

# Precision medicines – Delivering to patients

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**Walgreens Boots Alliance**

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# Three Success Stories Coming Together

The first global pharmacy-led,  
health and wellbeing enterprise

*Walgreens*



Alliance  
Healthcare

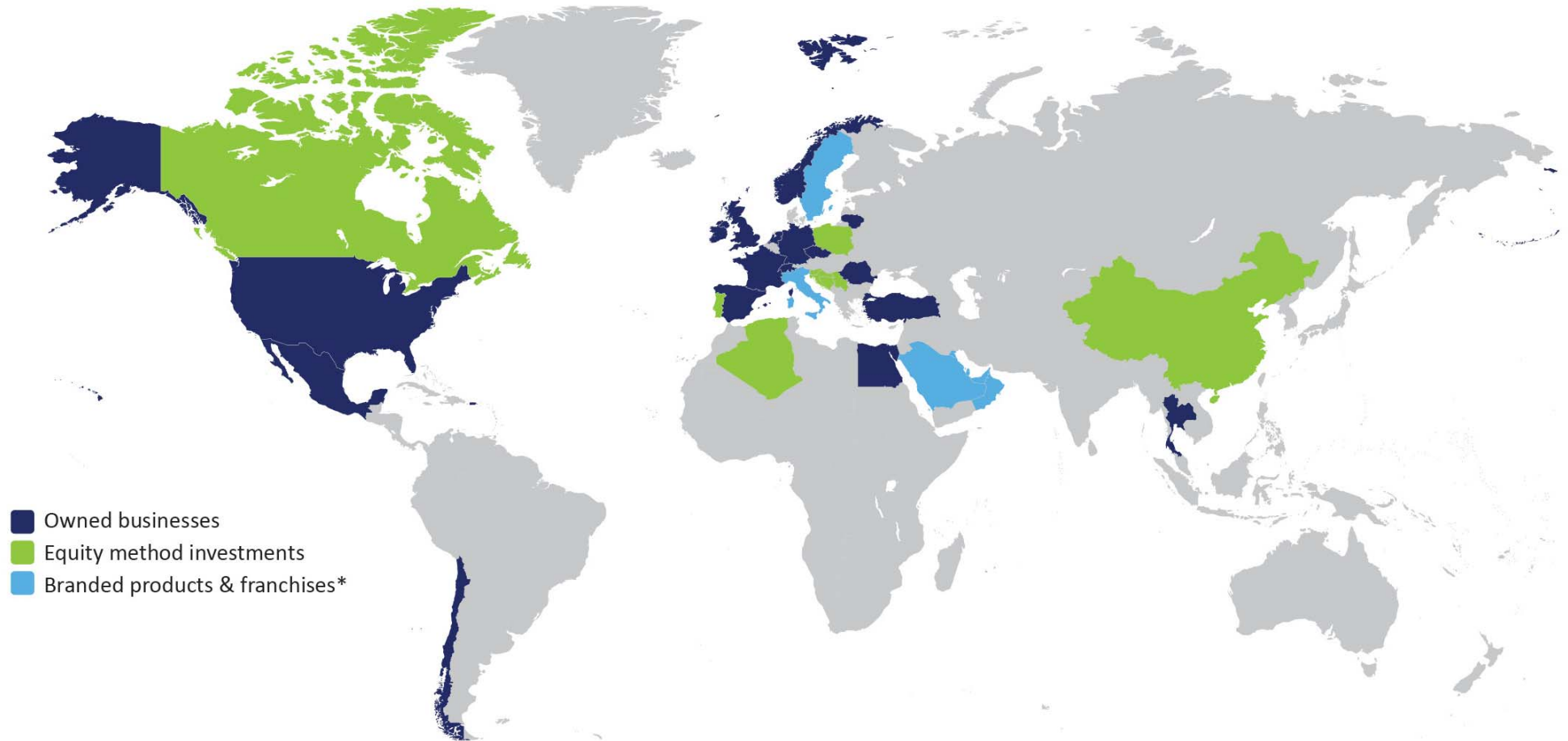


Two iconic retail pharmacy brands and a leading international pharmaceutical wholesaler



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# Our Growing Global Presence



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\*Countries where the Company's products are available for purchase or there are Company franchises (other than those countries where there are owned businesses, equity method investments or joint ventures)

## About Us

Presence in **more than 25\*** countries

**Over 400,000\*** people employed

One of the world's **largest purchasers** of prescription drugs and many other health and wellbeing products

**The largest retail pharmacy, health and daily living destination** in the USA and Europe

A global leader in pharmacy-led, health and wellbeing retail with over **13,200\*** stores in **11\*** countries

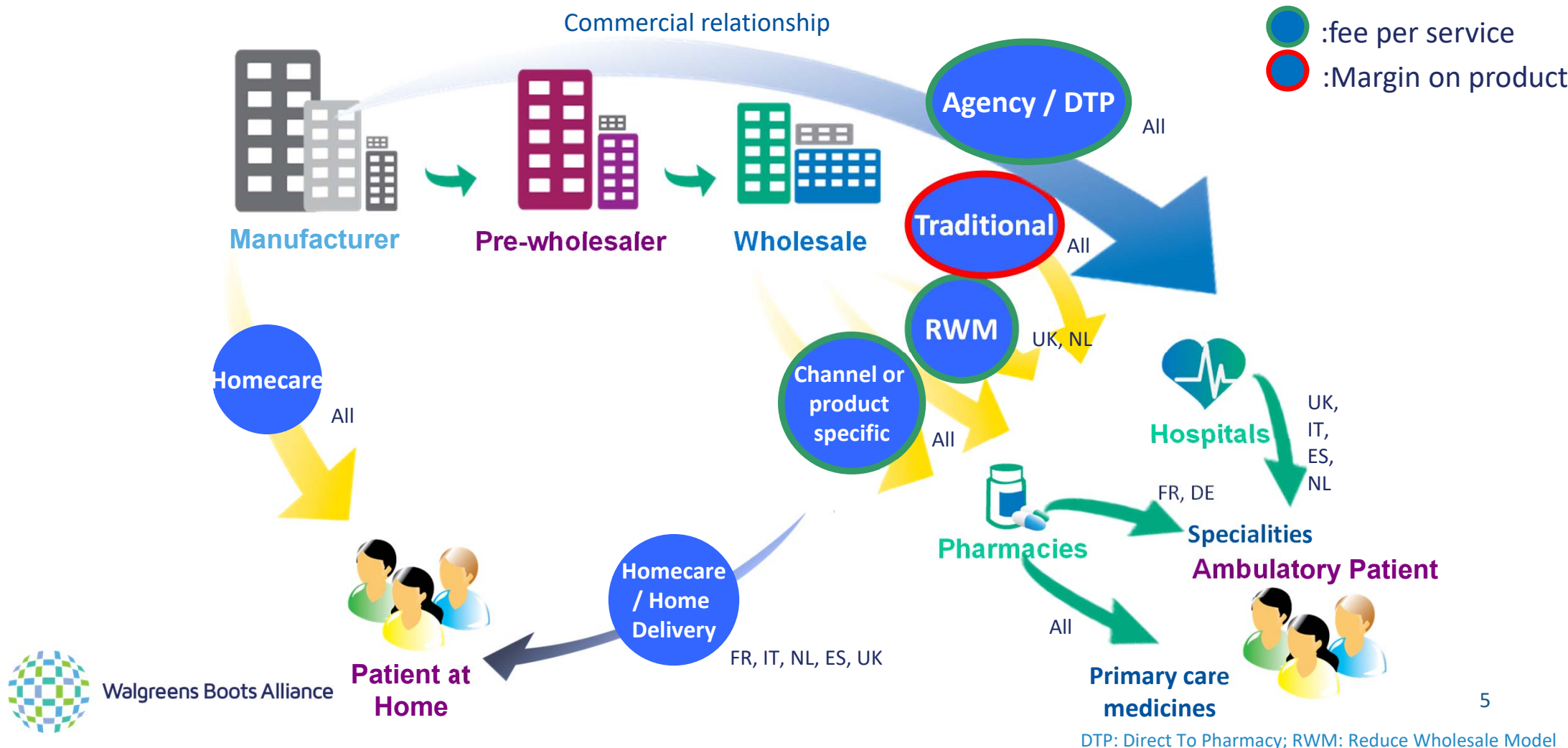
One of the largest global pharmaceutical wholesale and distribution networks with over **390\*** distribution centers in **20\*** countries



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*\* Figures as of 31st August 2016, including equity method investments, using publicly available information for AmerisourceBergen.*

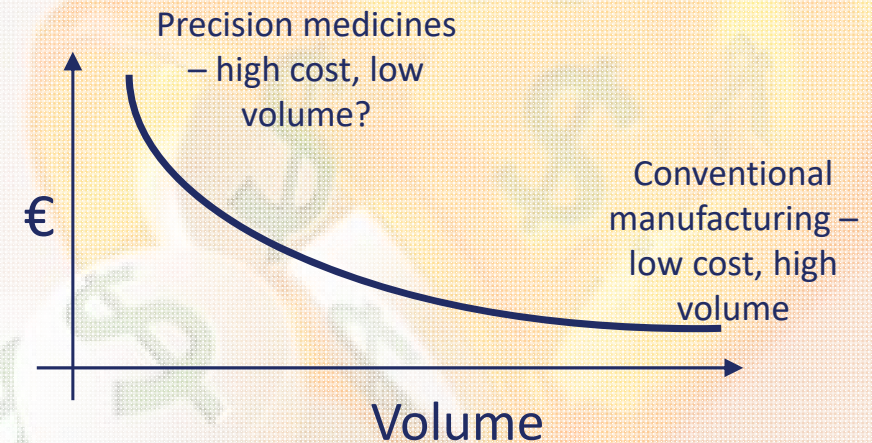
## We've always been at the forefront of new distribution models





## Precision medicines are expensive compared to conventional medicines

- Increased working-capital needed?
- Stock holding ability
- New equipment/facilities to be funded
- Loss/damage of product



**European Distribution Centre**  
High cost medicine orders from the local market are distributed from the Alloga European Distribution Centre directly to hospitals or specialist clinics in 24 hours (hub and spoke model)

**The genome specific treating Hep C drug Sovaldi costs c€14k per pack**

**Glybera – a gene therapy – costs \$1m per treatment**



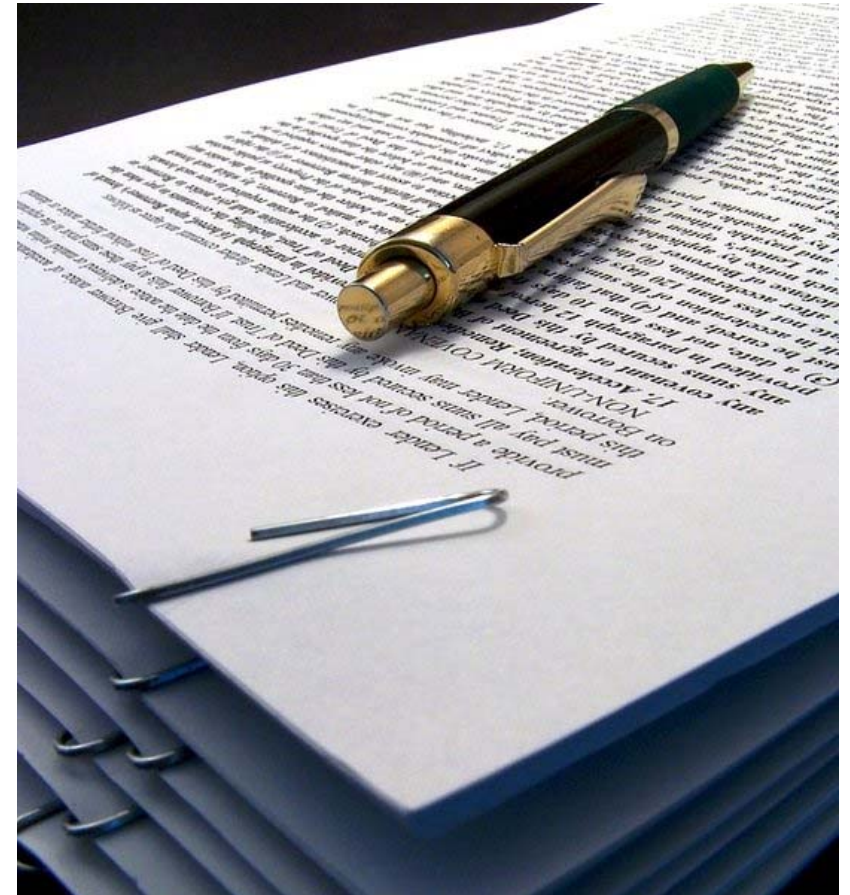
## Medicines innovation is driving non-traditional models

- Patient Access Schemes
- Unlicensed drugs
- Unforeseen future requirements
  - Clinical
  - Regulatory

Companies that source and supply unlicensed medicines



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# Handling requirements differ

- Specific temperatures
- Packaging
- Fragile products
- Outer packaging/dose-relationship
- Handling, e.g. sterile environments
- New facilities, equipment, training, SOPs



## Alcura cold chain validation

- Medicines packed in insulated boxes with cold/frozen packs
- Packed in validated way controlled by SOPs to maintain cold chain conditions for at least 48 hours (summer and winter)
- Medicines can be removed from vehicle, kept at place of work and stored without using 'staff fridge', or be returned – all within controlled supply chain so can be reused

**Xeljanz (drug for  
rheumatoid arthritis)  
require storage at 20–  
25°C**



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**Alcura**<sup>TM</sup>  
Dedicated to patient care



## Increasing number and type of manufacturing facilities

- Efficient and responsive distribution of biomarker and their drug treatments
- Shelf-life of medicines
- Specialist manufacturing, e.g. lab vs hospital



3D printing could allow for near-patient printing of a 'personalized pill'



## Need for patient support increases

- Pharmacy vs homecare delivery
- Patient support programmes
- Adverse events profiles
- New training
- Funding
- Batch recall
- Testing prior to treatment



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- Pharmacists able to vaccinate
- Pharmacist-led vaccination piloted (not yet nationwide)

## More outcome measurement and feedback loops to clinicians

- Pharmacist education changing
- Reimbursement reliant on outcomes
- Monitoring / testing
  - Use of technology
  - HCP (e.g. homecare) collect data, or bypass HCP?
    - Patient / automatic
  - Adverse event reporting
- Labelling / tagging and tracking





## Creating an entirely new big data set



### Consumers

- Convenience
- Fast, efficient prescription fulfilment
- Speed of collection
- Stock availability
- 'Online banking



### Pharmacies

- Control over workload
- Workflow management



### Manufacturers

- Improved Adherence
- Access to consumer
- Information and insight

Data / CRM / Service Orientated (API)  
Extending the supply chain – true pallet to patient



# Working together for the benefit of the patient



Trust

Care

Partnership

Dedication

Innovation



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# Thank You

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