



Sponsorship &
Exhibitor Opportunities



Ciao Milano!



2022 GENERAL MEMBERSHIP MEETING

18 - 20 October | The Four Seasons Hotel | Milan, Italy

IFPW's 2022 General Membership Meeting...
TOGETHER Once Again!

IFPW is delighted to return to Europe for its 2022 General Membership Meeting (GMM) featuring Milan, Italy as the perfect backdrop – cosmopolitan, refined, and awash in understated luxury throughout, Milan provides a safe environment as we gather together in-person in a post-pandemic world.

Join us for thoughtful discussions and insightful presentations on the topics that matter most 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 highlight your organization face-to-face with key decision makers after a long hiatus from meaningful in-person meetings that make the difference in accomplishing goals and getting the important work done.

We are waiting for you . . . join us as we celebrate the return of TOGETHER.



Dear valued partner . . .

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 2022 our IFPW General Membership Meeting returns to Europe and will be held in Milan, Italy. 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 and networking opportunities.

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.

Attached you will find more information about the IFPW General Membership Meeting as well opportunities to showcase your innovative products and services, and elevate your company's profile. We hope you will consider sponsoring or exhibiting and look forward to welcoming you to Milan as we greet each and celebrate the our industry and meet TOGETHER once again!

Ornella Barra

*IFPW Chair
Chief Operating Officer , International
Walgreens Boots Alliance*

Brian Tyler

*IFPW Vice Chair
CEO
McKesson Corporation*



IFPW's 2021 General Membership Meeting Sponsors included:

Abbvie
AsahiKASEI
Astellas
Boehringer Ingelheim
Chugai Pharmaceutical Co., Ltd.
Crecon Research & Consulting
Daiichi Sankyo
Eisai
Encise
Gilead
Hisamitsu
idorsia
IQVIA
Janssen / Johnson & Johnson
JCR Pharmaceuticals
KNAPP
Kracie
Kyorin
KyowaKirin
Lilly
Meiji
Merck & Co./MSD
Mikasa Seiyaku Co. LTD.
Mitsubishi Tanabe Pharma
Nichi-Iko
Nippon Kayaku
Novartis
Ono Pharmaceutical Co. Ltd.
Otsuka
Pfizer
Sanofi
Santen
Sawai
Senju
Shionogi
SSI Schäfer
Sumitomo Daiinippon Pharma
Taiho Pharma
Taisho Pharmaceutical Co. Ltd.
Takeda
Teijin Pharma Ltd.
Terumo
Viatris
Yakult
Zeria

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 18, 2022 at 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 General Membership Meeting | Sponsorship Opportunities

Benefits of Sponsorship	Diamond US \$100k+	Platinum US \$75k+	Gold US \$50k+	Silver US \$25k+	Exhibitor US \$20k	Bronze US \$10k+
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	2	50% discount
Invitation(s) to the Chairman's Dinner	4	3	2	1		
Complimentary Exhibit Booth (US\$20,000 value)						
Company Brochure in Conference Padfolio						
Meeting with IFPW Board of Directors (upon request)						
Presentation Opportunity during Business Session						

Choose from a diverse list of sponsorship options designed to elevate your company's profile.

Business Program Functions:

Business Program:

October 19th Business Session - AM	\$50,000
October 19th Business Session - PM	50,000
October 20th Business Session - AM	50,000
October 20th Business Session - PM	50,000

Coffee Breaks:

October 19th - AM	\$25,000
October 19th - PM	25,000
October 20th - AM	25,000
October 20th - PM	25,000

Lunches:

October 19th	\$25,000
October 20th	25,000

Social Functions:

Chairman's Dinner	\$ 50,000
Welcome Reception	25,000
Welcome Dinner	75,000
Gala Reception	50,000
Gala Dinner	100,000
Post-Gala After-Party	25,000

Conference Items:

Padfolio	\$10,000
Delegate Bags	10,000
Delegate Gifts (multiple options)	(ea.) 10,000
Branded Lanyard	10,000
Branded Pens	15,000
Conference Mobile App	25,000
Meeting Wifi - Wednesday Oct. 19	10,000
Meeting Wifi - Thursday Oct. 20	10,000
Hotel Room Keys - Four Seasons	15,000
Hotel Room Keys - Grand Hotel et de Milan	15,000

Become an exhibitor.

IFPW's GMM offers not only an opportunity to hear the insight and perspectives of industry leaders, but also the opportunity to showcase solutions to challenges in manufacturing, technology, equipment, communication, warehousing, and distribution and supply chain needs. Combined with the Business Session, the Exhibit area is the ideal place to partner and network.

Enjoy greater ROI at a lower cost.

Trade shows provide the perfect setting to substantially increase contacts significantly more than cold sales calls. According to the Center for Exhibit Industry Research, for every US\$1,000 invested in a trade show, it culminates in 6.2 contacts, on average. The same investment in the field returns only 3.6 contacts, on average. The average field sales contact costs US\$277 (including compensation, travel, entertainment and materials, a whopping 71% more than show contacts.)

Included in your exhibitor package...

Typically, IFPW hosts approximately 250 delegates from more than 95 companies at the GMM, with 54% from pharma wholesalers and 18% biopharma, generics, and consumer companies. For a fee of US\$20,000 (significantly less than other shows,) you will receive much higher visibility (due to the limited number of exhibitors allowed.) Included in the package is:

- > Two (2) complimentary meeting registrations
- > 3m2 x 3m2 exhibit space (pipe and drape upon request)
- > Table with (2) chairs (upon request)
- > Booth signage for your company (upon request)
- > Company listing on IFPW website and conference materials.

IFPW General Membership Meeting offers invaluable information and networking opportunities.

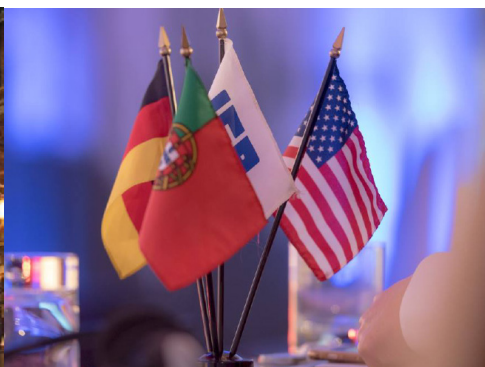
Over the years, IFPW has strived to provide industry speakers with keen insight into the ever-changing pharmaceutical marketplace landscape. Time and again, attendees have expressed their satisfaction in a business agenda designed to make the most of their time and participation.

Of the attendees present, over 55% of them hold the titles of CEO, President, Chairman or Managing Director. They are your colleagues, your clients, your constituents and your friends. Perhaps the most valuable part of the GMM is the chance to make new connections with potential clients, as well as renew friendships with associates from around the globe.

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

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

The 2022 meeting in Italy promises to be a most timely and dynamic meeting. We expect as many as 200 delegates from all four regions of the world - North America, EMEA, Asia 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:

Sponsorship level (all US dollars)

<input type="checkbox"/> Diamond	\$100,000+
<input type="checkbox"/> Platinum	75,000+
<input type="checkbox"/> Gold	50,000+
<input type="checkbox"/> Silver	25,000+
<input type="checkbox"/> Exhibitor	20,000+
<input type="checkbox"/> Bronze	10,000+

Business Program Functions - For Sponsors

Business Program:

<input type="checkbox"/> Weds. Oct. 19 Bus. Session AM	\$ 50,000
<input type="checkbox"/> Weds. Oct. 19 Bus. Session PM	50,000
<input type="checkbox"/> Thurs. Oct. 20 Bus. Session AM	50,000
<input type="checkbox"/> Thurs. Oct. 20 Bus. Session PM	50,000

Coffee Breaks:

<input type="checkbox"/> Weds. Oct. 19 - AM	\$ 25,000
<input type="checkbox"/> Weds. Oct. 19 - PM	25,000
<input type="checkbox"/> Thurs. Oct. 20 - AM	25,000
<input type="checkbox"/> Thurs. Oct. 20 - PM	25,000

Lunches:

<input type="checkbox"/> Weds. Oct. 19	\$ 25,000
<input type="checkbox"/> Thurs Oct. 20	25,000

Social Functions:

<input type="checkbox"/> Chairman's Dinner	\$ 50,000
<input type="checkbox"/> Welcome Reception	25,000
<input type="checkbox"/> Welcome Dinner	75,000
<input type="checkbox"/> Gala Reception	50,000
<input type="checkbox"/> Gala Dinner	100,000
<input type="checkbox"/> Post-Gala After Party	25,000

Conference Items:

<input type="checkbox"/> Padfolio	10,000
<input type="checkbox"/> Delegate bags	10,000
<input type="checkbox"/> Delegate Gifts (multiple options)	10,000
<input type="checkbox"/> Branded lanyard with logo	10,000
<input type="checkbox"/> Branded pens	15,000
<input type="checkbox"/> Conference mobile app	25,000
<input type="checkbox"/> Meeting Wifi - Weds	10,000
<input type="checkbox"/> Meeting Wifi - Thurs	10,000
<input type="checkbox"/> Room Key Cards - Four Seasons	15,000
<input type="checkbox"/> Room Key Cards - Grande de Milan	15,000

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.

The International Federation of Pharmaceutical Wholesalers
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