

OTC **Toolbox** Presents

2022 **BD** CONSUMER **& i** HEALTHCARE **BD&I EVENT**

Programme & Booking Form

Online Conference & Networking

21-25 February 2022

CONFERENCE

NETWORKING

AWARDS



**BUSINESS
DEVELOPMENT
& INNOVATION**



The **OTC**Toolbox**** Consumer Healthcare BD&I Event is a truly global event for anyone working in business development and innovation in the consumer healthcare/OTC industry.

The five-day online conference and networking event is the only one dedicated to business development and innovation.

■ CONFERENCE

The conference programme keeps you up to date with the latest industry developments and trends.

■ NETWORKING

An online partnering and video system allows you to connect with potential business partners around the world.

■ AWARDS

Winners of the **OTC**Toolbox**** Consumer Healthcare Industry (CHI) Awards for business development and innovation will be announced during the event.

Deborah Wilkes
Founder and Editor & Publisher

OTCToolbox****

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BENEFITS OF THE ONLINE FORMAT



*"I had 16 meetings in two days and watched all presentations without any travel hassle from the comfort of my home office"**

*"Great for simple networking or creating initial interest"**

*"I truly enjoyed not having to run around looking for the right table and having real privacy in meetings not disturbed by the noise of the surrounding tables"**

- **Global with less hassle** – an international event without the international travel
- **Efficient use of resources** – reduced travel costs, less time out of the office and a global list of attendees
- **Flexible on-demand platform** – watch, listen and learn at a time that suits you and as many times as you like
- **Effective formal networking** – an online partnering and video system allows you to connect with potential business partners around the world
- **Be in two places at once** – no need to worry about being in the office and at an industry event, as you can do both at the same time

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*Results of customer surveys carried out during 2021

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CONFERENCE PROGRAMME



The conference programme for the 2022 OTCToolbox Consumer Healthcare BD&I Event will have as its theme **New Ideas Better Ways**

- **Keep up to date** with the latest industry developments and trends
- **Understand** the complex and changing business environment
- **A programme of highly-respected speakers** will cover key topics in business and innovation
- **Four sessions** will cover Industry Trends, E-commerce Opportunities, Digital Transformation and Company Strategies
- **Flexible on-demand format** for presentations



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NEW IDEAS BETTER WAYS

CONFERENCE SESSION 1 – Industry Trends

This session will set the scene for the conference, with presentations covering business development trends in the global consumer healthcare industry, market trends and opportunities, and promising innovations that are likely to drive OTC growth over the coming years.

14.15-14.30
GMT



Introduction and Transaction Trends in Consumer Healthcare

Deborah Wilkes

*Founder and Editor & Publisher
OTCToolbox*

14.30-15.00
GMT



Trends and Opportunities – Shaping the Future of Consumer Healthcare

Amit Shukla

*Global VP - Consulting Services and Thought Leadership
IQVIA Consumer Health*

15.00-15.30
GMT



Extending OTC's Proposition Through Innovation

Matthew Oster

*Senior Industry Manager, Consumer Health
Euromonitor International*

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NEW IDEAS BETTER WAYS

CONFERENCE SESSION 2 – E-commerce Opportunities

This session will focus on e-commerce opportunities for the consumer healthcare industry, and will include a presentation on Zur Rose, which is in the process of transforming itself from a pure mail-order pharmacy into a European healthcare ecosystem using DocMorris as an umbrella brand. Building an e-commerce platform will be covered by Vision Healthcare, while Simon-Kucher & Partners will explore the routes to market available to companies.

14.15-14.45
GMT



Building a People Centric European eHealth Ecosystem Under the DocMorris Umbrella Brand

Anouk Robert

Group Director Digital Marketing and Branding
Zur Rose Group/DocMorris

14.45-15.15
GMT



Building an E-commerce Platform

Joost Hunfeld

Chief Growth Officer
Vision Healthcare

15.15-15.45
GMT



Growth and Revenue Management in Direct-to-consumer and E-commerce

Christian Rebholz

Partner
Simon-Kucher & Partners

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NEW IDEAS BETTER WAYS

CONFERENCE SESSION 3 – Digital Transformation

This session will focus on digital transformation for the consumer healthcare industry, with presentations on potential applications of artificial intelligence, digital therapeutics and the use of real-world evidence.

14.15-14.45
GMT



How AI Will Transform the Consumer Healthcare Industry

Peter Brady
Chief Executive Officer
Orbital Group

14.45-15.15
GMT



Digital Consumer Health: Engaging Patients in Tracking and Managing Wellness

Gerry Chillé
Senior Partner Digital Therapeutics
Healthware Group
&



Gabriele Tundo
Partner
Plexus Ventures

15.15-15.45
GMT



Helping real-world evidence reach its full potential

Emese Csöke
Global Regulatory Medical Safety and Compliance (RMSC) Strategy Director
Bayer Consumer Health

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NEW IDEAS BETTER WAYS

CONFERENCE SESSION 4 – Company Strategies

A large, stylized yellow lightbulb graphic with radiating lines, serving as a background for the central text. The text is centered within the lightbulb's outline.

**Speakers for
this session will be
announced soon.**

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ONLINE NETWORKING OPPORTUNITIES



OTC**Toolbox** has created a truly global online event by using a platform that offers effective networking, providing an abundance of opportunities and enabling attendees to build relationships with industry experts, colleagues and potential customers.

By leveraging the power of the OTC**Toolbox** online networking platform, delegates, speakers and sponsors can discover, build, support, and manage relationships which create business opportunities more flexibly and extensively. By taking networking online attendees can help create more of these opportunities – more learning, more growth, more success.

What digital networking offers

- **Connect with potential business partners** around the world for all five days
- **Video meetings** allow you to have private business-to-business discussions
- **Meeting slots available 24 hours a day** to fit in with your schedule
- **Online partnering system** allows you to pre-arrange meetings before the event begins. The system will open on 1 February 2022
- **Raise your profile** within the consumer healthcare/ OTC industry

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OTCTOOLBOX CHI AWARDS



The OTCToolbox Consumer Healthcare Industry (CHi) Awards reward the best in business development and innovation around the world. They are a unique opportunity to be recognised for your hard work.

Six CHi Awards will be presented during the OTCToolbox 2022 Consumer Healthcare BD&I Event

- ★ Transaction of the Year
- ★ Business Development Team of the Year
- ★ Innovation of the Year
- ★ Regulatory Achievement of the Year
- ★ Self-Care Initiative of the Year
- ★ Sustainability Project of the Year

ENTRY DEADLINE – 10 December 2021

FINALISTS ANNOUNCED – Early February 2022

WINNERS ANNOUNCED – 24 February 2022



COMPANIES THAT HAVE ATTENDED PREVIOUS OTCTOOLBOX EVENTS



Adamed Pharma	G. Pohl-Boskamp	Plexus Ventures
Alliance Pharmaceuticals	Geiser Pharma	Precision Healthcare
Analyze & Realize	GlaxoSmithKline	Prestige Consumer Healthcare
Angelini Pharma	Google	Pronova Laboratories
Artasan	Healthcare Pharma	Reckitt
Bannert Manlik Consultants	Healthy Brands	Recordati
Bayer	Heel	red otc development
BetterYou	HRA Pharma	Roland Berger
BMG Pharma	Ipsen CHC	Rontis
Cambridge Healthcare Supplies	IQVIA Consumer Health	Sanofi Consumer Healthcare
CCL Pharmaceuticals	JensonR+	Sawaya Partners
Ceuta International	Johnson & Johnson	Serrix Consumer Health
Chameleon Pharma Consulting	Klosterfrau	Simon-Kucher & Partners
Cherry Advertising	Kowa Company	Soho Flordis International
Chiesi	Laboratoires Urgo Healthcare	Stada
Cinfa	Losan Pharma	Stifel
Cooper Consumer Health	Maxwellia	Strides Pharma Global
Credit Suisse	Medical Brands	TentaConsult
Dexcel Pharma	Medochemie	Teva Pharmaceuticals
Diapharm	Medserva	Thornton & Ross
Disphar International	Menarini	Unither Pharmaceuticals
ECHO Brand Design	Nelsons	USP Group
EMR-NamNews	Nestlé Health Science	Valdez Consulting
Euromonitor International	NTC	Vemedia Consumer Health
EY	Orbital Media	Verfora
FEM self-care	Oystershell	VBM Associates
Fine Foods & Pharmaceuticals	Peptonic Medical	Vision Healthcare
	Perrigo	

SPONSORSHIP OPPORTUNITIES ARE AVAILABLE

Contact Deborah.wilkes@otctoolbox.com for information

OTCToolbox 2022 Consumer Healthcare BD&I Event



ONLINE CONFERENCE & NETWORKING

21-25 February 2022

BOOKING FORM

BOOKING FEE

The booking fee covers attendance throughout the event on all five days

Early Booking Rate	£445 + VAT Bookings before 20 December 2021
Early Booking Rate (OTCToolbox Annual Subscription Holders)	£395 + VAT Bookings before 20 December 2021
Standard Booking Rate	£495 + VAT Bookings after 20 December 2021
Standard Booking Rate (OTCToolbox Annual Subscription Holders)	£445 + VAT Bookings after 20 December 2021

I would like to book _____ place/s

If you would like to book four or more places at this event, please contact OTCToolbox on enquiries@otctoolbox.com to arrange a special group rate

PAYMENT METHODS

Bank Transfer

We will send you an invoice containing our bank details.
Please supply a purchase order number if needed

Credit Card

We will contact you by phone to get your credit card details.
We accept American Express, Maestro, MasterCard and Visa

Cheque

Please send a cheque made payable to Source Publishing Limited

DELEGATE DETAILS

REGISTER ONLINE

Delegate One

Full Name_ _____

Job Title_ _____

Company_ _____

Address_ _____

Post Code/State Code_ _____ Country_ _____

Email_ _____

Please specify any special requirements_ _____

Delegate Two

Full Name_ _____

Job Title_ _____

Company_ _____

Address_ _____

Post Code/State Code_ _____ Country_ _____

Email_ _____

Please specify any special requirements_ _____

Booking Form continued on the next page

BOOKING FORM (Continued)



DELEGATE DETAILS

Delegate Three

Full Name _____

Job Title _____

Company _____

Address _____

Post Code/State Code _____ Country _____

Email _____

Please specify any special requirements _____

Delegate Four

Full Name _____

Job Title _____

Company _____

Address _____

Post Code/State Code _____ Country _____

Email _____

Please specify any special requirements _____

CONTACT DETAILS

Please send your completed form to **OTCToolbox**

Email: deborah.wilkes@otctoolbox.com

Post: OTCToolbox, Source Publishing Limited, 54 Creynolds Lane, Cheswick Green, Solihull B90 4ER, United Kingdom.

If you have questions, please contact Deborah Wilkes

Telephone: +44 121 314 8757

Email: deborah.wilkes@otctoolbox.com

BOOKING TERMS AND CONDITIONS

Payment: Payments must be made within 30 days of the invoice date.

All payments must be received prior to the start of the event on 21 February 2022.

Delegate Details: Details of all delegates will be included in the Online Partnering System and Programme & Delegate List.

Confirmation: Upon receiving your booking, Source Publishing Limited will issue confirmation details and the booking will then be officially confirmed.

Cancellation: All cancellations must be received by Source Publishing Ltd in writing and will be subject to an administration charge of £50.

Cancellations received after 1 January 2022 will be subject to a 100% cancellation charge.

Substitutions: Delegate substitutions are welcome provided that Source Publishing Limited is advised prior to 21 February 2022.

Event: Please note that for reasons beyond the control of the organiser it may prove necessary to change or amend the content or timing of the programme without prior warning.

This event is organised by OTCToolbox, which is part of Source Publishing Limited. Registered Office: Source Publishing Ltd, 54 Creynolds Lane, Cheswick Green, Solihull B90 4ER, United Kingdom. Registered in England No 6839664. VAT Number GB 144693102

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