

## Global Landscape

2017

\$400 billion

AND IT WILL CONTINUE TO GROW

2014

\$300 billion

PHARMACEUTICALS  
MARKET NET WORTH

85%

North and South America, Europe  
and Japan will account for 85% of  
the market into the 21st century.

### CHALLENGE

Maintain  
Product Integrity

Navigate  
Regulatory  
Requirements

Make It  
Consistent  
& Repeatable

### ONE FOCUS

Finding the Right Chemistry

PHARMA MANUFACTURER

AIR CARRIER

FREIGHT FORWARDER

Transparency between the three partners  
is crucial as they come together to create a  
better supply chain.

### KEY PROCESS

Building a Better Cold Chain

### DELIVER

On Time, On Temperature and On Target

### MONITOR

Attain 100% Commitment



#### Air Carrier Flexibility

Constant monitoring and communications: Embrace  
both proven strategies and out-of-the-box ideas  
throughout the transportation process.

### HARMONIZE

Key Performance Indicators

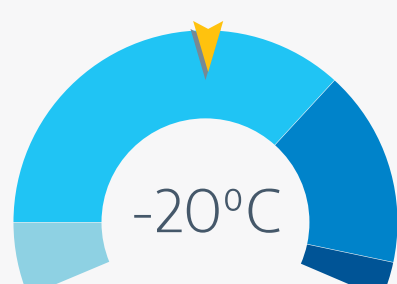


#### Mock Shipments

A truly unique approach: With all stakeholders, walk  
through the entire proposed shipment, making sure  
everyone involved understands both the process and  
their roles in it.

### MAINTAIN

Temperature and Integrity



#### Pharma Manufacturer Involvement

Within temperature range and product efficacy: Keep the  
pharma manufacturer engaged throughout; giving them final  
approval brings the trilateral conversation full circle.

Find the right chemistry.  
Build a better cold chain.  
Change lives.

We can show you how.

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shipping to American Airlines Cargo.

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