, European and international levels. We maintain close contacts with Government, politicians, academia and the media. In addition, we have developed extensive links with health managers, patient advocacy groups, training and education bodies, research councils, and professional bodies in the healthcare field.

The ABPI is the industry's lead voice in discussions with the Government about policies in a wide range of areas. Through the provision of industry representation at the Department of Health, the Department for Business, Enterprise and Regulatory Reform, HM Treasury, the Scottish Executive, the Welsh Assembly and the Northern Ireland Assembly, issues of common interest such as health, education, training and science policy can be taken forward. Our objective is to maintain the UK's pre-eminent position as a location for the discovery, development and manufacture of new medicines.

Across the UK, the ABPI undertakes activities to raise awareness of the contribution of the pharmaceutical industry, not only to the provision of healthcare within the UK, but to the wider economy. At the heart of all the ABPI's activities lie the benefits that patients receive from the availability of innovative and effective medicines.

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OUR MISSION

Over the past year, the ABPI has undertaken a fundamental review of all aspects of how it can best serve and catalyse change in our industry and its environment in the UK.

A new ABPI organisation has been put in place, with new ways of working. We have launched campaigns and projects under four strategic imperatives agreed by the ABPI Board, as part of a new three-year strategic plan. These campaigns will have short – and longer-term measurable outcomes. The four imperatives are a call to action for ABPI member companies to get involved and effect a major change in the UK healthcare environment.

Value

Establishing the UK as one of the best environments in the world for valuing and rewarding innovative medicines as cost-effective solutions for preventing and treating disease.

Trust

Creating a new contract between industry and society based on integrity, honesty, knowledge, appropriate behaviours, transparency, openness and trust.

Innovation

Enhancing the productivity of pharmaceutical R&D, creating global centres of excellence based on academic centres, clinical research networks and the NHS patient database. Confirming the pharmaceutical industry as one of Britain's key economic sectors.

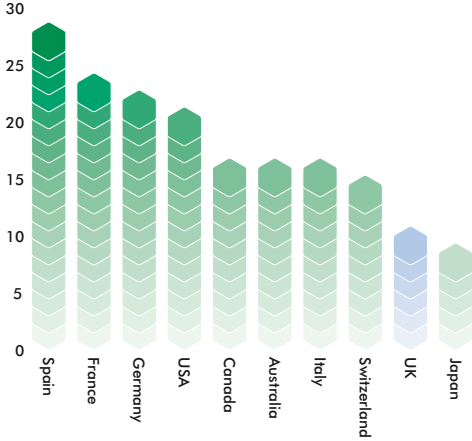
Access

Exploring new ways of ensuring the appropriate use of new medicines and setting benchmarks for their adoption in the UK. Ensuring that throughout the UK, the right patients get the right medicine at the right time.

INDUSTRY HIGHLIGHTS

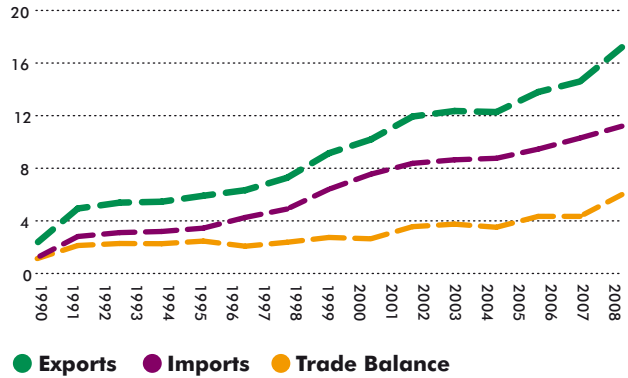
Patients in other countries get the benefits of new medicines faster than in the UK

Market share of products launched in the previous five years 2007



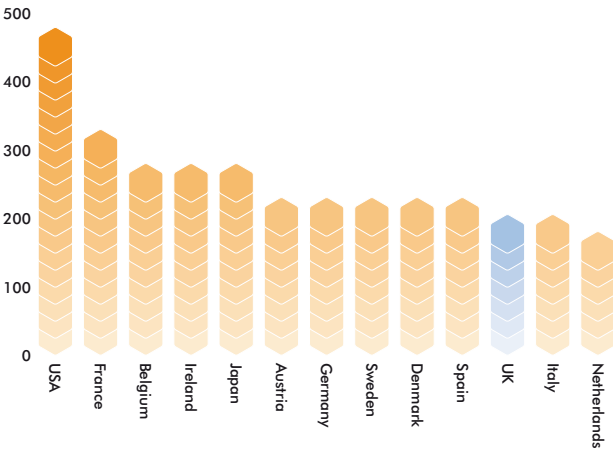
The pharmaceutical industry is one of Britain's most successful industry sectors

UK pharmaceutical trade figures £bn



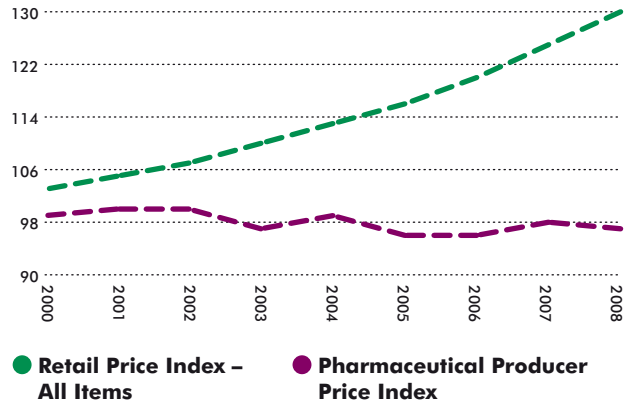
Spending on medicines is higher in other countries than in the UK

Annual medicines sales per person 2007

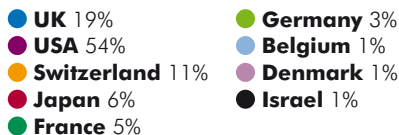
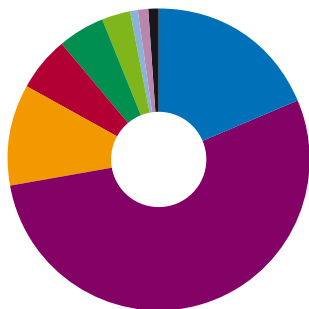


Medicines prices aren't rising as fast as other goods

UK pharmaceutical and retail prices indices

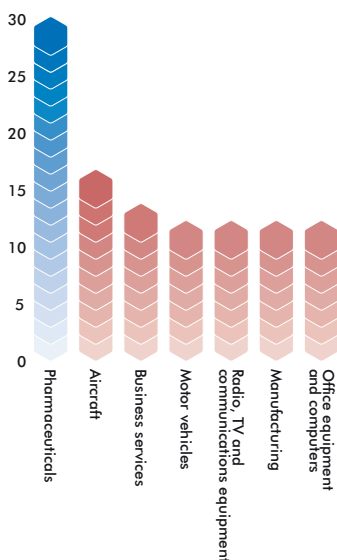


The UK is a world leader in producing vital new medicines
Origin of the world's top 100 medicines 2007



The pharmaceutical industry adds more value per employee
 than any other major industrial sector

Value added per person by industrial sector 2007 £



£10.3 billion

Medicines sales to the NHS were £10.3 billion in 2008, accounting for just 9.2 per cent of total NHS costs.

£10.43

An average prescription costs £10.43, but a day in hospital can cost more than £250 a day. Inpatient treatment can often be avoided or reduced through the use of medicines.

£17 billion

Pharmaceutical exports in 2008 were £17.2 billion, bringing a trade surplus for the UK economy of £6 billion.

1 in 5

Around one in five of the world's top medicines was discovered and developed in the UK – far more than any other European country, and second only to the USA.

£12 million a day

The pharmaceutical industry invested £4.5 billion in research in 2007 to discover the medicines of the future – more than £12 million every day.

28%

The pharmaceutical industry re-invests huge sums in R&D – 28 per cent of all the commercial R&D carried out in the UK.

67,000

The UK pharmaceutical industry employs around 67,000 people; nearly half of them are highly-skilled staff in R&D.



With the NHS, too, new links are being established. For example, we are now planning a new programme of partnership between the industry and the Strategic Health Authorities. Joint working is growing between the industry and those who provide healthcare in communities.

This year's Annual Report highlights some of the ABPI's key achievements, challenges and objectives – framed in terms of our four priorities of value, innovation, trust and access. We now look towards the future agenda – which includes shaping policy on value-based pricing; expanding joint working still further; working to ensure that NICE becomes a champion of innovation as well as access; and working with our partner organisations to ensure that our actions are well-informed and transparent.

The past year has provided a strong platform on which to build, but many challenges lie ahead. Member companies are reshaping their businesses, with added urgency provided by the difficult economic climate. This makes it all the more important to maintain strong relationships in 2009 and beyond. Trust can be gained or lost as a result of our behaviour day by day and it is important that we continue to earn respect through our actions. So please contribute to our collective efforts in whatever way you can and also please continue to give me your views and feedback.

Chris Brinsmead
President

2008 was a challenging year for everyone in business, but for us, the challenges were balanced by very positive news. I believe the year will be seen as one in which we laid the groundwork for significantly better relationships with the Government and NHS.

The renegotiation of the Pharmaceutical Price Regulation Scheme provided a particular test, but the process has led to a new settlement that for the first time goes beyond purely economic factors to include significant provisions to encourage innovation and uptake. In the ABPI, the experience also showed how effectively we can collaborate to shape our business environment.

Our wider talks with the Government have resulted in a new Office for Life Sciences to promote continuing investment in our industry as Britain's leading innovation powerhouse.

“2008 was a challenging year for everyone in business, but for us, the challenges were balanced by very positive news. I believe the year will be seen as one in which we laid the groundwork for significantly better relationships with the Government and NHS”



The industry is changing fast, and the ABPI with it. New models of innovation are being tried, there is an intense focus on proving value, and the issue of patient access to medicines is now top of the agenda for industry and for the NHS. So value, innovation, trust and access are at the heart of industry's concerns, as well as clear imperatives for the ABPI.

Trust in the industry remains an equally important priority for us. Although our surveys show a positive view of the industry among the public, we know that our relationships with doctors and the NHS can and must improve, and we welcome the ideas put forward in the recent RCP report. We are launching a Great Medicines Debate to help all our stakeholders – patients, medical professionals, NHS managers – to see the industry as part of the solution to address their challenges, not as a challenge itself.

Medicines pricing has been a major focus through 2008 and the ABPI has negotiated a new PPRS agreement with a modest price cut, but also with major pro-innovation features that represent a real step forward for the research-based industry. And, through the Health Innovation Council, we had a valuable impact on the Darzi Review. The NHS is slowly becoming what it needs to be – a living laboratory for innovation.

But in the current environment there is no room for complacency of any kind. We need to fight to further improve the UK environment for the industry, or we will lose out in the worldwide restructuring that is underway. So we sought a meeting with the UK Prime Minister that has led to a major new life sciences initiative under Lord Drayson, and we have high level dialogues on similar lines in both Scotland and Wales.

With our four imperatives – value, innovation trust and access – firmly in the centre of our efforts, 2009 will be a critical year for the ABPI, its members and the whole life sciences sector. Be part of this agenda – for the sake of Britain's leading science-based industry and for the sake of patients, here and around the world.

Dr Richard Barker
Director General

“With our four imperatives – value, innovation, trust and access – firmly in the centre of our efforts, 2009 will be a critical year for the ABPI, its members and the whole life sciences sector”



Value

It seems that society does not adequately recognise the full value that our medicines deliver. Working with our Health Department colleagues, the industry is determined to address the problem, so that NHS guidance can provide the benefits that medicines can bring to the treatments patients receive.

In mid 2007 the Government created great concern across the industry by its unprecedented move to exercise its right to call for a renegotiation of the 2005 Pharmaceutical Price Regulation Scheme, which at the time still had more than two years to run.

The negotiations which followed were successfully concluded in December 2008. New opportunities emerged from them, and we now have a PPRS retaining elements of previous schemes, but also new and innovative elements aimed at helping UK patients receive the medicines they need.

The ABPI approached the negotiations in an open and collaborative way. A number of expert groups were created to help inform and develop industry positions. To ensure broad representation, these groups included member companies from the ABPI, the BioIndustry Association (BIA) and the Ethical Medicines Industry Group (EMIG). A PPRS members survey was undertaken to provide initial direction. The industry negotiation team was chosen to be as representative as possible within what was by necessity a relatively small team.

Significant industry effort was also invested in defending the industry against unjustified assertions that UK prices were out of line with comparable countries. This work produced a detailed international study which demonstrated that UK prices for branded medicines ranked ninth in a basket of 12 comparable countries. A detailed forecast of the medicines expenditure over the next five years showed the UK medicines bill was already under tight control.

The final agreement reached in December 2008 was in some ways a significant departure from previous agreements. Profit control, a key element of previous schemes, is retained, and Government imposed a price cut of 3.9 per cent in February 2009, with a further cut of 1.9 per cent in 2010. However, in consideration of these industry concessions, the Government made a series of commitments which, when implemented, will ensure more patients get the right medicines at the right time.

These will include commitments to:

- establish a single unified horizon scanning process
- ensure that products included in NICE clinical guidelines attract mandatory funding by the NHS
- pilot the use of prescribing incentive schemes to promote uptake of innovative products
- explore how to optimise use of existing levers such as Payment by Results to further improve uptake of medicines
- publish data on the uptake of clinically and cost effective medicines at local, national and international levels

In addition to existing freedom of pricing for new active substances, for the first time a system of flexible pricing will be introduced, which in carefully defined circumstances will help to ensure prices can change to reflect the value the medicines deliver.

Also for the first time, Patient Access Schemes are included in PPRS. These are aimed at improving patient access to medicines which have not initially been assessed as cost or clinically effective by NICE. Provision is made in the new PPRS for generic substitution to be introduced in 2010, subject to discussion with affected parties during 2009.

Stability should be restored under the 2009 PPRS, as there is a clear Government commitment in the Scheme that this agreement cannot be terminated or re-negotiated for five years.

The new 2009 PPRS delivers an industry commitment to provide true value for money for NHS patients and taxpayers. New initiatives will create a more extensive information and evidence base for the effectiveness of modern and innovative medicines. The Scheme's 'innovation package' is full of promise and the ABPI looks forward to working with the Department of Health, NICE and the NHS to make the UK a global leader in applying value concepts intelligently, rather than a leader in rationing 'expensive' treatments.

46p

Medicines cost the NHS just 46p per person per day – much less than daily spending on alcohol or holidays

14%

The UK is slow to prescribe the innovative medicines coming on to the market – just 14 per cent of the medicines available on the market were introduced in the past five years



Innovation

The UK pharmaceutical industry will only remain a jewel in Britain's economic crown through world-beating research and development. While Britain cannot compete on lowest cost, we can create true leadership in the productivity and quality of the work carried out here and so concentrate on the areas of unmet medical need.

The UK Clinical Trials Research Network (UKCRN) has attracted more industry-sponsored trials, indicating the pharmaceutical industry's commitment to the network. In particular, the National Cancer Research Network goes from strength to strength and now one patient in eight in the UK is in a clinical study, believed to be the best ratio in the world.

The ABPI's *Best Practice Model for the Disclosure of Results and Transparent Information on Clinical Trials* for ABPI members and industry sponsors of clinical trials was published, addressing issues relating to open access to information. The guidance is intended to set a gold standard for the presentation of clinical trial results in a format which is clear, concise and easily understood.

Improving uptake of patients into clinical trials and how studies are carried out will boost the UK's efforts to maintain its leading position in medical research.

The ABPI has lobbied the UK Intellectual Property Office on two projects which could have significant adverse impact on the value of patents. The first is the European Commission proposals to create a pan-European litigation system for patents granted by the European Patent Office, extending the jurisdiction of the resulting court across Europe. The second is WHO proposals to force the pharmaceutical industry to engage in patent pooling, to promote innovation in treating AIDS and other developing world 'neglected' diseases.

An effective intellectual property legal system is essential in providing protection of return on pharmaceutical investment and innovation.

In October 2008, the ABPI launched *Skills Needs For Biomedical Research* – a report based on a survey of pharmaceutical companies. It identified the major areas of concern about general capabilities of new recruits and specific issues with core disciplines at the heart of biomedical science research. Maths skills, practical skills and ability to apply scientific and mathematical knowledge were key concerns.

The feedback received after the January 2008 re-launch of the ABPI Resources for Schools website supporting science teaching in schools has been extremely good, with 20,000 visits a month only a year after its launch. Following pressure from ABPI, a 14-19 Science Diploma is now being developed for introduction into schools and colleges in 2011.

Investing in the next generation is crucial if the pharmaceutical industry is going to be able to continue to develop and make new medicines in this country.

The ABPI has continued to focus attention on the issue of animals in research. There are three overlapping areas: animals rights extremism, better regulation and welfare, and the 3Rs (replacement, refinement and reduction in the use of animals in research). There were fewer home attacks in 2008 since records began in 2002, down from 259 in 2003 to 10. The ABPI brokered an agreement between welfare groups, industry academe and Home Office inspectors to agree a shared vision and principles. To address concerns raised by a revised draft EU Directive on the use of animals in research, the ABPI played a lead role in creating a Bioscience Sector Coalition, bringing together research funders, charities, industry and academic institutions to develop a co-ordinated strategy on the changes required.

Only a co-ordinated approach to animal extremism and negative opinions about animal research will bring positive outcomes.

The ABPI has established a dialogue with the Office for the Strategic Coordination of Healthcare Research on the prioritisation of pharmaceutical R&D to inform the Office's strategy. The Association has collaborated with the MHRA on defining Non-Investigational Medicinal Products (NIMPs), providing a useful reference to speed up clinical trial authorisation, and has created a NIMP Safety Register for adverse events.

The ABPI's involvement in improving the clinical trial environment ranges very widely.

There are strong signals that the Government wants to consolidate the UK's R&D leadership position. It will be essential to ensure the implementation of the Skills Report, and build the UK's 'open innovation' lead in areas of greatest unmet medical need.

140

The number of industry-sponsored clinical trials registered with the UK Clinical Research Network in 2008

28%

The pharmaceutical industry invests more in R&D than any other industry sector – 28 per cent of all commercial R&D carried out in the UK



Trust

The pharmaceutical industry's business model is evolving from focusing mainly on prescribers to include politicians, taxpayers and the public. Building trust means raising awareness of what the pharmaceutical industry is good at and the benefits it brings to society.

The Association has worked with the Neurological Alliance, an umbrella group for about 60 neurological diseases, culminating in an evening at the Royal Institution on Parkinson's disease and the publication of the report *Taking Control – our right to information* about the current lack of information and services for people with neurological conditions.

The ABPI was the main sponsor of the 2008 Ask About Medicines Awards to promote better information about the use of medicines. In conjunction with the Long Term Conditions Alliance, representing people with chronic illnesses, the ABPI published its report *Finding the Balance* on the benefits and risks of medicines.

ABPI partnerships are helping to build better relations with patient groups.

ABPI Cymru Wales has engaged regularly with the National Assembly in Wales, through regular individual meetings and the establishment of the Medicines Knowledge Base initiative, encouraging increased debate on the value of medicines. External stakeholder engagement and the reputation of the industry have been enhanced by a programme of events, including patient group meetings and the Annual ABPI Cymru Wales Lecture.

The launch of ABPI Northern Ireland has brought the industry in the province together for the first time, with input being prioritised into their proposed Generic Tender Project and Pharmaceutical Clinical Effectiveness therapeutic assessment. Regular meetings have already been held with Party Health Spokespeople on the Health Committee, the Department of Health Minister and officials and the DETI Minister.

The ABPI now has representation in all parts of the UK and can more effectively discuss industry issues with the people who matter.

An analysis of articles in the national press during the year revealed that medicines pricing was the single most negatively regarded issue. The ABPI reached out to the media through national news stories, for example, a joint survey with the CBI, looking at business confidence in the industry, and a campaign for a national hepatitis B vaccination programme, which were taken up by the media.

The ABPI has made real progress towards a strong and positive relationship with the media.

The NHS and the pharmaceutical industry share a common agenda to improve patient outcomes through high quality and effective treatment and management. Together with the Department of Health, the ABPI has developed support materials, including a toolkit, to help NHS organisations and companies to engage in joint working projects. Launched in March 2008, this was supported by specific Department guidance on joint working which sets a framework and standards for participants.

Separately, the ABPI Outreach project has continued to achieve notable success. The project has concentrated on Primary Care Trusts that have no track record in engaging with the pharmaceutical industry, with the ABPI acting as agents to introduce willing partners to take part in joint working projects. Eleven projects are underway; some are still at an early stage, others are well into implementation phase. The Department and the ABPI took the joint working message to conferences to promote it to a wide range of health professionals.

New joint working projects with the NHS to improve healthcare have clear benefits for patients.

In early 2009, the ABPI facilitated a summit with Prime Minister Gordon Brown and the Secretaries of State for Health and Business, Enterprise and Regulatory Reform and Ministers from the Treasury and Department for Innovations, Universities and Skills to develop a leadership strategy for life sciences in the UK. A new Office for Bioscience in the DIUS will co-ordinate an urgent action plan across Government reporting to the Prime Minister in autumn 2009 to deliver key policy objectives and ensure that the UK retains existing investment and is a long-term winner in life sciences.

Stronger relations with the Government will ensure that the UK retains existing investment and is a long-term winner in life sciences.

The pharmaceutical industry is changing how it does business to match how the NHS and its other customers are also changing. A new understanding is required and a new openness and new ways to behave. 2009 will see the start of a Great Medicines Debate, with an invitation to all stakeholders in health to get involved, a media campaign and a range of thought-provoking events.

-25%

UK medicines prices are 25 per cent lower in real terms than 10 years ago

£12m

The UK pharmaceutical industry invests more than £12 million every day in the search for new medicines



Access

Sadly, the UK is slow to adopt new medicines, even when they are shown to deliver value for money. Government, industry and Department of Health commitments will help the NHS plan more effectively for the introduction and appropriate use of new medicines.

Industry continues to work closely with NICE and other health stakeholders to refine the methods and processes used to decide whether medicines should be funded by the NHS. During 2008, the industry, NICE and academic groups commissioned to conduct evaluations for NICE met to discuss areas of common interest and concern. The industry continues to challenge NICE where necessary, and will continue to push for greater transparency in the way NICE makes its decisions: it welcomed the introduction of public Appraisal Committee meetings in autumn 2008.

The NHS Constitution now enshrines the right of people to have access to NICE-approved treatments and to far greater transparency when local decisions are made on whether a patient can receive a treatment. The landmark Next Stage (Darzi) Review of the NHS was published in June and shows a new commitment to medical innovation, and to a reward for NHS quality improvement which should help remove some of the perverse incentives not to introduce new and more costly medicines that increase quality of care.

Closer collaboration with NICE will provide a better measurement of uptake of NICE approved medicines and help reduce unjustifiable inequalities in access.

The Pharmaceutical Oncology Initiative is a group of 18 ABPI member companies working with the NHS to improve access to cancer medicines across the UK. Cancer care has improved over the years, but there are still significant challenges. Access to treatment continues to depend on where people live, and there are unacceptable variations between cancer care networks in the uptake of NICE-approved cancer medicines.

POI commissioned an independent report in early 2009 which called for more research to determine the value patients attach to survival gains. Every cancer patient should have a chance of survival comparable to the best in Europe, but NICE has declined to recommend medicines for use in the NHS which are routinely available elsewhere.

If the report's recommendations are implemented, the benefits to cancer patients in the UK now and in the future will be immense.

ABPI Scotland has worked with the Scottish Medicines Consortium and NHS Scotland on a range of initiatives aimed at improving patient access to medicines.

ABPI Cymru Wales has been involved in improving access to medicines through its involvement in AWMSG projects such as its Medicines Strategy, Therapeutic Review reports and others. This has resulted in an invitation to contribute to an Expert Medicines Group considering the use in Wales of medicines which do not have the support of national Health Technology Assessment Guidance.

The ABPI is closely involved with industry efforts to improve how health technology assessment works in Scotland and Wales, speeding up patient access to innovative medicines.

Following the publication of the Cooksey Report on healthcare funding, a Government/industry working group has been set up to undertake a programme of work to deliver a UK Compassionate Use scheme, intended to deliver benefit to patients in areas of current unmet needs, reporting in 2009. The ABPI has also taken an increased lead on the government's Better Regulation agenda, working with the MHRA to reduce the bureaucratic and administrative burden associated with regulation.

The ABPI has worked closely with the Orphan Diseases Industry Group and the Genetic Interest Group to form a national alliance for rare diseases to influence the EU Directive on Rare Diseases and ensure greater access to innovative medicines for patients with these conditions.

Overregulation can lead to patients not getting the medicines they need – these initiatives seek to overcome some of the obstacles to better healthcare.

The NHS has fallen behind other countries in its uptake of new medicines. The range of initiatives which the ABPI is pursuing with stakeholders is aimed at improving the understanding of the value of medicines and helping to improve the uptake of innovative medicines for the benefit of patients in the UK and in other countries.

Postcode prescribing is still a fact of life for millions of patients, but the outcome of the PPRS negotiations will help to address this

The industry's new medicines pipeline is aligned with NHS priorities and is tackling tough disease targets – innovation brings vital new medicines into these areas



OHE/PMCPA

OFFICE OF HEALTH ECONOMICS

The Office of Health Economics (OHE) contributes to the development and better understanding of health policy and of policy affecting the pharmaceutical industry. With a reputation for high quality and objective research, the OHE provides focused economic and statistical advice to the ABPI and consultancy clients.

The OHE's publications contribute to a better understanding of important health and pharmaceutical policy and practical issues. Publications appearing in 2008 included the OHE Annual Lecture on *QALYs versus experience: a perspective from experimental economics*, given by Professor Daniel Kahneman, Nobel Prize winner in Economics.

A major analysis by a consortium of the OHE, the Health Economic Research Group at Brunel University and research institute RAND Europe was published in November 2008. It evaluates the economic returns from UK investment by the public and charitable sectors in medical and health care research, with a particular focus on mental health and cardiovascular disease.

Through the year, the OHE arranged several seminars with senior policy makers and stakeholders. The OHE continues to provide analyses and project management support to the ABPI in its work for the Ministerial Industry Strategy Group on measuring and incentivising the uptake of medicines. It also led and coordinated the work of the ABPI and member companies in responding to the NICE consultation on appraisal methods and in its negotiation of the new Pharmaceutical Price Regulation Scheme.

PRESCRIPTION MEDICINES CODE OF PRACTICE AUTHORITY

A new version of the ABPI Code of Practice for the Pharmaceutical Industry was introduced on 1 July. It includes more detailed requirements for pharmaceutical companies' relationships with patient groups and health professionals, in line with changes to the two codes issued by the European Federation of Pharmaceutical Industries and Associations.

The PMCPA marked the 50th anniversary of the ABPI Code in October with a Question Time style debate at the Royal College of Physicians entitled *The ABPI Code: Still nifty at fifty?* The debate examined the impact that the Code has had on relationships between the pharmaceutical industry and health professionals, how these interactions have changed over the past 50 years, and looked to the future. The debate was attended by around 200 journalists, politicians, senior industry personnel, health professionals and representatives from a range of organisations in the healthcare field.

To coincide with the Code's anniversary, Code Awareness Week took place in the autumn. Pharmaceutical companies participating in the event talked to doctors, nurses and pharmacists about the ABPI Code and an e-alert was sent to 53,000 clinicians. The Week was supported by other organisations such as the MHRA, BMA, RPSGB and RCN and was widely covered in the media.

Work carried out by the OHE provided crucial data to form the basis of much of the ABPI's negotiations over the 2009 PPRS

Still nifty at fifty? the PMCPA marked 50 years of the Code with a Code Awareness Week for thousands of healthcare professionals around the UK

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Heather Simmonds
Director of the Prescription Medicines
Code of Practice Authority

“I compiled 12 monthly reports that included significant achievements from all areas of ABPI activities for communicating with our members. A pilot electronic newsletter with a new style led to a significant improvement in the look and quality of the information”

“I spent many weeks working towards the facilitation and co-ordination across industry and Whitehall of both logistics and policy, which resulted in a successful Summit with the Prime Minister and senior Government Ministers”

MEMBERSHIP OF THE ABPI

The Association of the British Pharmaceutical Industry brings together most of the pharmaceutical companies in Britain producing prescription medicines. Its affiliate members include other organisations involved in pharmaceutical research and development and others with an interest in the pharmaceutical industry operating in the United Kingdom. ABPI member companies are the producers of more than 80 per cent of the medicines prescribed to patients on the National Health Service and are major exporters to other countries all over the world.

The Association provides a wide range of services and support for its members. Our headquarters are in central London, with nearly 50 staff based there. We also maintain offices in Scotland and Wales, and have recently established a new office for Northern Ireland. Our role is to represent the views of the pharmaceutical industry to the Government, politicians, academia, health professionals, the media and the general public. The ABPI is the leading trade association in its sector, maintaining close and regular contacts with political opinion leaders and Government bodies and agencies at both national and European levels.

Full membership of the ABPI is available to companies in the United Kingdom which supply prescription medicines for human use. Biotech companies and companies engaged in research and development in the UK which intend to market such medicines, or license them to others, are also eligible for full membership. While some member companies are large, around half of the ABPI's member companies have annual NHS sales of less than £70 million. They are important providers of medicines in niche markets and of orphan drugs for patients with rare conditions. Members' involvement in the wide range of ABPI initiatives help to shape the future direction of the pharmaceutical sector in the UK.

Research Affiliate membership is open to companies engaged in research and development, or simply the development of medicines for human use, but which have no turnover in such products. Many are contract research or contract development organisations. In addition to receiving information, Research Affiliates can also participate in the range of medical, scientific, technical and regulatory activities which the ABPI is involved in.

General Affiliates represent a range of organisations with a more general interest in the pharmaceutical industry operating in the UK. They receive a regular flow of literature and information and may attend a variety of meetings, conferences and events to keep themselves informed about the pharmaceutical industry.

In March 2009, we had 70 full Members, 24 Research Affiliates and 71 General Affiliates.

Companies interested in joining the ABPI should contact the ABPI Corporate Affairs Team on 020 7747 1442.

“In November 2008, we introduced a completely revamped Autumn Annual Conference, with more than 150 delegates attending, giving them a unique opportunity to hear about new industry developments and to network with colleagues across the sector”

“I ensured that all the companies mentioned in the DfID draft review A framework for good practice in the pharmaceutical industry had been interviewed and invited to the consultative process, and supported their work by providing them with evidence and references”

THE ABPI AND ITS MEMBERS

Abbott Laboratories Ltd
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UCB Pharma Ltd
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Aptuit (Edinburgh) Ltd
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Solutions Ltd
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The University of Sheffield
(White Rose University Consortium)

“After collaborating on the publication of the Royal College of Physicians’ report on Innovating for Health, we were invited to join the Pharmaceutical Forum set up by the RCP to work on delivering recommendations to build on ‘the long and proud tradition of doctors and the industry working together’”

“We have been working with Welsh Assembly Members and their researchers to develop the Medicines Knowledge Base Programme – a unique educational initiative to raise levels of understanding about the pharmaceutical industry”

General Affiliates

Accenture plc
Advocate Policy and Public
Affairs Consultancy
Arnold & Porter UK LLP
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Baker & McKenzie LLP
Bird & Bird
Bristows
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BTG plc
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Sciences Ltd
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“I developed a new style of ABPI media briefing for journalists and writers, offering key facts and downloadable charts, and providing the context of how medicines spending in the UK is lower than in most of Europe”

“We are maintaining the ABPI’s voice as a key stakeholder in international negotiations on intellectual property laws. We achieve this through co-ordinating members’ views on the proposed centralised European Patent Court system, tackling difficulties with exemptions to patent infringement and patent pooling, which can then be presented to the UK Government”



For more information about the ABPI and its related organisations, visit our websites:

ABPI

www.abpi.org.uk

Office of Health Economics

www.ohe.org

Prescription Medicines Code of Practice Authority

www.pmcpa.org.uk

Information about careers in the pharmaceutical industry

www.abpicareers.org.uk

Information for teachers and students

www.abpischools.org.uk

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