

# EQUISTONE

CASE STUDY / OCTOBER 2020

## Omnicare – An ideal network to ensure the best possible care for cancer patients



Providing the best possible support and care for cancer patients is one of the most demanding and responsible tasks in the health sector. In particular, the possibility of providing therapy on an outpatient basis in local oncological clinics contributes significantly to patient satisfaction and therefore therapy success. This type of outpatient therapy requires that the supply of the clinics with the necessary oncological medications is ensured. These are produced by pharmacies specialised in this field on a patient-specific basis.

In Germany, this supply of cytostatic drugs is provided by Omnicare, a company headquartered in Unterföhring near Munich, with additional locations in Cologne and Calw. With more than 190 employees, Omnicare is active throughout Germany as a leading pharmaceutical wholesaler specialised in finished medicinal products for the patient-specific production of cancer drugs. Since the majority investment by Equistone in October 2019, Omnicare has further improved its outstanding position on the German market and initiated a range of measures to support its organic growth.

Founded in 2002, Omnicare has developed into a central player on the German market for the distribution of cytostatic drugs: Due to its excellent positioning and marketing expertise, the company has access to a large network of supply relationships with a majority of pharmacies in Germany and is also one of the most important wholesale partners for leading pharmaceutical producers. Going forward, the company's internal processes are to be improved even further along with its level of professionalisation, for example through the hiring of a Chief Compliance Officer (CCO).

In addition to delivering cytostatic drugs, Omnicare offers a range of services for highly specialised pharmacies and medical clinics to support them in areas such as quality assurance, monitoring cleanroom hygiene as well as during the training and development of specialist staff – all with the goal of improving the close-to-home, outpatient care of cancer patients.

To support this goal, Omnicare has in 2019 expanded its service portfolio and subsequently created the "Omnicare Quality Initiative" on the basis of both extensive experience and direct practical insights. At the moment, 40 specialised pharmacies are already participating in the initiative with the aim of further improving the already high quality standards for the production of patient-specific cancer medication. In this way, a maximum of quality and hygiene is ensured. For that, the participating pharmacies regularly send



*Oliver Tamimi,  
Managing Director // Omnicare*

» We were able to implement a range of measures, which allowed us to improve our market position even further.«

laboratory samples to a central monitoring database, which is provided and maintained by Omnicare. The samples are then analysed and detailed hygiene reports are sent back to the pharmacies. Furthermore, as part of the initiative, inspections of the pharmacies' laboratories are conducted by specially trained Omnicare employees every two years in addition to the official quality inspections and for the most parts with standards that even exceed the legal requirements. The quality initiative is to be further expanded in the near future, for example by winning new partner pharmacies and improving both services and supporting measures even further.

In addition, Omnicare has established the "German Oncological Network", an association of leading oncology clinics in Germany with the declared aim of strengthening and further advancing their structural development in accordance with the interests of patients. Since the founding of the network in 2018, Omnicare has expanded it continuously – Equistone will support this process now, for example by positioning the network more prominently as a brand on the German market as well as through acquisitions on the basis of minority investments in related fields such as medical care centres.



*Julia Lucà,  
Investment Director // Equistone*

» Omnicare's excellent network and positioning in the market as well as the extensive expertise of its employees and management team, which form the basis of its broad product and service portfolio, have convinced us from the start.«

Oliver Tamimi, Managing Director of Omnicare, comments on the recent developments: "We were able to implement a range of measures, which allowed us to improve our market position even further. Over the previous year, we were able to significantly exceed our annual budget, despite facing challenges on the supplier side as a result of the Covid-19 crisis. We intend to maintain this momentum in the future in order to continuously improve the supply and care of cancer patients with oncological medication."

Julia Lucà, Investment Director at Equistone, adds: "Omnicare's excellent network and positioning in the market as well as the extensive expertise of its employees and management team, which form the basis of its broad product and service portfolio, have convinced us from the start. Over the previous year, together with the management team, we have set the company on a growth course and aim to support it in further improving its market position as well as further expanding the 'Omnicare Quality Initiative' and the 'German Oncological Network'."

# EQUISTONE