

## Press Release

February 12, 2015

### **AIR FRANCE KLM MARTINAIR Cargo gathers the Pharmaceutical Industry for a working day in Paris-Charles de Gaulle.**

After a first meeting held in Amsterdam end of last year at the initiative of AIR FRANCE KLM MARTINAIR Cargo & Amsterdam Airport Schiphol with various participants of the cool chain industry and more especially of the Pharmaceutical industry, AIR FRANCE KLM MARTINAIR Cargo organized another conference in Charles de Gaulle airport on January 21, 2015 specifically targeting shippers, forwarders and consultants based in France.

This conference led by Renate de Walle - Director Pharmaceuticals Logistics and Fabrice Panza - Pharma sales Manager for France - was a good opportunity to show all the technical means and investments that have been achieved in our CDG warehouse - G1XL - in order to handle the time & temperature sensitive pharmaceutical shipments in an even better way. During the morning participants got the opportunity to do a thorough visit of our warehouse facilities which include seven temperature controlled & monitored cooled rooms either for bulk shipments or fully palletized pallets. Furthermore, a live demonstration was provided by our pharma engineers presenting the specialized containers for which AIR FRANCE KLM MARTINAIR Cargo can provide de lease - such as Envirotainer / C-Safe / Vac-Q-Tec on our pharma customers' requests to carry their shipments all over the world.

During the afternoon various specialists provided an interactive presentation on regulatory aspects and process compliances needed to handle pharma the proper way. Andrea Gruber, IATA Senior manager specialized cargo insisted extensively on the GDP (Good Distribution Practices) and on the necessity to be compliant with the rules issued to handle this specific commodity. She explained that within a few years 'recommendations' will move to 'requirements'. She also emphasized the importance of cool chain integrity, one of the main challenges and the collaborative approach based on increased transparency.

Furthermore, the afternoon focused on an exchange of views on 3 major subjects of concern which are: Segregation of goods / Shipment Tracking / Risk Management. Regarding these topics the customers were able to exchange views and valuable feedback was collected; our product managers could also explain the specific handling processes and monitoring for the various pharma traffics on board our AFKLMP Cargo flights. Besides, more explanations were given about our 'Closed Cool Chain' (active and passive solutions) & our 'Controlled Cool Chain' solutions (Pharma Control 2C-8C, 15C-25C, and 2C-25C), and on the projects of improvement of our hubs and our network stations to reinforce our cool chain and be GDP compliant. Their explanations were underlined by means of a movie demonstrating the pharma processes in G1XL to illustrate how pharma time and temperature sensitive shipments are handled - step by step - from the booking until the loading of the aircraft. AFKLMP Cargo personnel is strongly mobilized towards compliancy with GDP.

Béatrice Delpuech - French Market Director - ended this day focusing on the means and investments that AIR FRANCE KLM MARTINAIR Cargo has made in order to remain the preferred pharma carrier for our customers worldwide.

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