

Who should join ASMI?

Associate members are companies that supply goods or services to the non-prescription medicines industry and includes agencies, firms and consultants.

Associates are not voting members, but they do enjoy all of the other benefits of ASMI membership and can become members of ASMI subcommittees, working groups and teams.

**** Ordinary members** is held by sponsors who have AUST R or AUST L products listed on the TGA's ARTG.

Current ASMI Members (February 2016):

Ordinary Members	Associate Members
Allergan Australia Pty Ltd	Aker BioMarine Australasia
Apotex Pty Ltd	Archer Emery & Associates
Aspen Pharmacare	Australian Pharmaceutical Publishing Co. Pty Ltd (APPCo)
Baxter Laboratories	Capital K Consulting
Bayer Healthcare Consumer Care	Contract Pharmaceutical Services of Australia P/L
Biological Therapies Pty Ltd	Corrs Chambers Westgarth
Boehringer Ingelheim Pty Ltd	Cube
Church & Dwight Australia	Diamond Focus Solutions
Combe Asia Pacific Pty Ltd	Douglas Pharmaceuticals
Ego Pharmaceuticals Pty Ltd	Dermatest Pty Ltd
Endeavour Consumer Health	Engel, Hellyer & Partners Pty Ltd
Ensign Laboratories Pty Ltd	Foresight Communications
Galderma Australia	Graham Perl Consulting
GlaxoSmithKline Consumer Healthcare	Healthshare Pty Ltd
HealthOne Pty Ltd	Healthy Thinking Group/ H&T
H W Woods Pty Limited	iLearning Group
Johnson & Johnson Pacific Pty Ltd	IMS Health Australia Pty Ltd
Nestle Australia Ltd	Insync
Perrigo Australia (Orion Laboratories)	IRI- Aztec Australia
Pfizer PFE Australia PTY Ltd	Lindsay Forrest Consultant
RB	Lipa Pharmaceuticals Ltd
Takeda Pharmaceuticals Australia	Nielsen Australia
	Pathway International Pty Ltd
	Ruth Kendon Pty Ltd/ The Haven
	Natural Therapies
	Sudler & Hennessey
	Sue Akeroyd & Associates
	TVSN
	UrsaClemenger
	Ward6
	Xena Technologies

Cost

ASMI associate membership subscription is now based on the number of employees in your company:

- Individual \$1500 + GST
- Small company (2-5 employees) \$3000 + GST
- Medium-Large companies (6+ employees) \$4500 + GST

How do I join?

1. Contact David for an application at David@asmi.com.au
2. Email completed application to David at David@asmi.com.au
3. ASMI Committee of Management reviews your membership application
4. If accepted, you will receive a welcome email with important information on your membership and a welcome packet with:
 - a. a letter from the Executive Director and President of ASMI welcoming you to ASMI
 - b. Membership certificate
 - c. ASMI Code
 - d. ASMI Rules
 - e. Most recent annual report

"It puts us at the table – to hear and participate in industry matters" – an associate member on ASMI membership

For more information

For more information about ASMI membership and/or to book a presentation on the benefits of membership to your management team: contact David Low at David@asmi.com.au or call (02)9922 5111



Suite 2202, Level 22 141 Walker St, North Sydney NSW
2060 Ph: 02 9922 5111 | Fax: 02 9959 3693
www.asmi.com.au



ASMI Membership
*Connect with industry
through associate
membership*

Who is the Australian Self Medication Industry



Inc. (ASMI)?

The Australian Self Medication Industry Inc. (ASMI) is the peak body representing manufacturers and sponsors of OTC and complementary medicines in Australia.

Our purpose is to represent the best interests of our members through negotiation, debate and co-operation with a wide range of stakeholders in our own region and around the world. We also gather the most current information and intelligence from diverse sources and disseminate it to our members to alert them to potential issues that may affect their product or the market.

Since its establishment in 1974, the Association has focused its efforts on supporting the progress and development of the non-prescription medicines industry.

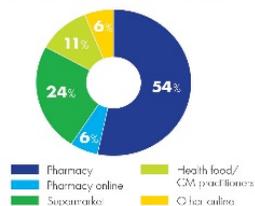
The Growing Non-Prescription Medicines Industry

The non-prescription medicines market covers a wide range of categories and products, all of which aim to improve some aspect of health or wellbeing.

Basic Statistics*

- Contributes approximately \$2.1 billion toward local manufacturing*
- Exports approximately \$1 billion p.a.* and growing
- Approximately 16,000 registered (AUST R) and listed (AUST L) products registered on the market*
- Every \$1 spent on the top 8 non-prescription product categories saves the Australian economy \$4.*

Retail channels of distribution
Non-Prescription Products – retail channel share



*Source: ASMI Non-Prescription Products – Industry Overview report

Why Join ASMI?

ASMI provides the opportunity for you to connect with individuals in the non-prescription medicines industry through a variety of programs including:

- **Networking** - ASMI Associate Members can meet their clients and/or potential clients at events throughout the year with the key decision makers of the majority of the brand owners in our industry.



- (see list of current ASMI Members at <http://www.asmi.com.au/about/ASMI-Members.aspx>)
 - The ASMI Annual Conference regularly attracts over 300 delegates from across the non-prescription medicines industry.
 - Executive Round Tables provide an opportunity to meet key stakeholders, including politicians, retailers and regulators, in a small forum in both Melbourne and Sydney.



- **Training and Education** – ASMI provides training and education opportunities for our members and associate members can participate through:
 - Member Seminar Series – attend and network, or provide training on a subject matter of interest to our ordinary members
 - Discounted fees for ASMI Online induction program (4-6 hours of self-directed online learning) – familiarise you with the non-prescription medicines industry in Australia covering healthcare regulations, medicine scheduling, marketing and advertising regulations and give you a broader understanding of the healthcare system, the

pharmacy environment and the role ASMI plays in the industry.

- Discounted registration fees for ASMI's Annual Conference (www.asmi.com.au/events)
- **Communication** – Utilise ASMI's various communication channels (newsletters, email alerts, seminars and networking opportunities) to communicate with your customers and potential customers and develop your business in the industry. As well as stay informed on industry matters through:
 - Regular newsletters, containing industry news and regulatory & scientific information from Australia and from around the world.
 - Email Alerts -When important developments occur, ASMI issues newsflashes via email.
 - The members-only areas of the website contain a wealth of regulatory, industry and marketing information.
- **Industry level decision making through committee involvement** – All members of ASMI can get involved in industry decision making through our internal subcommittees and teams which cover regulatory (contributes to policy, regulatory change, positioning), advertising, sales and marketing (training & development programs, events and industry awards) & political/stakeholder management/policy.
- **Supporting Industry**
Show your support of the non-prescription medicines industry through your corporate brand and promote your position as an industry leader through your membership and participate in the exciting programs it has to offer.



"For me ASMI is a networking vehicle and a way of staying up to date with issues in the industry. I had been on the periphery and I wanted to build up my knowledge base and reignite old networks." – An associate member on ASMI membership