



## *Introduction and Invitation*

### **Pharma Delegates 40th Healthcare Seminar "Trends and views in CXO industry"**

**Friday, July 5, 2024**

**Tokyo America Club**

Dear Pharma Delegates Member,

Join us for an engaging and insightful experience at the Pharma Delegates 40th Healthcare Seminar on July 5, 2024, held at the Tokyo American Club in Azabu. This year's theme, "Trends and Views in the CXO Industry," is designed to spark your reflection and foster stimulating discussions among industry leaders and professionals.

The program begins at 13:00 and will end at 17:35.

**Theme:**

**"Trends and views in CXO industry"**

The seminar will feature comprehensive sessions covering the latest issues and mid- to long-term perspectives in the CRO, CSO, and CDMO industries. Esteemed speakers from renowned organizations will share their expertise, offering deep dives into the current landscape and future trends. Additionally, a dynamic panel discussion will explore critical topics such as the impact of globalization, technology disruption, and strategies for recruiting and retaining talent in outsourcing.

Beyond the formal presentations, the seminar offers invaluable networking opportunities. Engage with peers, share insights, and build connections that can drive your professional growth. The day will conclude with the Pharma Delegates Annual General Meeting and a Gala Dinner, providing a relaxed setting to continue conversations and celebrate the day's insights.

Don't miss this chance to be part of a landmark event that combines cutting-edge knowledge with strategic networking. Secure your spot today and contribute to the future of the healthcare industry!

Thank you for your support of Pharma Delegates activities throughout the year. It has been a pleasure and honor to serve this term as Chairperson of this organization.

We hope you can also network with your Pharma Delegates colleagues at this event.

Sincerely,

***Sohta Yamaguchi***

**Chairperson**

**Pharma Delegates**

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## Program

**Pharma Delegates 40th Health Care Seminar**  
**“Trends and views in CXO industry”**  
**Friday, July 5, 2025**  
**Tokyo American Club**

13:00	Reception open
13:25 – 13:30 (05’)	Opening Remarks and Introduction of Program Sohta Yamaguchi, Chairperson, Pharma Delegates
<b>Plenary Session</b>	
13:30 – 14:30 (60’)	<b>CRO Industry - current issues and mid- to long-term perspectives</b> <ul style="list-style-type: none"> <li>- From Japan CRO Association (Clinical trial phase)</li> <li>- Axcelead Drug Discovery Partners (Drug Discovery phase)</li> <li>- Signant Health (Technologies supporting for Clinical trial)</li> </ul>
14:30 - 14:40 (10’)	Coffee Break
14:40 – 15:40 (60’)	<b>CSO Industry - current issues and mid- to long-term perspectives</b> <ul style="list-style-type: none"> <li>- From Japan CSO Association (Industry Trends)</li> <li>- Syneos Health (Overseas cases)</li> </ul>
15:40 – 16:40 (60’)	<b>CDMO Industry - current issues and mid- to long-term perspectives</b> <ul style="list-style-type: none"> <li>- From Japan CMO Association</li> <li>- Fujifilm (TBD)</li> </ul>
16:40 - 16:50 (10’)	Coffee Break
16:50 – 17:30 (40’)	<b>Panel Discussion with Speakers and Audience Participation</b> <ul style="list-style-type: none"> <li>• Outsourcing and the impact of globalization</li> <li>• Outsourcing: a solution to drug lag/loss in Japan?</li> <li>• Outsourcing and technology disruption</li> <li>• Recruiting and retaining talents in outsourcing</li> </ul> <p>All speakers Moderator: Mr. Philippe Auvaro</p>
17:30 – 17:35 (05’)	<b>Closing Remarks</b>
<b>Adjourn of the Healthcare Seminar</b>	
17:40 – 18:00	<b>Pharma Delegates Annual General Meeting / Cocktail</b>

(20')	
18:00 – 20:00	<b>GALA Dinner</b>

- Please note that no lunch meal will be provided at this special seminar.
- Some presentations and Panel Discussion will be conducted in Japanese and will not be simultaneously translated. Instead, translation into English will be subtitled on screen using automatic translation.

### **Seminar Fees and Payment Information:**

Pharma Delegates Member	JPY 15,000
Visitor from Member Company	JPY 15,000
Visitor from Non-member Company	JPY 20,000

Visitor attendance fee should be paid **by July 4, 2024 via bank transfer** to the following account.

Account Name: PHARMA DELEGATES  
(or ファーマ デレゲーツ in Katakana)

Account number: 0531162 (Toza -Checking account 当座預金)

Bank Name: SMBCTRUSTBANK, Kobe Branch  
(SMBC 信託銀行 神戸支店)  
(Tel: 078-265-2415)

\* Not Sumitomo Mitsui Trust Bank 三井住友信託銀行ではございません

\* Please kindly bear the bank remitting charges concerned with yourself.

**Cancellation policy:** Any cancellation of attendance should be informed to the Secretariat:  
[secretary@pharmadelegates.jp](mailto:secretary@pharmadelegates.jp)

Cancellations received **after June 30, 2024** shall be charged in full.



## Registration

**Pharma Delegates 40th Health Care Seminar  
"Trends and views in CXO industry"  
Friday, July 5, 2024  
Tokyo America Club**

Please fill in the registration information below and return it  
**by , Sunday, June 30, 2024.**

WILL ATTEND:

WILL NOT ATTEND

**ATTENDANCE PRIORITY** (Please enter number of attendees in appropriate category)

	<u>Program Fee</u>
( ) Pharma Delegates Member	JPY 15,000
( ) Visitor from Member Company (subject to space availability)	JPY 15,000
( ) Visitor from Non-member Company (subject to space availability)	JPY 20,000

Please see the Seminar Logistics document for payment submission information.  
Please notify attendance or cancellation to the Pharma Delegates Secretariat.  
Cancellations received **after July 1, 2024** shall be charged in full.

**Member Company**

Name (Member)	
Company	
E-mail address	
Substitute attendee Name	
Visitor Name	
Visitor Name	
Visitor Name	

Invoice	Need ( ) Need by PDF ( ) • No Need ( )
Receipt	Need ( ) Need by PDF ( ) • No Need ( )



**Non-member Company**

Visitor Name	
Company Name	
E-mail address	

Invoice	Need ( ) • No Need ( )
Receipt	Need ( ) • No Need ( )

**Please return no later than Sunday, 30, 2024 to:**

**Ms. Chiyuno Shimada, Pharma Delegates Secretariat**

**Email: [secretary@pharmadelegates.jp](mailto:secretary@pharmadelegates.jp)**

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**Pharma Delegate 2023/2024 Term Gala Dinner  
July 5, 2024  
Tokyo American Club**

Room: Manhattan 3  
Time: 18:00 - 20:00

**Agenda:**

18:00	Opening Remarks and Introduction of New Officers
18:05	Dinner
20:00	Closing Remarks

*Registration*

Please complete the registration form below and return it to the Pharma Delegates Secretariat via email: [secretary@pharmadelegates.jp](mailto:secretary@pharmadelegates.jp) **by 30, June , 2024.**

**Gala Dinner** from 18:00 at Brooklyn

(    ) WILL ATTEND                      (    ) WILL NOT ATTEND

Member Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Substitute attendee Name : \_\_\_\_\_  
Visitor Name (from Member Company): \_\_\_\_\_  
Visitor Name (from Member Company): \_\_\_\_\_

Visitor Name (from Non-member Company): \_\_\_\_\_  
Visitor Name (from Non-member Company): \_\_\_\_\_  
Company: \_\_\_\_\_

Name of the partner: \_\_\_\_\_

**Fee for Gala Dinner:**

Pharma Delegates Members: No Charge  
Pharma Delegates Members' partner: ¥ 5,000  
For Visitors from a member company: ¥10,000  
For Visitors from a non-member company: ¥15,000

**Please check that you wish**

Gala Dinner fee Payment	<ul style="list-style-type: none"><li>• <input type="checkbox"/> Bank remittance (Bank Info: Same as Seminar fee.)     Invoice (Need • No need)     Receipt (Need • No need)</li> <li>• <input type="checkbox"/> Door side ( Cash Only. A receipt will be issued.)</li></ul>
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**Cancellations received [after July 1, 2024](#) shall be charged in full.**