



INTERNATIONAL FEDERATION OF PHARMACEUTICAL WHOLESALERS

MEMBERSHIP MAKES A DIFFERENCE

2021





Who We Are...

The International Federation of Pharmaceutical Wholesalers, Inc. (IFPW) is the global trade association for the full-service pharmaceutical wholesale distribution industry. Its members, from 19 countries and serving many more, are focused on ensuring that safe, properly handled, medicines and other essential health products are continuously available when and where they are needed and in the right quantity.

IFPW members' businesses, and the wholesale distribution channel, are essential components of efficient healthcare systems, in both public and private settings, and serve as the cornerstone of new healthcare initiatives to broaden access and manage costs. The Federation continues to work in partnership with other stakeholders in its mission of **Delivering Health to the World.**

The IFPW Team...

The IFPW Team brings many decades of combined experience to provide its members with the necessary insights and perspectives to be successful in today's challenging world. IFPW uses its extensive global network to assist members in connecting with other pharmaceutical executives and stakeholders for opportunities to exchange important information in an insular and private setting.



Mark Parrish
President



Christopher Goetz
Executive Vice President
& General Manager



George Bray
Vice President
Member Engagement



Christina Tucker
Director
Membership &
Meetings



Wendy Boutselis
Director of Finance



Cecelia Campbell
Administrative
Support
Specialist



IFPW'S Board of Directors...

IFPW'S Board of Directors is comprised of pharma leaders from around the world representing some of the best and brightest in the industry. Together they offer extensive experience in all areas of the pharmaceutical distribution industry in all four regions of the world - North America, Latin America, Asia and Europe/Middle East/Africa.

Members of the IFPW Board of Directors include...



Robert Andersson
Oriola Corporation



Ornella Barra
Walgreens Boots Alliance
IFPW Vice Chairman



Steven Collis
AmerisourceBergen
Corporation



Yong Liu
Sinopharm Group
Co., Ltd.



**Maria Luisa
Macchiavello**
Droguería del Sud S.A.



Keisuke Nakakita
Nakakita Yakuhin
Co. Ltd.



Elias Salomon Nader
Fármacos Nacionales,
S.A. de C.V.



Ken Suzuki
VITAL-NET Inc.
IFPW Chairman



Brian Tyler
McKesson Corp



Tom Vanmolkot
Zuellig Pharma



IFPW's Mission & Strategic Objectives

IFPW's Mission

The International Federation of Pharmaceutical Wholesalers' (IFPW) role is to assist its members and stakeholders advance the safe, efficient and continuous access to pharmaceuticals worldwide through the promotion of good distribution practices and services.

Strategic Objectives

IFPW, with its board members, has developed four strategic objectives that help the Association accomplish its mission:

- Improve the image and promote the value proposition of full-line wholesalers to all stakeholders.
- Strengthen key stakeholder relationships through engagement in meaningful and relevant dialogues
- Participate in initiatives to improve access to medicines and/or advance global health.
- Continue to service as the industry's international networking and information platform.

IFPW's Members

IFPW's global membership base spans Asia & Australia, Latin America, Europe/Middle East/Africa, and the United States representing 19 countries.

Wholesaler / Distributor Members

AmerisourceBergen Corporation
Baheal Pharmaceutical Group
CV Protek Group
Drogueria del Sud S.A.
EBOS Group
Eurapharma
Fármacos Nacionales SA de CV
McKesson Corporation
Medipal Holdings Corporation
Nakakita Yakuhin Co., Ltd.
Oriola Corporation
Parazelsus Ltd.
Profarma Distribuidora de Produtos Farmaceuticos S/A
SantaCruz Distribuidora
Sinopharm Holdings Co., Ltd.
Toho Holdings Co., Ltd.
VITAL-NET Inc.
Walgreens Boots Alliance
Zuellig Pharma Asia Pacific



Association Members:

China Assn. of Pharmaceutical Commerce (CAPC)
Canadian Assn. for Pharmacy Distribution Management (CAPDM)
Federation of Japan Pharmaceutical Wholesalers Association (JPWA)
GIRP The European Healthcare Distribution Association (GIRP)
Healthcare Distribution Alliance (HDA)
Korean Pharmaceutical Distribution Association (KPDA)

Manufacturer Members:

AstraZeneca
Bayer Healthcare Pharmaceuticals
GlaxoSmithKline
Johnson & Johnson Healthcare Systems
Merck Inc.
Viartis (*formerly Mylan*)
Pfizer
Sanofi-Aventis

Service Members:

Crecon Research & Consulting
GlobalRx
IQVIA
KNAPP AG
Porzio Life Sciences
Rogrand E-Commerce



Attendees listen to world renowned speakers at IFPW's 2018 General Membership Meeting in Washington DC.



Member Benefits

Membership in IFPW provides member companies with unique benefits and advantages that cannot be found elsewhere.

Strategic Stakeholder Engagement, Global Networking, and Information Sharing

As THE international platform for information sharing, the high-level learning opportunities from others in the industry and the networking opportunities afforded through IFPW's events (annual members-only **CEO Roundtable**; biennial **General Membership Meeting** and timely **webinars**) are unparalleled. These activities serve as an *"accelerator of ideas"* and an introduction to leading edge international trends, offering insights and perspectives into the current challenges facing stakeholders across the global pharmaceutical industry while helping organizations position themselves for future success. They are complemented by members' willingness to also share experiences and knowledge with one another as IFPW brokers dialogues around key subject areas across markets.

Industry Promotion and Advocacy

In addition to its in-person offerings, IFPW's **FOCUS** digital newsletter, distributed bi-weekly

in English, Spanish and Mandarin, is available to an unlimited number of recipients within each member company, and gives members unique up-to-date information on news and industry trends.

Global Health and Access to Medicines Initiatives (see IFPW Foundation)

All the while, IFPW actively promotes the contributions and capabilities of its members and the distribution sector worldwide. Often an "invisible partner", wholesalers' and distributors' critical roles in healthcare delivery are often not fully recognized, particularly when supply chains are operating effectively and efficiently. As stakeholders learn what IFPW members do, opportunities are created (whether through public-private partnerships, collaborations, or other formats) to improve access and availability of safe and effective essential vaccines and medicines for the benefit of patients everywhere. As such, members enjoy worldwide recognition as "industry leaders" of IFPW's innovative and influential players that make up the membership.

Other Activities

In addition to the core Association activities outlined above, IFPW routinely engages in activities where Wholesalers' competencies are needed or where the distribution sector should be represented.



IFPW President, Mark Parrish, leads a panel discussion at the 2018 GMM with industry leaders Mike Kaufmann (Cardinal Health Inc.), John Hammergren (McKesson Corporation) and Steve Collis (AmerisourceBergen)

As an example, IFPW supported the establishment of the **African Pharmaceutical Distribution Association (APDA)**, creating the continent's first pan-African association of pharmaceutical distributors. Taking the idea from its first concept through to its formal establishment in Casablanca, Morocco in 2019, IFPW believes APDA has enormous potential to influence the maturation of pharmaceutical distribution in Africa and serves as a platform for sharing best practices and establishing new standards. IFPW continues to support APDA, sharing insights from other parts of the world and providing

guidance on how such an Association can be effectively run.

IFPW has also begun working with the **Sustainability Accounting Standards Board (SASB)** to establish voluntary international industry-supported metrics which the investment community can access healthcare distributors on around sustainability and Environmental, Social, and Corporate Governance (ESG). While highlighting what wholesalers do globally, such standards will identify organizations leading the commitments to excellence, while providing other goals to aspire towards.

In its continuous efforts to **expand the IFPW network** and be representative of new markets, IFPW is reaching out to potential new members - particularly in the Middle East, Southeast Asia, and South America – with an invitation to engage. Such involvement offers new companies the ability to interact with leaders from other markets (and to tap into experiences they may have with challenges similar to those being faced), while providing current members with a look into markets they may not be familiar with or otherwise have exposure. Similarly, IFPW's Manufacturer members are introduced to potential distribution partners in new geographies while companies are afforded the opportunity to engage on a more strategic level with their supplier partners



The IFPW Foundation is a 501(c)3 organization based in Virginia which serves as the charitable and educational arm of the International Federation of Pharmaceutical Wholesalers, Inc. (IFPW).

Established in 2012, IFPW Foundation's mission is to support organizations and initiatives that improve the availability of vaccines, medicines and other essential healthcare products and services to patients in need. It also supports the efforts of full-service pharmaceutical wholesalers and distributors around the world in ensuring the continuous availability of safe, effective pharmaceuticals, when and where they are needed.

Currently, the IFPW Foundation participates in several global activities, including:

GAVI The Vaccine Alliance

The IFPW Foundation continues its collaboration with GAVI the Vaccine Alliance on the development and delivery of its supply chain objectives under Gavi 5.0 (the Alliance's 2021-2025 strategic period) to ensure vaccines reach patients, with high priority given to the underserved.

Understanding that change begins through leadership, IFPW's members - through the IFPW Foundation - actively support its dynamic leadership development program, STEP Leadership. This highly effective course provides EPI managers and other immunization personnel within the public sector with training in basic management and people skills, and has trained over 300 managers in the developing world to date. The course includes 4 weeks of online pre-work, a 5-day face-to-face workshop, 2 weeks of post-work online, and 3 months of coaching by a private sector partner to support the completion of a capstone project. IFPW members have contributed the time of executives for course facilitation and coaching, and through active participation have made a significant impact in sub-Saharan Africa.



Starting in 2021, IFPW Foundation will be expanding its collaborations, through the commitments of its members, to also support supply chain design/redesign activities and to bring the latest supply chain innovations to public sector immunization programs around



IFPW Vice Chairman, Ornella Barra, with Bill Gates of the Bill and Melinda Gates Foundation, at the GAVI Alliance replenishment conference

the world. The IFPW Foundation believes that pharmaceutical supply chains are a key factor in improving life expectancy and other critical health factors in developing nations. Our members have donated both technical expertise and financial resources to improve these supply chains, and is honored to work with GAVI as our key partner in this endeavor.

Fight the Fakes Alliance

IFPW, through its IFPW Foundation, has been deeply involved as a partner with the Fight the Fakes Alliance (FtF), a multi-stakeholder non-profit association aimed at raising awareness and

influencing change surrounding the proliferation of substandard and falsified medicines.

This global issue is disproportionately higher in low- and middle-income countries where 1 in 10 medicines are thought to be either substandard or falsified. Nearly 170,000 children die annually of falsified pneumonia medicines and substandard and falsified antimalarials may cause as many as 116,000 deaths from malaria annually in sub-Saharan Africa.

IFPW has served as Secretariat with FtF and fully supports its activities. IFPW was also integral in developing the newly formed formal governance structure which will allow the FtF Alliance to take the fight against substandard and falsified medicines to the next level. The Alliance is uniquely positioned to scale up action to prevent falsified medicines from endangering people's health and well-being.

IFPW is fully committed to working with FtF to give a voice to those who have been personally impacted and share the stories of those working to put a stop to this threat to the public.



SPEAK UP ABOUT FAKE MEDICINES

**INTERNATIONAL FEDERATION OF PHARMACEUTICAL WHOLESALERS
THE IFPW FOUNDATION**

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