



IFPW Celebrates Its 50th Year at the 2026 General Membership Meeting in Mexico City

(Source: An IFPW Staff Article)

With its mix of lively energy and colorful culture, Mexico City provided the perfect backdrop for IFPW's 2026 General



IFPW Chairman, Elias Salomon

Membership Meeting. More than 160 attendees from 22 countries participated in two and half days of business programming, networking, and social program events.

AI, GLP-1s, supply chain security, and sustainability were just a few of the many topics covered by the 45 speakers and panelists who shared their thoughts on what lies ahead. In a fast-moving global industry environment, the one thing that is evident across the spectrum of both opportunities and challenges, is that change is coming.

To kick off the meeting, IFPW chair Elias Salomon hosted the IFPW Chairman's Dinner in the Diamond Ballroom of the St. Regis Hotel. This invitation-only event sponsored by IQVIA provided speakers and sponsors with a chance to meet with one another and with the IFPW board members and staff.

The opening session began with a special welcome and recognition of the IFPW 50th Anniversary. The International Federation of Pharmaceutical Wholesalers (IFPW) was born in 1976, on the 100th anniversary of the US Wholesalers' association NWDA, with the idea that the international exchange of information and comparisons of the wholesaling sectors in developed markets would be of value. Under the direction of its initial leaders, representing Australia, Germany, Japan, Mexico and the United States, the Federation convened informally as a loosely organized association of associations until 1984, when IFPW officially became its own stand-alone organization.

In 1995, IFPW was legally established as a not-for-profit organization and began to further grow its membership. Today, IFPW has 46 global members representing the world's leading pharmaceutical wholesalers/distributors, manufacturers, service organizations, and associations. Together they help advance the safe, efficient, and continuous access to pharmaceuticals worldwide through the promotion of good distribution practices and services.

Day One Business Program

Simon Tottman, Vice President, Global Strategic Partners for IQVIA and Luke Greenwalt, Vice President and Lead for the IQVIA Center for Thought Leadership gave a detailed presentation on their global outlook for the pharmaceutical industry. They also

provided thought-provoking insights into where the industry is moving in the future and how pharmaceutical wholesalers can capture value going forward.



Luke Greenwalt and Simon Tottman of IQVIA

IQVIA's presentation was followed by a thoughtful presentation covering a geopolitical and economic review by Antonio Navalón of Navalón & Partners. His insights on the geopolitical climate and how it encompasses technology, energy, climate, trade, war and health were indeed stirring to the attendees. He also touched upon vulnerabilities of the supply chain and how efficiency is no longer enough: security, diversification, and continuity are now strategic criteria for the supply chain as well.

After a networking break, attendees were treated to a fireside chat with John Graham, CEO of Zuellig Pharma, and Ilya Yuffa, Executive Vice President, Eli Lilly & Co., & President, Lilly

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IFPW Board of Directors Names Chairman and Vice-Chairman for 2026-2028 Term



IFPW is pleased to announce that John Graham has been appointed as Chairman for the 2026-2028 term. John has been an ardent supporter of IFPW since taking the helm as CEO of Zuellig Pharma. John brings with him more than three decades of global experience in the pharmaceutical and biotech industries and has held senior leadership roles across Asia and internationally, including executive positions at Invida Group, Menarini Asia Pacific, Sanofi and Genzyme.

We are also pleased to announce that Jean-Marc Leccia has been named as Vice Chairman of IFPW. Jean-Marc's long and storied tenure at CFAO Healthcare (previously Eurapharma) makes him a valued member of IFPW given his experience not only across Europe but on the continent of Africa as well. Jean-Marc began his career at Baxter Laboratories in charge of exports for the Maghreb region in Africa.



The IFPW staff looks forward to working with both John and Jean-Marc to further deepen IFPW's relationship with pharmaceutical wholesalers and stakeholders around the world.

2026 GMM ...

USA. Ilya was eager to share his experiences with Lilly and what he sees for Lilly - and the pharma industry as a whole - in the next several years. Lilly's winning strategy for its GLP-1 portfolio is only part of the advancements he sees contributing to the company's success going forward.



John Graham & Ilya Yuffa of Eli Lilly

Next up was a panel discussion on the latest developments in oncology and making the latest treatments available to patients. The panel, moderated by IFPW President & CEO, John Kallend, featured Pascal Bekaert (Sanofi), Francisco Daniel Perez Fayad (FANASA/COI), Valentina Gallart (Amgen), Layne Martin (Morris & Dickson), and Gianinna Mercado (World Courier/Cencora). The panel represented the end-to-end supply chain and discussed the collaborations that are needed between stakeholders.

After lunch, the business program continued with a presentation by Tom Mullen of PharmSource/RxMarketScience, who gave an in-depth overview of AI from a non-technical perspective. As a follow-up, Oracle's John Harvey moderated a panel discussion on current industry use cases of AI. Panelists included José Arana of Nadro, Riya Cao of LSPedia, Juan Luis Morell of Pfizer Mexico, and Razi Miliani of COGEPHA. It was a very interesting discussion that expounded upon Mullen's previous presentation, and how AI will affect all aspects of the pharma industry.

Kevin Basden and Tonya Ugoretz, both of PwC, discussed cybersecurity and how companies can best mitigate the risks involved, as well as solutions should a cyberattack occur. They also touched upon who the players are that launch the attacks and their thought process behind how these hackers deal with the companies they attack. It was an eye-opening conversation that offered interesting insights.

The last session of the day was an engaging presentation by Matthias Dalkner featuring his young son Lorenz. Matthias's presentation focused on robotics and humanoid robots, and how they are changing the world, particularly in their use for production and warehousing. Seeing how robots are being used in so many innovative ways was truly fascinating.



Matthias Dalkner of Knapp & his son Lorenz

The evening's social program--sponsored by FANASA, Nadro, Carnot Laboratorios, Chinoin, IFA Celtics, Senosian, Siegfried Rhein, and Silanes--was held at the Exconvento de San Hipolito in the heart of Mexico City. Attendees enjoyed a lovely reception, followed by dinner and spectacular entertainment, which highlighted the history and culture of Mexico and its people.

Day Two Business Program

The second day of business programming began with a fireside chat featuring Elias Salomon and Jennifer Cox, Vice President & Managing Director of MSD Mexico. Jennifer gave a brief history of her time with MSD working around the world with the company. She was particularly insightful regarding the Latin American market and MSD's future endeavors, including a growing portfolio of specialty medicines and vaccines.

Next up on the agenda was a presentation by Osefame Ewalfeiloh, EY's senior director in Strategy and Execution at EY-Parthenon. He spoke in depth about emerging growth opportunities in biopharma services and how pharma wholesalers can convert reach, workflow, and data into the next generation of growth.



Elias Salomon & Jennifer Cox of MSD Mexico

Alan Smithers of IFA Celtics and Carlos Torres of Samsara both presented their views and experiences with supply chain security. Smithers spoke about new technologies for serialization and packaging, while Torres provided information for new fleet technologies. Samsara, in conjunction with Nadro, a user of Samsara's technology, had a van on-site to demonstrate how Samsara's technologies work in real-time.

After the morning break, Rob Williams (AstraZeneca and representing PSCI), Ignacio Saez (Sanofi), Alejandra Torres (AstraZeneca) and Rubén Orquín of COFARES each presented on sustainability and decarbonization efforts throughout the industry and how their organizations are implementing and expanding those efforts.

The sustainability session was followed by a presentation by Enrique Ayuso who provided an overview of the cooperative wholesale model in Spain, services offered to pharmacies, and how this model compares to the traditional wholesale model.

IQVIA's Mario Muniz led a discussion with Kenneth Erichsen, CEO of Bodega Farmaceutica of Guatemala and Alfredo Rimoch, CEO of Liomont Laboratorios in Mexico. The conversation covered the Latin American markets and its unique characteristics, as well as its similarities, to the global pharma industry.

The afternoon session began with Kiara Barrett, Executive Vice President of Circana's global thought leadership strategy. Kiara gave a very interesting talk on today's consumer-led healthcare journey and how consumers are taking greater control of their health, creating new signals (that may be missed by traditional healthcare channels), and the connections emerging across the healthcare ecosystem.

The first of two panel sessions was led by Nimesh Jhaveri, Executive Vice President and Chief Impact Officer for McKesson Corporation. The session covered the global pharmacy outlooks and potential opportunities, particularly around the role that pharmacists can play in healthcare and patient interaction. Participants included Ronan Brett of PHOENIX group SE, Enrique Hinojosa of Benavides, Crystal Lennartz of Health Mart and Health Mart Atlas, and Peter Park of Alchemy Health.

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2026 GMM ...

The last session, a perennial favorite at the IFPW General Membership Meeting, was a panel discussion moderated by Simon Tottman of IQVIA which included Brett Barons (EBOS Group), John Graham (Zuellig Pharma), Katarina Gabrielson (Oriola Corporation), Jean-Marc Leccia (CFAO Healthcare) and Maria Luisa Macchiavello (Droguería del Sud SA). The group discussed in detail the future opportunities for growth in the pharma wholesale industry as well as their thoughts on how to overcome the challenges that lie ahead.



The Future of Healthcare Panel

At the end of the business program, IFPW President & CEO John Kallend presented outgoing Chairman Elias Salomon with a gift as a small token of the organization's unwavering gratitude for his hard work as Chairman and endless enthusiasm in making the 2026 GMM a great success. Kallend then introduced John Graham of Zuellig Pharma as the 2026-2028 Chairman of IFPW. Graham announced the location of the 2028 GMM, which will be held in Singapore.

The event culminated with a reception and dinner in the St. Regis' Madelaine Ballroom. It was an evening marked with laughter, celebration and lively entertainment by a harpist, mariachis and a DJ so that attendees could show their magic moves on the dance floor. As always, this year's GMM was filled with comradery, the renewal of friendships and the important sharing of ideas among the top industry leaders from around the world.

The next IFPW Meeting is the CEO Roundtable, which will be held in London on April 12th and 13th, 2027 at the Corinthia Hotel. Registration opens in February of 2027.

SLIDE DECKS ARE AVAILABLE TO ATTENDEES ON THE MOBILE APP!

We have begun to post releasable versions of speaker slide decks under both the session and speaker name. More will be posted as they become available.

