PHARMA AERO

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Making a pharma partnership work

Nathan De Valck
Chairman Pharma.Aero
Cargo Product manager – Brussels Airport

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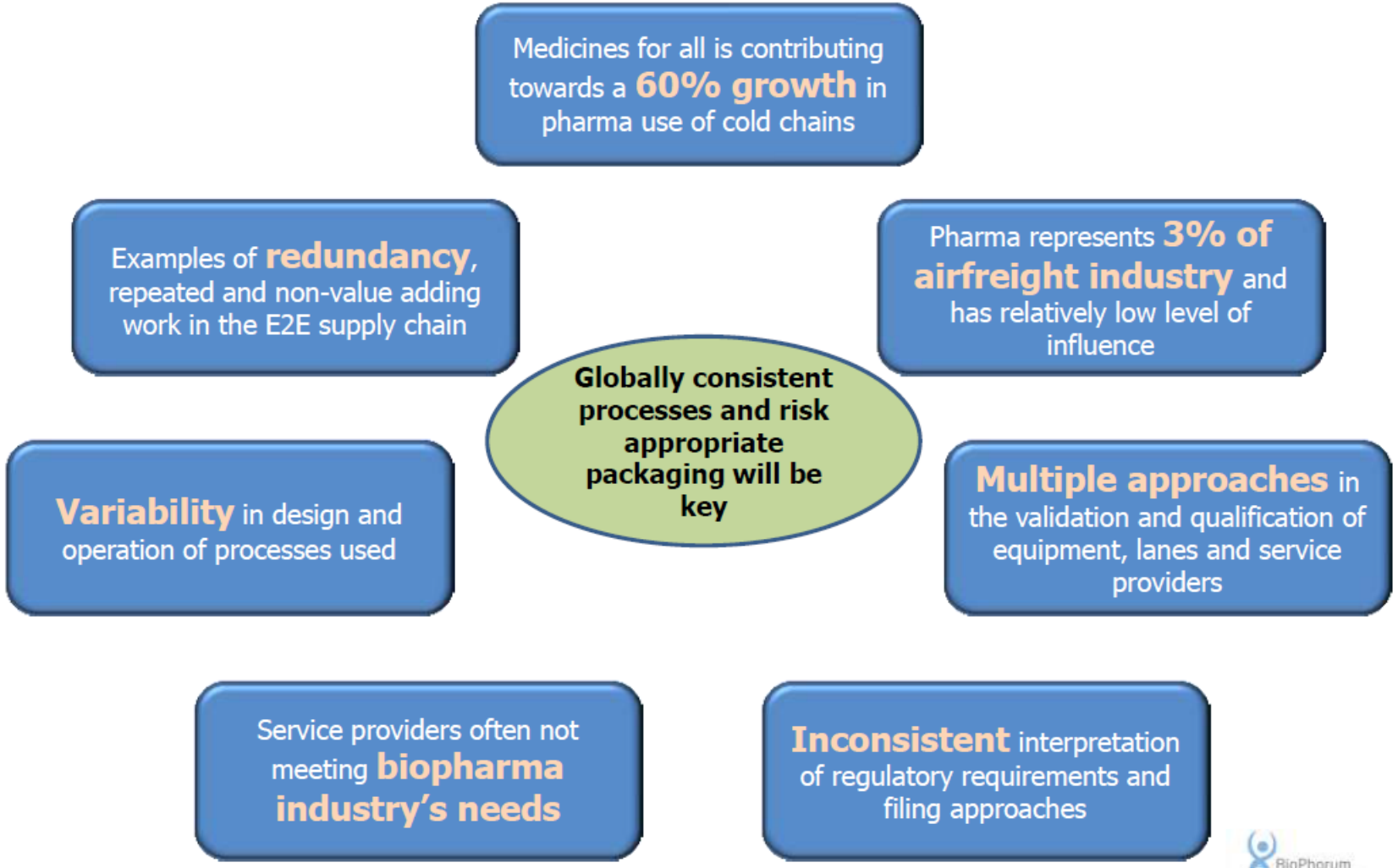
Industry Context

- Shippers expect their pharmaceutical shipments to be delivered uncompromised and at the right quality via airfreight and its global supply chain.

- As an industry we are at risk of losing this trust if we cannot evolve to address the following pressures

Industry Context

Transport & Warehousing challenges: From a shippers' perspective



Industry Context

What we need to do

- Create collaborative, value adding partnerships across the whole air cargo supply chain
- Leverage networks to achieve the desired end-state
- Raise the competence of staff across whole supply chain
- Learn from other stakeholders and industries
- Define and adopt required standards globally

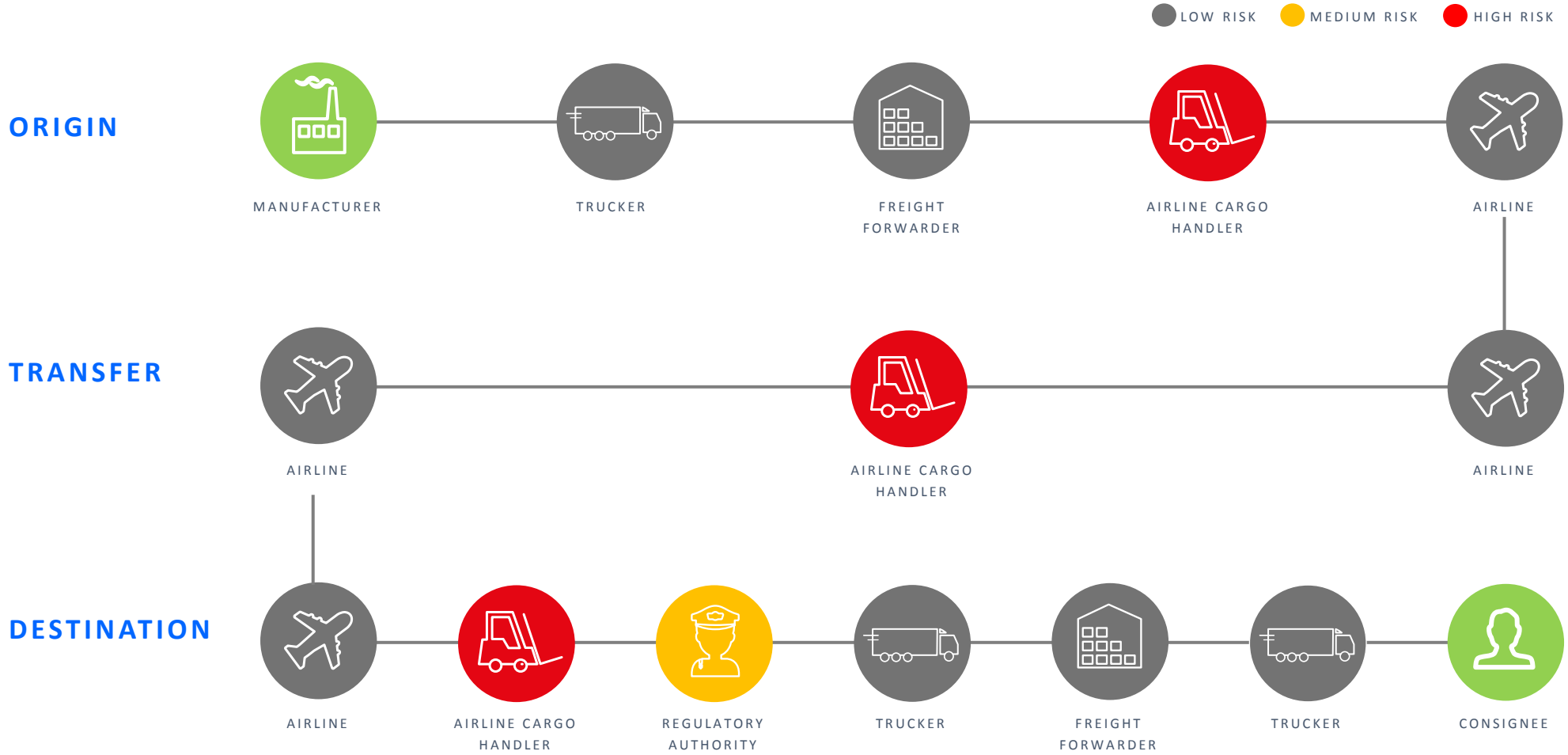
Industry Context

ACCELERATING the rate of maturity of the industry through collaboration

- End-to-end focus
- Achieved through collaboration with all key stakeholders:
  - Airport operators
  - Pharmaceutical manufacturers
  - All Air Cargo Industry service providers
  - Solution providers
  - Regulatory Agencies

Industry Context

Temperature Excursions – Where do they occur?



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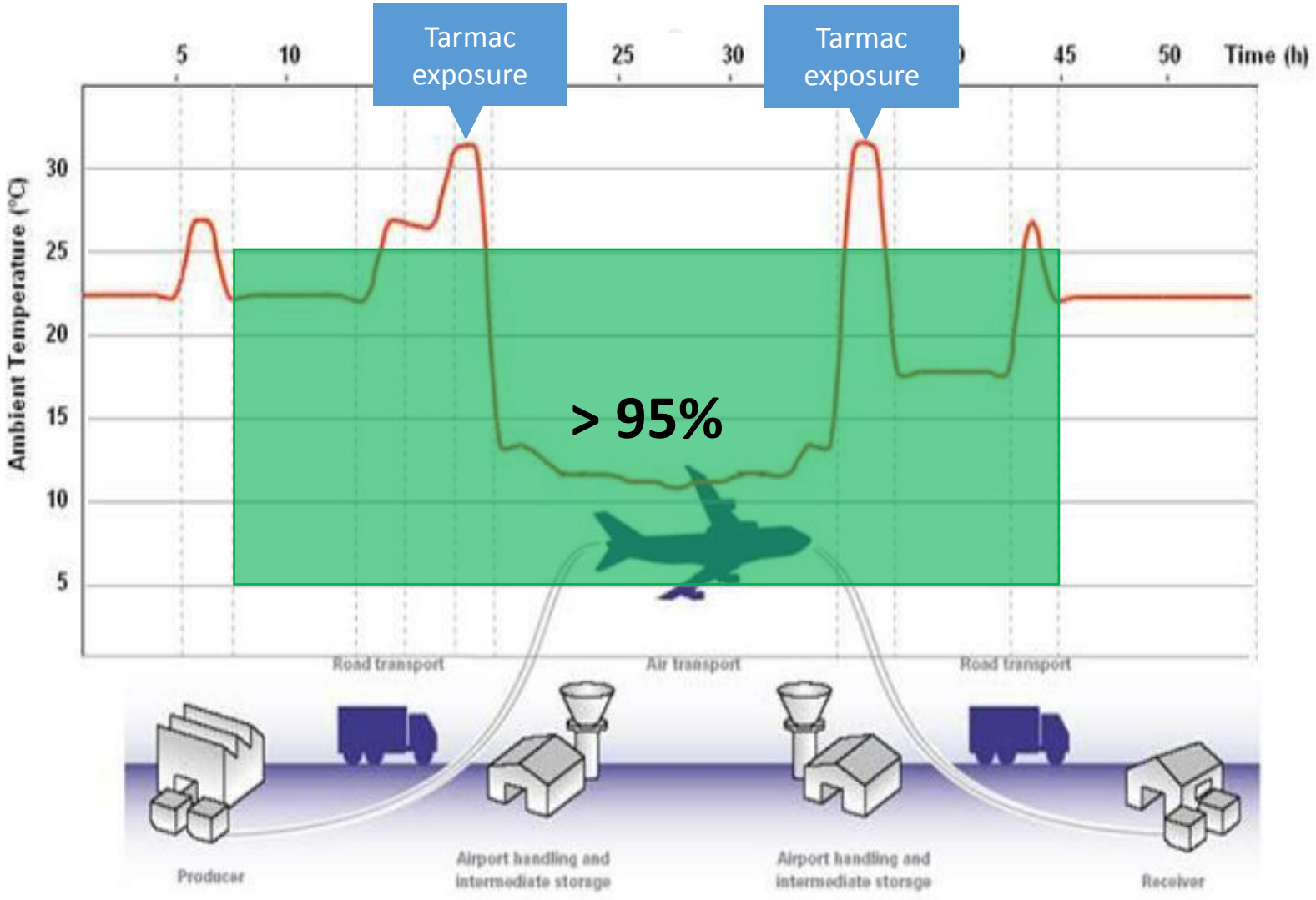
Collaboration with all key stakeholders



How did we start?

Collaboration within an airport cargo community

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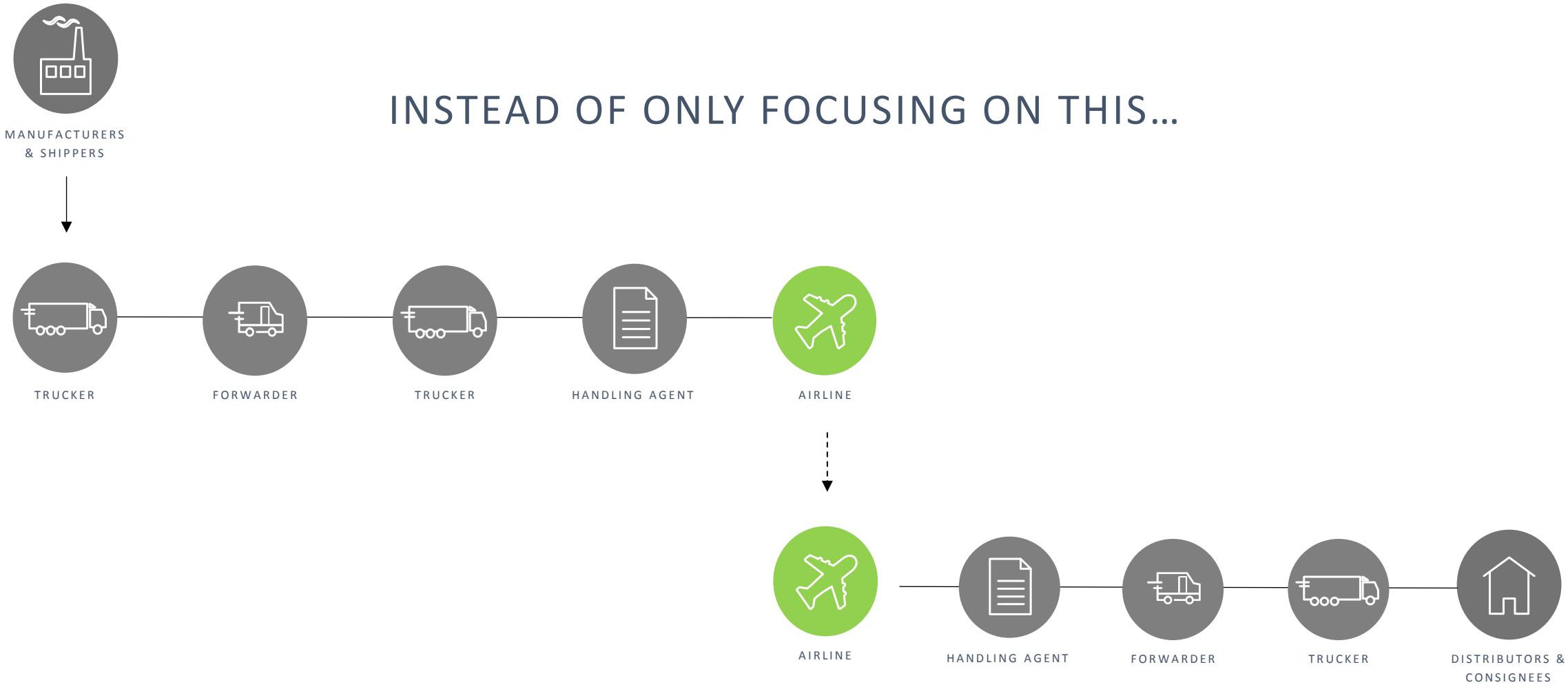
Community approach

Collaboration within an airport cargo community



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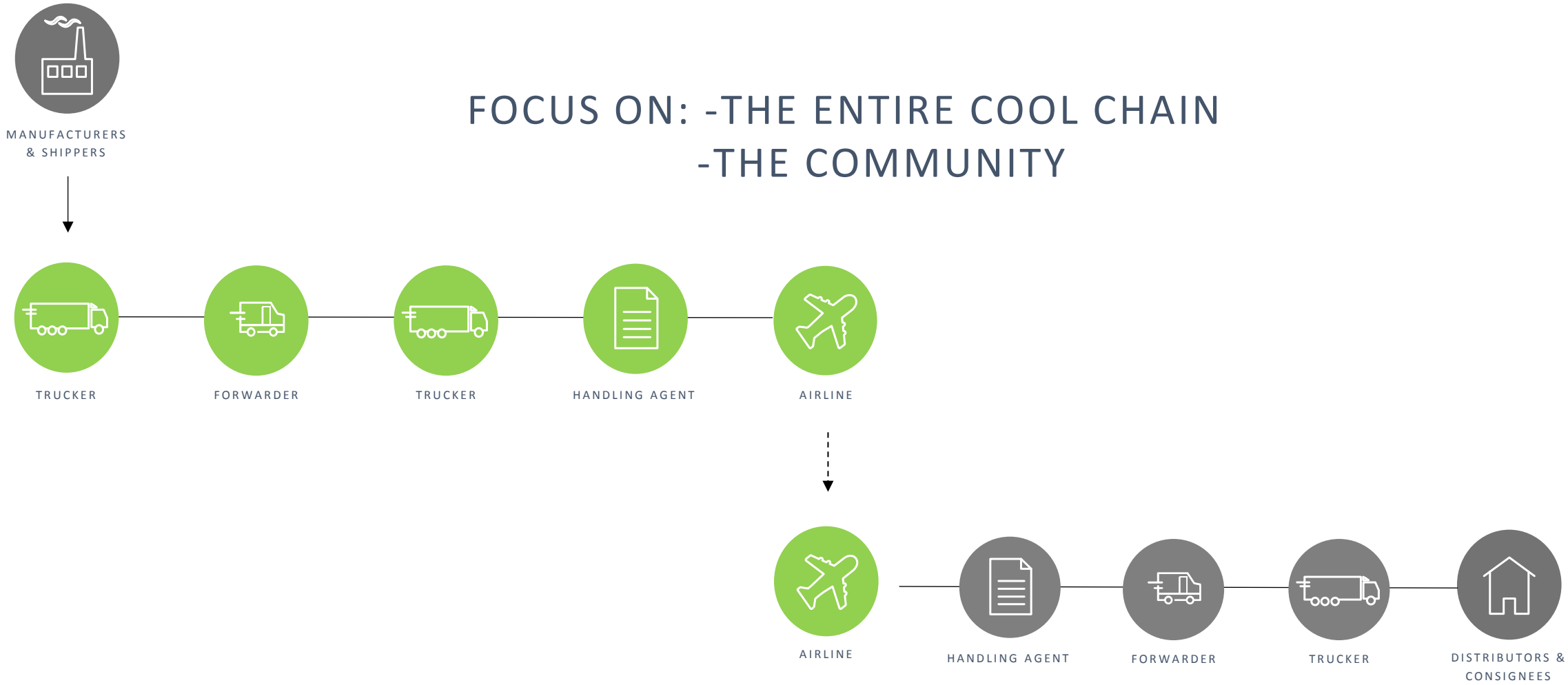
Community approach

Collaboration within an airport cargo community



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CEIV Pharma - Development

From Pilot to Launch

Launch of Community Concept at BRU

Launch of other CEIV pharma airport Communities

Joint development of Community Concept with BRU

SATS Pilot

Official launch of CEIV Pharma program

Development of CEIV Pharma Standard 1.0

Development of CEIV Pharma Standard 2.0

Development of CEIV Pharma Standard 3.0 + Guidelines

Unreliable cargo industry loosing pharma industry: IATA sleeping

09/13 11/13 01/14 03/14 05/14 07/14 09/14 11/14 01/15 03/15 05/15

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Source: IATA | CEIV PHARMA

CEIV Pharma Community Certification

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example of brussels airport

IATA

CENTER OF EXCELLENCE IN PHARMACEUTICAL LOGISTICS
IATA CEIV PHARMA

Airport Cool Chain

Truckers

JAN DE RIJK LOGISTICS
FB LOGISTICS
NINATRANS
Van DIEVEL TRANSPORT

Forwarders

B.P.L. Bio Pharma Logistics
Expeditors
DSV
GEODIS wilson
HAZGO
DHL GLOBAL FORWARDING
KUEHNE+NAGEL
PANALPINA
BOLLORÉ LOGISTICS

Handlers

AVIAPARTNER
swissport cargo services
WFS Worldwide Flight Services

Airlines

brussels airlines
FINNAIR CARGO

SINGAPORE AIRLINES CARGO
United Airlines
CATHAY PACIFIC
AMERIJET INTERNATIONAL, INC.
Lufthansa Cargo
ANA

CEIV Pharma Community Certification

Outcome of the program at brussels airport

EVOLUTION OF BRU PHARMA VOLUMES			
	TOTAL EXPORT	EXPORT FLOWN	EXPORT RFS
2016 VS 2015	119%	138%	107%
2017 VS 2016	115%	124%	122%

Source: BRU data analysis

IMPROVED QUALITY PERFORMANCE	
PHARMA ACCEPTANCE NON-CONFORMITIES	-45%

Source: BRU Pharma Quality Dashboard

INVESTMENTS IN PHARMA INFRASTRUCTURE	
FIRST & SECOND LINE	+68%

Source: handler & forwarder dedicated m² pharma warehouses

CEIV Pharma - Certified Entities

Certified Pharmaceutical Trade Lanes Development

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Source: IATA | CEIV PHARMA

CEIV Pharma - Certification in Progress

Pharmaceutical Trade Lanes Development

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Source: IATA | CEIV PHARMA

CEIV Pharma - Community Approach

Community Approach Development Worldwide

Location

12 Ongoing Communities

9 Communities in Discussion

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Source: IATA | CEIV PHARMA

CEIV Pharma

Is the CEIV Pharma Certification enough?

“a good start”

Foundation for continuous improvement:

- Listen to the end customer
- Increase transparency
- Eliminate risk

Implementing new ways of working and best practices

Collaboration within an airport cargo community

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Eliminating temperature risk

Airside Pharma Transport

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Temperature

- Garanteed range
  5°C – 25°C
- Continuous pre-conditioning

Autonomy

- 36h during summer
- 24h during winter
- Solar Pannels

Eliminating temperature risk

Airside Pharma Transport

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Lower deck contour

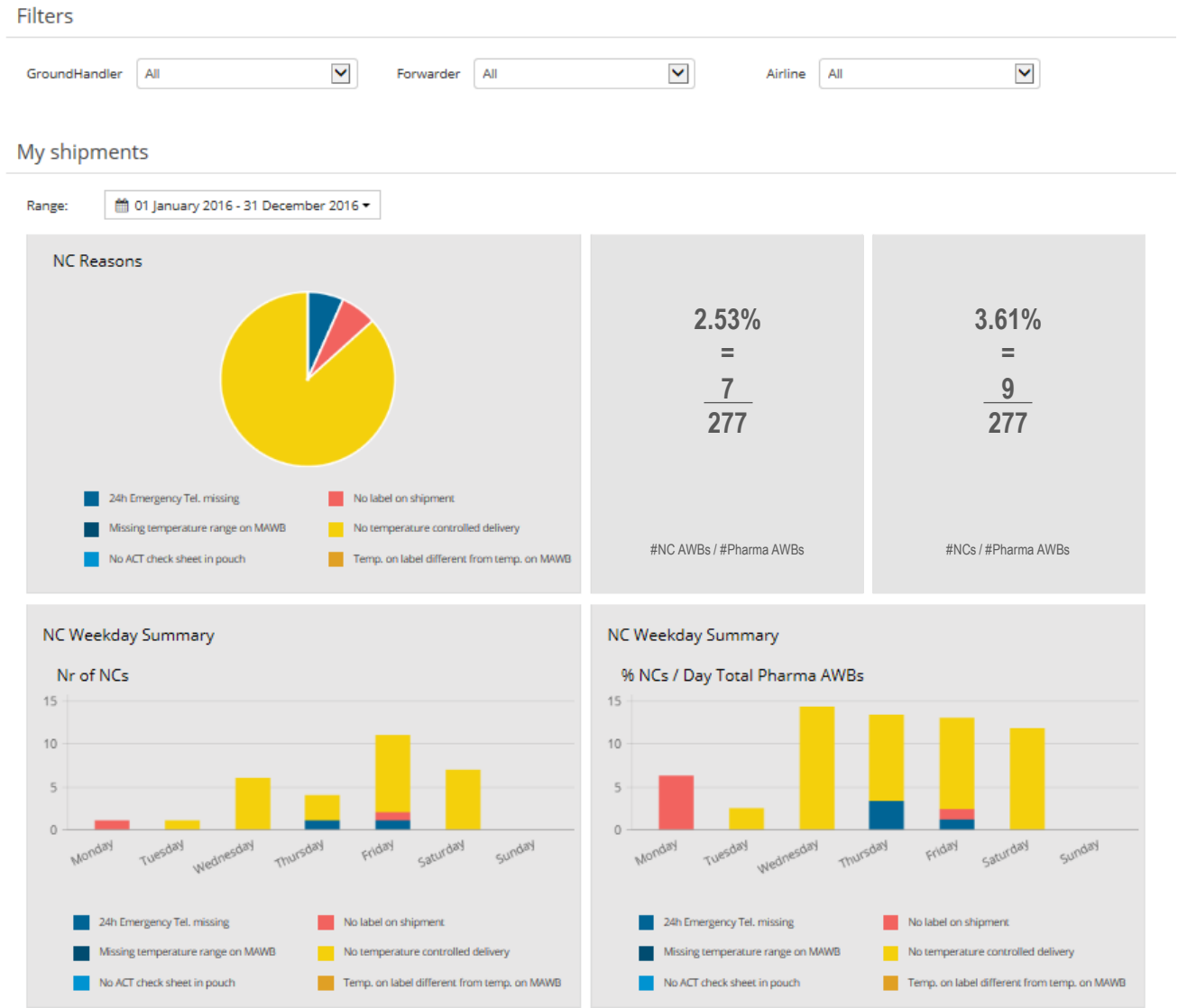
- Aircraft containers
- Aircraft pallets
- Loose cargo

Low total operating cost

- Easy, reliable and effective
- Combination pharma - general cargo
- Pooled equipment

Data sharing & Transparency

Pharma quality dashboard



* sample, based on demo-data

Data sharing & Transparency

Data Sharing

Proof of Concept

Existing Applications

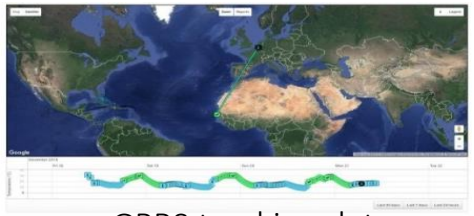
In development

Pharma dolly

BRU RFID

Weather data

FSU messaging



GPRS tracking data

Pharma Dashboard

Equipment Booking App

Statistics App

Slot Booking App

External Apps / New Apps

BRUCLOUD

Single-truth data

One-to-many communication

How did we continue?

Building a global network:
Collaboration between airport cargo communities

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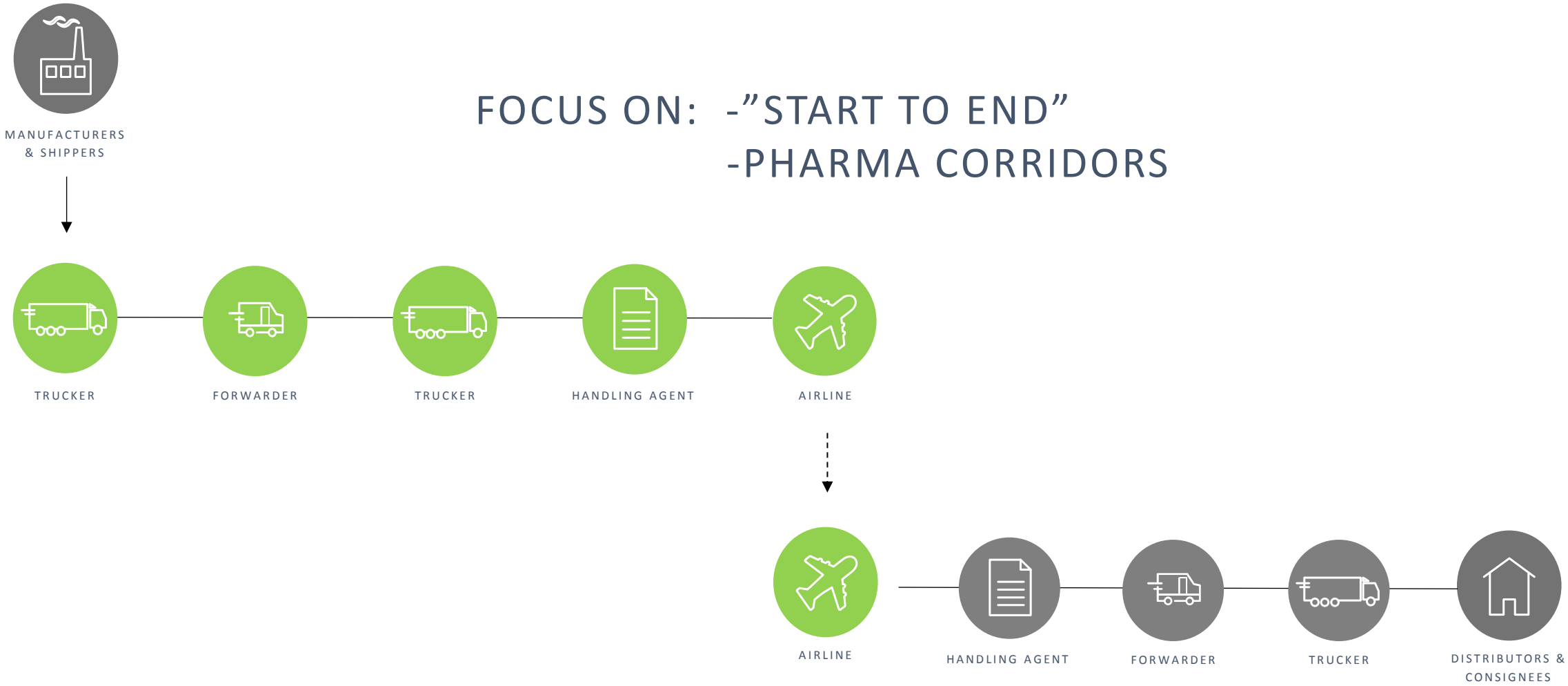
Global Collaboration

Collaboration between airport cargo communities

FOCUS ON: -"START TO END"
-PHARMA CORRIDORS



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Global Collaboration

Collaboration between airport cargo communities

FOCUS ON: -"START TO END"
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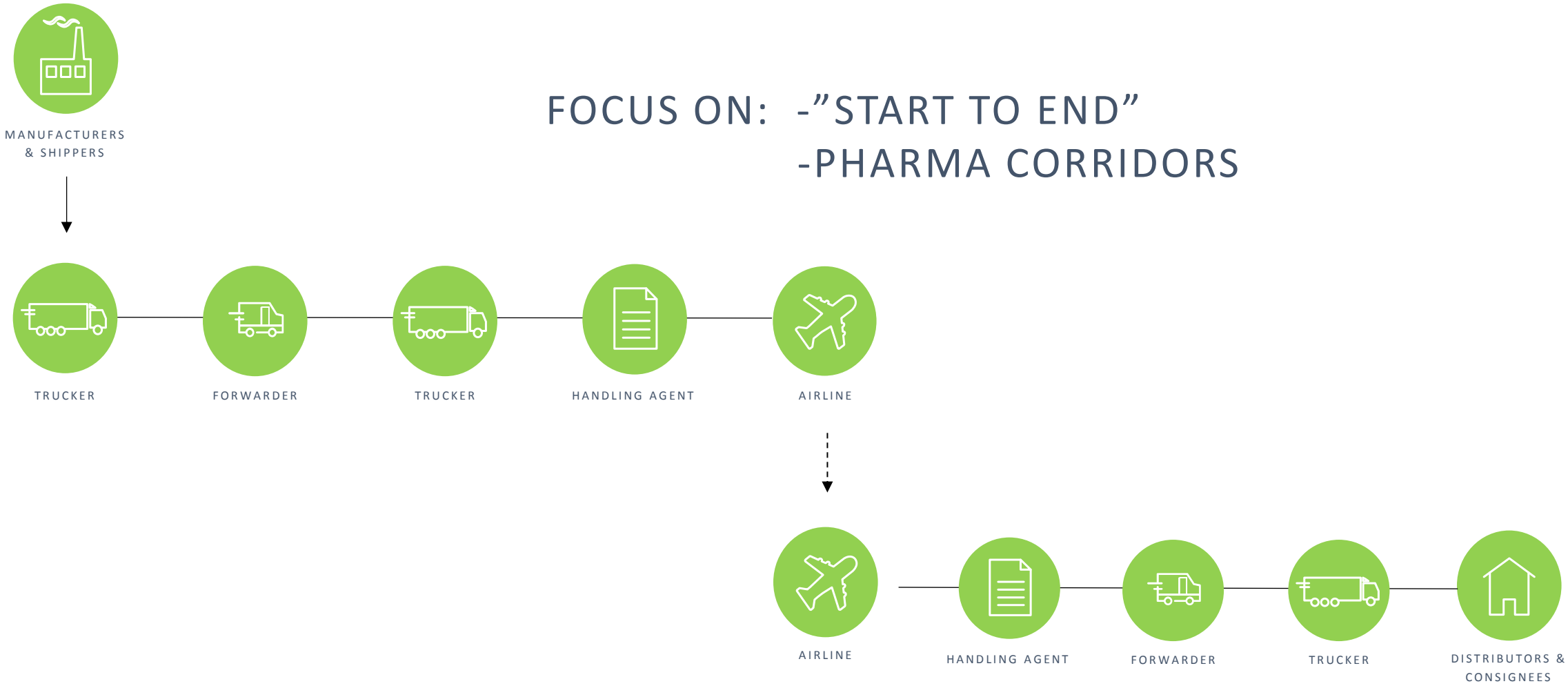

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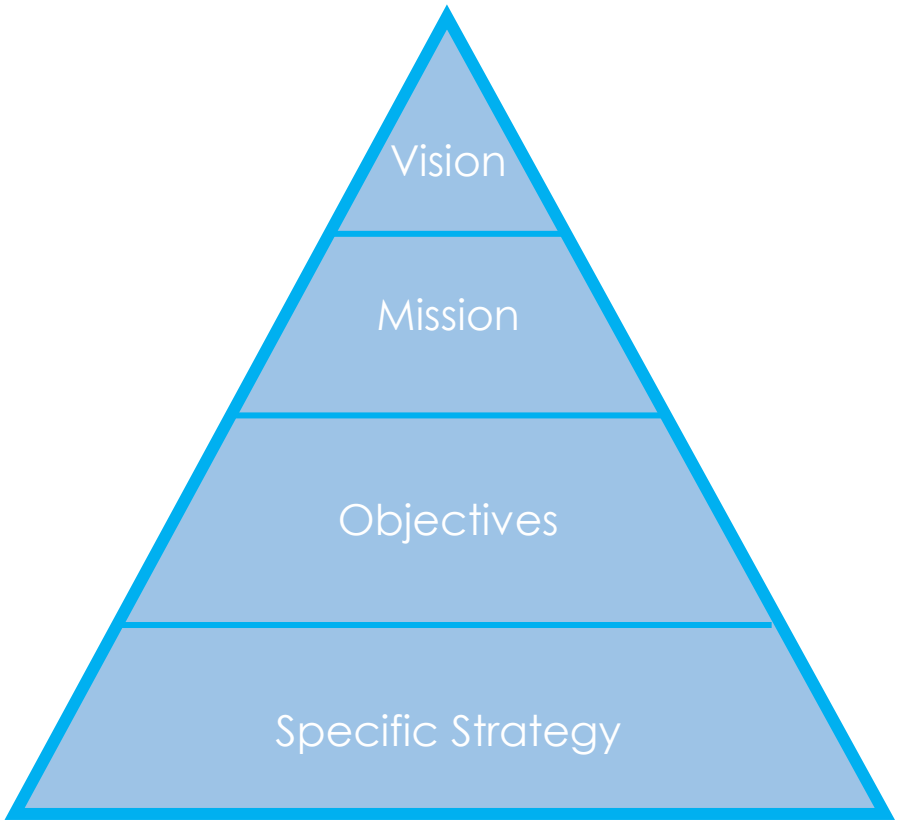
Global Collaboration



Our vision

Achieve excellence in reliable end-to-end air transportation for pharma shippers.

Our mission

Foster collaboration between Pharma Shippers and CEIV certified airport communities dedicated in developing and leading when it comes to handling pharmaceuticals.

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Global Collaboration

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Strategic Pharma Members

Johnson & Johnson
Pfizer
MSD

Strategic Airport Members

brussels airport the heart of Europe
MIAMI INTERNATIONAL AIRPORT
CHANGI airport singapore
مطار الشارقة الدولي Sharjah International Airport
Chhatrapati Shivaji INTERNATIONAL AIRPORT MUMBAI
香港國際機場 HONG KONG INTERNATIONAL AIRPORT

Full Members

MVD FREE AIRPORT
EuroAirport BASEL MULHOUSE FREIBURG
Düsseldorf Airport DUS
brussels airlines
SINGAPORE AIRLINES CARGO
VOLGA-DNEPR GROUP AirBridgeCargo AIRLINES
AMERIJET INTERNATIONAL, INC.
ALHA group
DHL GLOBAL FORWARDING
Expeditors
BRINKS
CARGO SERVICE CENTER
PENTA Freight

Associate Members

e-CARGOWARE
ADVICE
Envirotainer
The Active Cold Chain

Status
February 2018

Global Collaboration

Endorsements

Mr. Glyn Hughes,
Global Head Cargo

IATA

"IATA congratulates the Pharma.Aero collaborative initiative that unites around the central theme of linking CEIV certified entities and trade lanes to improve industry logistical networks to achieve supply chain excellence.

Such joint program enhances the Air Cargo industry's value proposition and adoption of global standards in transporting time and temperature sensitive pharmaceuticals.

Ensuring patient safety throughout the logistical journey is a collective responsibility and this is a great demonstration of that ideal. "

NOVARTIS

Novartis Technical Operations
Supply Chain
Klybeckstrasse Buiding 147
4057 Basel
Switserland

Telephone :+41 61 324 11 11

06 February 2017

PHARMA.AERO

Dear Mr Elsen,

Novartis shares the values and goals of Pharma Aero in improving the quality, safety, efficiency and reliability of end-to-end air transportation.
The Pharma industry relies on air transport for its speed, consistency and efficiency in deliveringg high-value, time-sensitive, temperature-controlled products.
Novartis through its representatives of the Supply Chain is therefore interested to join the Pharma Aero association and actively support the proposition and adoption of global standards to achieve supply chain excellence in the transportation of pharmaceuticals and to ensure patient safety throughout the logistical journey

Sincerely,

Steven Claus
Global Head of Logistics
Novartis Technical Operations – Supply Chain – Global Logistics

Company: UCB Biopharma sprl

Address: Chemin du Foriest , 1420 Braine-l'Alleud, Belgium

ucb

Support Statement for

Pharma.Aero organization

UCB believes in the added value of the Pharma.Aero organization and will give its active support.

UCB will collaborate in projects with other Pharma.Aero members, in order to achieve excellence in reliable end-to-end air transportation of pharmaceutical products.

UCB could/will evaluate an involvement in the Board of Directors of Pharma.Aero, in order to give guidance to this collaboration group.

Signature: L.Ménédème

ucb Inspired by patients. Driven by science.

Implementing new ways of working and best practices

Collaboration between airport cargo communities

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Cross-Industry Project Groups

- Digitization
- CEIV Pharma validation by pharma shippers
- Airside Pharma Transport Benchmark
- Pharma Shipper Advisory Group

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Cross-Industry Project Groups

Digitization

- **Project purpose**

  Establish **certified and transparant pharma lanes**.

- **Project description**

  The project group will :

  - **identify common KPIs** across CEIV stakeholders when transporting pharmaceutical shipments from airport to airport.
  - **explore technologies to share KPI data** in order to increase the reliability and transparency.

- **Project participants**

Company	Name
Pfizer	Eddy Weygaerts
Changi Airport Group	Jaisey Yip
Changi Airport Group	Lim Shyan Jun
Brussels Airlines	Reinout Puissant
Brussels Airport	Nathan De Valck
DHL Global Forwarding	Dina Bunn
Envirotainer	Stephen Maietta
Expeditors	Peter Van Domburg
Expeditors	Timothy cop
EuroAirport Basel	Alessi Gian Carlo
EuroAirport Basel	Christine Riggenbach
Johnson & Johnson	Gino Vleugels
Johnson & Johnson	Pieter Doms
MSD	Debby Mattys
MVD Free Airport	Bruno Guella
MVD Free Airport	Hans Guiscardo
SIA Cargo	Adrian Goh
SIA Cargo	Ooi Seoh Ying

Cross-Industry Project Groups

Digitization

- **Project milestones**

  Common milestones identified for data such as time, temperature, location and quality checks, based on IATA Cargo IQ.

  A **data sharing demo** will be completed by March 2018:

  - Proof Of Concept: how relevant information can be collected and shared with various logistics stakeholders.
  - Proof Of Concept: how data accessibility can be controlled to ensure data confidentiality.

Cross-Industry Project Groups

CEIV Pharma validation by pharma shippers

- **Project purpose**

  The CEIV pharma certification standard has become an air cargo industry standard.

  A **validation of the checklist by pharma shippers** can result in a simplified and reduced audit frequency of certified stakeholders.

- **Project description**

  Pharma shipper members involve their QA experts to review and validate the CEIV checklist.

  The group evaluates up to which extend pharmaceutical manufacturers can validate the checklist and the audit methodology.

- **Project participants**

Company	Name
Brussels Airport	Nathan De Valck
Johnson & Johnson	Alexandra Kaempf
Johnson & Johnson	Gino Vleugels
Johnson & Johnson	Pieter Doms
MSD	Ruud Vander Geer
MSD	Debby Mattys
Pfizer	Eddy Weygaerts

Cross-Industry Project Groups

CEIV Pharma validation by pharma shippers

- **Project Conclusion**

  All participating pharma shippers have clearly voiced their **commitment to validate the CEIV certification** if IATA integrates their feedback into the CEIV pharma methodology.

  This will result in :

  - **Simplified audit processes**: certified suppliers do not have to be audited again by the pharma shipper. Only pharma shipper specific requirements may be audited.
  - **Aligning of the pharma shipper procedures with the CEIV standards**: integrate the Pharma Shipper activities in the CEIV program as a stakeholder, with a light version training and self audit.
  - More **audit focus** on the specific airside transport service providers, where most temperature excursions occur.
  - Better audit transparency on **station capabilities and performance**.

Cross-Industry Project Groups

Airside Pharma Transport benchmark

- **Project Scope**
  - Review all options and solutions that exist to avoid the exposure of pharmaceutical shipments to extreme temperatures.
  - The project group will come up with a framework for airports and their stakeholders to consider when reviewing/investing in airside transport solutions.

- **Project participants**

Company	Name
Miami International Airport	Jimmy Nares
Mumbai International Airport	Manoj Singh
Brinks	Leandro Moreira
Brussels Airport	Nathan De Valck
Changi Airport Group	Jaisey Yip
Changi Airport Group	Lim Shyan Jun
Envirotainer	Stephen Maietta
Expeditors	Peter Van Domburg
Expeditors	Timothy cop
MSD	Ruud Vander Geer
MSD	Debby Mattys
Mumbai International Airport	Ritesh Mohanty
Mumbai International Airport	Nandan Kanchan
Pfizer	Eddy Weygaerts
Sharjah Airport	Jeremy Mitchell

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Cross-industry collaboration

Implemented & ongoing

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