



TOKYO 2020

2020 GENERAL MEMBERSHIP MEETING
SPONSORSHIP OPPORTUNITIES

14- 16 October 2020 | The Palace Hotel | Tokyo, Japan

Join Us for the IFPW 2020 General Membership Meeting

IFPW's General Membership Meeting (GMM) will return to the Asia. Surrounded by the iconic Imperial Palace Gardens, the Palace Hotel Tokyo is a haven of hospitality – serene and refined, and imbued with understated luxury throughout, providing the perfect backdrop for our IFPW 2020 General Membership Meeting.



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 2020, our bi-annual IFPW General Membership Meeting returns to Asia and will be held in Tokyo, Japan. We expect over 300 attendees - representing wholesalers, manufacturers and 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 elevate your company's profile. We hope you will consider sponsoring or exhibiting and look forward to welcoming you to Tokyo in October of 2020!

Ken Suzuki
IFPW Chairman
Chairman of VITAL-NET

Ornella Barra
IFPW Vice Chairman
Co-COO of Walgreens Boots Alliance



IFPW 2018 General
Members Meeting sponsors
included:

Accenture
Allergan
AmerisourceBergen
Amneal
AstraZeneca
Bayer
Biogen
Boehringer Ingelheim
Cardinal Health
Cognizant
Crecon Research & Consulting
Cubixx Solutions
EY
Genentech
GlaxoSmithKline
HDA
Ingenus
IQVIA
KNAPP AG
Lupin Pharmaceuticals
McKesson
Merck
Mylan
Oracle
Prasco
Sandoz
SSI Schäfer
Upsher-Smith Laboratories
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 2020 GMM will begin on October 14th 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 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 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.)



2020 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:

Thursday's Business Session AM	\$25,000
Thursday's Business Session PM	\$25,000
Friday's Business Session AM	\$25,000
Friday's Business Session PM	\$25,000

Coffee Breaks:

Thursday AM	\$10,000
Thursday PM	\$10,000
Friday AM	\$10,000
Friday PM	\$10,000

Lunches:

Thursday	\$25,000
Friday	\$25,000

Social Functions:

Chairman's Reception & Dinner	\$50,000
Welcome Reception & Dinner	\$75,000
Gala Reception	\$25,000
Gala Dinner	\$100,000
Post-Gala After-Party	\$10,000

Conference Items:

Padfolio	\$10,000
Delegate Bags	\$10,000
Delegate Gifts (multiple options)	\$10,000(ea)
Branded Lanyard	\$10,000
Branded Pens	\$10,000
Conference Mobile App	\$15,000
Meeting Wifi - Thursday	\$10,000
Meeting Wifi - Friday	\$10,000
Hotel Room Keys	\$5,000

Become an exhibitor.

IFPW's GMM offers not only an opportunity to hear the insight and perspectives of industry leaders, but also offers a showcase of solutions to challenges in manufacturing, technology, equipment, communication, warehousing, and distribution 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% multinational pharma manufacturers. 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 exceptional networking opportunities.

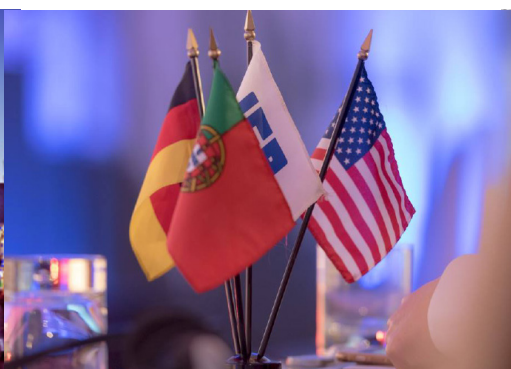
Over the years, IFPW has strived to provide industry speakers with keen insight into the ever-changing pharmaceutical marketplace landscape. Time and again, attendees have expressed their satisfaction in a business agenda designed to make the most of their participation.

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. Recent event locations include:

2018	Washington, DC	2012	Cancun, Mexico
2016	London, England	2010	Seoul, South Korea
2014	Beijing, China	2008	Dublin, Ireland

This year's meeting in Japan promises to be one of the most timely and dynamic meetings. We expect as many as 400 delegates from all four regions of the world.



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
 Visa Mastercard
 American Express

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

Credit card #:
Exp. Date: Security Code:
Name of cardholder:
Amount of payment:
Cardholder signature:

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"/> Thursday Bus. Session AM	\$25,000
<input type="checkbox"/> Thursday Bus. Session PM	\$25,000
<input type="checkbox"/> Friday Business Session AM	\$25,000
<input type="checkbox"/> Friday Business Session PM	\$25,000

Coffee Breaks:

<input type="checkbox"/> Thursday AM	\$10,000
<input type="checkbox"/> Thursday PM	\$10,000
<input type="checkbox"/> Friday AM	\$10,000
<input type="checkbox"/> Friday PM	\$10,000

Lunches:

<input type="checkbox"/> Thursday	\$25,000
<input type="checkbox"/> Friday	\$25,000

Social Functions:

<input type="checkbox"/> Chairman's Reception & Dinner	\$50,000
<input type="checkbox"/> Welcome Reception & Dinner	\$75,000
<input type="checkbox"/> Gala Reception	\$25,000
<input type="checkbox"/> Gala Dinner	\$100,000
<input type="checkbox"/> Post-Gala After Party	\$10,000

Conference Items:

<input type="checkbox"/> Padfolio	\$10,000
<input type="checkbox"/> Delegate bags	\$10,000
<input type="checkbox"/> Delegate Gifts (multiple options)	\$10,000(ea)
<input type="checkbox"/> Branded lanyard with logo	\$10,000
<input type="checkbox"/> Branded pens	\$10,000
<input type="checkbox"/> Conference mobile app	\$15,000
<input type="checkbox"/> Meeting Wifi - Thursday	\$10,000
<input type="checkbox"/> Meeting Wifi - Friday	\$10,000
<input type="checkbox"/> Room Key Cards	\$ 5,000

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 custom sponsorship package that best showcases your organization.

Additional Exhibit Pkg. 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
10569 Crestwood Drive | Manassas, VA 20109 | US +1 703 331 3714

