



**THE ASSOCIATION OF
FINNISH PHARMACIES**

2018

 **APTEEKKI**

**THE ASSOCIATION OF FINNISH PHARMACIES (AFP)
DEVELOPS HIGH STANDARDS OF ETHICAL AND
PROFESSIONAL COMPETENCE IN PHARMACY SERVICES
WITHIN THE BROADER HEALTH CARE SECTOR.
IT ALSO PRODUCES SERVICES FOR ITS MEMBERS
TO SUPPORT THEIR PHARMACY WORK.**

CONTENTS

WORKING ENVIRONMENT	3	ACROSS THE YEAR	14
THE AFP YEAR	4	THE PHARMACY SYSTEM	18
A YEAR OF REPORTS	6	STATISTICS	20
AGILE DIGITAL LEAPS	8	THE AFP COMPANIES	21
HEALTH PROMOTION	10	THE AFP BOARD	22
SURVEYS TELL THE STORY	12	EXECUTIVE BOARD AND EXPERTS	23

YEAR OF LAW PROPOSALS

The Government's law proposals to implement pharmacy policies went forward to Parliament, but progressed no farther because of lack of time to deal with them before the end of the parliamentary term.

SOME OF THE GOVERNMENT'S pharmacy policies from the spring of 2017 proceeded to become Government law proposals. In July 2018, the Government set before Parliament a package of amendments to the Pharmaceuticals Act (Pharmacy I), which would have expanded the opportunities for the Finnish Medicines Agency (Fimea) to set up new pharmacies.

The Government suggested that, in addition to safeguarding the availability of medicines, the need for new pharmacy services would henceforth have greater influence on the establishment of a new pharmacy.

In addition, the changes in the law would have enabled Fimea to set up pharmacies also in hospitals. Moreover, the changes would have simplified the process of applying for and the granting of pharmacy licences, and, in turn, speeded up changes in pharmacy ownership.

Also, in the future, sheltered housing units could have had a limited communal supply of medicines for unforeseen or temporary medical needs of residents.

IN DECEMBER, the Government issued a second package of changes to the Medicines Act (Pharmacy II), which proposed allowing price competition for self-care medicines in order that the retail price set by the medicine tariff would be the maximum price below which pharmacies would be able to compete by cutting their own margin. However, the Government did not want to allow pharmacies to offer discounts on medicines.

The Government also proposed a change to the Medicines Act to remove the right to appeal. This would have speeded up the establishment of new pharmacies.

The second legislative package also included a proposal to allow pharmacy self-collection lockers. This would have enabled pharmacies to freely locate these lockers within its area, which would have further improved the availability of medicines.

However, the proposals for amendments to the law were not dealt with because the parliament did not have sufficient time before the end of the parliamentary term, in March 2019.

The Finnish Commerce Federation and the Finnish Grocery Trade Association (PTY) lobbied strongly to disman-

tle pharmacy regulation. PTY hired former Minister of Social Affairs and Health and Chief Executive of the Social Insurance Institution of Finland (Kela), Liisa Hyssälä, to produce a report on the distribution of medicines and also to promote its aims.

APPEALS AND COMPLAINTS to the Administrative Court concerning the merging of pharmacy catchment areas generated criticism of the pharmacy system, especially in social media.

In March, the Finnish Grocery Trade Association (PTY) released its interim report on medicines distribution and the Association of Finnish Pharmacies (AFP) published its own proposals for the development of pharmacy operations in its new programme titled "Uusi APTEEKKI ohjelma". Also, the AFP proposed reforms to increase competition in the sector, although the emphasis was on strengthening the role of pharmacies in health care.

The AFP also commissioned an assessment of the legality of legislation governing competition in the pharmacy sector. In this assessment, Professor Petri Kuoppamäki concluded that it would be advisable to increase competition between pharmacies by improving the current system. To achieve this, he proposed increasing the number of pharmacy licences and allowing price competition between at least some non-prescription medicines.

Kuoppamäki judged that it would be advisable to maintain the system of pharmacists owning pharmacies because it ensures that pharmacies remain independent of other actors in the pharmaceutical field. The current system also ensures that the pharmacy operations are based on health issues.

Kuoppamäki considered that the Finnish pharmacy system generally operates well and meets the health policy goals set for it. He pointed out that competition is not an intrinsic value in the distribution of products such as medicines, but should be used as a steering mechanism to the extent that it provides an effective spur to achieve the goals of provision of medicines.

The public debate on the pharmacy sector decreased in traditional media; in social media, however, a small number of critics of the current system regularly raised the issue.



1



3



6



2



5



7

1 A new President was elected for the AFP in November at the annual Autumn meeting. Risto Kanerva was unanimously elected new President, after Marja Ritala's two two-year periods in office. | **2** A story in the Apteekkarilehti titled "Korpite odottaa" was awarded professional and organisational magazine story of 2017 in the Edit competition arranged by Aikakausmedia. In the photograph, editor-in-chief of the Apteekkarilehti Erkki Kostiaainen (left), editor Olli-Pekka Tiainen, managing

editor Inkeri Meriluoto and graphic designer Laura Vanhapelto. | **3** The AFP tent at the Suomi Arena event in Pori was so popular that queues formed outside. Annika Koivisto, pharmacist at the AFP (left) encourages Katri Hämeen-Anttila, Head of Research and Development at the Finnish Medicines Agency (Fimea), to test her hand grip. | **4** Photograph of the Farmasiaviikko-Pharmacy week campaign In September, a campaign titled Pharmacy Week was arranged to raise awareness of the



4

expertise of pharmacy staff. | **5** Sari Sarkomaa, Member of Parliament (National Coalition Party), speaking at the APTEEKKARI 2018 event in April, told the audience about the mood ahead of the parliamentary elections in spring 2019. | **6** In October, pop star Alma received a nationwide mental health award for the Mielinauha – Green Ribbon campaign, in which pharmacies participated, too. | **7** The 2nd vice president of the AFP, Sari Westermarck, PharmD was elected member of the Executive Committee of Community Pharmacy Section at the International Pharmaceutical Federation's (FIP) World Congress in Glasgow.



Petri Kuoppamäki, Professor of Business Law at Aalto University, drew up a competition law assessment of the regulation of distribution of medicines.

A YEAR OF REPORTS

COMPETITION LAW ASSESSMENT OF REGULATION OF DISTRIBUTION OF MEDICINES

PETRI KUOPPAMÄKI, Professor of Business Law at Aalto University, drafted a competition law assessment of the regulation of medicine distribution, in which he considers how to improve pharmacy regulation from the perspective of the effectiveness of competition. Kuoppamäki would increase competition in the pharmacy sector by increasing the number of pharmacy licences and allowing price competition between at least some non-prescription medicines. A report commissioned by the AFP was published in April.

REPORT BY FIMEA ON THE SALES CHANNEL FOR SELF-CARE MEDICINES

IN APRIL, FIMEA, the Finnish Medicines Agency, published a report on the sales channel for self-care medicines and the appropriateness of selling medicines in grocery retail outlets. In its report, Fimea states that it does not support extending the sales of self-care medicines outside pharmacies because this would clearly be a safety risk.

FINNISH GROCERY TRADE ASSOCIATION'S REPORT ON DISTRIBUTION OF MEDICINES

IN JUNE, a working group funded by the Finnish Grocery Trade Association (PTY) published a report on the distribution of medicines, stating that regulation of the pharmaceutical sector should be reformed. The working group proposed changes for example to the needs assessment of pharmacy licences, the medicine tariff and the pharmacy tax.

FINAL REPORT ON THE IMPLEMENTATION OF THE RATIONAL PHARMACOTHERAPY ACTION PLAN

IN MARCH, the Ministry of Social Affairs and Health published the final report on the Rational Pharmacotherapy Action Plan. The aim of the programme is to promote rational medical treatment in Finland, and the report sets out targets for this up until 2022.

FINAL REPORT ON THE DEVELOPMENT OF THE MEDICINE REIMBURSEMENT SCHEME

IN JUNE, Professor Heikki Ruskoaho presented his final report to the Ministry of Social Affairs and Health on the development of the medicine reimbursement system. In his report, Ruskoaho particularly looked into how to improve the current disease-based system from the point of view of special reimbursement diseases as well as new medicines and their therapeutic value.

NEW PHARMACY PROGRAMME

IN MID-MARCH, the AFP published a new pharmacy programme called Uusi APTEEKKI. The programme presents 28 concrete proposals to improve cost-effective medical treatments, pharmacovigilance and pharmacy services. In its proposals, the AFP especially emphasises the possibilities to make maximal use of the pharmaceutical expertise of pharmacies within the social and health care sector.

IN THE PIPELINE: AN IMPACT ASSESSMENT OF THE PHARMACY SECTOR BY THE FINNISH COMPETITION AND CONSUMER AUTHORITY

AT THE END of the year, the Finnish Competition and Consumer Authority announced that it would carry out an impact assessment of the pharmacy sector. The Authority's objective is to draw up a detailed and comprehensive assessment of the impact of different regulatory options on the pharmacy sector. The assessment is expected to be completed in March 2020.

In June, Professor Heikki Ruskoaho presented his final report on the development of the medicine reimbursement system to the Ministry of Social Affairs and Health.

During 2018, several studies on the pharmaceutical sector were published.



The digital services of pharmacies are rapidly developing and becoming more widespread. Digital solutions facilitate pharmacy transactions and improve the availability of medicines, and Finnish pharmacies are at the forefront of digitalisation in Europe.

AGILE DIGITAL LEAPS

SUPERFAST DELIVERY SERVICES BRING MEDICINES TO YOUR HOME

DURING NOVEMBER and December, the AFP, together with a Finnish start-up company, piloted an express service for the delivery of medicines. In the future, delivery time of medicines from the local pharmacy to the front door will take no more than two hours.

Most pharmacies are already providing home delivery services, and raising their profile will make more and more customers aware of these deliveries.

The AFP is working in partnership with a domestic start-up company and local logistics companies which are responsible for the express deliveries. These companies receive training for delivering medicines.

The quality of medicines is controlled according to requirements and the delivery services guarantee that they arrive at their intended destination. For example, packages are not left in letterboxes but handed over personally to the one who made the order.

THE NUMBER OF ONLINE PHARMACIES IS DOUBLING

THE AFP has developed a versatile digital service platform that will double the number of online pharmacies in 2019. 230 pharmacies pre-ordered the platform.

Extensive customer research and service design have been used in the development work. One major improvement for the customer is that prescription medicines can also be obtained on behalf of another person.

– This will help for example parents of minors, and also carers who take care of medicinal matters on behalf of their family members or other relatives. An online authorisation approved by the authorities will be created for online transactions, says Iiro Salonen, Project Manager of the AFP, who has been involved in the process of developing the platform.

The AFP strongly supports the development of online pharmacy operations as long as medicine safety and online guidance are guaranteed and the customer is served by the same familiar expert as they would be in a pharmacy nearby.

PARCEL COLLECTION LOCKERS PROVIDE PHARMACY SERVICES 24/7

PARCEL COLLECTION lockers already exist in tens of Finnish pharmacies, and new ones are being installed all the time. With the help of the online service and the parcel collection lockers, more and more pharmacies are able to serve their customers around the clock.

VIDEO SERVICE BRINGS THE PHARMACY TO YOUR POCKET

TO USE THE VIDEO transaction service, the customer downloads a free application to her/his smart device, and can then call a pharmacy via a video connection to receive a service from a pharmacist.

The hope is that the video service will also provide assistance in dealings with hospitals. The service was piloted at Hyvinkää Hospital, where two customer terminals were installed in the lobby area. All six pharmacies in the service area of the Hyvinkää Hospital were involved in the trial.

SMART MESSAGING REMINDS YOU TO COLLECT THE MEDICINES ON TIME

THE PHARMACY smart messaging service reminds the customer to collect a new batch of a prescription medicine at an agreed time. The service sends a reminder as a text message, making it also well suited for those who are not very familiar with the digital world.

HEALTH PROMOTION

TO SUPPORT PUBLIC HEALTH CARE

PHARMACIES COLLABORATE TO INCREASE VACCINATION COVERAGE

THE NATIONAL Institute for Health and Welfare (THL), supported by the pharmacies, carried out a campaign to increase vaccination coverage and the vaccination of at-risk groups.

The influenza campaign in pharmacies told Finns in at-risk groups about the benefits of the influenza vaccine and they were encouraged to have a vaccination.

In addition, risk groups were vaccinated at health points in pharmacies, where vaccinations are given by a nurse. These health points act as official vaccination points in municipalities, and this pharmacy service reduces the workloads of the municipal health centres.

ACROSS THE WORLD, permitting pharmacists to vaccinate on the premises of a pharmacy, after further training, is becoming more widespread. In more than 20 countries, pharmaceutical professionals have the right to vaccinate, and the number is constantly increasing.

The reasons for the popularity of pharmacy vaccinations are obvious: they increase vaccination coverage, are safe, affordable for customers, and easily accessible.

The AFP hopes that, in the future, pharmaceutical professionals in Finland, too, will be granted permission to vaccinate, following voluntary additional training.



NEW HEALTH POINTS TO SUPPORT HEALTH CARE

DURING 2018, 5 new pharmacy health points were established in Finland to support public health care, bringing the figure to 19 by the end of the year.

A health point was opened in each of the following: Keuruu Pharmacy, Ryttylä Pharmacy, Kontulankaari Pharmacy, Söderkulla Pharmacy and Lieto Pharmacy.

The purpose of a health point is to reduce the strain on health care and to offer alternatives for obtaining health services in areas having limited availability. A health point offers customers the opportunity to consult a nurse without queuing and without booking a time, often even in the evenings and at weekends. Health point services are designed in collaboration with the public health services in a community.

SEINÄJOKI PHARMACIES REMIND CUSTOMERS OF CHECK-UPS

PHARMACIES IN Seinäjoki work on a daily basis to improve the treatment of people suffering from long-term illnesses.

At the same time as a prescription is delivered, pharmacies remind chronically ill patients to go to their health care provider for a check-up.

Pharmacies use a checklist prepared by the health centre. This checklist groups the needs for checks based on therapeutic control and illness.

This practice was a response to the lack of sufficient resources at Seinäjoki health centre to call in chronically ill patients for checks.

COLLABORATION REDUCES MEDICATION RISKS

A RESEARCH PROJECT was carried out in Lohja, during which cooperation between Lohja Ykkösapteekki Pharmacy and home care services was piloted with the aim of solving customers' medication problems. During the pilot, nurses were trained to screen for medication problems among the elderly during home visits. Later, in the pharmacy, a more detailed assessment of the medication was made, on the basis of which the doctor changed some of the medications where necessary.

This practice saves doctors' working time, because the home care staff together with the pharmacy first make a provisional assessment of the medical treatment. The research data can be used to develop cooperation between home care services and pharmacies all over Finland.

A GET-STARTED SERVICE TO SUPPORT COMMITMENT TO MEDICAL TREATMENT

A GET-STARTED service to support commitment to medical treatment was piloted at the Lohjanharju Pharmacy in Lohja and the Willan Kehrä Pharmacy in Hyvinkää. The service is being tested on type 2 diabetics who are receiving a new diabetes medicine.

The get-started service enhances adherence to the treatment when a customer starts new long-term medication. The service gives the customer an opportunity to discuss his/her medication with a pharmacy expert in private.

The service also ensures that customers know how to use their medicines correctly and understand the benefits of the medical treatment of their illness and how this treatment can prevent related conditions.



CONSUMERS, DOCTORS AND DECISION-MAKERS

SUPPORT THE PROFESSIONAL PHARMACY

90%

NINE OUT OF TEN FINNS
ARE SATISFIED WITH THEIR
MOST RECENT VISIT
TO A PHARMACY

FINNS ARE HAPPY with pharmacies. Nine out of ten Finns are satisfied with their most recent pharmacy visit and are most pleased with the location of pharmacies, the professionalism, and convenience of use.

Finns consider receiving Kela's reimbursement on the cost of medicines at the time they are bought to be the most important pharmacy service. Almost all Finns consider the direct reimbursement of medicines as very or quite important. The next most important services are the checking of medication and medicines compatibility, and also medicine guidance.

Finns under the age of 35 in particular view newer services in pharmacies as being important, such as online pharmacies, online doctor consultations in pharmacies, dose dispensing of medicines and home delivery.

The research into Finnish pharmacies, *Suomalaisten apteekkiasionti 2018*, was carried out by Taloustutkimus in January.

DOCTORS PRAISE pharmacies especially for their quality of service, opening hours, co-operation and staff expertise. The majority of them believe that the cooperation between pharmacies and doctors works well. Almost all doctors are fairly or very satisfied with the pharmacy they most often work with.

Doctors think that the most important services provided by pharmacies are self-care advice and medical advice, and also support to ensure successful medication outcomes. Three out of four respondents believe that self-care advice given by pharmacies reduces unnecessary visits to doctors and urgent care centres, for example during the flu and the allergy season.

Doctors also strongly support the current pharmacy system, in which the authorities regulate the establishment and location of pharmacies.

A total of 300 doctors responded to a survey carried out by the *Apteekarilehti* journal in February 2018.

DECISION-MAKERS want the pharmacy business to be based on a combination of independent pharmacies owned and run by pharmacists and the expertise of health care professionals. 72 per cent of decision-makers

believed that a pharmacy licence should continue to be granted only to holders of a higher pharmacy qualification.

The vast majority believed that the role of pharmacies in health promotion and disease treatment should be strengthened by legislation governing pharmacy health guidance and service activities.

The decision-makers consider it important to maintain the comprehensive pharmacy network. Four out of five believe that the current system of the location of pharmacies being regulated to ensure the availability of medicines and a comprehensive pharmacy network should continue in the future.

Views on the development of pharmacy activities, the role of health promotion and the reform of the licensing system were similar across political parties.

This survey, titled "Päätäjäkysely", was conducted by Aula Research 20.6-30.8.2018. The target groups were the Parliament's Social Affairs and Health Committee, chairpersons of the parliamentary groups, parliamentary group offices, party offices, social and health care reform groups of the parties, state secretaries and special advisers, along with party boards and councils.

ACROSS THE YEAR

PROXIMITY, LOW-THRESHOLD SERVICES AND A FULL RANGE OF HEALTH ADVICE WERE CONSIDERED TO BE IMPORTANT IN FUTURE PHARMACIES, TOO.

PHARMACIES CARRIED OUT A SURVEY OF FINNS' WISHES FOR IMPROVEMENTS

WHAT KIND of pharmacy do you want? pharmacies asked all Finns in a huge data collection campaign carried out in the autumn. The purpose of the campaign was to improve pharmacies to meet future customer needs.

Finns responded enthusiastically to the survey - over 16 000 responses were received, and they expressed satisfaction with pharmacy services. Many hoped that the pharmacy of the future would be as good as their current local pharmacy.

Ideas regarding reforms included wishes for the widest possible range of virtual services and wide on-line transaction opportunities. Proximity, low-threshold services and a full range of health advice were considered to be important in future pharmacies, too.

THE ASSESSMENT OF MEDICAL TREATMENTS BECAME PART OF THE BASIC COMPETENCE OF A PHARMACIST

IN THE FUTURE, all pharmacists graduating in Finland will be able to carry out medical treatment assessments together with a customer.

The assessment of medical treatment, called LHA studies, was first included in the learning programme of a pharmaceutical degree at the University of Helsinki, where the first pharmacists who studied LHA graduated in the spring of 2018. Åbo Akademi University has also introduced LHA studies into its new learning programme, and the University of Eastern Finland will follow suit in Autumn 2019.

Assessments of medical treatment are needed because not all problems arising from medical treatment of a customer can be resolved at the pharmacy when a medicine is dispensed. By using assessments, it is possible to identify significant problems and risk factors related to the treatment, such as overlapping medications, medications used for a period longer than the recommended, or harmful interactions.



THE DISPUTE OVER HOMEOPATHY DIVIDES THE GLOBAL PHARMACY COMMUNITY

AT THE WORLD Congress of Pharmacy, held in the autumn, there was a dispute over whether pharmaceutical professionals should sell homeopathic remedies.

Opponents of homeopathy were of the opinion that because there is no scientific evidence of the efficacy of homeopathic products, they should not be sold in pharmacies at all. The defenders of homeopathy, on the other hand, felt that homeopathy is effective, although how it works remains unknown.

The opinions of pharmacists about homeopathy are internationally divided, but the majority have a negative attitude towards it.

The opinion of the AFP is clear. Finnish pharmacies never recommend homeopathic remedies unless requested and they are never alternatives to medicines based on scientific evidence.

GENERIC SUBSTITUTION IN PHARMACIES HAS SAVED OVER ONE BILLION EUROS

SAVINGS FROM generic substitution in pharmacies, which started in April 2003, had already exceeded 1 billion euros by January 2018.

According to generic substitution statistics compiled by Kela, the Social Insurance Institution of Finland, medicine users had saved about € 850 million by substituting a prescribed medicine with a cheaper similar generic medicine suggested by the pharmacy. Kela's health insurance scheme had saved nearly 150 million euros.

Medicine costs have been cut by a number of means in the 21st century, generic substitution and the reference price system having made the greatest impacts.

1 000 000 000

MINISTER MATTILA IMPRESSED BY THE EXPERTISE OF PHARMACIES

THE MINISTER of Social Affairs and Health, Pirkko Mattila, responsible for pharmacy issues, visited the Pihlajamäki Pharmacy on Lääkehoidon päivä – Medical Treatment Day.

The Minister was impressed by how the staff guide their customers in various medical treatment situations.

Mattila sees pharmacies as a low-threshold service that is an integral and important part of the Finnish health care system. Pharmacy professionals who have completed extended pharmaceutical studies in universities are a strength.

“Finnish pharmacies have expertise and competence that many countries would envy,” she considers.

Mattila also considers it important that Finland has a regionally comprehensive pharmacy network.

“Finnish pharmacies have expertise and competence that many countries would envy.”

Pirkko Mattila
Minister of Social Affairs and Health,
responsible for pharmacy issues



TERVEYDEKSI! IS THE MOST WIDELY READ HEALTH MAGAZINE IN FINLAND

THE HEALTH MAGAZINE for pharmacies, Terveystiete!, has more readers than any other Finnish health magazine, according to a survey carried out by MediaAuditFinland (KMT) in March.

According to this survey, the number of readers of the Terveystiete! magazine is growing, and on average an issue of the magazine is read by as many as 450 000 Finns.

Distributed free of charge in pharmacies to customers, it deals with health issues, including health promotion, treatment and prevention of illnesses, as well as medicines and their use.

THE PHARMACY SYSTEM IN BRIEF

ALMOST EVERY municipality has at least one pharmacy. The pharmacies' online services complement the services of bricks-and-mortar pharmacies, and the pharmacy service points provide medicines in areas where there is no pharmacy.

The running of a pharmacy in Finland requires a licence, which is granted by the Finnish Medicines Agency (Fimea). When a pharmacy licence becomes vacant, Fimea announces that it can be applied for, and grants that licence in line with the criteria defined in the Medicines Act.

Fimea also makes decisions based on an assessment of needs regarding the establishment of new pharmacies and subsidiary pharmacies. A new pharmacy or a subsidiary pharmacy is often established on the initiative of a municipal authority.

Citizens of countries other than Finland may apply for a pharmacy licence, but such a licence cannot be granted unless they have received Finnish authorisation to be a pharmacist in Finland.

A community pharmacy licence is granted for a specific catchment area, typically a municipality. In large municipalities and in cities, there may be several such pharmacy catchment areas and each of them may have several pharmacies. Within a particular catchment, a pharmacy may be located without restrictions, for example close to an existing pharmacy. However, the siting of a subsidiary pharmacy is more strictly regulated.

A proprietary pharmacist is permitted to hold only one pharmacy licence and a maximum of three subsidiary pharmacy licences at one time, except in the case of a change of ownership of a pharmacy. Fimea may also grant permission to a proprietary pharmacist to establish service points within the outlying districts of the pharmacy's own catchment area or beyond into a neighbouring municipality or a village centre. These service points may only be established in areas where there are no pre-conditions for running a pharmacy or a subsidiary pharmacy. Also, subject to the permission of Fimea, a proprietary pharmacist may establish an online service, i.e. an online pharmacy, through which to sell medicines.

PHARMACY CHAINS ARE PROHIBITED IN FINLAND

A PHARMACY licence is granted to a specified individual and it may not be sold on or leased out, nor may the licence obligations be transferred to a third party.

The proprietary pharmacist has both professional and financial responsibilities for her/his pharmacy. The pharmacy licence is terminated when the proprietary pharmacist reaches 68 years. The Medicines Act classifies a proprietary pharmacist as a private entrepreneur and the pharmacy as a sole trader business entity.

Several duties are attached to the pharmacy licence, the most important being to ensure the availability of medicines.

AVERAGE PHARMACY 2018 (estimated)

Turnover:	€3.9 million
Prescriptions/year:	86 500
Pharmacy tax to the State:	about € 258 000 (about 6.6 % of turnover)
Staff (incl. part-time staff):	11 (proprietary pharmacists, staff pharmacists, 5 pharmaceutical assistants, 4 technical assistants/ others)

Source: The Association of Finnish Pharmacies

NUMBER OF PHARMACIES AND SUBSIDIARIES [31.12.]

Figures include university pharmacies

	1970	1980	1990	2000	2010	2018
Pharmacies	561	564	576	595	618	617
Subsidiaries	97	126	173	201	194	198
Total	658	690	749	796	812	815

Source: The Association of Finnish Pharmacies

PRESCRIPTIONS DISPENSED BY COMMUNITY PHARMACIES (millions of prescriptions)

	2013	2014	2015	2016	2017	2018
	51.7	53.4	55.8	58.8	60.9	63.9

Source: Finnish Statistics on Medicines 2018
* estimated/The Association of Finnish Pharmacies

Due to changes on 1.4.2015 to the registration of dose-dispensing and to dose-dispensing prescriptions, the statistics based on the number of prescriptions dispensed are not comparable to the statistics before 2015.

THE MEDICINE TARIFF

THE MEDICINE tariff decided by the Council of State sets a retail price of a medicine according to a national wholesale price (see table). Hence, a pharmacy never decides the price of a medicine; it is decided by the State.

Retail prices of medicines are the same in all community pharmacies because the wholesale price is the same for all pharmacies, and the retail price is always based on the medicine tariff. Discounts on medicine purchases made by pharmacies are not allowed.

The medicine tariff is "counter-progressive", i.e. the proportion of the sales margin decreases as the wholesale price of a medicine goes up.

Regulation of the medicine price ensures that medicine prices are reasonable and that there is equal treatment of citizens throughout the country.

815

THE TOTAL NUMBER OF COMMUNITY PHARMACIES IN FINLAND IS 815

PHARMACY TAX

PHARMACIES PAY a pharmacy tax to the State on the basis of a table decided by Parliament each year. The pharmacy tax provides an income of approx. €178 million per year to the State. The tax is based on the turnover of the sales of prescription and OTC medicines and it is progressive.

In particular, the pharmacy tax gives the State a bigger cut of the incomes of large pharmacies and thus adjusts the financial result of pharmacies of different sizes. The effect of the pharmacy tax is that a small pharmacy will earn proportionally more from the sale of the same medicine than a large pharmacy.

The smallest pharmacies are exempt from the pharmacy tax; for the larger pharmacies, the tax is over 10 per cent of the turnover from the sales of medicines.

MEDICINE RETAIL PRICE AT THE PHARMACY

Medicine tariff decided by the Council of State 17.10.2013

Wholesale price (€)	Prescription	Self-care medicine
0–9,25	1,45 x wholesale price + VAT 10 %	1,5 x wholesale price + 0,50 € + VAT 10 %
9,26–46,25	1,35 x wholesale price + 0,92 € + VAT 10 %	1,4 x wholesale price + 1,43 € + VAT 10 %
46,26–100,91	1,25 x wholesale price + 5,54 € + VAT 10 %	1,3 x wholesale price + 6,05 € + VAT 10 %
100,92–420,47	1,15 x wholesale price + 15,63 € + VAT 10 %	1,2 x wholesale price + 16,15 € + VAT 10 %
over 420,47	1,1 x wholesale price + 36,65 € + VAT 10 %	1,125 x wholesale price + 47,68 € + VAT 10 %

An administration fee of €2.39 (incl. VAT) per transaction, which is not dependent on the number of items sold, is added to the retail price of prescription medicines and self-care medicines dispensed by prescription.

PHARMACY TAX TO THE STATE

Pharmacy Tax Act 770/2016 (in force since 1.1.2017)

Pharmacy's annual turnover (€)	Pharmacy tax at the lower turnover limit (€)	Tax % exceeding turnover (€) at the lower limit
871 393 — 1 016 139	0	6,10 %
1 016 139 — 1 306 607	8 830	7,15 %
1 306 607 — 1 596 749	29 598	8,15 %
1 596 749 — 2 033 572	53 245	9,20 %
2 033 572 — 2 613 212	93 432	9,70 %
2 613 212 — 3 194 464	149 657	10,20 %
3 194 464 — 3 775 394	208 945	10,45 %
3 775 394 — 4 792 503	269 652	10,70 %
4 792 503 — 6 243 857	378 483	10,95 %
6 243 857 —	537 406	11,20 %

PHARMACY TAX WHEN A PHARMACY HAS A SUBSIDIARY PHARMACY

Total turnover of the main pharmacy and the subsidiary pharmacy (€)	Pharmacy tax
under 2.6 million	Separately for the main and the subsidiary pharmacy, no subsidiary pharmacy deduction
2.6 – 3.5 million	Partly separately and partly together for the main and the subsidiary pharmacy (according to a separate table)
over 3.5 million	Main and subsidiary pharmacy together, a subsidiary pharmacy deduction

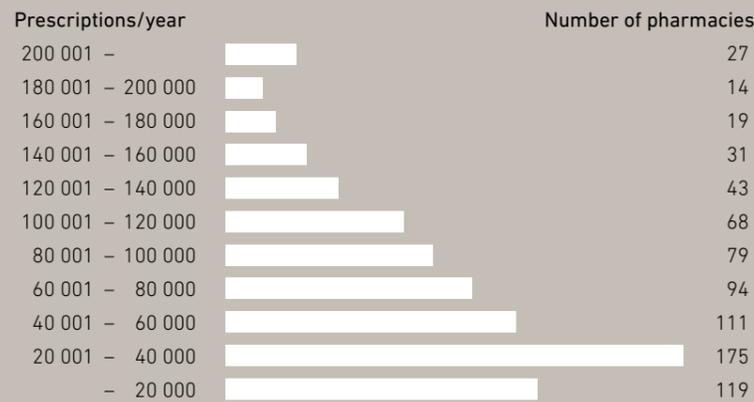
STAFF IN COMMUNITY PHARMACIES [31.12.]

Figures also include staff in university pharmacies

	2012	2013	2014	2015	2016	2017	2018
Proprietary pharmacists	588	588	592	590	594	597	603
Staff pharmacists	749	752	741	767	772	779	792
Pharmaceutical assistants	3 664	3 681	3 691	3 617	3 724	3 853	3 868
Technical staff etc.	3 486	3 515	3 498	3 472	3 486	3 391	3 399
Total	8 487	8 536	8 522	8 446	8 576	8 620	8 662

Sources: The Association of Finnish Pharmacies, University Pharmacies, Pharmacy Pension Fund

PRIVATE COMMUNITY PHARMACY OUTLETS ACCORDING TO SIZE 2018



Source: The Association of Finnish Pharmacies, incl. 97% of all pharmacy outlets

Due to changes in registering dose-dispensing and dose-dispensing prescriptions in pharmacies that came into force on 1.4.2015, the statistics are not comparable with those before 2015.

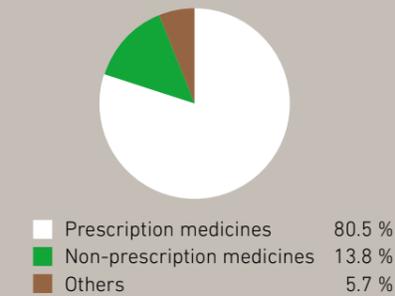
TURNOVER OF PRIVATE COMMUNITY PHARMACIES [ex. VAT]



Source: The Association of Finnish Pharmacies | *estimated

The statistics will be updated at apteekkariliitto.fi.

BREAKDOWN OF SALES IN COMMUNITY PHARMACIES 2018 [estimated]



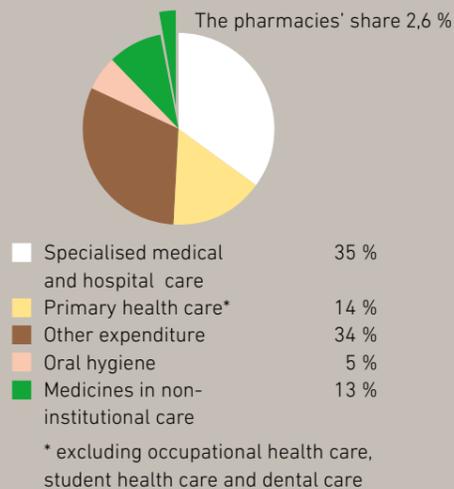
Source: The Association of Finnish Pharmacies

BREAKDOWN OF THE INCOME FROM MEDICINES SALES 2017



Source: The Association of Finnish Pharmacies

BREAKDOWN OF TOTAL HEALTH CARE EXPENDITURE 2016



Due to rounding off, the sum may differ from one hundred. | Sources: National Institute for Health and Welfare (THL) and the Association of Finnish Pharmacies

The total expenditure on health care at current prices in 2016 was totally €20.5 billion (9.5% of GNP), or about €3 727 per capita. Of the total health care expenditure, only 2.6% was spent on maintaining the nationwide community pharmacy network.

THE AFP GROUP OF COMPANIES

The Association's companies complement the AFP range of services to pharmacies.

MEDIFON LTD

FOUNDED: 1981
OWNERSHIP: APTEEKKARILIITTO 100 %
TURNOVER 2018: APPROX. €27 MILLION
STAFF: 31
CEO: MIKA FLINK

MEDIFON is the wholesale business, distributor and importer for proprietary pharmacies. From its distribution centre, located in Espoo, the company distributes its own products throughout the country and also the products of its principals. The company is responsible for the AFP member pharmacies' own-label product line, APTEEKKI products; also, it buys, distributes and markets these products. Additionally, the company markets and distributes a wide range of other free trade products and other special pharmacy supplies. It also has wholesale rights for medicines.

PHARMADATA LTD

FOUNDED: 1989
OWNERSHIP: APTEEKKARILIITTO (100 %)
TURNOVER 2018: € 8.1 MILLION
STAFF: 46
CEO: ILKKA TOIVOLA

PHARMADATA is the leading company for producing data systems and data communication solutions for pharmacies. Its products are the pharmacy systems pd3 and Salix, and the pharmacy network Apteekkiverkko, plus EasyMedi, SecureMedi, Procuo, Presto and other pd-products. Pharmadata also offers Service Desk services, software training and project and pharmacy-specific invoicing services.

PHARMAPRESS LTD

FOUNDED: 1997
OWNERSHIP: THE AFP (100 %)
TURNOVER 2018: € 1.25 MILLION
STAFF: 4 + 5 (IATOD)
CEO: ERKKI KOSTIAINEN

PHARMAPRESS is a communications and publishing company that produces high quality and effective communications services for both the AFP and its member pharmacies. It produces and publishes journals within the pharmacy field: APTEEKKARI, the journal for proprietary pharmacists and partners; Terveysteksti!, the magazine for pharmacy customers; Meidän APTEEKKI, the magazine for proprietary pharmacists, their staff and pharmacy students. Additionally, Pharmapress arranges further training for pharmacy staff, events and exhibitions, and also publishes books, guides and other literature, together with their electronic applications.

The Association of Finnish Pharmacies owns a 25 per cent minority share in Farmania Oy, which offers personnel leasing services for pharmacies.

THE BOARD OF THE ASSOCIATION OF FINNISH PHARMACIES ELECTED AT THE 2018 ANNUAL AUTUMN MEETING



RISTO KANERVA, PRESIDENT
TAPIOLA PHARMACY
ESPOO



KIRSI PIETILÄ, 1ST VP
KONTULA PHARMACY
HELSINKI



SARI WESTERMARCK, 2ND VP
TAMMELA PHARMACY



LEENA ASTALA
PORI ASEMA PHARMACY



TIMO AUVINEN
SAVONLINNA UUSI APTEEKKI
PHARMACY



TOMI JÄRVINEN
KEURUU I PHARMACY
JYVÄSKYLÄ



MIKKO KANANEN
LEHTIKANGAS PHARMACY
KAJAANI



LEENA KARIKOSKI
VAAJAKOSKI PHARMACY
JYVÄSKYLÄ



MARJO RAJAMÄKI
SODANKYLÄ PHARMACY



NINA RONIMUS
KAURIALA PHARMACY
HÄMEENLINNA



JAANA SMAL
KYMINKULMA PHARMACY
KOUVOLA



PETTER STRÖM
KUNINKAAN PHARMACY
VAASA



EERO SUIHKO
UUSI APTEEKKI PHARMACY
JOENSUU



RISTO SUOMINEN
TAMMISAAREN 1. PHARMACY
TAMMISAARI



HANNES WAHLROOS
KAUNIAINEN PHARMACY



ANNA WESTERLING
PUNAVUORI PHARMACY
HELSINKI

EXECUTIVE BOARD



MERJA HIRVONEN
Chief Executive Officer;
overall management and
promotion of interests
010 6801 408
040 588 0841



CHARLOTTA SANDLER
Director of Pharmaceuti-
cal Affairs; management of
pharmaceutical and profes-
sional matters
010 6801 409
050 543 0411



ILKKA HARJULA
Director of Finance and
Administration; financial
analysis for interests
promotion, secretary of
the AFP board
010 6801 404
050 538 4458



ERKKI KOSTIAAINEN
Director of Communications;
communications to media and
members, media relations,
CEO of PharmaPress Oy
010 6801 403
050 566 8188



HANNA KUNTSI
Director of Public Relations;
stakeholder relations,
promotion of interests
010 6801 420
050 310 0676

EXPERTS



ELINA AALTONEN
Pharmacist, commu-
nications; Terveystek-
sti! magazine, student
cooperation, produc-
tion of communi-
cations services
010 6801 462



**MONNA APAJALAHTI-
MARKKULA**
Financial Consultant;
financial analysis,
TalousSalkku
010 6801 411



ARI JANSEN
Development
manager; databases
of pharmaceutical
products, data
privacy matters in
pharmacies, matters
relating to Kela, and
the insurance fund
010 6801 414



ANNIKA KOIVISTO
Pharmacist;
Pharmacy services,
medication safety,
dose-dispensing,
Kanta matters, edu-
cational matters
010 6801 428



HENNA KYLLÖNEN
Pharmacist; medical
treatment services,
self-care advice
010 6801 402



KALLE RIIHIVAINIO
Pharmacist,
marketing; marketing
communications,
APTEEKKI brand,
Meidän APTEEKKI
magazine
010 6801 405



JOHANNA SALIMÄKI
Pharmacist; medicine
information services
(Tietotippa and Salko
databases), health
promotion, ships'
pharmacies, medicine
010 6801 422



ILKKA SALMELA
Web Information
Officer; maintenance
and development of
the AFP's internal
and external online
services
010 6801 423



IIRO SALONEN
Project Manager;
eApteeki, digital
pharmacy services,
e-prescription
010 6801 424



SANNA SISSALO
Pharmacist; medicine
preparation,
chemicals, foodstuffs,
self-care, medicines
and the environment
010 6801 425



NINA SILLANTAKA
Communication
expert; interest
promotion data,
organisation develop-
ment, planning of
further training for
pharmacies
010 6801 427



OLLI-PEKKA TIAINEN
Managing Editor
(acting);
(PharmaPress Oy);
Apteekkarilehti
journal
010 6801 464



PHARMACY



SUOMEN APTEEKKARILIITTO – FINLANDS APOTEKAREFÖRBUND RY

PIENI ROOBERTINKATU 14, 00120 HELSINKI | 010 6801 400 | INFO@APTEEKKARILIITTO.FI | WWW.APTEEKKARILIITTO.FI