



Miami 2024

2024 GENERAL MEMBERSHIP MEETING

14-16 October | The Ritz Carlton Key Biscayne | Miami, FL, USA

YOUR INVITATION TO BE A PART OF ONE OF THE
PHARMACEUTICAL INDUSTRY'S MOST EXCITING
AND INFORMATIVE GLOBAL EVENTS.



IFPW's 2024 General Membership Meeting...

IFPW is delighted to return to the United States for its General Membership Meeting (GMM) for the first time since 2018. Miami, Florida will serve as the perfect backdrop with its breathtaking views, sugar sand beaches, captivating energy and calienté vibe that permeates your very senses. Miami is the quintessential playground for those who love life.

Join us for two full days of thoughtful discussions and insightful presentations on the global topics of highest importance to our industry, so that we are ready to meet the challenges that await all of us in the months and years ahead.

This is the perfect opportunity to connect with industry colleagues and key decision makers through meaningful conversations and in-person meetings that make the difference in accomplishing goals and getting the important work done.

IFPW has chosen the Ritz Carlton Key Biscayne for its 2024 GMM. This ultra luxurious property features views of Miami's famous Brickell Avenue skyline as well as the gorgeous blue waters of Key Biscayne. There are five incredible restaurants, luxury boutiques, a Cuban rum bar, and acres of lush tropical grounds to enjoy - complete with multiple pools, a world-class spa, and state-of-the-art gym facilities.

We are waiting for you . . . join us as we convene in paradise!



Dear Valued Colleague. . .

As you know, the International Federation of Pharmaceutical Wholesalers (IFPW) is an organization dedicated to helping its members and stakeholders advance safe and efficient access to pharmaceuticals worldwide. In October of 2024, our IFPW General Membership Meeting returns to the United States in Miami, Florida. We expect more than 200 in-person attendees representing wholesalers and distributors, biopharma, generics, consumer, and service organizations, as well as other healthcare stakeholders from six continents for insightful global business discussions.

We always look forward to this meeting because of the many opportunities it affords for face-to-face interaction with our senior manufacturer partners and our peers in the wholesale space, and for the chance to discuss strategies for growth in developed and emerging markets. We also enjoy hearing from industry experts about changing marketplace trends and forecasts for the future.

Enclosed you will find more information about the IFPW General Membership Meeting. We hope you will consider attending, and look forward to welcoming you to Miami as we greet each and celebrate the very best of our industry!

Brian Tyler

IFPW Chair
Chief Executive Officer
McKesson Corporation

Elias Salomon

IFPW Vice Chair
CEO
Farmácos Nacionales



Countries represented
at IFPW's 2022 General
Membership Meeting:

Argentina
Australia
Austria
Belgium
Canada
China
Denmark
Estonia
France
Germany
Italy
Japan
Mexico
Poland
Saudi Arabia
Singapore
South Africa
South Korea
Spain
Sweden
Switzerland
Tunisia
United Arab Emirates
United Kingdom
United States

Our meeting will begin on the evening of October 14th at our **invitation only** Chairman's Dinner where the IFPW Board hosts the events key speakers, sponsors and special guests.. The evening will be followed by two days of intense business sessions with speakers from around the world providing insight into today's global market and trends.

Business topics at this year's GMM include:

Digitalization Trends in Healthcare

*The Use of Artificial Intelligence and Augmented
Reality in Distribution*

Perspectives on Cell and Gene Therapy

Traceability and Security in the Pharma Value Chain - US and EU

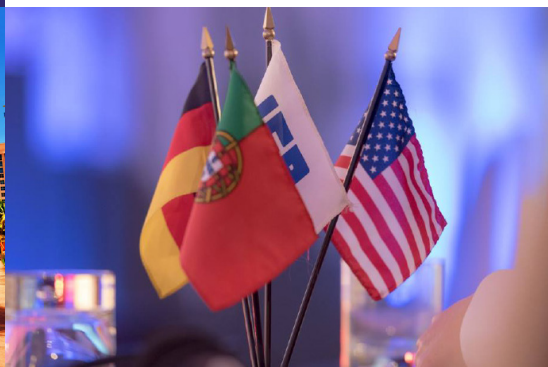
Industry Sustainability Initiatives - A Regional Comparison

*One on One Interviews with Industry CEOs from Pfizer and
Bausch and Lomb.*

Our social program will feature our Welcome Reception and Dinner following Day One of the Business Program, followed by our Gala Reception and Dinner following Day Two.

The social program events are an integral part of the the IFPW GMM so attendees have time to catch up with colleagues on important issues of the day while in a relaxed and entertaining setting.

Once again, IFPW will also offer an accompanying persons' program during the two-day meeting, allowing spouses and significant others the opportunity to experience the sights, sounds and tastes of Miami.



IFPW'S LEADERSHIP

IFPW's Board of Directors is comprised of some of the most distinguished minds in the industry, including:

Ornella Barra
Walgreens Boots Alliance

Sammy Birmarcker
Profarma Distribuidora

Steve Collis
Cencora

John Graham
Zuellig Pharma

Yusuke Fukujin
The Alfresa Group

Juan Guerra
Alliance Healthcare

Jean-Marc Leccia
CFAO Healthcare

Yong Liu
Sinopharm Group Co., Ltd.

Maria Luisa Macchiavello
Drógueria del Sud S.A.

Keisuke Nakakita
Nakakita Yakuhin Co., Ltd.

Elias Salomon Nader
Vice Chairman
Fármacos Nacionales S.A.

Brian Tyler
Chairman
McKesson Corporation

ATTENDEE PROFILE & DEMOGRAPHICS

IFPW's General Membership Meeting draws senior executives from across the pharmaceutical supply chain--manufacturers, distributors, retailers and vendors serving the pharmaceutical industry, government officials, academia, financial institutions, and other industry-related professionals.

The International Federation of Pharmaceutical Wholesalers (IFPW) represents a strong, effective platform to establish critical dialog within the global pharmaceutical community and is dedicated to helping its members and stakeholders advance the safe, efficient and continuous access to pharmaceuticals worldwide through the promotion of good distribution practices and services.

IFPW's General Membership Meeting also provides an indispensable opportunity to highlight your company as an exhibitor or sponsor, and explore future business ventures, all while learning about the latest developments at the forefront of the pharmaceutical industry. Please let us know if you would like more information on how to become a sponsor or exhibitor.

Mark your calendars and be sure to allocate funds in your upcoming budget to ensure your participation in one of the most exciting locations in the world – Miami, Florida!

For more information, please contact Christina Tucker at c.tucker@ifpw.com.



IFPW's 2022 General
Membership Meeting
Sponsors
included:

AstraZeneca

BT

CFAO Healthcare

Crecon Research & Consulting

Encise

EY

IQVIA

IRI Worldwide

Johnson & Johnson Consumer
Health

KNAPP AG

Merck / MSD

NCR Corporation

Novo Nordisk

Omniceil

Photon

Sanofi

SSI Schäfer

UST Corporation

Viatrix

Walgreens Boots Alliance

Increase your company's profile with a sponsorship package.

The value of sponsorship at IFPW's GMM provides the unique opportunity to establish a higher outward support profile with senior pharmaceutical executives from across the globe. Through this elevated profile, you will be able to more effectively highlight your company's latest products and services. Here you will meet with new potential clients, allowing you to exercise your best market strategies and enter into new and emerging markets. Equally important is your ability to recognize the value provided by pharmaceutical wholesalers, giving you a greater competitive edge in today's ever-changing marketplace.

Sponsorship has its privileges.

The GMM will begin on October 14th, 2024 with our invitation-only Chairman's Reception and Dinner. This exclusive event will bring together IFPW's board members, GMM speakers and meeting sponsors. There you will find unfettered access to key players and stakeholders in the pharmaceutical wholesale industry. As a sponsor, you will have the opportunity to meet face-to-face in an exclusive setting that fosters the opportunity to network on a more personal level. It is the perfect time to elevate your company's profile or showcase the latest developments offered by your organization as well as reconnect with clients and colleagues.


In addition to access to the Chairman's Reception and Dinner, sponsors also enjoy benefits (depending on sponsorship level) such as complimentary registration(s), complimentary exhibitor space, company logo on IFPW GMM website, meeting mobile app and on-site conference guide, company brochure in conference padfolio, meetings with IFPW Board Members (upon request), and the opportunity to present during the business session.

IFPW offers six levels of sponsorship to showcase your company/ organization at high-profile social functions, during the two days of business sessions, and on delegate conference materials.

(Please refer to the table listing sponsorship benefits on the following page.)



IFPW 2024 GMM Sponsorship Opportunities

Sponsorship Benefits	Diamond US \$125k+	Platinum US \$75k+	Gold US \$50k+	Silver US \$35k+	Exhibitor US \$25k	Bronze US \$20k+
Company Name/Logo Associated with Sponsored Events						
Company logo on website, in Mobile App and in On-site Conference Guide						
Complimentary Executive Registration(s)	4	3	2	2	1	50%
Invitation(s) to the Chairman's Dinner	4	3	2	2	1	
Complimentary Exhibit Booth (US\$20,000 value)						
Participation in a Business Session						
Company Brochure in Conference Padfolio						

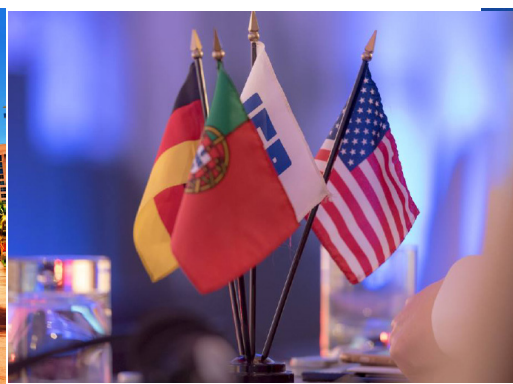
*B - Keynote or Fireside with Board
M - Keynote or Fireside with Member
P - Panel Participant*

After you have chosen your sponsorship level, our team will contact you to assist in selecting the best sponsorship recognition option(s) to showcase your organization.

Over the years, IFPW has rotated the biennial GMM amongst the four regions of the world. Past GMM event locations include:

2022	Milan, Italy	2012	Cancun, Mexico
2021	Tokyo, Japan	2010	Seoul, South Korea
2018	Washington, DC, USA	2008	Dublin, Ireland
2016	London, England	2006	San Francisco, USA
2014	Beijing, China	2004	Shanghai, China

The 2024 meeting in Miami promises to be a very timely and dynamic meeting. We expect as many as 200 delegates from all four regions of the world - North America; EMEA; Asia, Australia, and New Zealand; and, Latin America.



Sponsorship Application

First name:
Last name:
Title:
Organization:
Country:
Email:
On-site contact name(s):

Method of payment (credit card payments, please add 3% convenience fee) :

- Check Wire
 Credit Card

Wire transfer information:

Bank name: Citibank
Location: Washington, DC
Acct name: IFPW
Acct #: 15632687 Aba wire#: 254 070 116
Swift code: citius33

All checks are payable in US\$ to IFPW.

Mail to:

IFPW
Attn: Wendy Boutselis
10569 Crestwood Drive
Manassas, VA 20109 USA

Contact for Credit Card Details :
Phone Number: Time Zone:
Preferred Time of Day:

STEP ONE - Choose Your Sponsorship level (US dollars)

- | | |
|------------------------------------|------------|
| <input type="checkbox"/> Diamond | \$125,000+ |
| <input type="checkbox"/> Platinum | 75,000+ |
| <input type="checkbox"/> Gold | 50,000+ |
| <input type="checkbox"/> Silver | 35,000+ |
| <input type="checkbox"/> Exhibitor | 25,000+ |
| <input type="checkbox"/> Bronze | 20,000+ |

STEP TWO - Choose Your Recognition Area(s)

Business Program:

- | | |
|--|-----------|
| <input type="checkbox"/> Business Session Sponsor | \$ 50,000 |
| <input type="checkbox"/> Business Session Keynote/Fireside (B) | 125,000 |
| <input type="checkbox"/> Business Session Keynote/Fireside (M) | 75,000 |
| <input type="checkbox"/> Business Session Panelist | 50,000 |

Breakfast

- | | |
|--|-----------|
| <input type="checkbox"/> Weds. Oct. 15 | \$ 35,000 |
| <input type="checkbox"/> Thurs. Oct 16 | 35,000 |

Coffee Breaks:

- | | |
|--|--------|
| <input type="checkbox"/> Weds. Oct. 15 - AM | 35,000 |
| <input type="checkbox"/> Weds. Oct. 15 - PM | 35,000 |
| <input type="checkbox"/> Thurs. Oct. 16 - AM | 35,000 |
| <input type="checkbox"/> Thurs. Oct. 16 - PM | 35,000 |

Lunches:

- | | |
|--|-----------|
| <input type="checkbox"/> Weds. Oct. 15 | \$ 50,000 |
| <input type="checkbox"/> Thurs Oct. 16 | 50,000 |

Social Functions:

- | | |
|--|------------|
| <input type="checkbox"/> Chairman's Dinner | \$ 100,000 |
| <input type="checkbox"/> Welcome Reception | 75,000 |
| <input type="checkbox"/> Welcome Dinner | 125,000 |
| <input type="checkbox"/> Gala Reception | 75,000 |
| <input type="checkbox"/> Gala Dinner | 125,000 |
| <input type="checkbox"/> Post-Gala After-Party | 25,000 |

Conference Items:

- | | |
|--|--------|
| <input type="checkbox"/> Padfolio | 35,000 |
| <input type="checkbox"/> Delegate bags | 20,000 |
| <input type="checkbox"/> Delegate Gifts (multiple options) | 10,000 |
| <input type="checkbox"/> Branded lanyard with logo | 35,000 |
| <input type="checkbox"/> Branded pens | 20,000 |
| <input type="checkbox"/> Conference mobile app | 50,000 |
| <input type="checkbox"/> Meeting Wifi - Weds | 10,000 |
| <input type="checkbox"/> Meeting Wifi - Thurs | 10,000 |
| <input type="checkbox"/> Room Key Cards | 35,000 |

If you do not see a sponsorship package that meets your marketing needs, please contact Christina Tucker at c.tucker@IFPW.com (or call US+1 703 331 3714) to design a bespoke/custom sponsorship package that best showcases your organization. Additional exhibit package requirements (as outlined in this brochure, i.e., table, chairs, signage, etc.)

Note: Information on additional equipment (audio visual, special order furniture, etc.) will be sent 90 days prior to the meeting. All additional equipment not listed in the exhibitor package is the responsibility of the exhibiting company.

About IFPW

The International Federation of Pharmaceutical Wholesalers represents a strong, effective platform to establish critical dialog within the global pharmaceutical community. IFPW is dedicated to helping its members and stakeholders advance the safe, efficient and continuous access to pharmaceuticals worldwide through the promotion of good distribution practices and services.

IFPW members represent wholesalers, wholesaler associations, manufacturers and service companies from the far-reaching regions of the world: Asia, Australia and New Zealand; Europe, the Middle East and Africa; Latin America; and, the United States and Canada.

For a complete list of IFPW members as well as other information, including how to become a member of IFPW, please visit www.ifpw.com.