

SPECIAL EDITION IFPW 2021 GENERAL MEMBERSHIP MEETING REVIEW!

IFPW's Hybrid 2021 General Membership Meeting Welcomes In-Person and Virtual Attendees from Around the World

(Source: An Article written by Christina Tucker)

After three very long years, IFPW welcomed back both in-person and virtual attendees as it kicked off its Tokyo General Membership Meeting on October 6th. Teams both in the U.S. and in Japan simultaneously produced the meeting which was packed with information critical to the industry as IFPW members and industry stakeholders enter this precarious and challenging post-pandemic world.

IFPW President Mark Parrish and IFPW Chairman Ken Suzuki kicked off Day 1 of the business program with a warm welcome to virtual attendees and in-person attendees at the



IFPW president Mark Parrish and IFPW Chairman Ken Suzuki welcomed attendees from both the US and Tokyo

Palace Hotel in Tokyo. Due to the continued lockdown in Japan, the in-person participants consisted of Japanese IFPW members and industry representatives who observed strict hygiene, mask and social-distancing guidelines and protocols; while virtual participants were able to watch the meeting unfold through livestreaming in both English and Japanese translations.

The first session (sponsored by GMM Diamond sponsor IQVIA) was IQVIA's Global Industry Review and featured not only perennial favorites Doug Long and Per Troein, but some new faces as well. Eddy Gilissen, IQVIA's Senior Director of Supplier



IQVIA's panel of experts gave their insights and perspectives on the pharmaceutical industry as it moves into the post-pandemic world.

Alliances for EMEA, Max Newton, Engagement Manager, Global Supplier & Association Relations, and Simon Tottman, Senior Director of Supplier Relations, discussed in detail the challenges of today's environment concerning COVID-19, the state of the pharmaceutical industry and its direction going forward, as well as the critical demands being put upon the global pharmaceutical supply chain in today's climate.



In-person attendees observed social distancing protocols to ensure everyone's safety

The morning's second session (sponsored by KNAPP AG) brought together distinguished members of IFPW's Board of Directors for a panel session moderated by Doug Long of IQVIA for an in-depth discussion of how wholesalers met the challenges of COVID-19 head on. Ornella Barra, Walgreens Boots Alliance's Chief Operating Officer, International, Steve Collis, Chairman, President and CEO of AmerisourceBergen, Keisuke Nakakita, President of Nakakita Yakuin Co., Ltd., Brian Tyler, CEO of McKesson Corporation, and Elias Salomon, CEO of Farmacos Nacionales shared their experiences, best practices and lessons learned during the pandemic, as well as their insights on how to proceed in a post-pandemic environment that will make the patient a priority. They also shared how they foresee changes in the Wholesale sector and workplace environments brought about by the pandemic.

Mr. Masato Iwasaki, Representative Director of Japan General Affairs for Takeda wrapped up Day 1 of the meeting with a keynote address that shared Takeda's activities and its outlook, as the company celebrates its incredible milestone of "240 Years of Unwavering Values" in the pharmaceutical market. In his presentation, Mr. Iwasaki walked meeting participants through a broad overview of Takeda's historical highlights, its commitment to its patients, research and development and its people, and its commitment to the planet going forward.

Day 2 of the Business Program began with a formal message from Japan's Minister of Health Labour and Welfare,
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IFPW's GMM (cont.)...

Mr. Shigeyuki Goto. In his message, he congratulated IFPW on its 23rd General Membership Meeting. He expressed his deepest respect for the efforts of IFPW Chairman, Mr. Ken Suzuki, IFPW President, Mr. Mark Parrish and everyone involved in realizing the event in the form of a hybrid of local participation and online participation. He also touched on the integral part Japan's drug wholesalers play in helping Japan realize a healthy and long-lived society by enabling all citizens to access medical care at relatively low own personal expense through the health care system provided by universal health insurance. Japan's drug wholesalers play an important role in supplying critical medicines to Japan's population.

Shionogi President and CEO, Isao Teshirogi gave an interesting presentation on the approaches and strategies that this innovative Japanese company implemented to contribute towards its recent (and future) successes. In his frank and honest discussion, he shared how his company reevaluated how employees viewed the organization and what was needed to change these viewpoints so that company could move forward in a more positive direction. This allowed the company to rebuild employee pride to the overall benefit of Shionogi.

In the next session, sponsored by Crecon Research and Consulting and the consulting firm Encise, Mr. Hitoshi Kimura moderated a panel discussion featuring Hiroyuki Asawaka, Chairman of the Japan Association of Health Industry Distributors, Mr. Akira Miura, Counselor, Cabinet Secretariat, Office of Novel Coronavirus Disease Control, and Yoshihiro Yasunaga, Director and General Manager of the Sales Division of CYBERDYNE Inc. It was a truly fascinating discussion around opportunities in providing care to ageing populations, with a focus on data,



Hitoshi Kimura led a fascinating panel discussion on service opportunities surrounding aging populations in today's societies.

innovative technologies and medical/nursing care developments that are being employed to help people live longer, healthier and more fulfilling lives. Mr. Miura discussed initiatives for collecting and verifying data to better service Japan's population during the pandemic while Mr. Asawaka gave an overview of the medical device market. Mr. Yasunaga then presented CYBERDYNE's innovative cyborg product lineup designed to assist patients with better mobility, leading to better quality of life.

Mr. Kyle Tattle, in a session sponsored by Merck Inc., gave an informative overview of MSD K.K.'s growth strategies, challenges and opportunities within the Japanese market. He also covered the company's long-term strategy and his vision for the company while creating a diverse and engaged workforce. MSD

K.K.'s future is not without challenges but under Mr. Tattle's leadership the company is ready to meet those challenges and remain a key leader in Japan's pharmaceutical industry.

Mr. Alan Thomas, Director of Thought Leadership in Japan for IQVIA, gave attendees an in-depth presentation of the Japanese pharmaceutical market, emerging trends, where the opportunities for growth are. He also provided an overview of how COVID-19 was a factor in patient behavior and outcomes and how it was likely to change behaviors going forward. His insights and perspectives into how factors such as NHI pricing will affect the market into 2026 gave attendees an excellent glimpse into what the future holds.



Mr. Ken Suzuki is presented the IFPW International Leadership Award by 2010 Award recipient Mr. Takaaki Matsutani

Day 2 ended first with the presentation of the distinguished IFPW International Leadership Award, followed by the announcement of the new IFPW Chairman and location of the next IFPW General Membership Meeting.

This year's IFPW Leadership Award recipient is Mr. Ken Suzuki. Mr. Suzuki has served as IFPW Chairman since 2018 and has served two terms (2013-2019 and 2021-present) as President of JPWA. He is the Chairman of VITALNET, Inc. and has been involved in Japan's pharmaceutical wholesale industry for more than four decades. He was instrumental in conducting key logistical efforts for the medical products and supplies necessary to the region's healthcare system following a devastating tsunami in 2011 that killed nearly 20,000 people and evacuated more than 160,000 more individuals. In addition, since the natural disaster, he has continued to play active roles in revitalizing the impacted region by serving as an executive of several regional commercial and industrial organizations. Mr. Suzuki has worked tirelessly to make this year's IFPW General Membership Meeting an incredible success through all the challenges posed by the COVID-19 pandemic and IFPW is forever grateful for his efforts.

This year IFPW also welcomes its new Board chair, Ms. Ornella Barra. Ms. Barra is Walgreens Boots Alliance's Chief Operating Officer, International and a strong supporter of IFPW. IFPW is excited to have Ms. Barra at the helm of the IFPW Board again and looks forward to her steady leadership as we march forward in what we hope to be or we what will be the "new normal" of a post-pandemic world and back to our regularly scheduled in-person meetings.

With that in mind and keeping a close eye on COVID-19 restrictions, we are hopeful that we will be meeting in person

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IFPW's GMM (cont.)...

soon, first at our 2022 CEO Roundtable on March 7th & 8th, 2022 in New York City, followed by our 2022 IFPW General Membership Meeting in Milan, Italy in the Fall (specific dates to be announced very soon!)



Ms. Ornella Barra accepts the role of IFPW Chairperson

Also, as an addition to this year's General Membership Meeting, a number of ON-DEMAND sessions are available covering a number of timely topics that we hope you will find valuable. Below is a COMPLETE list of all on-demand sessions available, including those which were originally delivered via livestream. If you did not register for the meeting but would like to have access to this content, please contact Christina Tucker at c.tucker@ifpw.com and she can assist you with registration. Registration fees for virtual access are greatly reduced from IFPW's normal in-person registration fees so that everyone can view this important information.

IFPW 2021 GMM Available On-Demand Sessions

1.2 IQVIA Global Industry Review (with IQVIA Industry Expert Panelists) *Doug Long, VP of Industry Relations, Per Troein, VP Strategic Partners, EMEA, Eddy Gilissen, Sr. Director, Supplier Alliances, Max, Newton, Engagement Manager, Global Supplier and Association Relations, and Simon Tottman, Sr. Director, Supplier Relations (sponsored by GMM Diamond Sponsor IQVIA)*

1.3 Wholesalers' Roles During the Pandemic and the Future of Distribution *Doug Long, VP, Industry Relations, Steve Collis, Chairman, President & CEO, AmerisourceBergen, Ornella Barra, Chief Operating Officer, International Walgreens Boots Alliance, Keisuke Nakakita, Representative Director and CEO, Nakakita Yakuhin Co., Ltd., Elias Salomon, CEO, Farmacos Nacionales, and Brian Tyler, CEO McKesson Corporation (sponsored by GMM Gold Sponsor KNAPP AG)*

1.4 Keynote Address – Takeda Japan “Celebrating 240 Years: Unwavering Values” *Masato Iwasaki, Representative Director, Japan General Affairs, Takeda*

2.1 Message from Japan's MHLW *Shigeyuki Goto, Minister, Japan's Ministry of Health, Labour and Welfare*

2.2 Management Practices for Sustainable Growth *Isao Teshirogi, President & CEO, Shionogi*

2.3 New Service Opportunities around Medical Treatments in Aging Societies *Hitoshi Kimura, President & CEO, CRECON Research and Consulting, Hiroyuki Asawaka, Chairman, Japan Association of Health Industry Distributors, Yoshihiro Yasunaga, Director & General Manager of Sales Divisions, CYBERDYNE Inc. and Akira Muira, Counselor, Cabinet Secretariat, Office of Novel Coronavirus Disease Control (sponsored by GMM Silver Sponsors CRECON Research & Consulting and Encise Consulting)*

2.4 MSD's Growth Strategy – Opportunities and Challenges in Japan *Kyle Tattle, Representative Director, MSD K.K. (sponsored by GMM Silver Sponsor Merck Inc.)*

2.5 IQVIA Review of Japanese Market *Alan Thomas, Director of Thought Leadership, IQVIA Japan Group (sponsored by GMM Diamond Sponsor IQVIA)*

2.6 International Leadership Award *Mark Parrish, President, IFPW and Ken Suzuki, Chairman, The Federation of Japan Pharmaceutical Wholesalers, Chairman, IFPW, and President & Representative Director of VITALNET Inc.*

2.7 Introduction of New IFPW Chair and Next GMM and Closing *Mark Parrish, IFPW and Ornella Barra, Incoming Chairperson, IFPW, and Chief Operating Officer, International, Walgreens Boots Alliance.*

3.1 Global Supply Chain and How They are Protected

Mark Parrish, President, IFPW, Chip Davis, President, Healthcare Distribution Alliance, Monika Derecque-Pois, Director General, GIRP, and Per Troein, VP, Strategic Partners, EMEA, IQVIA (sponsored by GMM Exhibitor SSI Schäfer)

3.2 A Comparison of Pharmaceutical Wholesalers' Attributes Across Japan, US and EU *Masanobu Manabe, Board Member, The Federation of Japan Pharmaceutical Wholesalers*

3.3 Beyond Individual Services Creating Healthcare Ecosystems *Yusuke Fukujin, Representative Director and President, Alfresa, and Kirk Kaminsky, President, U.S. Pharmaceutical & Specialty Solutions, McKesson Corporation*

3.4 IFPW General Assembly and IFPW Foundation Update *Mark Parrish, President, IFPW and Chris Goetz, Executive VP & General Manager, IFPW*

3.5 The Use of IT and Blockchain in Pharma Distribution within Southeast Asia *Mark Parrish, President, IFPW and Daniel Laverick, VP, Head of Digital & Data Solutions, Zuellig Pharma*

IFPW is grateful to its many sponsors, exhibitors, the staff of the Japan Federation of Pharmaceutical Wholesalers, The IFPW Board of Directors and the many individuals without whose unwavering support, this year's General Membership Meeting would not have been possible. We look forward to seeing you in 2022 at the CEO Roundtable in NYC and the GMM in Milan, Italy !