



HELLENIC ASSOCIATION OF PHARMACEUTICAL COMPANIES

**C A N D I D A T E S**  
**for the**  
**New BoD of SFEE**



# CANDIDATES FOR THE NEW BoD OF SFEE

<b>Ahmad Haseeb-Merck Sharp &amp; Dohme</b>	<b>p.</b>	<b>4-5</b>
<b>Anagnostakis Dimitris- Boehringer Ingelheim</b>	<b>p.</b>	<b>6-7</b>
<b>Apostolides Pascal-Abbvie</b>	<b>p.</b>	<b>8-10</b>
<b>Capone Carlo-BGP (ex Abbott)</b>	<b>p.</b>	<b>11-12</b>
<b>Dakas Christos-Shire</b>	<b>p.</b>	<b>13-14</b>
<b>Evrpidis Konstantinos-Genesis Pharma</b>	<b>p.</b>	<b>15-16</b>
<b>Filiotis Spiros-Pharmaserve-Lilly</b>	<b>p.</b>	<b>17-18</b>
<b>Frouzis Konstantinos-Novartis</b>	<b>p.</b>	<b>19-20</b>
<b>Gerassopoulos Marcos- Sanofi</b>	<b>p.</b>	<b>21-22</b>
<b>Giannouleas Panagiotis-Angelini Pharma</b>	<b>p.</b>	<b>23-24</b>
<b>Greco Roberto- GlaxoSmithKline</b>	<b>p.</b>	<b>25-26</b>
<b>Katsikas Marios-Protonpharma</b>	<b>p.</b>	<b>27-28</b>
<b>Kefalas Nikos-Janssen-Cilag</b>	<b>p.</b>	<b>29-30</b>
<b>Kofinas Konstantinos-Merck</b>	<b>p.</b>	<b>31-32</b>
<b>Kosmidis Marios-WinMedica</b>	<b>p.</b>	<b>33-34</b>
<b>Leondaridi Kalliopi-ITF</b>	<b>p.</b>	<b>35</b>
<b>Niadas Vasilis-Cana</b>	<b>p.</b>	<b>36-37</b>
<b>Panagoulas Konstantinos-Vian</b>	<b>p.</b>	<b>38-39</b>
<b>Papadimitriou Olympios-NovoNordisk</b>	<b>p.</b>	<b>40-41</b>
<b>Ragousis Nikos-Leo Pharmaceuticals</b>	<b>p.</b>	<b>42-43</b>
<b>Sage Jim-Pfizer</b>	<b>p.</b>	<b>44-45</b>
<b>Theodorakis Stavros-Chiesi</b>	<b>p.</b>	<b>46</b>
<b>Varelas Nikolas-Galenica</b>	<b>p.</b>	<b>47-48</b>

Haseeb Ahmad  
Managing Director

MSD AFBE  
63, Agiou Dimitriou  
174 56 Alimos, Athens, Greece  
T +30 210 9897300  
F +30 210 9897444 &  
+30 210 9812579  
www.msd.com



March 10<sup>th</sup>, 2015

Dear Mr Neiadas,

I am writing to you in your capacity as Secretary General of SFEE to formally announce my intention to be a candidate for the Board of SFEE in the upcoming elections of March 20, 2015.

Please find attached a short resume in Greek and English for distribution among member companies' representatives.

After a year as Managing Director of MSD Greece I am confident that I can contribute to the Board of our Association in the management of difficult challenges ahead. Challenges that once again might effect changes in the pricing and reimbursement of our products, the way we operate and our access to our patients and stakeholders.

To meet these challenges we need a common and unified approach which will be able to synthesize and integrate all relative perspectives and experiences. Having worked in a variety of health care settings and representing a large and historical R& D based company with significant ties with the local industry I aspire to add valuable perspectives to our Associations policy positions, proposals and communications.

I envisage a pharmaceutical policy framework that will sustain efficient market principles, will reward innovation for the good of the Greek patients and will take advantage of the off patent sector to enhance the sustainability of the health care system. We need a unified approach as a strong association requires both a strong Research and Development and Off – Patent industry segment.

Looking forward to an effective collaboration,

Best regards,

Haseeb Ahmad

A handwritten signature in blue ink, appearing to read "Haseeb", is written over a horizontal line.

## HASEEB AHMAD



Haseeb Ahmad is the Managing Director of MSD Greece, Cyprus and Malta.

Haseeb, was born and raised in Liverpool, U.K. He started his career at MSD UK as a Medical Sales Representative. Following Product Manager Positions at GSK and IVAX Pharmaceuticals UK, he joined Schering-Plough in 2002. Haseeb has demonstrated a strong track record over his last 13 years with Schering-Plough and then with MSD, and has held a variety of sales, marketing, management and market access roles with high responsibility.

In 2008, following a successful assignment as General Manager for Schering-Plough in Ireland, during which the Affiliate grew from 35th to 12th in the industry rankings and was the fastest growing pharmaceutical company in Ireland, Haseeb was appointed Business Unit Director at Schering-Plough UK. In this role he led the primary care portfolio, including the cholesterol joint venture between Schering-Plough and MSD. After the MSD – Schering Plough merger, Haseeb was appointed Strategy & Operations Director for MSD in the UK and played a pivotal role in the post-merger integration in the UK. Prior to his current role, Haseeb was Executive Director and Head of Strategy, Europe and Canada.

Haseeb holds a Bachelor in Business and Marketing from the University of Bedfordshire and has also completed a 12 month Executive Management Program from the Wharton Business School, University of Pennsylvania. He is married and has two children.

Having acquired extensive international experience in various health care systems, Haseeb can effectively contribute to meeting the pharmaceutical industry challenges in Greece. He can contribute to the development and communication of policy positions and proposals towards health authorities which promote an effective health and pharmaceutical policy and rational use of resources to ensure health system sustainability. He pursues pharmaceutical policy regulations that support the efficient and evidence based use of pharmaceutical innovation so that Greeks can have better and longer lives, whereas off patent medicines can provide sustainable savings to the Greek health care system. The participation of an expatriate Managing Director in the Board of SfEE together with Greek Managing Directors of multinational and local companies can increase the reliability of our Association and combine all perspectives in the management of our common problems.

Αγαπητοί συνάδελφοι,

Τα προβλήματα του κλάδου μας, χρόνια εν πολλοίς, είναι γνωστά σε όλους και οι προκλήσεις είναι κοινές.

Η ιδιαιτερότητα σήμερα είναι η κρισιμότητα των στιγμών που ζούμε και η έλλειψη χρονικών περιθωρίων εφόσον πλέον τίποτα δεν είναι δεδομένο και σίγουρο.

Απαιτούνται άμεσες πρωτοβουλίες από την Πολιτεία για την διασφάλιση της βιωσιμότητας του συστήματος υγείας, χωρίς όμως ο πρωτοβουλίες αυτές να δημιουργούν συνθήκες ασφυξίας στις φαρμακευτικές εταιρίες και να καταστρέφουν την φαρμακευτική αγορά.

*Οφείλουμε και μπορούμε να διεκδικήσουμε από την Πολιτεία ο απαιτούμενος εξορθολογισμός των δαπανών του συστήματος Υγείας να γίνει με δίκαιο τρόπο και με το μερίδιο που αναλογεί σε κάθε κλάδο και να αποτρέψουμε την στοχοποίηση του φαρμάκου και κατ' επέκταση των εταιριών μας.*

*Οφείλουμε και μπορούμε να κάνουμε κατανοητό σε όλους ότι οι συνεχείς τιμολογιακές παρεμβάσεις - πολλές φορές χωρίς λογική - δεν είναι η ενδεδειγμένη λύση για τα προβλήματα και δημιουργεί πρόβλημα στην πρόσβαση του ασθενούς στην καταλληλότερη θεραπεία.*

*Οφείλουμε και μπορούμε να προβάλλουμε την συνεισφορά μας στην εθνική οικονομία και τις θέσεις μας τόσο στην Πολιτεία όσο και στην κοινωνία.*

Σε αυτή την προσπάθεια απαιτείται ενότητα και δραστηριοποίηση όλων μας.

Έχοντας εμπειρία της φαρμακευτικής αγοράς από το 1991 οπότε και ξεκίνησα ως ιατρικός επισκέπτης ζητώ την εμπιστοσύνη σας για την συμμετοχή μου στο Διοικητικό Συμβούλιο του Συνδέσμου μας, ώστε να προσφέρω στην διαμόρφωση των θέσεών μας, στην ανάδειξη και κατανόηση αυτών και στην υλοποίηση των κοινών μας επιδιώξεων σε αυτές τις κρίσιμες στιγμές για τον κλάδο και την οικονομία μας.

**Εκπροσωπώντας μία εταιρία με παραγωγική μονάδα στην Ελλάδα και εξαγωγική δραστηριότητα θεωρώ ότι η συμμετοχή μου στο Δ.Σ. θα βοηθήσει στην ανάδειξη της προσφοράς μας, ως κλάδος στην εθνική οικονομία και θα προσδώσει δύναμη στα επιχειρήματά μας όσον αφορά τις υφιστάμενες αλλά και μελλοντικές επενδύσεις μας, καταρρίπτοντας οποιαδήποτε αντίθετη επιχειρηματολογία.**

Με συναδελφικούς χαιρετισμούς,

**Δημήτρης Αναγνωστάκης**  
Πρόεδρος και Διευθύνων Σύμβουλος  
Boehringer Ingelheim Ελλάς.

## **CURRICULUM VITAE**

### **Dimitris Anagnostakis**

Boehringer Ingelheim Ellas

Born in Paliouri, Halkidiki in 1964, Mr. Dimitris Anagnostakis studied Pharmaceutical Science at the University of Patras. He is married and a father of two boys, ages 13 and 15.

He began working at Boehringer Ingelheim Ellas in 1991 as a sales representative with further specialisation in hospital products.

During 1996-2002 he took on various positions in Marketing for the sector of Cardiology medicine, launching a series of new products and in the following two years (2002-2004) he became Head of the Hospital Business Unit.

Following the restructuring of the Company in 2004, he was appointed Head of Marketing and Oncology Business, a position he held until 2013, after which he was relocated to the Company headquarters in Ingelheim, Germany as Regional Business Manager for Italy, France and Spain.

As of July 2014, he currently holds the position of President and Managing Director of Boehringer Ingelheim Ellas for Greece and Cyprus.



## Pascal Apostolides

General Manager at AbbVie Pharmaceuticals S.A.

Alternate President of the Hellenic Association of Pharmaceutical Companies (SFEE)

Dear Colleagues,

The difficult times we are going through require unity and cooperation, if we are to respond together to the **challenges in the health sector**, and particularly those issues we face as a pharmaceutical sector.

Our sector has been **sorely tried** since the first implementation of the Memorandum in Greece. As an Association we had realized – many years before the crisis – the need for reform, and we had laid our proposals before the political leadership of the country before it became necessary to implement urgent measures. In any case, it is my belief that our **contribution** to the reforms made hitherto has been of decisive importance.

The **objective** of all pharmaceutical businesses, namely to see a viable health system oriented to the needs of the patient, remains a **shared** aspiration. Our sector is a key pillar of development for the country, with **significant potential** to create jobs, exploit our exceptional scientific resources, and attract new investment in research.

So, in order to advance the interests of all members of S.F.E.E., as a whole and without discrimination, we need **dynamic representation** in the centres of decision-making, in combination with **collective action** and initiatives. Through common endeavour we will be able to make the pharmaceutical sector an integral part of the strategy for a '**new beginning**' for the Greek economy.

I believe that the knowledge and experience of aspects of pharmaceutical policy I have acquired both here and abroad, representing the Association as its Vice President from 2003 to 2014, entitle me to seek your **vote of confidence** in the forthcoming elections for the new Board of S.F.E.E.

*Kind regards,*

Pascal Apostolides





## Pascal Apostolides

**General Manager** at AbbVie Pharmaceuticals S.A.  
**Alternate President of the Hellenic Association of Pharmaceutical Companies (SFEE)**



+30 6945 853700



pascal.apostolides@abbvie.com



41-45, Marinou Antypa Str, 141 21, Neo Irakleio



Married with two children



### Summary

**Alternate President of SFEE**

**Vice-President BoD of SFEE**

Elected to the BoD of **SFEE** since 2003, having served as a treasurer and **vice president** for matters related to EOF, pricing and reimbursement of medicines

**Member** of the Executive Committee of the **PhRMA Innovation Forum (PIF)**

**President** of the **Pharma Committee** and **Member** of the BoD of the **Hellenic-American Chamber of Commerce (AmCham)**

**Member** of the Executive Board of Trustees of the **Athens Community Schools (ACS)**



### Experience

2013  
-present

**General Manager at AbbVie Pharmaceuticals S.A.**

2012  
2001

**General Manager** at Abbott Laboratories Hellas

1997

Moved to the pharmaceutical department of Abbott's International Division, in Chicago U.S.A, as **Commercial Director Europe**

1996  
1997

**Marketing Director** at Abbott Diagnostics Germany

1990

Moved to Abbott Diagnostics Europe in Germany, assuming various key positions in the commercial and marketing departments

1986

**Started his professional career** at the Diagnostics Dpt of Abbott Greece as a sales representative



1996

**Country of the Year**  
Abbott Diagnostics Germany

2001 onwards

Strive for team and affiliate excellence as GM

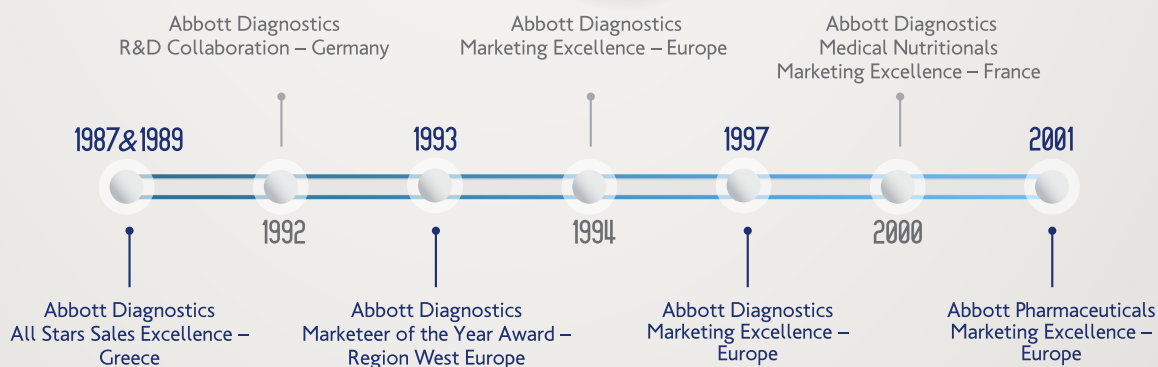
**Abbott - Great Place To Work** (7<sup>th</sup> place 2003 / 5<sup>th</sup> place 2005 / 2<sup>nd</sup> place 2007 / 3<sup>rd</sup> place 2009)

**AbbVie – KPMG Awards 2015**

“Change Management in HR” (2013-2014)

**AbbVie – Hellenic Management Association’s (E.E.D.E.)**

Corporate Affairs Excellence Award 2015



## Education:

### University of Manitoba, Canada



(BSc) Chemistry



(BA) Economic Geography



(Post Graduate Degree) Pharmaceutical Chemistry

### University of Strathclyde, UK



(MSc) Chemical and Environmental Engineering

### Languages:



### Hobbies:



History



Economic Geography



Sports

Προς τα Μέλη του ΣΦΕΕ

Αξιότιμες/οι κυρίες/οι,

Τα προβλήματα που αντιμετωπίζει ο χώρος της Υγείας στην Ελλάδα, είναι λίγο πολύ γνωστά. Ειδικά τον τελευταίο καιρό, η δημοσιονομική προσαρμογή έχει οδηγήσει στην σαφέστατη υποχρηματοδότηση του συστήματος υγείας και σε έλλειψη ρευστότητας η οποία έχει προκαλέσει προβλήματα στη βιωσιμότητα των φορέων παροχής περίθαλψης. Με τη γενικότερη κρίση και τις συνεχείς πολιτικές εξελίξεις και αλλαγές, το κλίμα που έχει διαμορφωθεί είναι προφανώς δυσμενές και επηρεάζει εξ ίσου τόσο τους ασθενείς, αλλά και όσους δραστηριοποιούνται στον χώρο της υγείας, είτε αφορά επαγγελματίες υγείας είτε φαρμακευτικές επιχειρήσεις.

Επίσης, σε όλα τα προηγμένα συστήματα υγείας παγκοσμίως γίνεται προσπάθεια στο πλαίσιο εξοικονόμησης φαρμακευτικών δαπανών, για αύξηση διείσδυσης των γενόσημων φαρμάκων στην αγορά. Η Ελλάδα δεν θα μπορούσε να μην ακολουθήσει αυτήν την τάση, ιδιαίτερα μάλιστα σαν επακόλουθο των μεταρρυθμίσεων που πραγματοποιούνται για την έξοδο της χώρας από την οικονομική κρίση.

Πιστεύω ακράδαντα ότι η φαρμακοβιομηχανία γενικότερα και οι επιχειρήσεις του κλάδου μας, πολυεθνικές ή ελληνικές, έχουν συμβάλει σημαντικά στην προσπάθεια που καταβάλει η πολιτεία για εξορθολογισμό των δαπανών υγείας, μέσα στο γενικότερο πλαίσιο εξυγίανσης της οικονομίας και μέσα στα όρια και τους κανόνες λειτουργίας που βάζει το κράτος. Έχουν ανταποκριθεί –ως οφείλουν– με έντονο αίσθημα σοβαρότητας και υπευθυνότητας σε όλα τα μέτρα που υιοθετούνται, ακόμη και όταν αυτά δεν είναι τα πλέον ευνοϊκά, προκειμένου να διαμορφωθεί ένα περιβάλλον υγείας που να διακρίνεται από διαφάνεια, παροχή υψηλών προδιαγραφών υγείας και υπηρεσιών για όλους τους Έλληνες ασθενείς. Όλοι μας συμβάλλουμε, πιστεύω, προς αυτήν την κατεύθυνση.

Σύμφωνα με τα παραπάνω, το ζητούμενο θα πρέπει να είναι η διαμόρφωση των απαραίτητων πολιτικών και συνθηκών στο χώρο της υγείας που θα διασφαλίζουν την παροχή αξιόπιστων, αποτελεσματικών, ασφαλών λύσεων στον Έλληνα ασθενή.

Τέτοιες πολιτικές θα μπορούσαν να είναι μεταξύ άλλων, η αναθεώρηση του προϋπολογισμού υγείας στα επίπεδα που ορίζει ο Ευρωπαϊκός μέσος όρος, ο έλεγχος της ζήτησης, η εφαρμογή registries και θεραπευτικών πρωτοκόλλων, η διασφάλιση της προστασίας των φθηνών φαρμάκων και η αποφυγή υποκατάστασης από άλλες ακριβότερες θεραπείες, η επιβράβευση της καινοτομίας κ.α.

Η δράση του συνδέσμου μας οφείλει να ορίζει την ευθύνη απέναντι σε όλους τους stakeholders του κλάδου της υγείας για σημαντικές βελτιώσεις στην υγειονομική περίθαλψη. Ανεξάρτητα από τις διάφορες προσεγγίσεις και απόψεις που μπορεί να έχει ο καθένας μας, η αφοσίωση μας στις δίκαιες προτεραιότητες του, στις ανάγκες του ασθενή και τη διασφάλιση των συμφερόντων τους πρέπει να αποτελεί προτεραιότητα μας και σας διαβεβαιώνω ότι είναι και δική μου προτεραιότητα.

Κάνουμε, επομένως, όλες τις απαραίτητες ενέργειες προκειμένου να είμαστε αρωγοί τόσο στην προσπάθεια της πολιτείας για εξορθολογισμό των δαπανών στα πλαίσια του γενικότερου συμφέροντος, όσο και στην διατήρηση και ενίσχυση της παρουσίας μας στην Ελλάδα, ώστε να συνεχίσουμε να προσφέρουμε τα προϊόντα και τις υπηρεσίες μας σε κάθε Έλληνα.

Ταυτόχρονα, θεωρώ ότι είναι σημαντικό να αναδεικνύονται και όλες οι άλλες δράσεις του συνδέσμου μας, είτε αφορούν δράσεις κοινωνικής ευθύνης και πρωτοβουλίες που ανταποκρίνονται στις ανάγκες ευπαθών ομάδων, είτε προάγουν την σημασία της ενημέρωσης και της πρόληψης για την διασφάλιση της μακροβιότητας και της πρόσβασης των ασθενών σε υπηρεσίες και καινοτόμες λύσεις, ιδιαίτερα μάλιστα σε συνθήκες οικονομικής κρίσης.

Στο χέρι μας είναι στα πλαίσια ενός εποικοδομητικού και ειλικρινούς διαλόγου με όλους τους αρμόδιους φορείς, να διαμορφώσουμε ένα σταθερό και βιώσιμο περιβάλλον τέτοιο που να δίνει την δυνατότητα στη πολιτεία να έχει την εξοικονόμηση που χρειάζεται, στις επιχειρήσεις (πολυεθνικές και ελληνικές) να συνεχίσουν να λειτουργούν και στην καινοτομία να έχει δυνατότητες ύπαρξης, διασφαλίζοντας φυσικά ένα μακρόπνοο χρονοδιάγραμμα δράσεων.

Στο σημείο αυτό θα ήθελα να επισημάνω ότι η μακρόχρονη παρουσία μου στην Ελλάδα, μου έχει επιτρέψει να παρακολουθήσω τα προβλήματα που αντιμετωπίζει ο χώρος της υγείας σε όλες τις διακυμάνσεις τους. Βασική επιδίωξη σε όλη αυτή την πορεία μου, είναι η εμπιστοσύνη και η δημιουργία σχέσεων που χαρακτηρίζονται από ειλικρίνεια, εντιμότητα και ακεραιότητα, με όλους τους stakeholders του χώρου της υγείας.

Προσωπικό στοίχημα για μένα, είναι να είμαι χρήσιμος ενισχύοντας τη συνεργασία μεταξύ μας, βελτιώνοντας την εικόνα του Συνδέσμου μας στην κοινωνία, αυξάνοντας το επίπεδο συνεργασίας με την Πολιτεία και τα κέντρα λήψης αποφάσεων, προβλέποντας προβλήματα και προτείνοντας έγκαιρα τις καλύτερες δυνατές λύσεις.

Φιλοδοξώ να διασφαλίσω τη συνέχιση της πορείας των μελών του συνδέσμου στη χώρα, με την εδραίωση του ως βασικό φορέα στον κλάδο της υγείας και τη δυνατότητα να παρέχει στον Έλληνα ασθενή αξιόπιστα προϊόντα για καλύτερη υγεία και βελτίωση της ποιότητας ζωής.



Με εκτίμηση,  
**Carlo Capone**  
General Manager

## **Carlo Capone**

14-16 Sokratous str. 16673 Voula, Greece

Phone +30 210 9891700 Mobile +30 210 6944 396 566 email c.capone@mylan.com

### **WORKING EXPERIENCE**

- Managing Director BGP Pharma (2015)
- Managing Director Abbott Hellas ( 2011-2014)
- General Manager Abbott EPD ( 2009-2011)
- Division Director Pharma Abbott Hellas (2001-2009)
- Division Director Hospital products Abbott Hellas ( 1995-2001)
- Regional Finance Director Middle East Region Abbott SA (1990-1995)
- Controller Abbott Italy (1989 – 1990)
- Controller Abbott Hellas (1987-1990)

### **EDUCATION**

BSc ( Honors) in Economic and Social studies -LUISS University of Rome ( 1978-1982)

High Scholl degree at European Scholl of Brussels

### **LANGUAGES**

Greek: Proficient

Italian: Native Language

English: Proficient

French:Proficient

### **HONORS/ SOCIAL ACTIVITIES**

EFEX member of the board of director

NAOBB ( Varkiza sailing club ) member of the board of director

Dear Colleagues,

In today's conjuncture, the country and the pharmaceutical sector are being tested. However, people are the ones, who have the ability to change eras, shape the present and develop the future in order to ensure a secure and stable environment of development.

There is no more appropriate time than the current one so that we, as a country, can create a new reality and we, as industry, can contribute to the developmental policy of Greece.

In this direction, the pharmaceutical companies, Greek and multinationals united, can assert the position we deserve and become the most important partner of the state in shaping a health policy, since our sector represents one of the main pillars of economic stability of the country.

The further strengthening of the Hellenic Association of Pharmaceutical Companies is the key in resolving many problems that beset the sector for years.

The delicate balances between the intense resource scarcity and ensuring the access of patients to the medicines and treatments they need could be achieved with positive results for our sector, should there be an appropriate approach from our side.

The problems we face for years are many and well known to all of us as well as their causes. It is our duty to achieve their solutions.

Bringing an experience of 24 years in the pharmaceutical sector and through the positions of General Secretary & Chairman of Hellenic Society of Pharmaceutical Chemistry, General Secretary and Board member of PhRMA Innovation Forum and the Head of the Working Group of Orphan Drugs of SFEE, I believe that I can contribute actively to upgrading and enhancing of the role of our Association.

For this purpose, I ask for your support in the upcoming elections of SFEE.

Thank you in advance for your confidence in my person.

Kind Regards,

Christos Dakas

## Curriculum Vitae



Christos Dakas was born in Athens in 1961 and he has graduated from the A' Lyceum of Athens. A graduate of the University of Toronto, Canada with postgraduate studies at Chelsea College of the University of London, he completed his studies in 1989 with a Doctorate from the School of Pharmacy, of the University of Wales in Cardiff.

During the period of his doctoral studies, he has had a number of publications in reference journals and he is a member of various scientific associations. He has served as General Secretary & President of the Hellenic Society of Pharmaceutical Chemistry from 1990 to 1994. Since 2012, he has been a member of the board of PhRMA Innovation Forum which he serves as General Secretary as of July 2014 and also Heads the working group of orphan drugs for SFEE.

Between 1989-1991, he served his military service as a Pharmacist in the Health Corps. He is married and a father of two children.

His work activity in the pharmaceutical industry in Greece began in 1991 and he acquired executive positions in Sales, Marketing and Business Development in Greece and the Balkans in Pharmaceutical companies such as P.N. Gerolymatos S.A. (1992-1999), Genesis Pharma S.A. (1999-2002) and Arriani Pharmaceuticals (2002-2005).

During the period 2005-2008, he was General Manager Europe of the American biotechnology company Samaritan Inc.

From November 2008 to present, Christos Dakas is the Managing Director of Shire Hellas S.A., a subsidiary of the British-American group Shire PLC, and he is responsible for Greece, Cyprus and Malta.

SUBJECT: Nomination for the new Board of Directors of SFEE

Dear Colleagues,

I would like to inform you of my intention to run for member of the Board of Directors in the forthcoming elections.

These are critical times for our industry. A series of austerity measures which were adopted during the crisis, significant omissions and several pathogenies of the past that are still unresolved create an unstable and suffocating business environment and also problems in patients' access to innovative medicine.

We have all struggled to survive the accumulated public debts, the enormous delays in payments and the unprecedented loss from the pharma bonds. These problems, as you all know, particularly affected GENESIS Pharma due to the high level of sales to hospitals and to IKA.

With extended knowledge of these issues, in 2012 I assumed the position of Vice President of SFEE and President of Financial Issues and Bonds Committee.

Specializing in these financial issues, with a 30-year experience in the pharmaceutical industry holding senior management positions, with an expertise deriving from the long-term cooperation of GENESIS Pharma with leading American and European pharmaceutical companies of cutting edge R&D, with determination and will for constructive cooperation, I am once again eager to actively participate in the collective effort of SFEE to seek solutions in the major concerns of our industry.

Sincerely,

Constantinos Evripides

CEO

GENESIS Pharma SA

# Constantinos Evripides

Founding member and Chief  
Executive Officer of GENESIS  
Pharma

Born in Nicosia, Cyprus in 1953, Costas Evripides holds an Athens University (ASOEE) Economics degree and an MBA from the London Business School. He started his managerial career in PepsiCo International as Assistant Country Manager for Greece and Cyprus (1979-1983).

Costas Evripides has a long experience and in depth knowledge of the pharmaceutical sector. In 1985 he assumed the position of Area Manager Mediterranean for Greece and Israel of Wellcome Foundation Ltd and in 1993 he led the founding of the Greek subsidiary Wellcome Hellas SA, assuming the position of President and Chief Executive Officer, until the company's acquisition by Glaxo in 1995.

In 1997, together with Alex and Aris Jakovides, he founded the innovative pharmaceutical company GENESIS Pharma, the first company in Greece specializing in pharmaceutical biotechnology, at a time when the industry was in its early stages. GENESIS Pharma has long standing exclusive partnerships with major international biotechnology companies such as Biogen Idec, Celgene, Shire, Vifor, PharmaMar, Takeda and Sobi.

## AWARDS

- 2006 | «Dynamic Entrepreneur of the Year» award in the international competition «Entrepreneur of the Year» by Ernst & Young
- 2012 | «Greek Quality Leader of the Year» by EDEE-Hellenic Management Association
- 2013 | «European Quality Leader» by EOQ-European Organization for Quality
- 2014 | «Self-created Entrepreneur of the Year» by ACCI-Athens Chamber of Commerce and Industry

## INSTITUTIONAL POSITIONS

- President of the Hellenic Entrepreneurship Club
- Vice President of SFEE
- Member of the General Council of the Federation of Greek Enterprises (SEV)
- External Member of the Athens University of Economics and Business Council
- Founding member of the London Business School Greek Alumni Association - elected President between 2000-2013
- Board Member of the Association "Youth Entrepreneurship Junior Achievement Greece"





Κηφισιά  
10 Μαρτίου 2015

Αγαπητοί Συνάδελφοι,

Με την παρούσα επιστολή ενημερώνω ότι θα είμαι υποψήφιος για τις εκλογές του Διοικητικού Συμβουλίου του ΣΦΕΕ στις 20 Μαρτίου του 2015.

Έχω υπάρξει μέλος του ΔΣ του συνδέσμου από το 2012 όπου και εκλέχθηκα πρώτη φορά. Σίγουρα η επόμενη θητεία του ΔΣ θα είναι από τις πιο δύσκολες και απαιτητικές που έχουμε γνωρίσει και θα είναι χαρά και τιμή μου να προσφέρω τον καλύτερο μου εαυτό ώστε το ΔΣ του ΣΦΕΕ να κάνει το καλύτερο δυνατό για τα θέματα που μας απασχολούν.

Η εταιρία μας είναι κοινοπραξία της Ελληνικής Φαρμασερβ και της πολυεθνικής Lilly και διαθέτει ένα μείγμα φαρμάκων που αντιπροσωπεύει όλα τα συμφέροντα του κλάδου: καινοτόμα μοναδικά, 3816, βιολογικά, νοσοκομειακά, αρνητική & θετική λίστα, ΜΥΣΗΦΑ, φάρμακα σε κατηγορίες μόνα τους, φάρμακα σε κατηγορίες με άλλα εντός και εκτός προστασίας, και φάρμακα που είναι πια εκτός προστασίας – πρωτότυπα και αντίγραφα. Οι θέσεις που αντιπροσωπεύω και προσπαθώ να εξελίξω θα είναι προς το συμφέρον όλων.

Περισσότερες λεπτομέρειες για την ιστορία μου και το βιογραφικό μου μπορείτε να δείτε στην σελίδα μου στο κοινωνικό δίκτυο linkedin:

<https://www.linkedin.com/pub/spyros-filiotis/0/219/599>

Σε κάθε περίπτωση και ανεξαρτήτως του εκλογικού αποτελέσματος ο χρόνος και η εμπειρία των στελεχών της εταιρίας μας θα είναι διαθέσιμη για τους σκοπούς που θα αποφασίσει ο σύνδεσμος.

Με εκτίμηση,

Σπύρος Φιλιώτης  
Αντιπρόεδρος & Γενικός διευθυντής



## SPYROS FILIOTIS

### EXPERIENCE

**SFEE** 03 / 2012 - Present  
*Member of the Board*

**PHARMACEUTICAL INNOVATION FORUM - PHRMA LAWG - GREECE** 02 / 2012 - Present  
*Treasurer*

The pharmaceutical innovation forum represents the innovative pharmaceutical industry in Greece. PhRMA LAWG Greece is the local working group of PhRMA in Greece.

**PHARMASERVE-LILLY S.A.C.I.** 01 / 2010 - Present  
*Vice President & General Manager*

**ELI LILLY DENMARK** 09 / 2008 - 12 / 2009  
*Pharma Operations Director*

Responsible for managing 2 sales managers and 20 sales representatives, commercial operations and general management of the Danish office.

**ELI LILLY** 01 / 2008 - 08 / 2008  
*Diabetes Marketing Associate*

Member of international Byetta (exenatide) marketing team. Byetta is a GLP-1 analog treatment for type two diabetes.

**PHARMASERVE-LILLY S.A.C.I.** 08 / 2005 - 01 / 2008  
*Corporate & Public Affairs Director*

Responsible for pricing, reimbursement and patient access, public relations and patient advocacy groups. Successfully negotiated pricing for important company products. Created relationships with journalists and patient advocacy groups.

**PHARMASERVE-LILLY S.A.C.I.** 01 / 2002 - 07 / 2003  
*Territorial Operations Manager*

Designed and implemented roll-out of digital sales reporting system with handheld computers to replace paper reporting system for 200 sales representatives. Managed support and training of system. Delivered 25% time savings to sales representatives.

**PHARMASERVE-LILLY S.A.C.I.** 01 / 2001 - 12 / 2001  
*Sales Representative*

Responsible for territory with 200 private practice physicians and one large private hospital.

### EDUCATION

**FUQUA SCHOOL OF BUSINESS** 08 / 2003 - 05 / 2005  
*MBA , Health Sector Management*  
President of European Business Club

**TUFTS UNIVERSITY** 09 / 1995 - 05 / 1999  
*BA , Computer Science and Quantitative Economics*

**CAMPION SCHOOL ATHENS** 1987 - 1995  
*High School*

Dear colleague,

I have the honor to inform you on my nomination as a candidate for the Board for the ensuing election to SFEE. I am well acquainted with you as president of the Association for the last three years, therefore I solicit your support in order I continue to contribute in our efforts for predictability and sustainability of the HC landscape in our country.

Over the last duty, mirroring the fiscal constraints imposed by recession, too many and high challenges were in place, since this was the most constraint period for our Industry of the last decades. We, the BoD members, SFEE administration and I, did a lot to secure our interests and deliver to a high extend.

What lies ahead is a rather turbulent environment where we have to safeguard innovation treatments for the benefit of patients, while further empower and promote local production and industry for the sake of GR economy. The equation is feasible still subtle, although the underestimation of potential lack of our cohesion could be precarious for our Industry and companies.

You know I have dedicated myself and my personal time to the service of our Association and our common interests. Being an active /hands on president, I am well acquainted with the Industry's and governmental challenges and pit falls. I am committed to do my utmost along with the other 14 members of the Board and its Administration to face efficiently the volatile period ahead.

SFEE is our Association, the front face of our Industry. The synthesis of the Board is crucial and needs to secure our interests over the next three years .I encourage you to vote for those who will be devoting time, energy and passion to defend the future of our companies, multinational and local, bigger and smaller.

With this mindset, I request you to give me the opportunity and honor to be present once more.

Yours sincerely,

**Konstantinos M. Frouzis**



As President of the Industry Association, along with the 14 board members and the Administration of SFEE, he has been dealing with Government and Health Authorities in GR and Brussels, to ensure a sustainable healthcare environment in Greece.

He is a member of the General Council of the Federation of Enterprises (**SEV**) and of the Association of Chief Executive Officers (**EASE**).

Konstantinos was also awarded Manager of the Year in Greece, across Industries, in April 2013.

Since 1985 he holds senior executive positions in **five key industries**, such as Telecoms (landline and mobiles), Retail, FMCG, Petroleum/Energy and last Pharma Industry/Health.

- Dep. General Director Commercial Affairs, **OTE** and Chairman of R&D committee, **OTE** (4years)
- Commercial Director **Panafon/Vodafone S.A.** and **Business Exchanges** (4years)
- Director of Commercial Affairs & Technical/ Expansion Services, **Promodes/Carrefour** (5years)
- Chief Commercial Officer, **L'Oreal**, in GR and FR (8years)
- Financial Engineer, **ELF/TOTAL**, in FR (~1year)

Throughout his career, he spent 11 years abroad, working and studying. He is a **Chemical Engineer** and a **Chemist** and holds **three post graduate diplomas** in Engineering, Energy and Financial Management studies.

#### Management Studies

- TUCKERMAN, HARVARD (BOSTON) & IMD (Lausanne): Executive leadership
- INSEAD (AMD-CEDEP) – Fontainebleau – Paris
- Ecole Nationale Supérieure de Pétrole et des Moteurs (ENSPM) – Paris
- Engineer specialized in Petroleum and Energy Affairs (postgraduate)

#### Engineering Studies

- École Nationale Supérieure des Industries Chimiques (ENSIC) – Nancy (FR)  
Postgraduate Diploma (D.E.A. – MSc in Engineering)  
Chemical Engineer

#### University Studies

- Université Polytechnique Sophia Antipolis - Nice (FR)  
Master in Chemistry

Bachelor in (Mathematics-Physics-Chemistry)

He is the father of 2 sons, **Michalis**, electrical engineer, graduate of the National Technical University of Athens and currently working and **Dimitris**, 3<sup>rd</sup> year student at the Athens University of Economics and Business/ Management Science and Technology.

*Αγαπητέ συνάδελφε,*

Στις προσεχείς εκλογές του συνδέσμου μας θα ήθελα να θέσω εν νέου την υποψηφιότητά μου για το Διοικητικό Συμβούλιο.

Στόχος μου είναι, όπως και όλα τα προηγούμενα χρόνια, η αντιμετώπιση των συνεχών προκλήσεων και των προβλημάτων που ταλανίζουν το χώρο της Υγείας στην Ελλάδα με απώτερο σκοπό τη βελτίωση των φαρμακευτικών υπηρεσιών προς τον Έλληνα ασθενή.

Επισυνάπτεται ένα σύντομο βιογραφικό σημείωμα στα Ελληνικά και στα Αγγλικά.

Με φιλικούς χαιρετισμούς,

Μάρκος Γερασόπουλος

## Gerassopoulos Marcos

Managing Director & General Manager of sanofi-aventis Greece & Cyprus

---

Marcos Gerassopoulos was born in Athens – Greece (1961). After graduating from the “Lycee Leonin” French-Greek High School (1979), he was admitted in the School of Pharmacy and obtained his B.Sc. in Pharmaceutics (1986) and his Ph.D. in Health Sciences, School of Medicine (1993). He was awarded two scholarships, the first from the “State Scholarship Foundation” and the second from the “Bodossakis Foundation”. Besides his native language he handles French and English perfectly.

He started his career in 1988 with E.R.Squibb & Sons where he served as Sales Representative and Product Manager Antibiotics, then Bristol-Myers Squibb as Group Product Manager. He moves to Rhone-Poulenc in 1992 as Group Product Manager and from then on he is promoted to Marketing Manager, Marketing and Sales Director and Deputy General Manager, assuming the responsibility for Sales, Marketing, Regulatory Affairs and Medical depts.

After the merger with Hoechst Marion Roussel in 1999 he becomes Business Unit Manager of Aventis. In 2000 he is promoted to Deputy General Manager and on January 1, 2002 he becomes Chairman of the Board and Managing Director of **Aventis Pharma** - Greece and assumes responsibilities as Head of Greece, Cyprus and since January 2004 of Malta too.

In September 2004 he is appointed **General Manager** of the newly formed **sanofi aventis** in Greece and as of 1<sup>st</sup> of March 2008 he is also assumes responsibility as Head of Sanofi Aventis in Cyprus. Sanofi Aventis is the 3<sup>rd</sup> pharmaceutical company worldwide and the 1<sup>st</sup> in Europe.

Marcos Gerassopoulos is Vice Chairman of SFEE (Hellenic Association of Pharmaceutical Companies), Member of the Board of C.C.I.F.H.(Chambre de Commerce et d'Industrie Franco-Hellenique), Member of the Pharmaceutical Committee of the A.H.C.C. (American Hellenic Chamber of Commerce), Member of the PhRMA L.A.W.G. (Pharmaceutical Research and Manufacturers of America – Local Action Working Group), member of EEF (Greek Association of Pharmacology), as well as affiliate member of a number of local and overseas associations.

## Panagiotis Giannouleas Curriculum Vitae



Nea Kifissia, 09-03-2015

To: S.F.E.E.

Dear Colleagues,

On the occasion of the forthcoming elections of our Association, I take the opportunity to hereby inform you about my candidacy.

Throughout my career, milestone of my activity has been and still remains the exploration of development, productivity and innovation opportunities, having as a point of reference transparency and responsibility.

However, the purpose of this letter is not, by any means, to number my accomplishments and skills. My decision to submit my candidacy fully reflects my deep need and desire to contribute to our Association in order to achieve the best possible results, while trying to cope with all the challenges currently our Industry faces.

This decision is a conscious choice. Today - more than ever - the problems that emerge every day in the Health sector, and especially in our Industry, require our active participation, in order to respond to the challenges they pose with professionalism, transparency and team work.

In this context and with respect to all of the efforts previously made by all colleagues who, either as members of the Board of the Association, or as simple members, supported the above-mentioned purpose, through my candidacy I hereby declare my great intention to contribute, in order to confront problems, achieve the objectives and support the Pharmaceutical Industry.

Sincerely,

Panagiotis Giannouleas.

ANGELINI PHARMA HELLAS A.B.E.E.  
Αχαΐας & Τροϊζηνίας, 145 64 Ν. Κηφισιά - Τηλ.: 210 6269200 - Fax: 210 8071688



Σύστημα Διαχείρισης Ποιότητας BS EN ISO 9001:2008

Ιταλία – Αυστρία – Βουλγαρία – Ελλάδα – ΗΠΑ – Ισπανία – Κροατία – Ουγγαρία – Ουκρανία – Πακιστάν – Πολωνία – Πορτογαλία – Ρουμανία – Σλοβακία – Σλοβενία – Τουρκία – Τσεχική Δημ.

**Panagiotis Giannouleas** was born on April 1971 and raised in Piraeus. He is graduate of La Verne University (1993, California, U.S.A. – Bc.S., Major in Computer Science & Engineering), with fluent knowledge of the English language and good knowledge of the Italian language.

As from July 2012 up to present, he represents, as General Manager, **Angelini Pharma Hellas**, an affiliate of the Italian multinational Group of companies Angelini.

Since his first steps as the General Manager, he contributed significantly to the total transformation of the Company, which resulted from the acquisition of the Greek pharmaceutical company Faran by Angelini Group.

In 2012, among his first accomplishments, was the development and establishment of internal processes and institutional activities that facilitated and accelerated the achievement of the corporate strategic objectives.

At the same time, his priority was the complete restructuring of the Sales Department in order to enable it meet the challenges posed by the turbulent environment. This restructuring allowed the Company to overcome all obstacles successfully, transforming economic crisis into an opportunity. To this achievement contributed the creation of the specialized sales team for OTC products, which successfully introduced, for the first time, Angelini Pharma Hellas at the Pharmacy business environment.

During 2013, Panagiotis Giannouleas, successfully reorganized all business operations of the Angelini Pharma Hellas, establishing itself even more in the Greek Pharmaceutical Market.

In 2014, Angelini Pharma Hellas, with its portfolio consisting of innovative on patent, off patent and generic medicines, gained market share, while extended its operations and dynamically entered the field of Cardiology.

Throughout his career as General Manager, sincerely important for Panagiotis Giannouleas, has been and still remains the development of human resources through continuous training opportunities for the employees and the creation of a working environment promoting productivity, creativity and innovation.

In the same spirit of innovation and development, Panagiotis Giannouleas operated during his former professional position in **Faran** (2008 -2012), as Sales and Marketing Director. The expansion of the Company's portfolio into new therapeutic areas and the implementation of strategic planning, contributed to achieving corporate objectives.

Milestone in his career was his professional experience in **Boehringer Ingelheim Hellas**, in which he began his career as a Medical Representative (1996-1998). Soon, he continued his career, as Head of CRM & Business Planning Dept. (1998 -2004), introducing in 1999 CRM techniques which constituted a strategic operational pillar for the Company. Very young, at the age of 33, he became National Sales Manager (2004 - 2008), adjusting radically the Sales Department in a positive way.

His participation in **International Management Development on European Distribution**, for almost 1.5 years, gifted him with knowledge and experiences far beyond the Greek Market.

In his personal life, Panagiotis Giannouleas, is a devoted husband and father of 2 daughters, Maria and Giota.

As a sports fan, he enjoys water and winter skiing, diving and fishing. However, he also has a special interest in reading and travelling, activities that allow him to gain new experiences and expand his knowledge.



Dear Friends and Colleagues,

I would like to inform you of my intention to run for a member of the Board of Directors of SFEE in the elections of 20 March 2015. My objective is to support the pharmaceuticals sector in its efforts to secure a stable and predictable environment for our industry and a better future for patients and society. To this end, it is important to strive for a balance between the short-term and long-term objectives of our industry.

I have been a member of the Board of SFEE since 2012 and have always been committed to operate in an inclusive manner within the Association and to build common ground among SFEE members, securing alignment behind goals and strategy. In 2014 I was elected President of PhRMA Innovation Forum Greece.

Looking forward, I am confident that our Association should and can deliver sustainable solutions for our sector and the country that we serve, provided we work collectively and with passion, responsibility, transparency and determination. It is important that we maintain and even enhance the strong voice of SFEE. This can happen only if we offer innovative proposals that add value to the health system and we are able to see clearly what lies beyond any obstacles.

I am grateful for your support and collaboration to date which has allowed me to contribute my energy and perspective during the last very challenging years for our industry.

I look forward to your continued support as we pursue the very important work of the Association.

Sincerely,  
Roberto Greco



## Roberto Greco

Roberto Greco is Italian, from Rome, and moved to Greece in 2005. He is 46 years old, is married to Ioanna Vekri and has a 3 year old son. Roberto has 8 years of senior management experience in the pharmaceutical sector. He has been a **member of SFEE's Board of Directors** since 2012 and in 2014 he was elected **President of PhRMA Innovation Forum Greece**.

### Professional Career

**\*2012 GlaxoSmithKline Greece (Athens)**

Title: **President and Managing Director Greece and Adriatics Cluster Director** (Bulgaria, Malta, Gibraltar, Serbia & Montenegro, Cyprus, Croatia, Bosnia & Herzegovina, FYROM, Albania)

**\*2010 AstraZeneca Greece (Athens)**

Title: **Marketing Company President**

**\*2008 AstraZeneca Greece (Athens)**

Title: **Business Unit Director Oncology & CNS**

**\*2003-2007 The Coca-Cola Company**

Title: **Region Manager Cyprus, Malta, Slovenia, Albania and Palestine**

Roberto has a broad commercial and financial background developed in an international environment. He has a **University Degree in Business** from "**La Sapienza**" **University – Rome** and is a Certified Public Accountant (Dottore Commercialista).



Ακρίδος 4 & Τροχωνίας 145 64 Ν. Κηφισιά, Αττική τηλ. 210 6254175 fax 210 6254190 e-mail: proton@protonpharma.gr

Αγαπητοί Συνάδελφοι,

Στις μέρες μας η Ελλάδα βιώνει μία από τις μεγαλύτερες κρίσεις όλων των εποχών, και ο φαρμακευτικός κλάδος, παρά τη σημαντική συνεισφορά του στην εθνική οικονομία, βρίσκεται διαρκώς απέναντι σε προκλήσεις που θέτουν σε κίνδυνο ακόμη και την ύπαρξη των εταιριών μας. Η κρίσιμη αυτή στιγμή, με καλεί μετά από περισσότερο από μια εικοσαετία συμμετοχής μου στο Διοικητικό Συμβούλιο του Συνδέσμου, να θέσω εκ νέου την υποψηφιότητά μου. Πιστεύω ότι η εμπειρία μου και η διαρκής ενασχόληση με τις καθημερινές προκλήσεις που αντιμετωπίζουν οι εταιρίες του κλάδου μας, είναι εχέγγυα για την ουσιαστική συνεισφορά μου στην προάσπιση των κεκτημένων του κλάδου μας, που βρίσκονται υπό διαρκή απειλή. Ζητώ την στήριξή σας, προκειμένου να συμβάλλω με όλες μου τις δυνάμεις στην αντιμετώπιση αυτών των προκλήσεων για την εξασφάλιση της αναπτυξιακής δυναμικής του κλάδου.

Σας ευχαριστώ πολύ,

Μάριος-Παν.Κάτσικας  
Πρόεδρος & Διευθύνων Σύμβουλος



Αδελός 4 & Τροίτηγίας 145 64 Ν. Κηφισιά, Αττική τηλ: 210 6254175 fax: 210 6254190 e-mail: proton@protonpharma.gr

**Μάριος –Παναγιώτης Κάτσικας**

Γεννήθηκε στην Αθήνα το 1953.

Φοίτησε στην Λεόντειο Σχολή Πατησίων από όπου το 1971 εισήχθη στην Φαρμακευτική Σχολή του Πανεπιστημίου Αθηνών έως το 1975 όπου ακολούθησε μεταπτυχιακές σπουδές. Μιλάει Αγγλικά και Γαλλικά.

Είναι παντρεμένος και έχει δύο κόρες.

Η επαγγελματική του σταδιοδρομία ξεκινά το έτος 1978 στην εταιρεία ΦΑΡΑΝ ΑΒΕΕ, όπου εργάζεται σε διάφορες θέσεις, έως το 1982 όπου αναλαμβάνει καθήκοντα Διευθύνοντος Συμβούλου μέχρι το 2010. Παράλληλα το 2001 ιδρύει την φαρμακευτική εταιρεία ROTTAPHARM HELLAS SA, στην οποία διετέλεσε Πρόεδρος & Διευθύνων Σύμβουλος και το 2007 την φαρμακευτική εταιρεία PROTON PHARMA SA όπου είναι Πρόεδρος και Διευθύνων Σύμβουλος.

Επίσης είναι Πρόεδρος & Διευθύνων Σύμβουλος της εταιρείας ορθοπεδικών ΙΑΜΕΧ SA.

Είναι μέλος του Δ.Σ του Παν.Συλλόγου Προμ.Ορθοπεδικού Υλικού (ΠΑ.ΣΥ.Π.Ο.Υ.) ενώ έχει διατελέσει μέλος του Δ.Σ. του Εμπορικού & Βιομηχανικού Επιμελητηρίου Αθηνών (Ε.Β.Ε.Α.) καθώς και του Ερασιτέχνη Ολυμπιακού (Ο.Σ.Φ.Π). Τέλος έχει διατελέσει μέλος του Διοικητικού Συμβουλίου του Σ.Φ.Ε.Ε κατά τις έξι προηγούμενες περιόδους.



## NIKOS KEFALAS

About my principles:

We live in a country with increasingly strict regulations, with governments in Greece struggling to balance health and social costs to a sustainable level.

The last five years of the crisis the pharmaceutical industry has supported significantly the Greek economy and the health system in Greece, despite the crucial blows received by the dramatic reduction in the pharmaceutical expenditure, the unbearable taxation and the cut of the Greek treasury bonds. Examples of this engagement are the strengthen of innovation, employment of a large number of skilled staff, the production of Greek products and the strengthen of the community through a range of social responsibility programs.

In this high risk environment, Collaboration is the key, for a sustainable future combined with a higher predictability of external factors. I am a strong advocate of expanded and effective collaborations in order to achieve significant results and treatment options for our patients and ensure that our investments in research, development and innovation can be maximized. I would like to raise the tone by establishing initiatives to increase our collaboration with the state, with external private and academic partners, with patient associations, pharmacists, wholesalers and health care professionals.

All the above can be achieved by building Trust among pharmaceutical companies and our partners on all the issues that concern us. This is a responsible attitude on our part, having a common goal of sustainable development in order to ensure a strong and stable economy.

Seeking my participation in the new Board of Directors, my goal is to continue with militancy and transparency the effective work of SFEE in the formulation of health policies that ensure a decent health system that respects patients. For this purpose it is important to strengthen a framework of trust through direct collaboration with government bodies, EOF, EOPYY, the hospital management, SAFEE and PEF, acting for the benefit of the patients.

## NIKOS KEFALAS

Janssen-Cilag

56, Eirinis Avenue

151 21 Pefki, Athens

Tel. : 210-8090801

### CAREER HISTORY

#### Janssen-Cilag Greece

President and Managing Director	2008 -To date
---------------------------------	---------------

#### Johnson & Johnson

Area VP, Emerging Markets EMEA for J&J Consumer	2005 - 2008
---	-------------

#### Sarantis AE

VP, of the Board and the Executive Committee	1987 - 2005
--	-------------

General Manager

#### Johnson & Johnson

Product Director	1983 - 1987
------------------	-------------

### OTHER ACTIVITIES

#### PhRMA (LAWG)

President	2010-2012
-----------	-----------

#### SFEE (Hellenic Association of Pharmaceutical Companies)

Vice-President	2012
----------------	------

### EDUCATION

-Athens University/ Bachelor degree of Science in Economics

-North Eastern University, Boston/ MBA in Finance

### PERSONAL INFORMATION

55 years old, married with 1 child

Dear Colleagues,

Responding to the invitation of our Association for grouping the new Board, I herewith submit my candidacy so as to actively contribute to the compilation and promotion of our sectors' major issues, especially during these turbulent times that call for urgent, concrete proposals measured and mutually agreed for their possible knock on effect to our business.

Given my track of experience and involvement/participation in shaping several of key sector's issues so far (pricing, margin, reimbursement, code of conduct & documentation/referrals) as well as the provision of consulting services both to public institutions (Ministry of Health, EOF, EOPYY) as well as to syndicated associations (SFEE, PEF, PFS, PSF) or/and directly to SFEE members, I strongly believe I can conclusively contribute to areas as e.g. factual based argumentation, using the necessary/available tools to exert the necessary influence to stakeholders for the mutual benefit of SFEE members.

Last but not least, managing currently one of the most historic companies producing and marketing (high-value) innovative drugs along with off-patent, considerable part of which locally produced, makes me directly involved in (thus aware of) most of the contemporary issues faced by multinationals as well as local predominant companies represented in SFEE.

Having said that I reckon as top priorities of next board the following:

- resolve the liquidity bottleneck through continuation of settlement of accounts receivables (even under balance with open payments to public) so as to avoid restrictions of patients to (esp. high value) medication
- ensure a stable and predictable pricing framework (e.g. with a fixed countries' price basket so as to eliminate forex currency amendments) in order to ensure long term access of Greek patients to innovative medication
- introducing a dynamic but balanced reimbursement system (next to registries and implementation of therapeutic protocols aligned to international practices) still providing the Rx option to HCP and budgetary choice to payers.
- within SFEE, make sure we do promote the code of conduct/publicity in line with European standards involving the medical community so as to grant their commitment apart from own self-regulation and at the level of organization, making sure we do include appropriate representation in operating committees with special focus on coordination and communication of outcomes for timely actions.

In this respect, we do need to process all available sources so as to conclude on factual measured arguments necessary to back up and communicate effectively our Associations' major objectives and positions, e.g. the availability of budget for innovative medication, the level of patient's justified co-payment, etc. fields where I have track of sound contribution and where I aim to support the new Board of SFEE given my election.

Looking forward to your support across these lines,  
Yours sincerely,

Dr. Konstantinos Kofinas  
President & Managing Director, Merck Hellas SA



Konstantinos Kofinas is the Managing Director of Merck for Greece and Cyprus, a leading company in neuro-degenerative diseases, fertility and cardiometabolic care, promoting and distributing both innovative patented and off patent products, imported as well as locally produced.

Before this, Konstantinos was managing IMS Health for Greece and the Balkan and Solvay Pharma for Greece, Nordic and Baltic states. Has more than 25 years of experience in Health Care, including medical and market access beyond commercial responsibilities, a sound understanding of the Greek pharmaceutical environment and a strong academic background with BS and Ph.D in Pharmacy and MBA.

Has served as consultant to state (Ministry of Health, EOF, EOPYY etc), associations (SFEE, PEF, PFS, PSF, EFEX) as well as to numerous local and multinational pharmaceutical companies providing strategic input and measurable solutions in fields of pricing, reimbursement, portfolio analysis and sales force and commercial effectiveness.

Having previously served the board of SFEE in the years 2008-2009, also as member of the secondary ethics committee, Konstantinos is now aiming for a board membership so as to capitalize on experiences in-between gained out of his collaboration with stakeholders of pharmaceutical environment enabling him now to promote effectively SFEE interests via measurable proposals.



Dear colleagues,

regarding SFEE elections on 20<sup>th</sup> of March 2015, I would like to inform you of my intention to declare candidacy as a member of the new Board of Directors of the Association and at the same time share with you some of my concerns.

For more than five years, the economic and the debt crisis has cast a shadow over Greece. Despite greatest efforts of all the stakeholders, the end of this worrying period is not yet visible on the horizon.

Protective market interventions, expansion and over-regulation - all signs of an erratic political reaction - are growing and can lead to further deepening of structural deficits.

The Healthcare sector shows a radical transformation. The main concern is the pressure to reduce healthcare expenditure at 6% of GDP, far less than that the country spent five years ago. **The largest decrease concerns the pharmaceutical expenditure. With an imposed “closed budget” of 2 billion Euro, it is obvious that the quality of patient care is compromised and excess burden is imposed on their participation in treatment.**

At the same time, the wide implementation of rebate and clawback creates a very difficult environment for organizations, which are expected to confront high losses and face substantial issues of survival, taken into consideration the lack of liquidity.

A closer look reveals, however, that the increasingly stringent public policy - particularly the political pressure on drug prices - threatens to erode the culture of innovation in healthcare. This is further exacerbated by the one-sided and biased public discussion which ignores embedded uncertainties that are part of an industry based on knowledge.

In this harsh environment additional skills from business leaders are required, who will be summoned to contribute to the new Board of SFEE. Competencies cannot be measured solely by the economic success. Other criteria such as the ability to negotiate with a growing number of interest groups involved in the often riven by emotion healthcare discussion, must also be taken into consideration. Additionally, to set clear priorities, as it is impossible to take into account all wishes and requirements, especially when they are often incompatible. Particular attention should be given mainly to the legitimate needs of patients, employees and shareholders. Taking irrational measures, that often entail unforeseen risks, should be avoided.

With this kind of leadership, in times like these, we have to act towards a common dominant goal: **to ensure the sustainability of the Healthcare system and the pharmaceutical industry as a whole, while creating a more competitive market for products and services.**

I am convinced that despite of the adversities there are opportunities for growth, investments, research and employment. Opportunities which, if utilized properly, will contribute to the modernization of the pharmaceutical market, promote public health and add value to health care professionals and patients alike.

With regards,

Marios Kosmidis

**MARIOS KOSMIDIS**

Marios Kosmidis was born in Piraeus in 1964.

He studied Hygienic and Epidemiology in UK (University of Hull) followed by an MBA. In 2004 he concluded his postgraduate studies (MSc και MPhil) in Health System Management and Health Economics at University of London (London School of Hygiene And Tropical Medicine).

He has published several articles and wrote two books: «*The Industrial Relations in Greece between 1970 and 1990 – The road to modernization. Athens, 1996*», as well as «*Pharmaceutical Cost Containment policies in Europe, 2004*». A third book «*Performance management and its impact on the culture and behavior of the health care organizations*» is under preparation.

His career started at Bristol Myers Squibb in 1990 as a Sales representative. He worked his way through Sales and Marketing in several Pharmaceutical companies before taking on the post of Sales Manager in PHARMANEL. Next, he joined Vianex/MSD as a Product Manager and later on promoted to Business Unit Director. In 2002 he moved to Bayer Hellas as Sales & Marketing Director. Thereafter, he relocated to Asia as CEO of Bayer Thailand and later on as CEO of Bayer Philippines. In 2008 he returned to Greece and took on the management of Win Medica, a newly established pharmaceutical company.

He is married with two children.

Tel.: +30 6957 830 245 • E-mail: [m.kosmidis@winmedic](mailto:m.kosmidis@winmedic)

---

### **SHORT CV OF MRS POLLY LEONTARIDIS**

Mrs. Polly Leontaridis is Managing Director and Country Manager for Italfarmaco in Greece, responsible for Greece and Cyprus.

Mrs Leontaridis has a University Degree in Biology from the University of Athens. She started her career in Marketing and Sales in 1988 working for Greek as well as Multinational companies. In the year 2000 she undertook the responsibility to organize the operations of ITF Hellas s.a. in Greece and is Managing Director of the company since that time.

She has an active participation as a member of various professional organizations that enhance professionalism in our market, such as:

- the Hellenic Society for Pharmaceutical Marketing (EEFAM)
- the Association of Chief Executive Officers (EASE)
- the CEO CLUB and
- has been an active board member of the Board of Directors of SFEE, during Mr. D. Filiotis presidency

Italfarmaco Hellas s.a. belongs to the Multinational European Group ITALFARMACO, one of the largest Italian pharmaceutical companies, with presence in more than 40 countries through affiliates, joint ventures and representatives. The company started operations in Milan back in 1938 and is active since in the segment of pharmaceuticals, manufacturing and chemical businesses. Italfarmaco markets and promotes products with a high therapeutic index, mainly in the areas of Cardiology, Immunology, Oncology, Obstetrics and Gynecology as well as in Neurology.

Italfarmaco Group is also active in the field of research mainly in the sectors of Women Health, Cardiology and in diseases of the immune system.

## **Vassili Niadas: Reasons for being a candidate for the SfEE Board of Directors**

I wish to be reelected to the SfEE board in order to promote, on top of all the current issues, the following topics:

- Understanding of SfEE's members profiles and of their contribution to patients, to health care systems, to research and to the economy
- Better alignment and communication between SfEE and its member companies, Efpia, PEF and the associations advocating pharmaceutical innovation such as the Pharma Innovation Forum, PIF, and the Biotechnology Association of Greece
- Institutional recognition of innovation and industrial property
- Research and collection of evidence-based argumentation in line with the board's needs at all times in combination with relevant data monitoring
- Further upgrading of SfEE's administration
- Improvement of coordination between SfEE's various Committees and with the Committees of Documentation and Communication

## Vassili Emm. Niadas

---

President of the Board of Directors  
*CANA Pharmaceutical Laboratories SA*

Secretary General, SfEE,  
Hellenic Association of Pharmaceutical  
Companies

---



MBA University of Chicago, 1974

BA in Chemistry University of Rochester, NY, 1972

1987-2012: President and Managing Director, CANA Pharmaceutical Laboratories SA.

1997-currently: Member of the *SfEE* Board. Has served as Vice President, Secretary General, Treasurer and Chairman/member of the Committees: Financial, Documentation and Data Monitoring, Statutory Revision, Code of Ethics and Administration.

2004-currently: Board Member of IOBE, *Foundation for Economic & Industrial Research*.

1986-1989: Member of the Board of SEV, *Hellenic Federation of Enterprises*. He participated in the Public Affairs Committee of SEV whose mission was the improvement of the Industry's image to the public. Member of the General Board since 1975.

1975-1986 Worked in the *Industrie de Produits Pharmaceutiques Bas. Niadas & Fils SA*, Athens, Greece.

Member of the *Hellenic Management Association* EEDE

Member of the *Hellenic Association of Entrepreneurs* EENE.

Member of the Board of *Davaris Textiles SA* since 2005

Member of the Board of *Nestlé Hellas Ice Cream SA* 2006-2008

Member of the Somateion *Hellenic-American Educational Foundation, HAEF*, since 2014

Speaks English and French. Married, three children. *November 2014*

## KONSTANTINOS G. PANAGOULIAS

### MY POSITIONS FOR THE NEXT BOARD OF SFEE

The pharmaceutical area experienced the crisis on two levels both macroeconomic as the whole economy and in terms of the specific market. We had the sad privilege to be one of the main «victims» of fiscal adjustment. However, we have endured when other branches collapsed literally. This was achieved because the bodies representing us, SFEE included, functioned with self-awareness, concentration of forces, strategic approach and adaptability.

The next time the environment will be highly unstable, the risks will multiply and challenges will be unprecedented. The requirements of the times do not give us the luxury to operate autonomously. We need strong institutional representation and a hyphen SFEE that will represent all member companies, large and small, manufacturing and importing, Greek and international companies, with innovative products as well as companies with non-protected products.

To meet successfully the new requirements, SFEE should:

- synthesize the views of all members and prevent personal strategies
- highlight the development dimension and contribution of the pharmaceutical industry
- help shape with the state and other stakeholders, the operating framework of the pharmaceutical market
- convince the state and European institutions on the amount of pharmaceutical expenditure to ensure decent access of patients to their treatments and survival of pharmaceutical companies
- win the support of society in its objectives.

I have participated in the current Board as Vice President responsible for Development of the Pharmaceutical Industry and aspire to be re-elected to the new Board to contribute to achieving our common goals.

I do not ask only for your vote but also the understanding for whatever errors or omissions have been made by the previous Board.

## **Curriculum vitae**

### **KONSTANTINOS G. PANAGOULIAS**

Born in Athens in 1959.

He graduated from the German School of Athens.

He studied Chemical Engineering and Business Administration.

He knows English and German language.

He joined the Group of 'VIANEX S.A.' since 1988.

He is Vice President of VIANEX S.A .

He is Vice President of SFEE responsible for Development of the Pharmaceutical Industry.

He is a member of the TEE and member of the Board of the Association of Commercial Agents and Distributors - Athens.

Also he is a member of the Board the EUCOPE  
(European Confederation of Pharmaceutical Entrepreneurs)

Dear colleagues

I run my 25<sup>th</sup> year in the pharmaceutical industry starting from the role of medical representative, while in the last 9 years I hold the role of General Manager at Novo Nordisk Hellas.

As the public health area has undergone dramatic changes over the last 5 years due to its targeting for high operational costs, the pharmaceutical industry respectively has received severe criticism for its practices and its participation in high healthcare expenditure in the years prior to the crisis while it was also the recipient of the majority of restrictive measures introduced by the government in the effort to reduce healthcare costs

The pharmaceutical industry is now leading the reduction of healthcare costs and has all the prerequisites to further contribute to the rational management of resources while continuing to protect the health of Greek citizens and limit other costs of the healthcare system.

SFEE must work to create a unified and strong voice in the field of pharmaceutical industry that could be an important partner of the state in shaping health policy. We need to balance and unite and not to differentiate or create distances. An Association with structured rules of internal operation, with clear management structure, with highly skilled executives can express over time and across, the breadth of the diversity of the pharmaceutical industry. We have to minimize the distances between multinational and Greek companies, large and small, between companies with community medicines or hospital medicines or medicines for serious diseases. Our guides are respect to innovation and support to local production.

For such an Association I would like to work within the next BoD dedicating the maximum possible time and contributing to solutions for as many as possible of the issues that concern us. To this end, I ask for your support in the forthcoming electoral process for selecting members of the Board who will represent our industry in the next three years.

Yours sincerely

Olympios Papadimitriou



Olympios Papadimitriou  
General Manager  
at Novo Nordisk Hellas LTD  
Tel. 2106071603  
Mob. 6944724229  
e-mail: opap@novonordisk.com



Olympios Papadimitriou is holding the position of General Manager at Novo Nordisk Hellas LTD for the last 9 years.

He started his career in the pharmaceutical sector in 1990, working as a sales representative for Wyeth, based in Thessaloniki.

A couple of months later he joined Schering AG Berlin, nowadays absorbed by Bayer, where he had various responsibilities initially as sales representative, and at a later stage as regulatory affairs responsible and product manager. For that reason he moved to Athens.

In 1994 he joined Novo Nordisk Hellas LTD as a sales representative, moving back to Thessaloniki for personal reasons. 6 years later he moved once again back to Athens joining the diabetes marketing department of Novo Nordisk Hellas. He is working for Novo Nordisk for more than 20 years.

Being a member of the current BoD this is his second attempt to become a member of the SFEE BoD. During the last year he assumed the responsibility of Vice President for Scientific Matters.

Olympios Papadimitriou is a graduate of the German School of Thessaloniki and he also holds a Diploma in Chemistry from Aristotelion University of Thessaloniki.

He has followed the Young Manager's Programme at INSEAD and speaks fluently English and German.

Born in 1964 in Katerini, Olympios is today married with 2 children at the age of 14 and 13 years respectively.

Dear Colleagues,

I was given the opportunity to participate in the Board of SFEE as an alternate member, since the summer of 2014, and during this short period of time I realized the great contribution of our Association to the pharmaceutical industry, and the immense responsibilities pertaining to its activities. The developments due to the crisis of our country are overwhelming and the pharmaceutical industry is always in the position of the defender. There is much misinformation and unfortunately the great contribution of our businesses to public health, is not only recognized but instead is treated with skepticism.

I think that our sector needs to become more extroverted and dynamic. We need to support all efforts towards the sustainability of the Health System, by participating actively and submitting proposals to the state that will protect our industry from further abatement thus ensuring the unhindered access of Greek patients to medication, within this context of the humanitarian crisis. We need to strive to attract investment in our country, for research and development, clinical trials and production.

All of the above can be achieved through strategic planning, transparency, integrity, attestation and proper communications. Good coordination and teamwork are necessary, time and energy are also required to be devoted from all the members of the Board in order to achieve the objectives of our Association.

On a personal level, and provided that I will be honored with your trust again, I pledge to contribute with enthusiasm and sense of responsibility towards the implementation of our goals.

Nicos Ragoussis  
General Manager  
LEO Pharma Hellas S.A.



## SHORT CURRICULUM VITAE

### NICOS RAGOUSSIS

**Managing Director LEO Pharmaceutical Hellas S.A.**

#### Personal info

**Date of Birth:** 09/08/1968  
**Place of Birth:** Kifisia

#### Education

1993-1994 **Imperial College of Science & Technology U.K.**  
Master in Business Administration(MBA)-Distinction  
1986-1991 **National Technical University of Athens**  
Diploma in Chemical Engineering(grade 9.1/10)

#### Work experience

2002-2011 **Merck Sharp & Dohme Pharmaceuticals**  
Sales & Marketing Support Director  
2000-2002 **Pizza Hut & KFC Restaurants(Food Plus S.A.)**  
Purchasing and Logistics Manager  
1994-2000 **Procter & Gamble Hellas S.A.**  
Demand Planning Manager - Sales

#### Scholarships

*Five scholarships by the Greek Government (I.K.Y 1986-1991)*  
Scholarship by "Bodosaki's Foundation" for post-graduate studies in UK  
(1993)

#### Publications

Lipovatz Cost-capacity Relationships for Equipment items in Greece, N.Ragoussis,D.  
Technica Chronica Scientific Journal of the Technical Chamber of Greece, 1994,  
Vol 14, No 1.

#### Seminars

duration 40h Company Policy & Strategy, Greek Institute of Operational Research in 1990,  
"Leadership", "Interpersonal Skills", "Effective Meetings", "Time Management",  
"Effective Presentations", "Coaching", "Management Excellence" and  
"Situational Leadership"  
Procter & Gamble

#### Foreign Languages

English - German



**Pfizer Ελλάς Α.Ε.**  
Λ. Μεσογείων 243, Νέο Ψυχικό  
Αθήνα, 154 51  
Τηλ.: 210 6785800

**Subject:** Letter submitting candidacy for the Board of the Hellenic Association of Pharmaceutical Companies (SFEE)

Dear Members of the SFEE,

I am writing to declare my intention of standing in the election as a candidate for a position on the Board of the Association.

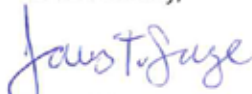
I was recently honored to be appointed head of Pfizer Hellas, a multinational pharmaceutical company with a workforce of 400 persons and with an uninterrupted presence in Greece going back more than 50 years. Pfizer Hellas has a diverse portfolio of products; therefore we have both interest and knowledge across a broad range of categories, including high-cost, retail market, hospital, off-patent and OTC medicines and related industry issues.

Through my engagement in the Association, my primary objective will be to make a strong contribution to realize SFEE's vision and efforts for a viable and sustainable pharmaceutical sector, where medicines are perceived as a key factor in the country's health, economy and growth. I am both passionate and committed to this cause and willing to invest the time to support and advance it

At the same time, through a position on the Board of the Association I would have the opportunity to leverage the resources of Pfizer and our relations with key stakeholders, like EFPIA and the US Embassy. In this direction, I am also willing to make use of my personal contacts and experiences at a global level, acquired previously through my regional positions in Pfizer Europe and US.

I warmly thank you for taking the time to give my candidacy your consideration and I would welcome your support in allowing me to serve on the Board of the SFEE – where I shall work responsibly and collaboratively for the achievement of our common goals.

Yours faithfully,

  
James T Sage

09 MAR 2015

*President and Managing Director, Pfizer Hellas*

Jim Sage took on the position of Country Manager of Pfizer Hellas in February 2015.

Jim Sage is 47 years old and has been working in the pharmaceutical market for the past 24 years. He joined Pfizer in 1990 and has had a very critical role as leader in regional and brand marketing in Europe and US for over a dozen years. During this time, Jim has worked on and helped to build some of Pfizer's most significant and successful brands. His previous role in Pfizer was Vice President of Marketing, Global Innovative Products-Europe. As Regional Marketing Lead, Jim Sage has been integral to the evolution of the regional marketing model in primary care and innovative products across Europe, as well as the development of new capabilities such as Digital and customer marketing.

Prior to his Global Innovative Products role, Jim was the Vice President of Marketing for Primary Care, in Europe-Canada region after moving to the UK following his role as Vice President of U.S. Primary Care Marketing. He has also successfully led several key brands for Pfizer in the US including Lipitor and Detrol LA.

Jim is a US national who graduated from Skidmore College (New York) with a bachelor of Arts Degree; Government/History. He also holds an MBA from FUQUA School of Business at Duke University.

Jim is married and has 3 children aged 10, 8 and 5.

## STAVROS THEODORAKIS

Stavros Theodorakis is the Managing Director of Chiesi Hellas international pharmaceutical company since January 2012 for Greece and Cyprus. He is also serving the SFEE association, as BOD member, since May 2014.

He began his career in the pharmaceutical sector in 1995 as a Medical Rep in Boehringer Ingelheim in Athens and a year after as a local representative in the island of Crete. In 1998 he returns to Athens as Junior PM in the Marketing department of the company where he stays until 2000 as Product Manager. In 2001 he moves in the Marketing team of Novartis Hellas, handling different positions until the beginning of 2008 when he takes over the role of Marketing and Sales Manager in Chiesi Hellas. He has also additional experience in the fast consuming goods and advertising sectors.

Stavros, 46, is a Pharmacist graduate of School of Pharmacy Health Sciences, University of Patras. During his studies in the University he was scholar of Government Scholarship Foundation (IKY) and also from Social Solidarity Fund (EE), whilst he was elected representative of his fellow students to the Board of his department. He has postgraduate diploma (MSc.) in Marketing and Communication from the Financial University of Athens (ΟΠΑ) where he graduated with a distinction, whilst he holds an international corporate MBA, too. Today he is a PhD candidate of Medical School of Democritus University of Thrace, in which he is also invited speaker in a Clinical Pharmacology MSc. Program.



**Galenica S.A.**  
pharmaceutical  
industry

HEAD OFFICE: 4, Eleftherias st., GR 145 64 Kifissia  
TEL.: +30 210 52 81 700  
FAX: +30 210 52 45 939  
e-mail: [galenica@otenet.gr](mailto:galenica@otenet.gr)

Αγαπητοί Συνάδελφοι,

Η χώρα μας έχει τραυματιστεί τα τελευταία χρόνια περνώντας μια από τις μεγαλύτερες κρίσεις στην μακρόχρονη ιστορία της και ιδιαίτερα ο δικός μας κλάδος, όπου παρά τη σημαντικότητα της συνεισφοράς του στην ελληνική οικονομία, βαδίζει τα τελευταία χρόνια πάνω σε τεντωμένο σχοινί. Γνωρίζοντας λοιπόν την πολιτεία μου στις δεδομένες αυτές συνθήκες σας ζητώ να με τιμήσετε με την εμπιστοσύνη της ψήφου σας, για να μπορέσω για ακόμη μια φορά όπως και στην προηγούμενη θητεία μου να προασπίσω με όλες μου τις δυνάμεις την αξία του θεσμού μας και να ενδυναμώσω τις μεταξύ μας σχέσεις, έχοντας ως στόχο την στήριξη της ευγενούς αμίλλας των εταιριών μας και την αρμονική συνύπαρξη Ελληνικών και Διεθνών επιχειρήσεων, για το κοινωνικό και εθνικό όφελος του τόπου μας.

Σας ευχαριστώ θερμά,

Νικόλας Βαρελάς  
Διευθύνων Σύμβουλος

## **CURRICULUM VITA**

### **NICHOLAS D. VARELAS**

Born in Athens in 1976. He is married with one daughter. He studied financial at Northeastern University of Boston.

He started his career at Galenica, his family business at the sales and finance department.

After his father Dennis Varelas passed away in 2008 he took charge the management of Galenica S.A. from the C.E.O's position. In addition he participates in the management of the Companies Olvos, Varelas, Tech Line and Minerva. He is a member of the Board of Directors of SFEE where he holds the position of the accountant until today.



## ΣΗΜΕΙΩΣΕΙΣ

[illegible]

This image shows a full page of blank, lined paper. It features approximately 28 horizontal blue lines spaced evenly across the page, typical of standard notebook paper. The lines are thin and light blue, set against a plain white background. There are no margins, text, or other markings on the page.



This image shows a full page of blank, lined paper. It features approximately 20 horizontal blue lines spaced evenly across the page, typical of notebook or primary writing paper. The lines are thin and light blue, set against a plain white background. There are no margins, text, or other markings on the page.