



THE PHARMACEUTICAL  
MANAGERS' INSTITUTE

## Minutes of PMI Annual General Meeting 2025

Thursday 3<sup>rd</sup> April 2025

### **Greeting – Phil O'Meara (President PMI 2024/2025):**

This was read by Sharon Rice in Phil's absence

On behalf of the PMI Board, Committee and Employees, I am delighted to welcome you to the PMI 2025 AGM. Liam, who is standing in for Rachel our Honorary Secretary will be leading the meeting, but in advance of handing over to him, I want to acknowledge the excellent work done by the whole team involved in delivering today yet another very successful Pharma Summit; Clodagh and Fiona, the organising sub-committee, the wider team members from the committee and board who drove participation, our speakers who shared their expertise and of course our sponsors and exhibitors who support the PMI in delivering our objectives to our members.

### **Minutes and Secretarial Report – Rachel Wright (Honorary Secretary):**

This was read by Liam Regan in Rachel's absence

Good evening everyone and thank you for attending our AGM 2025. I would like to highlight that this AGM is being recorded for minute taking purposes only.

Liam then read a synopsis of minutes from the 2024 AGM and with no issues arising, the 2024 AGM minutes were proposed by Finbarr Glennon and seconded by Fergus McCauley.

### **Address – Phil O'Meara:**

This was read by Fiona O'Hara in Phil's absence

Good afternoon, I am making this speech because our outgoing President Phil O'Meara has been unable to attend – I will keep it brief but I do know that Phil would like me to say what a privilege it has been to be, the President of the PMI for the last 12 months and how much he has enjoyed working with, the committee, the board, the various stakeholders the PMI has engaged with and of course the core team of Fiona and Clodagh.

Highlights of the year include the strong membership numbers and the highest attendance numbers ever at the Pharma Summit as well as the delivery of innovative masterclasses and engagement across companies.

The strength of the PMI is down to the incredible team and supporters that are the PMIs backbone, the committee and subcommittee members who have diligently ensured the institute hits its milestones each year, I need to note particularly, our Hon Sec Rachael OBierne, who is unable to



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attend this year and Finance Sec Hilary Timoney, our Board, especially chairman Ciaran McGreal and of course Fiona and Clodagh. The final two groups I must mention are our members and our supporters and exhibitors who every year provide us with the resource to keep going, we are always grateful for their support and when appropriate we should reciprocate.

Finally to Sharon our incoming president and Roisin our incoming vice president, we are grateful to you both for taking on these roles, the PMI needs committed people to ensure it continues to evolve and innovate and I believe you both along with our dedicated committee will ensure it thrives in the coming years.

### **Hilary Timoney – Honorary Treasurer's Report:**

I am going to look at the financial objectives of 2024, these figures are all taken from the 2024 audited accounts, trends over last 4 years and some key takeaways.

The financial objectives for 2024 were to -

- Deliver a break-even budget.
- Maintain membership close to 400 as this is a key revenue stream.
- Deliver engaging program for new & existing members in a cost effective way.
- Maximise sponsorship income while delivering value for sponsors.
- Maintain reserves @ €16,659.

The figures presented here are from the 2024 audited accounts -

- Income for the year was €290,770, expenditure €281,133 giving a surplus of €9,637
- Balance in the account is €143,512.

Membership levels at 383 were down on 2024 (424) but were higher than the average 2020-2022 (358).

In Summary:

- The PMI finances remain in a solid position with assets of €143,512.
- Membership remains strong despite the industry contracting somewhat and a focus on attracting new specialities within the industry and delivering relevant content for them has been key to maintaining this momentum.



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- Despite the increased cost of running events, close cost management has enabled us deliver a small profit.
- The industry is likely to be facing some additional challenges in 2025 and we will monitor this closely to ensure the PMI stays relevant to it's members.

### **Fiona Dunphy – PMI Commercial Managers Report:**

I'm going to run through the events and also the sponsorship for the year; and then look at the profitability for the events.

As you can see we held 13 events in the year which broke down as:

- Stakeholders x 4
- Masterclasses x 4
- WiL x 3
- Charity Lunch
- Pharma Summit

I'll go through the detail of these events in a few moments. I'd like to give a breakdown of the event profitability over the past few years along with tracking the sponsorships of events. This will also give you a better understanding of how the events have evolved over the past few years.

Event Profitability remains strong, building slightly on a particularly strong 2023. Event operating costs continue to rise sharply so to see the continued profitability across the events demonstrates the careful management of costs and our work to ensure that events are topical and timely with the right stakeholders involved.

Firstly, looking at our four Stakeholder events, we had 243 attendees in total -

- Healthcare Reform – Dr Colm Henry
- Innovations in Healthcare with EY
- HSE Transformation Update with Damien McCallion, Deputy CEO – HSE
- HPRA – Ellen McGrath & Chris Doherty – McCauleys (Uniphar)

For our four Masterclasses, we had 86 attendees in total -

- Medical Affairs = 17



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- Exploring Pharma = 24 (sold out)
- Market Access = 23 (sold out)
- AI in Healthcare Marketing = 22 (sold out)

2024 saw the Women in Leadership series come to a close with our final Lunch in October. The series had run for 5 years, hosting 15 lunches with a host of fabulous guest speakers and MC's – on screen – and countless conversations had, and connections made

Huge thanks to Uniphar for their support of the series from the very beginning right the way through until the final lunch.

We held three Women in Leadership events in the year -

- Prof Orla Feeling, President of UCD
- Hannah Craig, Olympian
- Averil Power, CEO of the Irish Cancer Society

Our Annual Pharma Summit in 2024 was a huge success with the highest number of attendees -

- 186 attendees & 36 exhibitors = 222 (highest ever)
- 19 exhibitors – 2 contra
- 6 sponsors & 1 supporter
- 7 speakers + a panel of 4

We closed off the year with the Annual Charity Lunch 2024, we had 367 attendees.

- Charity: Alice Leahy Trust
- Sponsors: Main sponsor: United Drug / TCP / Force Recruitment. Elaine Condon spoke on behalf of UD group

In summary -

- Operational costs are rising sharply around events.
- Industry continues to face a turbulent time,
  - must continue to provide topical, timely events
  - with key stakeholders and key opinion leaders
  - grow our position as a respected and relevant membership organisation.



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- Solid year income wise for the PMI
  - strong engagement across the events calendar
  - the highest ever attendance at a Pharma Summit.
  - NPS of over 68% on average
  - Seeking to build on this with tailored events in 2025.

### **Rachel Wright – Honorary Secretary:**

This was read by Liam Regan in Rache’s absence

I would like to thank Phil O’Meara for all your hard work and commitment to the PMI during your term as President.

Phil has been our President since April 2024. We wish him well as he moves to the Board of the PMI.

I would also like to introduce Roisin Flynn, our incoming Vice President.

Roisin is a Senior Director, Explor&D in Eli Lilly and has been a PMI committee member since 2022. Previously she worked with Pfizer, Medical Lead for Hospital and Vaccines Business Units, Ex-HSE and is current Vice-Chair of the APPI (Association of Pharmaceutical Physicians of Ireland). She is a Scientific Advisory Board member, Wellcome-HRB CRF @ SJH. Roisin lives in Dublin 8 with partner Andrew and rescue dog Jacksey.

### **Election of New Committee 2025/2026:**

Liam invited any nominations from the floor to join the PMI Executive Committee, there were none forthcoming.

Liam then formally read the nominations for the executive committee for 2025/2026 as follows -

| <b>Position</b>       | <b>Nominee</b>  | <b>Proposer</b> | <b>Seconder</b> |
|-----------------------|-----------------|-----------------|-----------------|
| President             | Sharon Rice     | AGM 2024        |                 |
| Vice President        | Roisin Flynn    | Phil O’Meara    | Liam Regan      |
| Hon Secretary         | Rachel Wright   | Phill O’Meara   | Sharon Rice     |
| Hon Treasurer         | Hilary Timoney  | Bethann Doherty | Rachel Wright   |
| Educ Officer          | Bethann Doherty | Hilary Timoney  | Rachel Wright   |
| Exec. Members         | Caroline Daly   | Rachel Wright   | Phil O’Meara    |
| Exec. Members         | Yvonne Darcy    | Liam Regan      | Sharon Rice     |
| Exec. Members         | Aoife Callan    | Rachel Wright   | Phil O’Meara    |
| Medical Advisor       | Roisin Flynn    | Rachel Wright   | Phil O’Meara    |
| Exec. Member          | Grainne Farrell | Sharon Rice     | Phil O’Meara    |
| Bus Intelligence Cons | Shane Sheridan  | Rachel Wright   | Phil O’Meara    |
| Ex Officio            | Phil O’Meara    | AGM 2023        | AGM 2023        |



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Do I have a proposer and seconder to proceed with our committee?

Proposed by Fergus McCauley and Seconded by Finbarr Glennon.

Under our existing articles, the committee is empowered to appoint or second extra member nominations during the year for our committee to be ratified at next AGM, or EGM if sooner.

### **Handover of office:**

There was a handover of office and change of President from Phil O'Meara to Sharon Rice.

### **Motions arising from the AGM 2024 or indeed any other business:**

There are no notices of motion to be proposed.

Please also note that the ratification for the Memorandum of Articles 2024, these are the minutes from last year's AGM and have been publicly available for review on the PMI website for the last 30 days.

Liam then invited our new PMI President, Sharon Rice.

### **Sharon Rice – Vice President 2025/2026:**

I would like to extend a heartfelt big thank you to Liam, who is stepping down from the committee. Liam joined back in 2016, and over the course of these nine years, he has consistently been there to support and add value to everything we do. His dedication has made a lasting impact, and we truly appreciate all the hard work Liam has put in. As a token of our gratitude, we'd like to present you with a gift.

I want to extend my sincere thanks to everyone involved in today's meeting. It was a resounding success and really showcased the PMI in a positive light, thanks to the valuable input and collaboration from all of you.

Following Phil's presidency will certainly be a tough act to follow, but I'll do my best. And just to clarify—there will be no Gaeilge this time around! It has been an honour to support Phil throughout this past year. He did an excellent job in keeping the committee focused, especially during our meetings. That wasn't always easy, considering the many ideas and suggestions that were raised, which is a testament to the enthusiasm and dedication of our committee members.

Over the years I've been involved with PMI, I've witnessed some significant changes. One of the most notable has been the inclusion of medical teams within our membership, which reflects the broader transformations within the industry we serve. The drive to grow and support our membership remains



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constant. With the backing of our board, committee, and the ongoing success of our education programs, we continue to see steady growth and progress year after year. A new focus this year on regulatory and quality function within our organisations, has allowed us to be agile in identifying where the needs lie. The ability to quickly respond and bring events to meet these needs is something we should continue to champion.

As I step into the role of President, my goal is to continue from where Phil has left off. The finances are in great shape. For the most part, we are doing things right. Our priority now is to ensure we keep delivering what our members need and want, especially as the environment continues to evolve—both in terms of the ways we work and how we interact within our industry.

One key aspect of PMI that remains as important as ever is networking, and it was clear today during the breakout session how vital this is. There was so much catching up to do, and it really showed just how impactful our events are in fostering connections.

None of this would be possible without the incredible team of people behind us. First, I want to express my gratitude to Clodagh and Fiona—thank you for everything you do. Additionally, the ideas, enthusiasm, and dedication of each committee member are what make our events happen, to find the right speakers, and ensure strong attendance. I can't thank you enough for your continued commitment.

This year will be a busy one, and I promise there will be plenty of opportunities to get involved. One event I'm particularly excited about is the return of the Great Debate, which I'm confident will be a huge success.

I'm also thrilled to have Roisin join me as Vice President this year. Part of her agreement to come on board with me....is that we make decisions quickly—no "waffling"—and get things done. With Roisin's energy and passion, I know this will be a fantastic year.

Finally, I want to leave you with my commitment to delivering value in this role. I'm looking forward to the year ahead and the opportunity to work closely with Roisin, Fiona, Clodagh, and the rest of the amazing PMI team.

### **Any Other Business:**

Fergus McCauley, from the floor: Fergus raised the question whether it would it be possible that the AGM might take place the evening before the Pharma Summit?

Ciarán McGreal, on behalf of the board: Ciaran congratulated the full committee on a fantastic Pharma Summit. It was great to see such a wonderful turnout across most companies and a brilliant line up of speakers. A special thanks to the outgoing President, Phil O'Meara and the incoming President, Sharon Rice. Congratulations also to the incoming Vice President, Roisin Flynn.



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On behalf of the Board, thank you to everyone for a wonderful day and any support you require, please reach out to the Board.

Liam Regan - Finally, apologies and regrets. They've been sent by two members and a number of committee members, names of which we reflect in the minutes, and I deem the AGM 2025 to be closed.

Foot note:

Unfortunately there was no formal recording of the AGM however notes and minutes have been completed according to what was presented and contributed to on the day.

**Rachel Wright**  
**PMI Hon Secretary 2024/2025**

### **Apologies and Regrets:**

The following kindly notified The PMI that they were not available to attend the AGM;  
Phil O'Meara, Rachel Wright, Bethann Doherty, Caroline Daly, Aoife Callan, Grainne Farrell, John McCarthy, Danny Hutton