



Ministry of Health, Welfare and Sport

Strengthening Pharmaceutical Supply Chains

*Information for Business
Partners & Stakeholders*

*Working Visit to India
1 – 5 September, 2025*

Everyone healthy, fit and resilient



Foreword

Foreword by the Deputy Director of the Department of Pharmaceutical Affairs and Medical Technology of the Ministry of Health, Welfare and Sport of The Netherlands

The availability of medicines is crucial for public health, and in recent years, the Netherlands has been facing growing challenges in securing a stable supply. Medicine shortages, especially of critical products, are increasingly common. Strengthening the resilience of our pharmaceutical supply chains is a shared responsibility that requires both national and international cooperation.

We recognise that strategic partnerships with key global players remain essential. India, with its significant pharmaceutical industry and global export reach, plays a vital role in ensuring the availability of essential medicines worldwide.

This visit to India by a Dutch delegation of medicine procurement professionals marks an important step in exploring (business)opportunities with Indian producers. The focus of this visit is on mutual understanding, knowledge exchange, and the identification of potential matches that could contribute to the availability of critical medicines in the Netherlands.

Through meetings, site visits and a visit to the International Pharmaceutical Exhibition IPHEX 2025, the delegates aim to gain deeper insights into the Indian pharmaceutical landscape while providing information into Dutch procurement practices and requirements. We thank our Indian hosts for their warm welcome and open dialogue.

On behalf of the Dutch Ministry of Health, Welfare and Sport, I wish all participants a fruitful and inspiring journey.



Kayleigh van Winssen

Deputy Director Pharmaceutical Affairs and Medical Technology
Ministry of Health, Welfare and Sport
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Delegation Members



Léon Tinke

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About Léon Tinke

Léon Tinke leads BENU Nederland, one of the Netherlands' largest pharmacy chains, where he combines his pharmaceutical background with strategic leadership. With a focus on innovation and digital transformation, he aims to make pharmacy care smarter, more personal, and accessible. Léon is particularly interested in exploring reliable sourcing solutions to combat shortages in essential medications.

About BENU & Brocacef

BENU operates over 350 pharmacies across the Netherlands, offering a wide range of pharmaceutical and healthcare services. BENU is part of the Brocacef Group, a full-service pharmaceutical player involved in wholesale, distribution, and pharmacy operations. Both companies are subsidiaries of the European PHOENIX Group. Their integrated model allows them to play a central role in national healthcare logistics and medicine accessibility.





Martine Fassotte

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About Martine Fassotte

Martine Fassotte is a project manager at DSW Health Insurance, where she leads initiatives to improve pharmaceutical policies and collaboration in primary care. She is instrumental in implementing preference policy for medicines and optimising procurement processes across healthcare sectors. Martine is keen on exchanging ideas on transparent and effective contracting with pharmaceutical suppliers.

About DSW

DSW is an independent health insurance provider known for its client-focused approach and transparent operations. DSW plays a proactive role in shaping national policy discussions, especially regarding the affordability and accessibility of medicines. The company works closely with general practitioners, pharmacists, and pharmaceutical suppliers to ensure sustainable care delivery.



Jeroen Melchers

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About Jeroen Melchers

Jeroen Melchers oversees strategic procurement for the Dutch University Medical Centers through the iZAAZ purchasing consortium and Amsterdam UMC. With over €1.2 billion in annual spend, he coordinates large-scale medicine procurement and sustainability initiatives. Jeroen is particularly focused on building resilient supply chains in collaboration with prescribers, hospitals, and international partners.

About NFU & iZAAZ

The Netherlands Federation of University Medical Centers (NFU) represents all seven UMCs in the Netherlands. Through the iZAAZ alliance, NFU centralizes procurement of high-impact medications. This collective approach ensures better prices, greater availability, and alignment with clinical needs. The Amsterdam UMC, one of the largest academic hospitals in the Netherlands, also leads various initiatives for green and socially responsible procurement.



NEDERLANDSE FEDERATIE VAN
UNIVERSITAIR MEDISCHE CENTRA



Djoek Vogel

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About Djoek Vogel

Djoek Vogel is an experienced hospital pharmacist with a broad background in pharmacy, both nationally and internationally. He currently works at the National Coordination Center for Medicines (LCG), where he focuses on ensuring the availability of medical specialist medicines in the Netherlands. Additionally, he serves as director of the IZON purchasing bureau, a procurement association of thirteen hospital pharmacies in the eastern and northern Netherlands. With experience across public and academic hospitals, Djoek brings a deep understanding of both procurement and clinical impact. He looks forward to learning about Indian manufacturing capabilities and discussing long-term strategies to mitigate shortages.

About IZON

(Inkoopvereniging Ziekenhuisapotheken Oost- en Noord-Nederland)

IZON is a procurement association of hospital pharmacies in the eastern and northern regions of the Netherlands. By pooling purchasing volumes and expertise, IZON negotiates better terms for pharmaceuticals, ensures consistent supply, and reduces administrative burdens. The organization works closely with other procurement groups across the country to safeguard continuity in the pharmaceutical supply chain. IZON supports strategic, efficient, and transparent procurement practices for its member hospitals.





Nico Kuipers

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About Nico Kuipers

Nico Kuipers serves as a member of the executive board of Mosadex Holding B.V., alongside former Minister of Health, Welfare and Sport, Edith Schippers. Since February 2023, he has held the position of Chief Operating Officer. Nico brings over 15 years of experience in supply chain management and operations, spanning industries such as food distribution, technical wholesale, and healthcare. He has held senior leadership positions at companies including Kramp, Grainger, Sligro, Spar, and Ahold, with a strong focus on customer support and operational excellence at both national and international levels.

About Mosadex

Mosadex Group is a major player in the Dutch pharmaceutical supply chain. The group supports more than 800 independent pharmacies and reaches over 11 million consumers annually. With over 2,000 employees and a turnover of approximately €1.6–1.8 billion, Mosadex operates across pharmacy procurement, logistics, healthcare services, and pharmaceutical distribution. The organisation also owns Service Apotheek and the DA pharmacy chain and invests in digital health solutions through platforms like leef.nl. Mosadex's mission is to provide reliable, affordable, and accessible healthcare products and services throughout the Netherlands.



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