

## 7 October 2025

**18:00 FLYPHARMA WELCOME RECEPTION**

**20:00 CLOSE OF WELCOME RECEPTION**

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## 8 October 2025

**07:30 REGISTRATION: NETWORKING AND BREAKFAST**

**08:00 CHAIR'S OPENING REMARKS**

**08:05 HEADLINE SPONSOR WELCOME**

- *GertJan Roelands, Senior Vice President Commercial (CCO), Air France KLM Martinair Cargo*
- *Henk Venema, CEO Western Europe, DHL Global Forwarding*
- *Eduard Molkenboer, Head of Schiphol Cargo, Royal Schiphol Group*

**08:30 Beyond the horizon: Anticipating tomorrow's big issues in pharma logistics**

- The pharmaceutical logistics industry stands at a pivotal moment, shaped by rapid technological advancements, evolving regulations, and growing global demand for resilient supply chains. This presentation explores the critical trends and disruptions that will define the next decade.
- *Frank Van Gelder, Secretary General Pharma.Aero*

**08:45 Panel Discussion – Uniting the Pharma Supply Chain: Shared Solutions for Patient-Centric Logistics**

- The pharmaceutical supply chain thrives when stakeholders align around a common purpose: delivering treatments safely and efficiently to those who need them. This requires finding common ground across manufacturers, freight forwarders, airlines, regulators, and handlers—despite differing priorities and challenges.
- This panel will explore how the industry can move forward as one by:
  - **Building trust, transparency,** and shared commitment to quality
  - **Aligning priorities** to ensure seamless end-to-end operations
  - **Pooling resources, funding, and knowledge** to elevate standards and efficiency
  - **Embracing unified approaches** to visibility, risk management, and compliance
  - **Adopting shared solutions** that benefit the entire ecosystem and ultimately, patients
  - **Recognizing that even though every industry association has its distinct reason for existence,** working collaboratively offers opportunities to mutually reinforce their positions and discover shared objectives
- The discussion will highlight how the industry can come together as one to break down barriers, streamline processes, and ensure life-saving treatments reach patients without delay.
- *Moderator: Ruud Van Der Geer - Global Head of Delivery Strategy, MSD*
- *Stavros Evangelakakis - Chairman Cool Chain Association*
- *Frank Van Gelder - Secretary General Pharma.Aero*
- *Marten Van As - Managing Director Air Cargo Netherlands (ACN)*
- *Marco Del Giudice - CEO MdG Omnia and Vice President PharmacomItalia*
- *Kasper Ernest - Director General, GIRP*
- *Mateusz Zawadzki, Product Manager, Special Cargo Certification IATA*

### **09:30 Panel Discussion - Teamwork in Transit: How the Dutch Logistics Community Keeps Pharma Flying**

- This session will dive into the thriving local logistics and pharma community centred around Schiphol and the Netherlands, showcasing why it's a global leader in pharmaceutical supply chains.
- We'll explore the unique collaboration between airports, logistics providers, regulators, and pharma companies that enables seamless, temperature-controlled, and time-critical shipments worldwide.
- *Moderator: Maarten van As - Managing Director, Air Cargo Netherlands*
- *Netka Hohlfeld – Global Vertical Head of Life Science & Healthcare – Rhenus Logistics*
- *Jesper Schmidt - Global Head, Air & Ocean Transportation, Teva Pharmaceuticals*
- *Stef Blommaart - Commercial Director at Rutges Cargo Europe*
- *Rob Middelkoop - Managing Director at DJMiddelkoop & Zn. Nieuw Venne BV*
- *David Smorenburg - Business Development Manager, Jan de Rijk Logistics*

### **10:15 MORNING BREAK AND NETWORKING** **Sponsored by SkyCell**

### **11:00 Case Study Presentation: Becoming more sustainable in Pharma Logistics**

- This session will showcase a real-world example of how sustainability has been successfully integrated into pharmaceutical supply chains. The presentation will outline a specific logistical challenge, the sustainable solution implemented, and the measurable benefits achieved—such as reduced carbon emissions, cost savings, or decreased drug wastage. Attendees will gain practical insights into how eco-friendly initiatives can be applied while maintaining efficiency.
- *Christophe Pierlot - CEO Exam Packaging*
- *Stefan Braun - Managing Director - Smart CAE*

### **11:15 Panel Discussion – Sustainability in Action: Balancing Environment & Efficiency**

- A dynamic debate featuring key stakeholders—airlines, airports, regulators, freight forwarders, and pharmaceutical shippers—on the trade-offs between sustainability and operational demands. Discussion points include:
- **The conflict between green targets and logistical efficiency** – Is sustainability always the top priority?
- **Last-mile & reverse logistics** – How can these areas be optimized for sustainability?
- **Industry-wide pressures** – Who is driving change: regulators, shippers, or logistics providers?
- **Drug wastage challenges** – How big of an issue is it, and what solutions exist?
- **Alternative approaches** – Building on Session 2A, what other strategies could have been used?
- *Moderator: Celine Crahay - Senior Consultant & Managing Director - 3CeL sàrl*
- *Christophe Pierlot - CEO Exam Packaging*
- *Gergely Szorcsik - Director of Logistics Sourcing and Sustainability - Zoetis Belgium*
- *Denise Pronk - Head of Sustainability - Royal Schiphol Group*
- *Sabine Eisses - Head of GoGreen Europe - DHL Global Forwarding*
- *Hélène Goury - Sustainability Manager, Air France KLM Martinair Cargo*
- *Richard Harrop - Product Director - Topa Thermal*
- *Lily Benoit - Mobility and Logistics Advisor, Embuild Brussels*
- *Stefan Braun - Managing Director - Smart CAE*

### **12:10 Pharma Logistics Workshop – Decision-Making Under Pressure – Insights from a Life-Saving Medical Case cross pollinating with Logistics Business Decision making**

- What can we learn from the healthcare professionals who are functioning in a routine of constant acute crisis management?
- This session examines the real-life medical response to a complex trauma case involving severe brain injury, extensive burns, and life-threatening polytrauma. With survival odds at just 15%, every minute counted — and every decision mattered.
- Participants will work in groups to assess six crisis decision-making models and select the three most effective under extreme time and pressure constraints. The exercise is followed by a guided debrief, comparing group outcomes with the actual decisions made by the people and teams involved.
- **What You'll Learn:**
  - How to identify and apply decision-making models in high-stakes situations
  - How principles from emergency medicine situations can be translated to business, leadership, and operations
  - A deeper understanding of risk, speed, and judgment when lives or outcomes are on the line
- Recommended for Supply chain professionals confronted with emergency response, fast-deployed operations, and acute leadership roles.
- *Produced and led by Frank Van Gelder - Secretary General of Pharma.Aero, Supply Chain Board of the Antwerp Management School and University of Antwerp*
- **This session is sponsored by Etihad Cargo.**

### **12:40 LUNCH BREAK AND NETWORKING** **Sponsored by ETIHAD CARGO**

### **13:40 Pharma Logistics Workshop – Conclusion**

### **14:30 AI in Pharma Logistics: Start with WHY and make sure that AI builds (more) TRUST.**

- Stepping off the AI Speedboat to reflect on its challenges and opportunities.
- **Start with Why:** Trust as the cornerstone of our business, and the only asset we have, as companies and people.
- **How will AI Impact Trust in business:** Trust within and outside our companies.
- **AI can help address a number of meaningful business challenges:** let's be optimistic!
- **AI can also take us down a very challenging path, fast:** let's be realistic!
- **Master & Slave Dilemma:** let's make sure AI serves our business, our planet and the people behind, not the contrary. This is our responsibility as business Leaders, in 2025.
- *Damien De Chillaz - CEO Katalx*
- *Ruud Van Der Geer - Global Head of Delivery Strategy, MSD*

### **15:15 Chair's Closing Remarks**

### **15:20 AFTERNOON BREAK: NETWORKING AND REFRESHMENTS**

### **16:00 SITE TOURS:**

- DHL Global Forwarding and Amsterdam Airport Schiphol invite delegates to behind-the-scenes tours of their state-of-the-art facilities. These sessions will provide invaluable insights into the latest innovations, operational excellence, and best practices in pharmaceutical logistics and air cargo handling.

### 18:00 RETURN TO VENUE

### 18:45 EVENING NETWORKING EVENT & GALA DINNER

- All aboard for an evening of networking on Amsterdam's largest salonboat the Prins van Oranje!

### 11:00 CLOSE OF EVENING NETWORKING EVENT

## 9 October 2025

### 07:45 REGISTRATION: NETWORKING AND BREAKFAST

### 08:15 Chair's Opening Remarks

### 08:20 DAY 2 WAKE UP: Leadership Challenges in Pharma Logistics

- ***What's In Your Carry-On? A Lighter Mindset for a High-Stakes Industry***
- As the second day of FlyPharma begins, former global logistics leader turned performance coach Stephanie Kardos delivers an energizing opening session specifically designed for pharmaceutical supply chain professionals. In this 20-minute high-impact talk, she applies her unique cross-industry perspective to help teams navigate the complex pressures of:
  - Temperature-sensitive deadlines that never cool down
  - Regulatory turbulence and compliance air pockets
  - The constant weight of patient-impacting decisions
- Using her signature travel metaphor (perfected during her years managing global cold chain operations) and real-world examples from pharma logistics, Stephanie delivers both the psychological tools and practical approaches to maintain precision under pressure.
- Attendees will leave ready to:
  - Approach compliance challenges with adaptive thinking
  - Lead teams through distribution disruptions with clarity
  - Sustain performance through long-haul logistics demands
- Perfect for: Supply chain managers, logistics operators, quality assurance professionals, and anyone who needs to combine regulatory precision with human resilience.
- *Stephanie Kardos – Logistics specialist, Professional Coach & Mentor*

### 08:40 Presentation: Synergising Performance and Agility in Clinical Trial Logistics

- This presentation explores the evolving landscape of clinical trial supply chain management, emphasising the synergistic relationship between operational performance and supply chain agility.
- We will delve into strategies that harmonise these crucial elements to create a robust and responsive logistics framework.
- The discussion will cover innovative approaches to forecasting challenges, continuous improvement methodologies, and the pivotal role of technology in enhancing both efficiency and flexibility in clinical trial logistics.
- **Integrated Supply Chain Excellence in Clinical Trials**
  - Optimising end-to-end processes for both performance and adaptability
  - Agile distribution strategies
- **Innovative Forecasting and Demand Management**
  - Leveraging data analytics for accurate and flexible forecasting

- Proactive risk mitigation strategies
- **Synergising Performance and Agility**
  - Implementing methodologies that enhance both efficiency and responsiveness
  - Agile change management in clinical supply
- **Future-Ready Operations**
  - Digital transformation initiatives enhancing both performance and agility
  - Emerging technologies driving efficiency and adaptability in trial logistics
- *Landry Giardina - Global Head of Clinical Supply Chain Operations Innovation & Technology at Sanofi*

### 09:10 Case Study Presentation: Shipping Biologics and CGTs

- Explores how advanced therapies like biologics and cell/gene therapies (CGTs) are reshaping pharma logistics, highlighting key challenges in handling these sensitive products.
- *Deyana Mihaylova - Senior Clinical Supply Chain Manager, IQVIA*
- *Cristina Salado Manzano - Director of Advanced Therapies & Innovation, Alcura Spain*

### 09:25 Panel: Shipping Biologics and CGTs

- Focused on "**Priorities & Best Practices**," industry experts will address logistical hurdles raised in the case study. The discussion aims to bridge gaps between production constraints and shipping demands in cell and gene therapies, fostering practical solutions for these high-stakes treatments.
- *Moderator: Deyana Mihaylova - Senior Clinical Supply Chain Manager, IQVIA*
- *Stefan Lutzmayer - Senior Consultant, EMEA Thought Leadership Team at IQVIA*
- *Pieter Van Hengel – Senior Director of Supply Chain for EMEA at Kite Pharma.*
- *Landry Giardina - Global Head of Clinical Supply Chain Operations Innovation & Technology at Sanofi*
- *Cristina Salado Manzano - Director of Advanced Therapies & Innovation, Alcura Spain*

## 10:10 MORNING BREAK: NETWORKING AND REFRESHMENTS

### 10:40 SITE TOURS – Topa Thermal • JAS Worldwide • KITE Pharma

- Topa Thermal invites FlyPharma delegates to a guided tour of the Topa Institute. This ISTA-certified centre specialises in testing and innovating pharmaceutical packaging, with a focus on mechanical and thermal qualification. The tour will include live demonstrations of transport simulation, climate chamber testing, and sustainability-driven cold chain design.
- JAS Worldwide invites a select group of delegates to an exclusive tour of its new, state-of-the-art healthcare facility near Schiphol Airport. The tour will feature a guided walk-through of temperature-controlled zones (2–8°C, 15–25°C, -20°C), a live packaging presentation, an overview of certified processes with real-time monitoring, and unique demonstrations including 3D scanning and dog-sniffing security.
- An exclusive insight into CGT and Biologics shipping with KITE Pharma.

### 12:40 LUNCH BREAK AND NETWORKING Sponsored by Kuhne + Nagel

### 13:40 Workshop – Pursuing Excellence in Pharma Supply Chains

- This session explores how logistics providers can deliver exceptional care, precision, and proactive solutions for high-value pharma shipments.

- Designing "**above and beyond**" solutions balancing speed, compliance, and customer trust.
- **Practical frameworks** for implementing excellence and WGL principles.
- **Key Takeaway:** *How to turn standard pharma logistics into a premium, customer-centric experience.*
- *Workshop Leader: Luiz Barberini - Operations Manager External Manufacturing Latin America – Bayer, Community Board Chair at CSCMP*
- *Workshop facilitator: Mark Edwards - Global Freight and Trade Compliance Manager at Kindeva Drug Delivery Ltd*
- *Workshop facilitator: Ruben van Duijvenvoorde - Quality Assurance Consultant, vDv Pharma Consultancy*

### 14:40 Building a collaborative supply chain: working with stakeholders to achieve excellence in pharma air freight

- The success of certification often depends on seamless collaboration between airlines, freight forwarders, ground handlers, and pharmaceutical manufacturers. This session will explore how to foster strong relationships and create an integrated supply chain that meets CEIV Pharma requirements and supports optimal shipment handling.
- *Mateusz Zawadzki, Product Manager, Special Cargo Certification IATA*

### 15:10 Panel: Pharma Logistics and Risk Management – Managing a ‘Chronic Crisis’

- This session explores how the pharmaceutical supply chain can adapt to persistent disruptions, blending regional (Benelux) and global perspectives. Experts will discuss:
- **Agility vs. compliance** in the face of regulatory shifts (e.g., EU GDP updates) and sudden shocks (geopolitics, climate).
- **Local vs. international challenges**, from port delays to cross-border trade barriers.
- **Technology’s role** (AI, predictive analytics) and its limits in crisis response.
- **Building resilience** through redundancy, partnerships, and hybrid (digital/analog) solutions.
- **Key Question:** *How can the industry stay proactive in a world of constant crisis?*
- **Moderator:** *Marco Del Giudice - CEO of MdG Omnia and Vice President of PharmacomItalia*
- *Elena Mishina - Global Transportation Excellence, EMEA and JAPAC Lead Amgen*
- *Edwin Visser - Chief Commercial Officer DoKaSch Temperature Solutions*
- *Sebastian Steinmüller - Global Product Owner Pharma Cold Chain A.P. Moller Maersk*
- *Maarten Van As - Managing Director ACN (Air Cargo Netherlands)*
- *Nina Heinz - Service Delivery Director MSC Air Cargo*

### 16:00 Chair’s Closing Remarks

### 16:10 ANNOUNCEMENT OF FLYPHARMA EUROPE 2026

*Please Note:*

*Timings and session content may change as we confirm speakers and panellists – stay up to date at [flypharmaeurope.com](https://flypharmaeurope.com)*

*Site tours have limited capacity and some restrictions, availability will be confirmed on booking.*