

Special Issue

THE 2018 GENERAL MEMBERSHIP MEETING

Industry Leaders Highlighted in this Year's GMM Business Program

This year's theme "Partners in Efficient Healthcare Delivery" drives home the important role pharmaceutical wholesale distributors play with their fellow healthcare stakeholders in today's ever-changing landscape. Since IFPW's 2016 General Membership Meeting, the pharmaceutical industry has seen significant changes – from new products and pricing dynamics to new competitors to new technologies – and accompanied by unprecedented levels of patient involvement and awareness. With companies exploring new models and new entrants into the healthcare arena from other sectors, wholesalers around the world are working to understand how these changes will affect the way they do business, and how to best leverage their position and value to their greatest advantage.

IFPW's 2018 Business Program looks at these challenges and concerns, as well as the critically important relationship between pharmaceutical manufacturers and wholesale distributors. Topics such as technology and its effect on healthcare going forward, and disruptive forces in the pharmaceutical industry will highlight the program and give insight into how today's pharmaceutical executives can best address these challenges to benefit patients, their business relationships within the supply chain, and the company's bottom line.

The meeting kicks off the morning of October 11th with IQVIA's global outlook on the pharmaceutical industry with emphasis on the pharmaceutical wholesaler, and what today's wholesalers can expect in regards to pharmerging markets, pharma's key areas of growth, specialty medicines and biologics (and their effect on the overall drug market) as well as other forces which will impact the industry into 2019 and beyond.

Senior executives from some of the leading pharmaceutical manufacturers such as Biogen, Mylan, and Sandoz, among others will offer their perspectives on the relationship between manufacturer and wholesaler, and how companies can work together more effectively to achieve their collective goals.

We will also look at new technologies in healthcare, including one of today's rising industry disruptors, drone technology, and how it could impact the supply chain as we know it especially in third world countries where the supply chain is difficult at best.

Several interesting panel discussions will be incorporated into the business program, covering topics such as how companies are responding to the global goals set forth by the United Nations' "Sustainable Development Goals" and how companies are building their own corporate social responsibility programs to achieve these goals. In addition, the CEO's from the U.S. "Big Three" pharmaceutical wholesalers will give their overview of the industry

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In Brief...

- ♦ According preliminary survey data released by the **Federation of Japan Pharmaceutical Wholesalers (JPWA)**, member firms saw their sales level off in FY2017, with a slight rise of 0.8% year over year. The flat sales were attributed to dwindling sales of Hepatitis C drugs as well as continuing inroads of generics into the market. The survey included 53 JPWA members. Operating profit grew 0.93%, and ordinary profit rate up 1.39%. **Crecon Research and Consulting** also reported a 4.6% drop in ethical drug sales in June versus the same month the previous year. Sales suffered due to the biennial price revision implemented in April, and relentless erosion of the market as generics continue to replace off-patent originator drugs.

- ♦ After nearly two years, **Teva Pharmaceuticals** won approval for its generic version of **Mylan's** high-successful *EpiPens*. The approval was given after manufacturing issues made Mylan's epinephrine injectables difficult to find, leaving some parents of children with life-threatening allergies worried. The Teva generic injectable pens are approved for the emergency treatment of allergic reactions, including anaphylaxis in adults and children weighing more than 33 lbs.

- ♦ E-commerce giant **Amazon** has hired high-powered cardiologist, *Dr. Maulik Majmudar* to join its team as the company continues efforts to make inroads in the healthcare space. Dr. Majmudar leaves his position as associate director

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A Social Program to Remember

Spectacular Venues, Unforgettable Entertainment and Sumptuous Offerings Await This Year's Attendees

Get ready to experience some of Washington, D.C.'s most iconic and captivating landmarks as the 2018 General Membership Meeting kicks into high gear! This year's venues offer spectacular and sweeping views of the National Mall while you enjoy sumptuous food and drinks that celebrate the best of American cuisine.

The 2018 GMM Social Program begins on the evening of October 10th the invitation-only Chairman's Dinner, hosted by IFPW's Chairman and Board of Directors, and sponsored by AmerisourceBergen. Speakers, sponsors and VIP guests will be treated to hors d'oeuvres and signature cocktails in the beautiful Franklin Room at the Trump International Hotel, followed by a three-course dinner in the hotel's stunning Lincoln Library where attendees will have the opportunity spend some time relaxing after everyone's long international flights.

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2018 Business Program (cont.)...

and where they see the wholesale sector heading in the world's largest market (and beyond). NACDS' president will also lead a panel of top retail pharmacy executives to discuss the role of pharmacy in today's U.S. healthcare system and finally IFPW's members will also participate in a moderated panel discussion aimed at giving clarity and insight into wholesale distribution markets around the world.

Other sessions feature speakers cover a wide range of subjects, including the role of the International Red Cross and Red Crescent, big data, and a presentation on the U.S. political landscape and how the upcoming elections might impact the healthcare industry domestically and abroad.

For more information and updates, please visit www.ifpw.com/meetings/2018GMM. The meeting mobile app will be available for download later in September.

The Accompanying Persons' Program, from Lincoln's Last Day to a Private Showing At Dior

This year's Accompanying Persons' Program offers a diverse and fabulous daily itinerary that will have something for everyone, from a detailed history of one of the most famous U.S. Presidents to shopping at world-renowned designer boutiques in the heart of the Nation's Capital. Each day will begin in the hotel lobby at approximately 9:30 a.m. where guests will board motor coaches to be whisked off to their daily destinations.

The Lincoln Experience: Exploring D.C. through Lincoln's footsteps, guests will start off the first day with a visit to Ford's Theatre, the historical landmark where the President was shot. The tour allows guests to experience firsthand the moments that led up to Lincoln's assassination including the boarding house across the street where his body was carried to after he was shot. Afterwards, guests will have lunch at Lincoln Restaurant, with its distinctive interior design which includes a lit Emancipation Proclamation of the back wall. After lunch, the last stop will be the Lincoln Memorial, where guests will have the opportunity to climb the marble steps to view the breathtaking statue of the U.S.' sixteenth President.

Day Two begins with Blossoms, Nibbles and Shopping Oh My! Start the day with a ride across the mall to tour the beautiful United States Botanic Gardens, a living plant museum, right in the heart of the city's National Mall, and close to the U.S. Capitol. Guests will have the option of enjoying a guided tour of the Conservatory or exploring on their own in the National Gardens. Afterwards, guests will enjoy a lovely afternoon at City Center DC, Washington's premier shopping area. First stop is lunch at Fig & Olive, a Mediterranean oasis with a light and airy ambiance. Following a delicious meal, guests will start off at Dior with a little Champagne, while the brand ambassador introduces guests to the current styles and most popular trends! Afterwards, guests will be on their own to shop until they drop, whether they're in need of a new bag at Louie Vuitton, a coveted piece of jewelry at David Yurman or perhaps a chic scarf from Hermes. Whatever the taste or style, there is something for everyone!

Accompanying persons can be registered through IFPW's registration system. To register, or to add a guest to your registration, visit www.ifpw.com/meetings/2018GMM/regonline.htm.

2018 Social Program (cont.)...

The American Pharmacists Association's rooftop terrace will serve as an incredible venue for this year's Welcome Reception and Dinner, sponsored by AmerisourceBergen, Cardinal Health and McKesson. With stunning views of Washington's most memorable landmarks from the Lincoln Memorial to the U.S. Capitol, guests will connect with old friends and meet some new faces as they enjoy light jazz music and delicious offerings that feature some beloved food that is uniquely American. Transportation to the venue and back to the hotel will be provided.

The social program culminates on Friday night with the Gala Reception and Dinner, followed by an After-Gala Celebration. While 2016's venue at Hintze Hall in the London Natural History Museum proved to be one of IFPW's most memorable locations, this year's venue in the Rotunda of the U.S. Library of Congress will be equally impressive. Guests will be transported to the Library of Congress by trolley. Once there, they will also have an opportunity to take a guided tour of some of the Library's treasures. The Gala Reception, sponsored by Mylan, will be held on the Library's lower level rotunda and be followed by dinner and entertainment on the 2nd floor, offering incredible views of the U.S. Capitol and surrounding areas. The Gala dinner is sponsored by diamond level sponsor IQVIA, with the entertainment portion of the evening sponsored by Accenture. Afterwards, guests will be whisked back to the Trump International Hotel for cocktails and dancing in the hotel's Franklin Room. The after-gala celebration is sponsored by Allergan.

IFPW's social program is always a highlight of the General Membership Meeting. We look forward to seeing everyone in D.C. and renewing friendships in such an enjoyable setting.

In Brief (cont.)...

of the healthcare transformation lab at Massachusetts General Hospital where he focused on improving the healthcare experience for patients by integrating technology. Majmudar said he accepted the opportunity in hopes of "making a truly meaningful impact on the health and wellbeing of hundreds of millions of individuals throughout the world."

- ◆ In its latest move to expand its presence in the retail pharmaceutical arena, **Alibaba's health unit, Alibaba Health Information Technology Ltd.** announced a total investment of US\$121 million in a pharmacy retail chain **Guizhou Ensure Chain Pharmacy Company Ltd.** It also agreed to contribute an additional US\$59 million to increase Guizhou's capital. Eventually Alibaba health will hold 25% of the company, according to the Hong Kong Exchange. Guizhou operates over 1,000 pharmacy stores in China and recorded a net profit of US\$9.6 million in 2017 and increase of 65% over 2016.

- ◆ China's medical insurance administration announced that it will lower the prices of 14 cancer drugs and instructed provincial-level drug-procurement platforms to follow the new pricing standard by month's end. **The National Healthcare Security Administration** said that patients can expect to purchase these 14 drugs at a lower cost after September. The decision was based on a recent circular on the adjustment of medical insurance reimbursement and procurement pricing.

(Sources: China Money Network, CNBC, FiercePharma, Fox Business, Pharma Japan and Reuters)



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of the 2018 General Membership Meeting...**



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