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Collaboration in the Air Cargo Industry

Nathan De Valck
Chairman – Pharma.Aero
Head of Cargo – Brussels Airport

The Challenge in Air Cargo

Risks for time & temperature critical shipments

LOW RISK MEDIUM RISK HIGH RISK

Origin

MANUFACTURER → TRUCKER → FREIGHT FORWARDER → AIRLINE CARGO HANDLER → AIRLINE

Transfer

AIRLINE → AIRLINE CARGO HANDLER → AIRLINE

Destination

AIRLINE → AIRLINE CARGO HANDLER → REGULATORY AUTHORITY → TRUCKER → FREIGHT FORWARDER → TRUCKER → CONSIGNEE

- Logistical silos
- Minimal transparency

- Non-collaborative approach
- Limited technology

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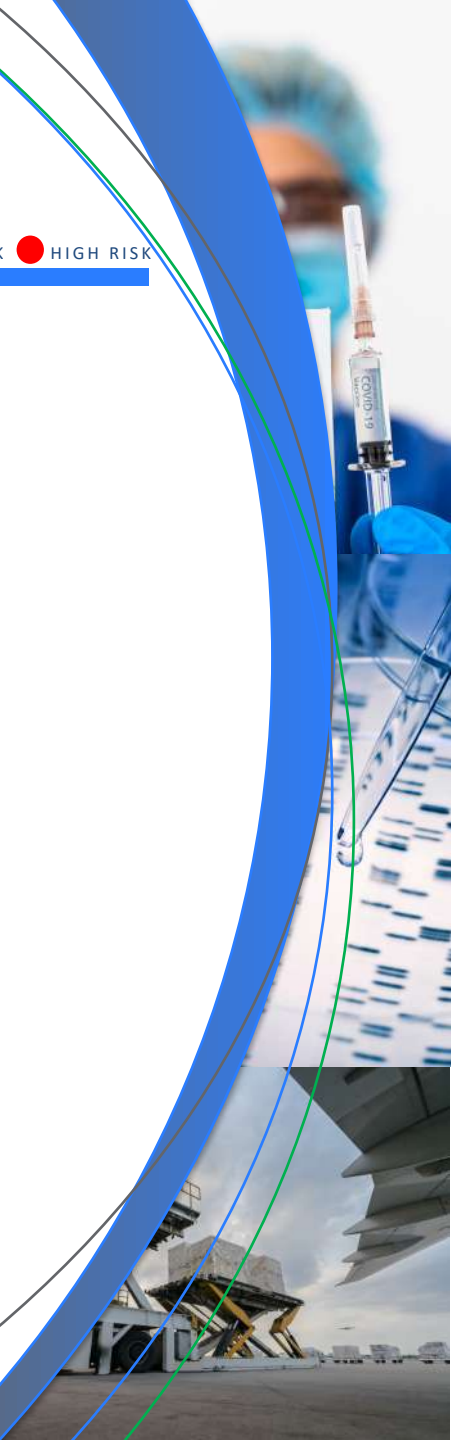
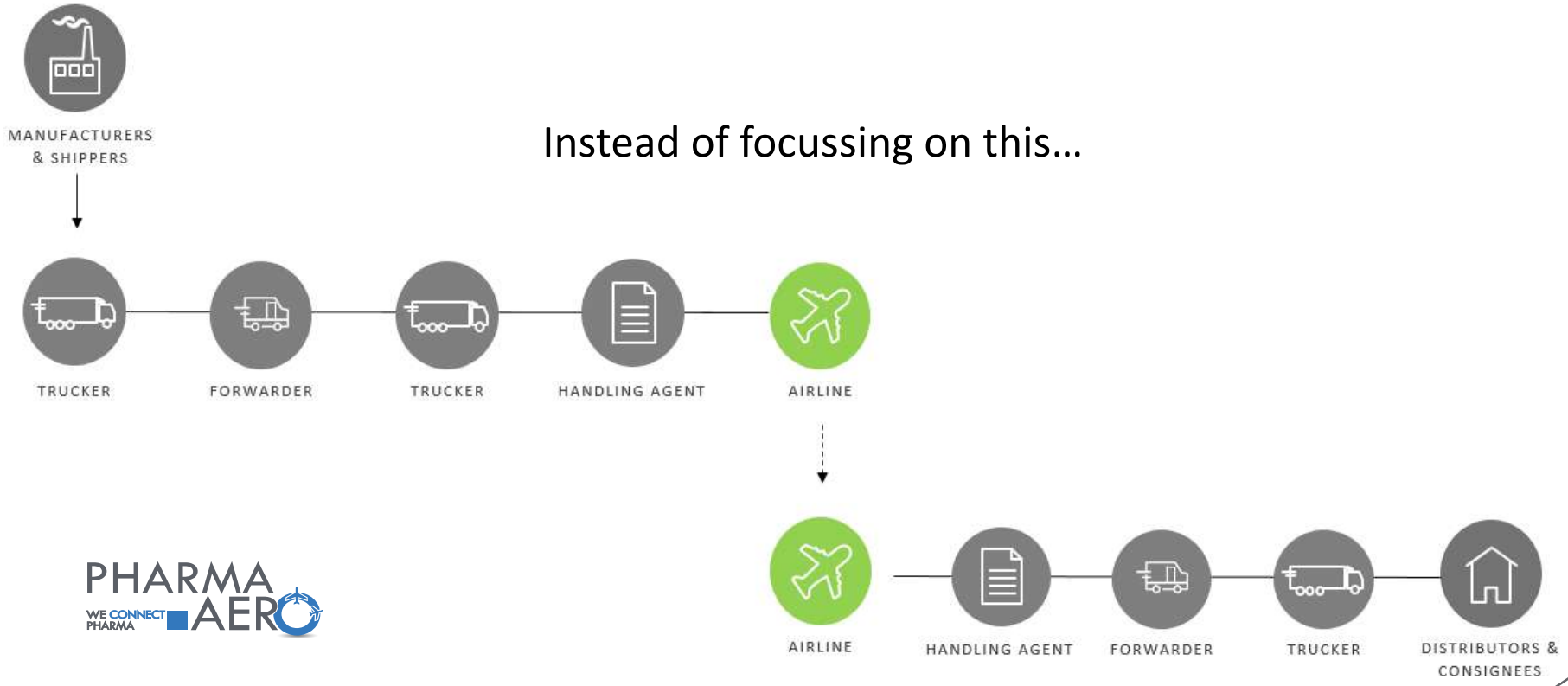


Supply Chain collaboration

Customers & Shippers demand:

- End to end visibility
- Complete transparency
- Collaborative solutions & partnerships

- Digital documentation
- Advanced technology
- Custom logistics solutions
- Blockchain technology & smart data



Instead of focussing on this…

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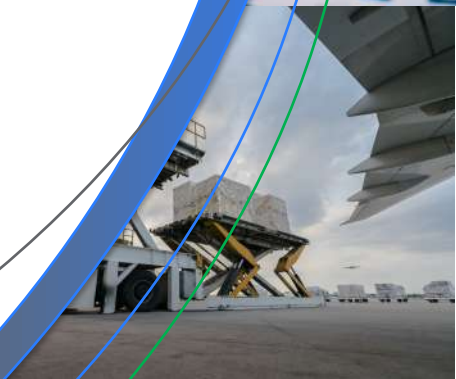

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Focus on: -the airport cool chain
-community collaboration

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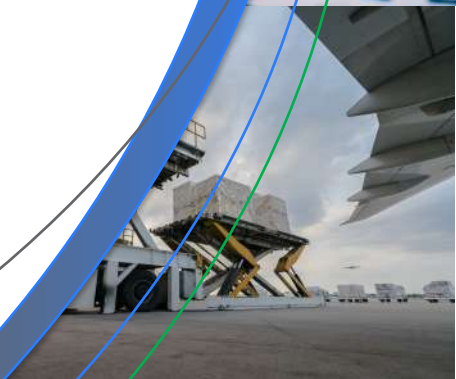

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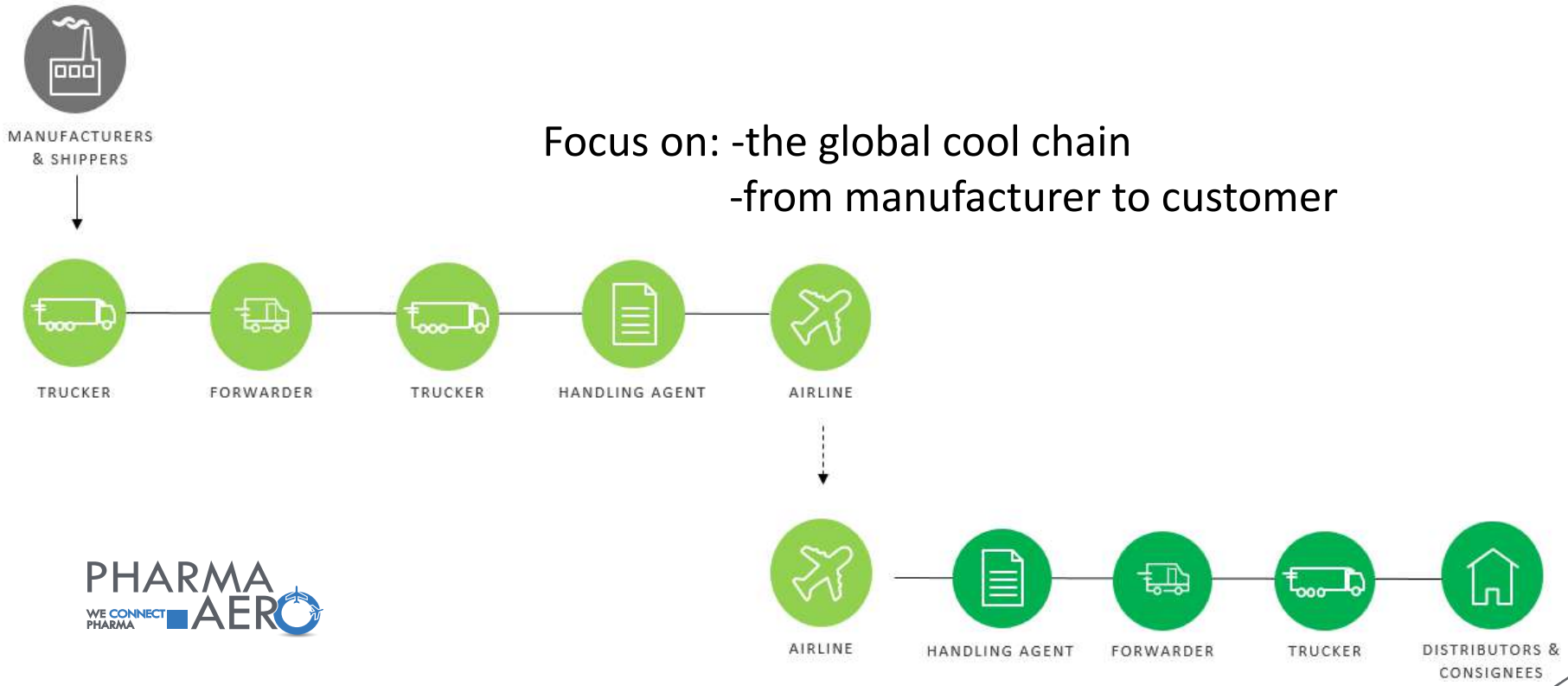

Focus on: -the global cool chain
-from manufacturer to customer

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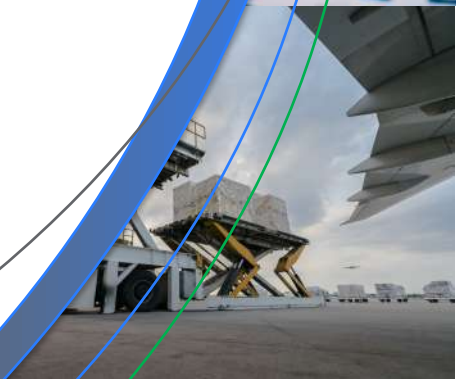


Pharma.Aero: Mission & Vision

Our vision:

Achieve excellence in reliable end-to-end air transportation for pharma & life sciences shipments.

Our mission:

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

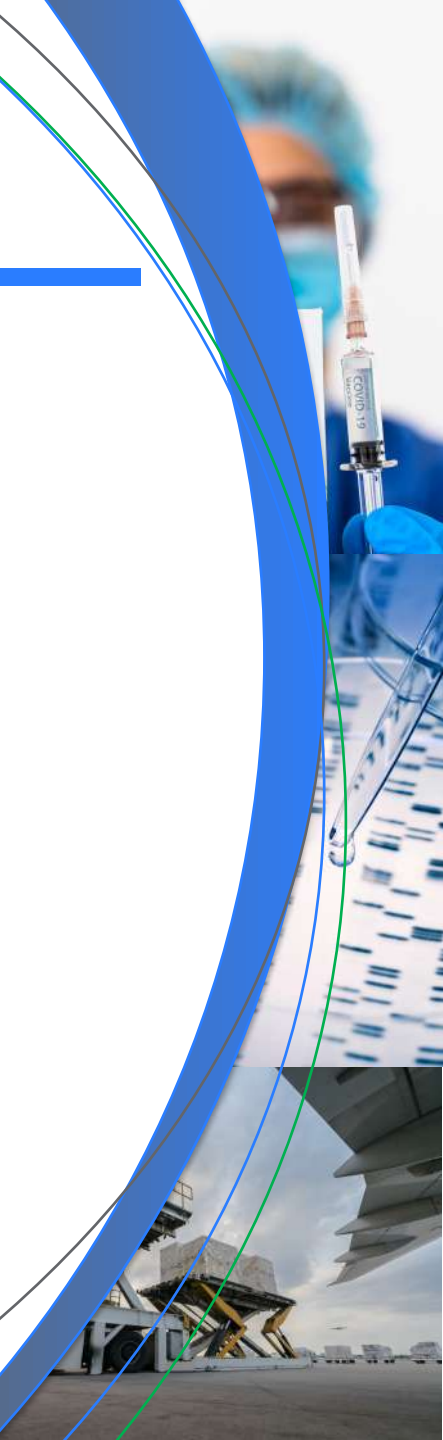
Strategic Airports

brussels airport – the heart of Europe
MIA – Miami International Airport
MVD FREE AIRPORT
香港國際機場 HONG KONG INTERNATIONAL AIRPORT
CHANGI airport singapore
مطار الشارقة Sharjah Airport
Chhatrapati Shivaji International Airport Mumbai
GVK
YEG EDMONTON INTERNATIONAL AIRPORT

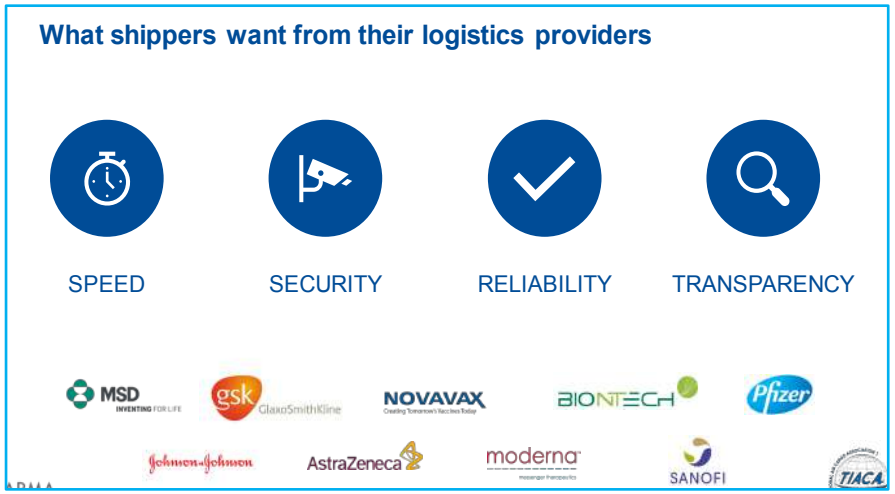
Manufacturers

Johnson & Johnson
Pfizer
MSD Be well
zoetis
gsk

and 35 industry members: airlines, handlers, forwarders, solution providers…



Pharma.Aero tools of the trade:



- Industry taskforces
- Collaborative partnerships
- Trusted information
- Webinar series
- Industry projects
- Whitepapers
- Membership surveys
- Quarterly project reports

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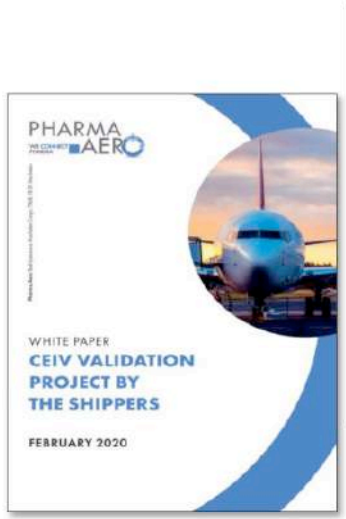
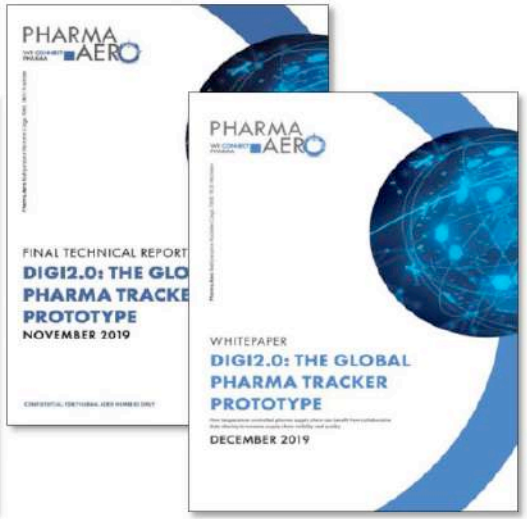
Proven industry projects & partnerships:

PHARMA.AERO is a powerful cross-industry collaboration for Pharma Shippers, CEIV certified cargo communities, Airport Operators and other air cargo industry stakeholders.

Some of our finished projects:





A Look Ahead: ongoing projects

1. **Drone & UAV last mile & remote delivery**
   - Reliable automated last mile delivery from airport
   - Humanitarian focus
2. **Improved Corridor and CEIV processes**
   - Industry imput and feedback
   - Improved pharma logistics processes
3. **Advanced Gateway Distribution Practices**
   - Lean vaccine logistics processes
   - Remove hurdles and redisign supply chains
4. **ATMP & BioPharma supply chain considerations**
   - New supply chain requirements
   - Production and development awareness

CEIV - EXCELLENCE IN LOGISTICS
IATA
PHARMA

Pharma.Aero: Structure

Non-profit organisation

Board of Directors & Facilitation

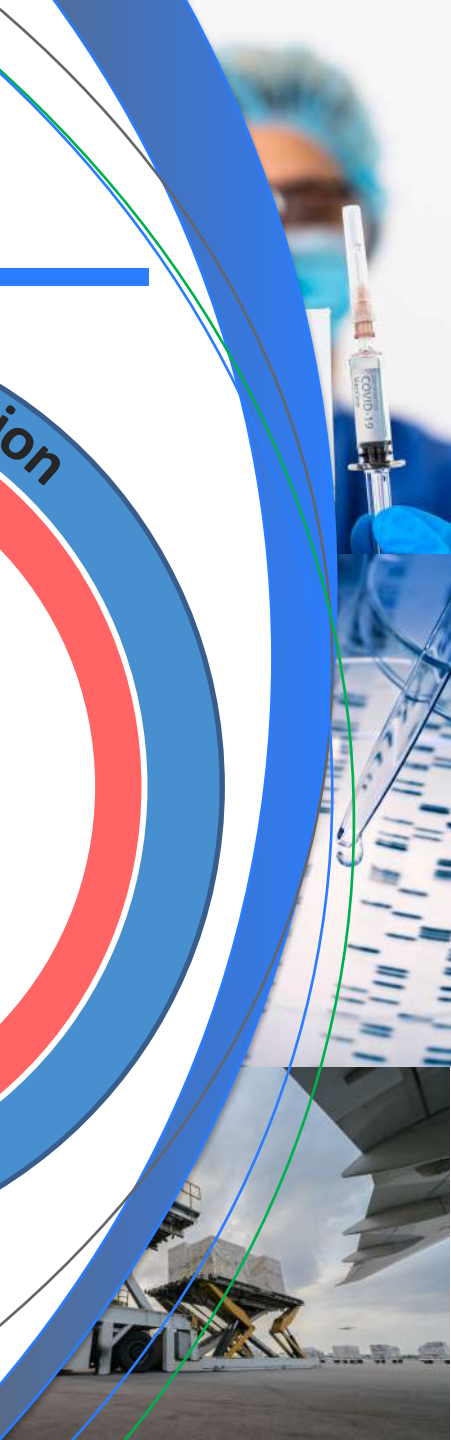
- ✓ Focus on longer term strategy
- ✓ Revolutionize the way the industry develops longer term transformational capabilities
- ✓ Interaction with regulators

Project Groups

- ✓ Accelerate the way the industry delivers near term results, making best practice development and implementation faster, cheaper and smarter

Local/Regional Pharma Shipper Fora

- ✓ Understanding expectations in order to define, develop & implement solutions
- ✓ Building the local cargo community



Pharma.Aero success factors

For global collaboration

Clear ambition and strategy

- ✓ Longer term strategy
- ✓ Short term priorities

Content Focus

- ✓ “No marketing club”
- ✓ Walk the talk
- ✓ Testing & implementing ideas

Neutrality and open platform

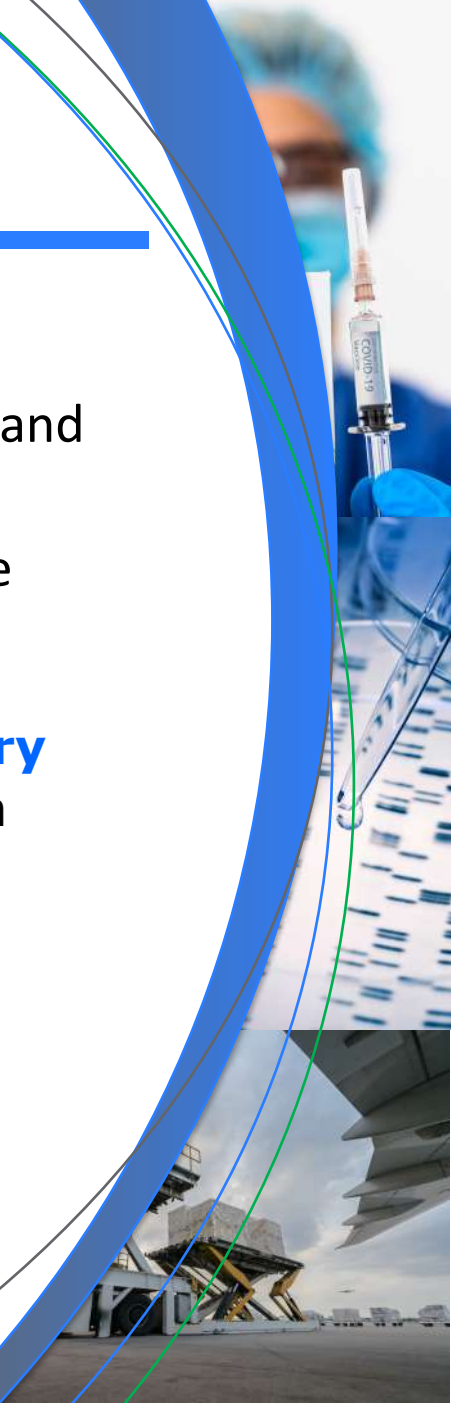
- ✓ Involve all industry partners
- ✓ No exclusivity

Facilitate the members

- ✓ Clear governance structure and business model
- ✓ Invest in project support & expertise
- ✓ “cherish your heroes”

Aim to be the voice of the industry

- ✓ Clear and frequent communication
- ✓ Both internal and external



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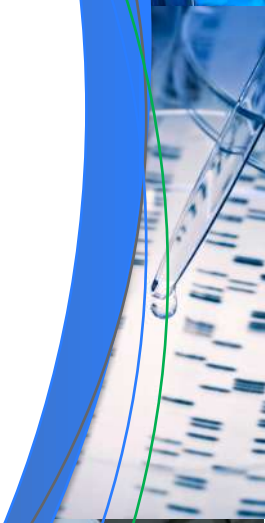

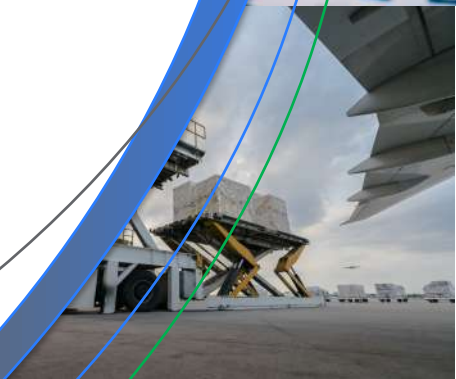

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