



CEIV Pharma certification to be acquired through the formation of KIX Pharma Community at Kansai International Airport

Kansai Airports announces that, with the cooperation of various related parties involved in international air transport, the company will form the KIX Pharma Community to acquire the certification of CEIV Pharma (The Center of Excellence for Independent Validators in Pharmaceutical Logistics), created by IATA (International Air Transport Association). As an international air transport hub, Kansai International Airport has been improving the quality of pharmaceutical cargo handling, and with the airport playing a central role, the Japan's first-ever airport-based pharma community will be formed to work toward acquiring the certification.

The certification proves pharmaceutical handling excellence that meets international standards, and with its acquisition as a community, it is expected to improve the quality of entire supply chain that handles pharmaceutical products at the airport. This will allow the airport to provide customers in the pharmaceutical and related industries with safer and higher quality of pharmaceutical transport services.

The formation of the community is scheduled in early August 2017 and all the participating companies will train toward acquiring the certification that is anticipated in spring through summer 2018.

Kansai Airports will continue to cooperate with air transport companies and strive for further improving the quality of pharmaceutical cargo handling at Kansai International Airport.

About the KIX Pharma Community

○ Date of formation

Early August 2017 (scheduled)

○ Six participating companies (alphabetical order)

Bolloré Logistics Japan K.K.

CKTS Co., Ltd. (Kansai Airports Group)

Hankyu Hanshin Express Co., Ltd.

JAL Kansai Aircargo System Co., Ltd.

Mitsubishi Logistics Corporation

Yusen Logistics Co., Ltd.

○ CEIV Pharma

(The Center of Excellence for Independent Validators in Pharmaceutical Logistics)

Summary:

<http://www.iata.org/whatwedo/cargo/pharma/Pages/ceiv-pharma.aspx>

Detailed brochure:

<http://www.iata.org/whatwedo/cargo/pharma/Documents/pharma-ceiv-brochure.pdf>

Date of acquisition: Spring through summer 2018 (scheduled)

Contact Information for Inquiries

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 **KANSAI AIRPORTS**

Shaping a New Journey



As of April 1, 2016, Kansai Airports succeeded the operating rights of Kansai International Airport ("KIX") and Osaka International Airport ("ITM") from New Kansai International Airport Company ("NKIAC") and commenced business as an operating company for the two airports. Kansai Airports was established by a consortium made up of VINCI Airports and ORIX Corporation as its core members. Kansai Airports shares the common goal of maximizing the potential of the Kansai International Airport and Osaka International Airport, improving services to passengers and ensuring the highest levels of safety and security, investment to enhance safety, convenience and comfort to increase value, as well as enhancing community relations in the neighborhoods of the airports and benefiting the Kansai regional economy. On December 15, Kansai Airports signed a concession contract with the New Kansai International Airport Company ("NKIAC") for an operating period of 44-years. For more information, please visit : www.kansai-airports.co.jp/en/

Location	1-banchi, Senshu-kuko kita, Izumisano-shi, Osaka	Capital	25,000 million yen
Company Representatives	Representative Director and CEO: Yoshiyuki Yamaya Representative Director and Co-CEO: Emmanuel Menanteau	Date of Incorporation	December 1, 2015
Business Scope	Operation and management services, etc. of Kansai International Airport and Osaka International Airport	Shareholders	ORIX 40%, VINCI Airports 40%, Other investors 20% ¹



ORIX Corporation (TSE: 8591; NYSE: IX) is an opportunistic, diversified, innovation-driven global powerhouse with a proven track record of profitability. Established in 1964, ORIX at present operates a diverse portfolio of businesses in the operations, financial services, and investment spaces. ORIX's highly complementary business activities span industries including: energy, private equity, infrastructure, automotive, ship and aircraft, real estate and retail financial services. ORIX has also spread its business globally by establishing locations in a total of 37 countries and regions across the world. Through its business activities, ORIX has long been committed to corporate citizenship and environmental sustainability. For more details, please visit our website: <http://www.orix.co.jp/grp/en/>



VINCI Airports, a top 5 global player in the international airport sector, manages the development and operations of 35 airports: 13 in France, 10 in Portugal (including the hub of Lisbon), 3 in Cambodia, 2 in Japan, 6 in Dominican Republic and Santiago airport in Chile. Served by more than 200 airlines, VINCI Airports' network handled 132 million passengers in 2016.

Through its expertise as a comprehensive integrator and the professionalism of its 11,000 employees, VINCI Airports develops, finances, builds and operates airports, leveraging its investment capability, international network and know-how to optimize the management and performance of existing airport infrastructure, facility extensions and new construction. In 2016, its consolidated revenue amounted to €1.05 bn.

More comprehensive information is available on www.vinci-airports.com

¹ ASICS Corporation; Iwatani Corporation; Osaka Gas Co., Ltd.; Obayashi Corporation; OMRON Corporation; The Kansai Electric Power Company, Incorporated; Kintetsu Group Holding Co., Ltd.; Keihan Holdings Co., Ltd.; Suntory Holdings Limited; JTB Corp.; Sekisui House, Ltd.; Daikin Industries, Ltd.; Daiwa House Industry Co., Ltd.; Takenaka Corporation; Nankai Electric Railway Co., Ltd.; NIPPON TELEGRAPH AND TELEPHONE WEST CORPORATION; Panasonic Corporation; Hankyu Hanshin Holdings, Inc.; Rengo Co., Ltd.; The Senshu Ikeda Bank, Ltd.; Kiyoh Holdings, Inc.; The Bank of Kyoto, Ltd.; THE SHIGA BANK, LTD.; The Nanto Bank, Ltd.; Nippon Life Insurance Company; Mizuho Bank, Ltd.; Sumitomo Mitsui Trust Bank, Limited; The Bank of Tokyo-Mitsubishi UFJ Ltd.; Resona Bank, Limited; and the Private Finance Initiative Promotion Corporation of Japan.



CEIV

Center of Excellence
for Independent Validators



Pharmaceutical Logistics



Transporting healthcare products by air needs the establishment of complex logistical methods to maintain a pharmaceutical shipment's integrity. It requires specific equipment, storage facilities, harmonized handling procedures and, above all, strong cooperation among the cold chain partners.

IATA has worked closely with the pharmaceutical industry stakeholders and regulators in the creation of the CEIV Pharma program, which covers all aspects of time-sensitive and temperature-controlled cargo shipping, including effective cool chain management and risk mitigation. Through the sharing of best practices and expertise, our goal is to show you how to obtain a larger share of the fast-growing and lucrative pharmaceutical logistics market.

What are the issues?

The pharmaceutical industry relies on air transport for its speed, reliability and efficiency in delivering high-value, time-sensitive, temperature-controlled cargo. Air carriers, freight forwarders, ground handlers and airports provide quality services, but there are still many challenges:

- ✓ **Complex processes and specialized equipment**
- ✓ **Insufficient knowledge (or expertise) due to limited training opportunities**
- ✓ **Inadequate infrastructure or inadequately equipped facilities**
- ✓ **Increasing regulation around the world**
- ✓ **Multiple audits imposed by pharmaceutical companies and regulators**
- ✓ **Shippers experiencing difficulties in finding the right partners**
- ✓ **Increasing competition from other modes of transport**

In addition, various countries and the European Union (EU) have introduced Good Distribution Practice (GDP) guidelines to ensure that product integrity is maintained throughout the supply chain. While GDPs help raise standards, the IATA CEIV Pharma program is a "GDP+" certification given it encompasses GDPs from around the world, international standards such as WHO Annex 5 and IATA Chapter 17 and national or local regulations as applicable. This ensures excellence in the transportation and handling of pharmaceutical products while at the same time addressing specific air cargo needs.

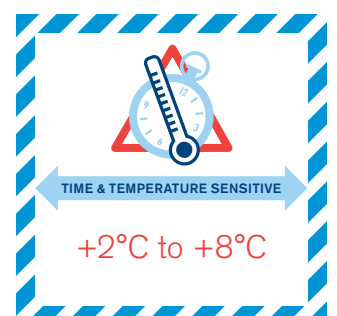
What do we offer?

Our aim is to help you provide state-of-the-art handling of pharmaceutical products that meet the requirements of the manufacturers.

We will assess and validate your cool chain processes and/or facilities, ensuring that they comply with all applicable standards, guidelines and regulations such as EU, World Health Organization (WHO), United States Pharmacopeia (USP) and IATA Temperature Control Regulations (TCR).

Our approach comprises:

- ✓ **An in-depth, on-site assessment of your pharmaceutical processes and/or facilities against international standards, guidelines and regulations**
- ✓ **A review of your pharmaceutical trainings and status of your personnel**
- ✓ **A report of any gaps with suggested recommendations and best practices and approaches to address them**
- ✓ **Awareness of pharmaceutical logistics requirements through training**





Path to CEIV Pharma Certification



IATA Pharmaceutical Training Courses

IATA Pharmaceutical Training Program

IATA's training courses provide industry-recognized qualifications in a wide range of specializations within the pharmaceutical product handling sector. The training program consists of two courses:

- ✓ **Temperature Controlled Cargo Operations (Classroom and eLearning)**
- ✓ **Audit, Quality and Risk Management for Temperature Controlled Cargo (Classroom)**



What's in it for you?

Through a close partnership, we can help you:

- ✓ Reduce damage and loss due to temperature deviations and excursions
- ✓ Comply with all national and international regulations and standards
- ✓ Simplify your audits through the application of clearly defined and globally harmonized industry-developed criteria
- ✓ Obtain marketable certification recognizing your expertise and quality in pharmaceutical logistics
- ✓ Train your employees and equip them with the knowledge to handle pharmaceutical products safely
- ✓ Capture additional and new pharmaceutical business

Why choose us?

What you need	What we offer
In-depth knowledge of international standards, recommended practices and emerging trends	Access to the industry and subject matter experts who determine the IATA Temperature Control Regulations (TCR)
Global reach with regional and local insight	Presence in 62 countries with 66 offices around the globe
Knowledge in all fields of aviation	Multilingual, multicultural and multidisciplinary teams of experts in air cargo logistics, pharmaceutical handling and airport management
Access to all industry stakeholders	Dedicated team of country managers and area directors who have extensive local knowledge and established rapport with local regulators, governments, airports, airlines and cargo entities
In-depth knowledge of airlines and their strategies	Direct access to more than 240 airlines representing 84% of total air traffic

Testimonials

"The program helps reduce the scope of shipper audits. CEIV is a good sales tool to promote our business to clients: it ensures a robust cold chain in every step in the supply chain through the airport for handling the pharma shipper's temperature sensitive products." - **Erick Veeckmans**, *UTi Brussels*

"Holistic/community approach is the competitive advantage vs other programs. The fact that the program is industry specific is a key differentiator vs GDP." - **Frank van Gelder**, *Adelantex*

For more information, please contact us at ceiv-pharma@iata.org or visit www.iata.org/ceiv-pharma

