

## MUELLER, ANGELA

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**From:** Carlos A. Saenz <carlos.saenz@transaereo.com>  
**Sent:** Friday, January 26, 2018 7:42 PM  
**To:** NAIR, MANOJ; BAIN, JAMES; LOEHR, GUNNAR; LOBELLO, JAMES; Petra Schuren; bernd scholz; BECKER, ANNETT; MUELLER, ANGELA; SEMSCH, STEPHAN; CUOCO, ANTONIO; LONDONO, JAVIER; WANNER, BIRGIT; ALMONACID, FABIOLA; MORENO, MARIA  
**Cc:** Eric Lobo; Patricio Latorre; Alfredo Nunes; javier ramirez; Adriana Yepes; willian rojas; david acosta; Julian David Serrano; TIMCKE, HANS  
**Subject:** LUFTHANSA CARGO // AEROSAN // Cambios en Transaereo CO  
**Attachments:** Change of Control Transaereo - Aerosan.docx

Dear Manoj, et all good afternoon:

According to our conversation, attached you could find the letter advising the increase of Aerosan in the participation of Transaereo, what drives us to a world of possibilites because we turn to a regional company with services in Chile, Ecuador and colombia, in fact we could serve you regionallywise.

On the other hand, we would like to introduce Mr. Eric Lobo Aerosan`s new general manager, who is taking over the duties of Mr. Patricio Latorre, whom we thank for all the work done. A brief resume of Eric below:

"Eric Lobo González, was born on February 13, 1975, lives in Santiago de Chile. He is a Civil Engineer with a Master of Sciences (MSc) from the Pontificia Universidad Católica de Chile and a Diploma in Finance from the U. Adolfo Ibáñez. With an executive career of 18 years of which eight have been in General Management roles in the Logistics Industry. Its strategic competences include a strategic business vision and in-depth knowledge of the Latin American logistics industry, promoting the growth and profitability of the organizations in which it has been a part, creating work teams that enhance its capabilities and generating value for the company, always with a vision of modernizing and incorporating world-class solutions.

In the last five years he was CEO of Loginsa, one of the leading logistics operators in Chile and led the 100% change in its distribution centers and the implementation of a world class system for warehouse management and logistics processes. He is currently president of the Asociación Logística de Chile (ALOG), a trade association that represents more than 85% of the logistic companies and freight forwardes market in Chile.

In his spare time he enjoys running and he likes cinema and reading."

Contact details as follows:

Eric Lobo G.  
Gerente General  
TEL: [56 2 22305910](tel:56222305910)  
MOVIL: [56 9 74311643](tel:56974311643)



**Interpretamos las necesidades de nuestros clientes**

Capitán Manuel Ávalos Prado # 1860  
Aeropuerto AMB  
Pudahuel, Santiago, Chile  
Visit us At: [www.aerosan.cl](http://www.aerosan.cl)

Best Regards

**Carlos Andrés Sáenz**

General Manager, CEO

Tel: (0571) 2941800 ext. 4040

Mobile: (057) 311-552 6967

e-mail: carlos.saenz@transaereo.com

Bodega Transaereo, CSU -A-,  
Nuevo Terminal de Carga Internacional  
Aeropuerto Eldorado,  
Bogota, Colombia



January 26<sup>th</sup>, 2018

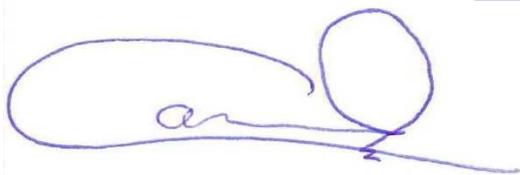
Mr.  
Manoj Nair  
Director Sales and Operations  
**Lufthansa Cargo**  
Miami

**Ref: Change of control**

We are pleased to inform you the exciting news that our shareholders have agreed in terms, so that Aerasan had increased its participation in the capital of Transaereo giving it a controlling stake as from 2018. With this we are certain that the capital, technological and Management requirements of our operation will be secured into the future to provide you with even better service.

During the following weeks you will hear from us more details regarding our future expansion plans

Best regards,



**Carlos Andres Saenz**  
CEO, General Manager  
Tel: (0571) 2941800  
Mobile: (057) 311-5526967  
E-mail: carlos.saenz@transaereo.com  
Bodega Transaereo, CSU -A-,  
Nuevo Terminal de Carga Internacional  
Aeropuerto Eldorado,  
Bogota, Colombia

Cambiar es parte de la evolución de nuestra Compañía.  
Extendemos nuestras fronteras para alcanzar nuevos desafíos.  
Por ser uno de nuestros aliados más importantes  
queremos que haga parte de este cambio.

Acompáñenos en el

# LANZAMIENTO DE NUESTRA NUEVA MARCA

**Fecha:**   
2 de Octubre  
de 2019

**Hora:**   
6:00 pm

**Lugar:**   
Ofc. Principal Aerosan CO,  
Calle 26 # 106 - 39 Nuevo terminal de carga



Agradecemos confirmar asistencia en el siguiente link:

<https://forms.gle/qkNyNVPocguzPBGr8>

Cordialmente,

**Subject:**

FW: LH // AEROSAN // Noticia importante SAAM

El vie., 21 ago. 2020 a las 10:21, Carlos Saenz (<[carlos.saenz@aerosangroup.com](mailto:carlos.saenz@aerosangroup.com)>) escribió:

Apreciados Cemal y Jonathan buenos días:

Me permito compartir un mensaje de nuestro CEO, reciban por favor un cordial saludo

"Ayer se ha informado oficialmente el cierre de un acuerdo para la adquisición por parte de SAAM del 50% de la propiedad de American Airlines en Aerosan, lo que considera las operaciones en los tres países donde estamos presentes (Chile, Colombia y Ecuador).

Una vez que el acuerdo sea aprobado por las autoridades regulatorias y se cumplan las condiciones usuales en este tipo de operaciones, nuestra compañía pasará a ser controlada en un 100% por SAAM, multinacional de origen chileno con presencia en 12 países de América a través de 3 áreas de negocio: servicios portuarios, remolcadores y logística.

Aprovecho la ocasión para redoblar nuestro compromiso con ustedes y reafirmar nuestra vocación para continuar entregándoles un servicio eficiente, con altos estándares y siempre con un trabajo bien hecho.

Agradeciendo su confianza, les saluda cordialmente

Eric Lobo G.  
**CEO Aerosan"**

Carlos Andrés Saénz  
Country Manager, CO.  
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Tel: +57(1) 2941800 ext. 4040  
Cel: +573115526967  
Calle 26 No. 106 - 39 Piso 2 CSU -A- Bogotá.



## MUELLER, ANGELA

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**From:** WANNER, BIRGIT  
**Sent:** Wednesday, November 11, 2020 10:52 AM  
**To:** SEMSCH, STEPHAN; MUELLER, ANGELA  
**Subject:** FW: AEROSAN would like to inform you something important!!

FYI

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Birgit Wanner de Zerpa  
Directora de Finanzas, Personal y Administración  
Colombia, Ecuador, Perú y Venezuela

Deutsche Lufthansa AG  
Corporate and Business Functions  
BOG CA/L

Calle 110 # 9-26, Torre Emp. Pacific, Of. 715  
Bogota, Colombia  
Phone: +57 1 7447229  
Mobile: +57 320 9272201  
Mobile VE: +58 414 3358398  
[Birgit.wanner@dlh.de](mailto:birgit.wanner@dlh.de)  
[lufthansa-group-business-services.com](http://lufthansa-group-business-services.com)

**From:** Noticias Aerosan <[noticias@aerosan.com](mailto:noticias@aerosan.com)>  
**Sent:** miércoles, 11 de noviembre de 2020 07:55 a.m.  
**To:** WANNER, BIRGIT <[birgit.wanner@dlh.de](mailto:birgit.wanner@dlh.de)>  
**Subject:** AEROSAN would like to inform you something important!!

Ms Birgit, we want to share the following news



**DEAR  
CUSTOMERS:**

In our quest to be a major industry player, we are proud to inform you that SAAM concluded a deal initiated last August to purchase 50% of our company from American Airlines. After receiving regulatory approval, SAAM now fully owns Aerosan. This transaction will strengthen our logistics services, especially for air cargo, in the three countries where we operate: Chile, Colombia and Ecuador.

We trust that our integration with SAAM—a Chile-based multinational present in 12 countries in the Americas through 3 business areas: port, towage and logistics services—will produce synergies that enhance our service offering.

This deal is a milestone for our company and gives us new opportunities for expansion and consolidation, while also reinforcing our services and our commitment to excellence towards our customers.

**We have begun a new phase together with SAAM to continue improving and expanding our services in the region.**

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The transaction emerged at a time when Aerosan was well positioned thanks to long-term contracts and important concessions at airports in the countries where we operate, enabling us to offer importers and exporters services along the entire logistics chain.

At Aerosan we will continue our policy of doing a good job, which has been possible thanks to the backing of more than 40 years' experience and the trust you have placed in us, which today allows us to embark on this flight, to go farther together.

Sincerely,

**Eric Lobo**  
CEO Aerosan

**AEROSAN  
IN FIGURES**