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**AGUNSA**  
NETWORK

# Airport Solutions



AGUNSA  
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EDITORIAL MANAGER

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DESIGN AND CORPORATE IMAGE

MARKETING

NETWORK COORDINATOR

DIGITALIZATION AND PRODUCTION

SPECIAL COLLABORATIONS

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## MESSAGE FROM THE VICE PRESIDENT

Dear employees, customers, and suppliers,

I am pleased to share with you some important news on the progress of our company during the last trimester.

There is no doubt that the last months have been very challenging, as we have faced a complex economic scenario, thus demanding our capacity to adapt, a constant search for new ways to operate and opportunities in each of the countries in which we are present. Regardless of these challenges, at AGUNSA we have stuck to our long-term strategic plan, deploying important investments focused on the growth and sustainability of our company.

This edition is mainly focused on our airport-related services and capacities, field where we have accumulated renowned experience and trajectory throughout time. Our work in this industry has a global impact and plays a fundamental role in the connection and development of people, countries, and businesses. In this newsletter you will find relevant information about the three airport concessions in Chile, as well as details about the new logistic infrastructure at the Santiago airport, our alliance with Menzies, and the specialized inspection services and data analytics we carry out using drones.

Additionally, in this edition we share important news, among which I am pleased to highlight the signing of the Water Security Pact, an initiative that reinforces our ongoing compromise with sustainable development at AGUNSA's operations. Also, we incorporated new services with Codelco, Anglo American, BHP, Teck, and Collahuasi in Chile, and Antamina in Peru.

While we move towards this year's second semester, we stay optimistic and we trust that the plan drawn up, along with our learning and innovation capacities, will allow us to successfully overcome the future challenges and to continue generating value for our strategic partners and the communities in which we participate. I am convinced that together we will continue building and taking AGUNSA through a path of growth and success.



I sincerely hope that this edition is of interest to you.

**Francisco Gardeweg Ossa**  
**Vice President**

# CHILE



## AGUNSA SIGNS PACT FOR WATER SECURITY

AGUNSA was one of the five companies that took part in the launch of the Water Security Pact, aimed at encouraging companies from different areas to reduce their water consumption in the value chain and creating high-level practices for its care.

According to figures from Fundación Chile, 76% of the country's surface is affected by droughts; therefore, this pact seeks to revert this reality and make Chile the first country to reach Water Security. In order to do so, associations such as ClimaTech Chile and the United Nation's Race to Resilience took the initiative so that private companies can contribute to reach this goal.

"We were aware of this Water Security Pact, which was in the lookout for precursor or pioneer companies on this

matter. And, at AGUNSA, as a logistics company, our goal is to become sustainability leaders in the country and in Latin America, so this opportunity is an excellent platform to demonstrate what we do and persuade the rest of the companies to join while serving as a model," stated our sustainability manager, Nicolás Calvo.



## AGUNSA AND TPV RECEIVE THE HUELLA CHILE SEAL

During a ceremony carried out by the Ministry for the Environment and Corfo, AGUNSA received—for the second year in a row—the Huella Chile certification. This indicates that we have reached the level of quantification of our direct and indirect greenhouse gases and other indirect gases at an organizational level. Furthermore, the Valparaíso Port Terminal obtained this recognition for the first time.



AGUNSA signs Pact for Water Security



AGUNSA and TPV receive the Huella Chile seal

# CHILE



## AEXSA CELEBRATES ZERO ACCIDENT RATE

AGUNSA's intermodal warehouse at the San Antonio port began operations in November 2018, and their accident rate has remained zero ever since, being this a milestone acknowledged by the Instituto de Seguridad del Trabajo (IST) [Hospital for Workers]. This achievement is the result of our compromise to identify and mitigate risks.

"We are proud and humbled to receive this recognition for the daily work carried out by each team, contributing to the self-care culture, the prevention and, ultimately, to the safeguard of every person external to the organization that visits the terminal on a daily basis, such as the carriers and contractor companies," stated Cristián Ibieta, AGUNSA Intermodal CEO.



AEXSA celebrates zero accident rate



## I-REC CERTIFICATION: AGUNSA DUPLICATES LAST YEAR'S RENEWABLE ENERGY CONSUMPTION

In March 2023, we received the I-REC certificate, an internationally renowned instrument to attest the companies' reduction of carbon emissions, using the development of renewable energy as a way of reduction.



Floating equipment conducts exclusive service at the Chacabuco port



## FLOATING EQUIPMENT PROVIDE EXCLUSIVE SERVICE AT THE CHACABUCO PORT

On the constant search for new businesses and for widening their range of services, the AGUNSA Floating Equipment area conducted an exclusive transport service for high executives from the salmon industry at the Chacabuco Port.

During their stay, they visited farming centers and the San Rafael lagoon, all on a luxury vessel handled and administered by AGUNSA: *Huillín* Yacht.



# CHILE



## SUCCESSFUL EXPORT OF WELLBOATS TO NORWAY

Our Puerto Montt office participated actively on the export operations of *Ronia Austral* and *Ronia Pacific*, two latest-generation wellboats from Solvtrans Chile, that sailed bound for Alesund, Norway.

At the forefront of the main requirements of the Chilean salmon industry, wellboats are specialized vessels for the transport of live fish through a system of water circulation with their own tanks, pumps, oxygenation, disinfection, and loading and unloading processes. Given these characteristics, they are highly appreciated by the industry and subject to constant renewal.

Before their departure, both vessels had to change their Chilean flag to a Norwegian one, as well as their names to *Ronja Dolstein* and *Ronja Settler*. This way, AGUNSA in Puerto Montt handled them as their port agents, providing services on their crew change, pilotage, launches, and overseas export.



Successful export of wellboats to Norway

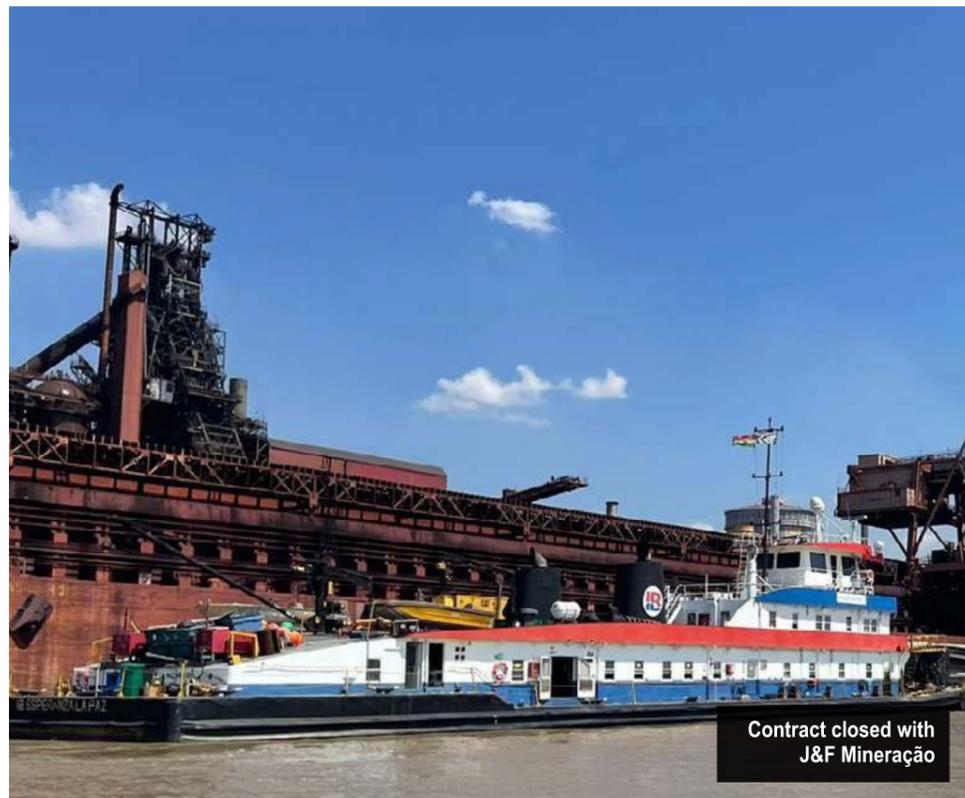
# ARGENTINA



## AGUNSA ARGENTINA SIGNS IMPORTANT CONTRACT WITH J&F MINERAÇÃO

Our office in Argentina announced the signing of contract with one of the biggest barge owners and main iron mineral transport for the Paraná-Paraguay waterway from the iron industry in the region, J&F Mineração.

Particularly, the service consists of the mooring of barges at the San Nicolás de los Arroyos Port, on the west-coast of the Paraná River. This value proposal is added to the main operation of loading and unloading of ships and/or barges at Ternium San Nicolás, managing their arrival to the port, mooring, and unloading.



## WE WERE PRESENT AT ARMINERA

We visited and participated in the most important fair in the Argentinian mining industry: Arminera. The event was carried out on May 22<sup>nd</sup>, 23<sup>rd</sup> and 24<sup>th</sup> and included the exhibition of the main actors from the lithium and local mining scenes. We used this opportunity to present our range of integral logistics, port, transport, and storage services. Moreover, we were the only operator there that offered these solutions for the Paraná-Paraguay waterway, and for the ports in the north of Chile.



# EL SALVADOR



## STARTS SERVICES FOR A NEW SOLAR FARM IN TALNIQUE

Under UDP Talnique society, AGUNSA will offer the handling of cargo, coordination, and execution of all the steps in the supply chain at origin and destination, as well as customs clearance and maritime agency services for the first solar farm of the Salvadorian State, Talnique Solar.

This farm will be able to generate renewable energy for 25 thousand homes from El Salvador that consume an average of 100 kWh, and it is expected to be fully operational by December 2023.

# ECUADOR



**PORTRANS IS ACKNOWLEDGED AS THE BEST COMPANY AT THE PROLOGITEC SUMMIT 2023**

In June, the biggest logistics fair in Ecuador, Summit Prologitec, took place, gathering over 3 thousand executives, directors, and potential buyers of the transport and logistics industry in Latin America. At the inauguration of its 7<sup>th</sup> edition, important acknowledgements were awarded, during which Portrans participated in the Excellency on Integral Logistics category and won Best Company 2022.



Portrans at Summit Prologitec

# PANAMA



**NEW STORAGE SERVICE FOR IMPORTED CARS**

We began the discharge service of new cars from China at our warehouse located at the Free Zone of Puerto Colón. The reception of containers and the storage of the first batch (105 cars) took place at AGUNSA's warehouse. We expect to receive five more batches, thus storing a total of 630 cars by the end of this year.



Car carrier truck in Panama

# PERU



## STARTS THE TRANSPORT AND STORAGE SERVICE FOR MINING COMPANY ANTAMINA

We have officially started the transport of OTR rims for Antamina, leading company from the Peruvian mining area. This service will have an execution period of five years and will use AGUNSA's own platform design, intellectual property of which was patented before INDECOPI.

This new platform design allows to carry six R63 tires horizontally, being these the heaviest, instead of just four or five, as it was the case with old platforms. The service seeks to move them from Callao to the Antamina mining site for several more years. We also developed a warehouse complex to manage our mining supplies for the same company.



## AGUNSA PERU IS THE NEW LOGISTICS SERVICE SUPPLIER FOR DSM

By the end of May, in Paita city, the import and export Integral Services were carried out for the Dutch food and healthcare company, DMS. Throughout 2023, AGUNSA will be in charge of executing the services for terminal, container withdrawal, transport to the plant, customs agency, container return, approval, shipping and unloading at the port, for 40 containers on a monthly basis.



New services for Antamina



Backus Service



## NEW INTEGRAL LOGISTICS SERVICE FOR BACKUS

In April, our team in Peru started the reception and delivery services for palletized cargo, storage, in-bond assembly, labeling, and export and import handling for the main beer company in the country, Backus. This allows AGUNSA to diversify its solutions to the food and beverages sector. Besides representing an opportunity to demonstrate its efficiency by providing safe operations and using information systems that allow precision in the management of cargo.

# SPAIN



## AGUNSA EUROPE S.A. ACTED AS PORT AGENT IN ALGECIRAS AND TARRAGONA PORT

At the Port in the Algeciras Bay, located south to Andalucía, Spain, AGUNSA EUROPE provided services for the boarding of technicians, crew change, lubricant supply, spare parts delivery, management of formalities with authorities and all type of local coordination to one of our customers. These operations allow us to generate local growth and were conducted between May 9<sup>th</sup> and 12<sup>th</sup>. Also in May, the Spain team acted as port agent for LPG tankers, by unloading 46 kilos of propane at the Tarragona Port.



AGUNSA Europa S.A.

# USA



## BOOSTS ITS OPERATIONS IN THE MARKET WITH A CHANGE IN MANAGEMENT AND NEW LINES OF BUSINESS

In April, AGUNSA USA completed 23 years of ongoing operations in the United States. Currently, the subsidiary is undergoing an important restructuring of their businesses and operations. After the change of the subsidiary's CEO at the beginning of this year, plus the opening of a new multipurpose terminal at the Tampa Bay (AMT), the company has optimized their lines of business, strengthened the freight forwarding and trucking area, and implemented container sales and rental services.

A new CEO has joined the freight forwarding team, José Francisco León, who has decades of experience in the area, and joins ModalTrade USA. This, after AllCargoNet was acquired, company he used to chair. This way, it is expected to boost the operations in Miami and the south of Florida, in order to strengthen the opening gate of our operations in Latin American to the rest of the country.

Furthermore, AGUNSA USA is in the process of launching new lines of business as maritime agency to expand our service range and provide integral solutions to our customers. Moreover, in the marketing area, the company is carrying out a campaign to solidify its image in the market.



Corporate Building USA



ModalTrade Operations

# MEXICO



## HAS A NEW COUNTRY MANAGER

In May, Alán Straume Bascuñan took over as the new Mexico Country Manager. Mr. Straume, who has been part of the company since 2011, has a wide experience in the shipping and logistic sector. Now, he will be in charge of defining and leading the necessary changes to reach the expected results in the North American country.



Alán Straume Bascuñan



## CONTRACT RENEWAL FOR THE THIRD YEAR IN A ROW WITH ERICSSON

AGUNSA has been delivering nationwide land transport services since March 2020 to important company Ericsson. Last month, we achieved the renewal of this service for the third year in a row, which allows us to continue delivering the antennas and structures from this big company to multiple destinations in the Mexican territory,



## AGUNSA MEXICO TAKES PART IN AN IMPORTANT LOGISTICS FAIR: THE LOGISTIC WORLD 2023

Our Mexican team had the opportunity to attend and participate of the most important event in logistics and transport in Mexico and Latin America, The Logistic World Summit & Expo. There, they met the leading companies in logistics, shipping, freight forwarder and service providers that complement the supply chain, with the aim of generating alliances and new business ideas.



Contract renewal with Ericsson

# PARAGUAY



## AGUNSA PARAGUAY'S NEW CUSTOMS DEPOT

During this month, our team in Paraguay received the cargo of an important customer, starting the functioning of the new Fiscal Depot that is fully integrated with the customs system, allowing the delivery of an efficient and agile service. Furthermore, it is the only depot close to the International Airport Silvio Pettirosi, as it is only 800 meters away.



# BOLIVIA



## INAUGURATES NEW OFFICE

AGUNSA has inaugurated a new office in Santa Cruz, Bolivia, as a result of the need to handle our customer ZIM and to continue offering logistics services in mining, freight forwarder, international transport, and storage in the country.



# COLOMBIA



## IS ALLOCATED THE PROJECT FOR THE MODERNIZATION OF THE THERMOELECTRIC PLANT TERMONORTE

Our freight forwarder team will be in charge of transporting an important volume of air and maritime shipments that will arrive from Europe, USA and Asia. The final destination for this cargo will be thermoelectric plant Termonorte, located in Santa Marta, and which is undertaking a modernization process.



## STARTS OPERATIONS WITH ROYMAR – WASA

Our commercial customer ZIM, has started its operations service for the Roymar Shipping Services company, characterized by its handy-size ships with a 30 thousand-ton capacity. These have monthly departures from Brazil and their final destination is the East Coast of the United States. With this service we are seeking to commercialize the Brazil-Colombia, and Colombia-Central America-Caribbean-Mexico Gulf and Florida routes.



LinkedIn referential image

## LEADERS IN THE MINING INDUSTRY: OUR PATH TOWARDS SUCCESS

In the last few months, we have started new contracts with the main mining companies in Chile and Peru, such as: Teck, BHP, Collahuasi, Codelco, Anglo American, and Antamina. This way, we continue consolidating the mining industry as a fundamental part of our company.

In the Tarapaca region, we started the maritime maintenance contracts for the Port Terminal and the Teck QB2 Desalination Plant, as well as the engineering contract of detail, supply, and assembly of the cathodic protection system for the Collahuasi Port.

In addition, our facilities in the north and center of the country are being used by several mining companies, positioning us as the main

alternative to carry out the logistics of tipping containers and oversized cargo. In the last month, we have transported over 2 thousand containers of this kind.

Likewise, we have experienced a sharp increase in road transport for the industry, with short and long-term contracts, for general, oversized cargo and bulk mining products. We were also allocated transport services for copper concentrate in different areas of the country, for national sale and export.

"I would like to congratulate our commercial and operational team for the work done in the implementation of contracts. Our long-term

strategy, implementation of technological systems and the planning of each operation, allows us to carry out services of different nature simultaneously and with world-class standard," stated Tomás Valenzuela, Mining and Energy Manager.

Our growth in the mining industry has not only been at national level, but we have also managed to start a contract in Peru for the transport service of OTR rims for the prestigious mining company Antamina, a worldwide referent in mining, as their copper production is the fourth largest in the world.

"The solution implemented by AGUNSA for Antamina is unique in the market, as we achieved an efficiency increase of between 30% and 50% for each project, which translates into tangible benefits for the mine, the environment and the communities," stated Bruno Aberasturi, Mining Manager in Peru.

As a company we will continue implementing our long-term growth strategy, making important investments, and delivering high-standard solutions for our customers.

# SOLMIN

Una empresa **AGUNSA**



## SOLMIN

### The new branch of mining solutions at AGUNSA

During an event honoring the mining customers, AGUNSA introduced the name of the new company that will be dedicated exclusively to delivering operative solutions to the mining industry, SOLMIN.

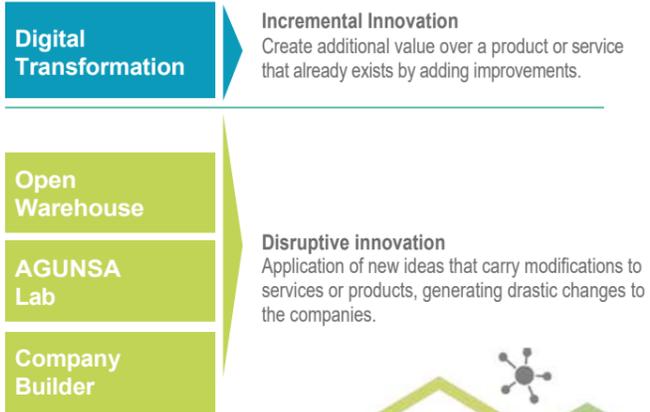
The new company emerges from REPORT, which has had two lines of business: port and mining services. The objective with SOLMIN is to work exclusively with the mining industry and boost the current operations in copper, limestone, and molybdenum mines.

SOLMIN has 800 employees and a strong focus on inclusion, diversity, and sustainability. Its operations are currently located in Antofagasta, Santiago, and Puerto Natales (Guarello island).



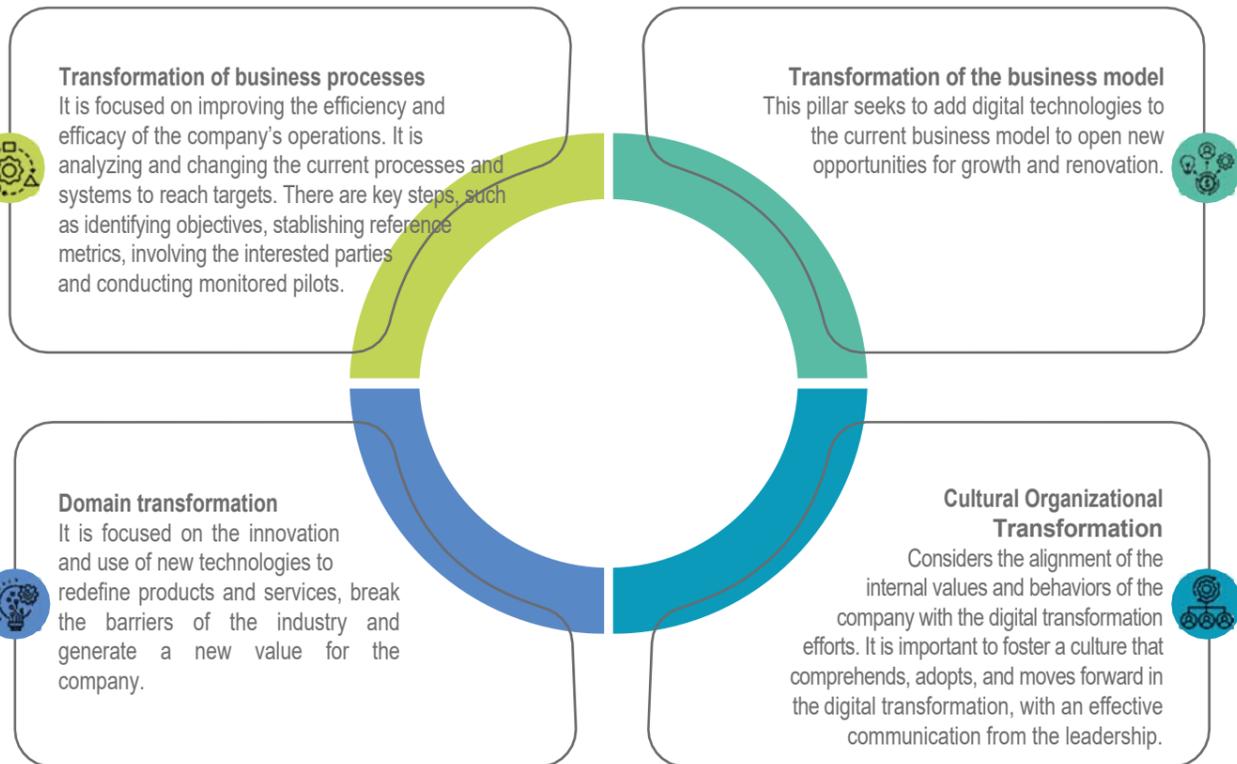
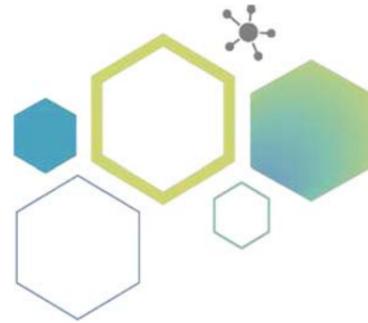
# Corporative Management of Business Development

## Digital transformation and Innovation



- Cloud Computing
- Robots
- Drones
- AI
- IoT
- 3D Printer
- Virtual Reality
- Digital Marketing
- AR
- Cyber Security
- Blockchain
- Big Data

We collaborate with every AGUNSA area to search, develop, and implement projects and technological proposals that make a significant impact. We focus on launching improvements that benefit the results and contribute to our strategic objectives.



*“Digital transformation goes beyond the implementation of technologies, an integral focus is necessary that encompasses the improvement of operations, collaboration, expansion of services and customer experience.”*

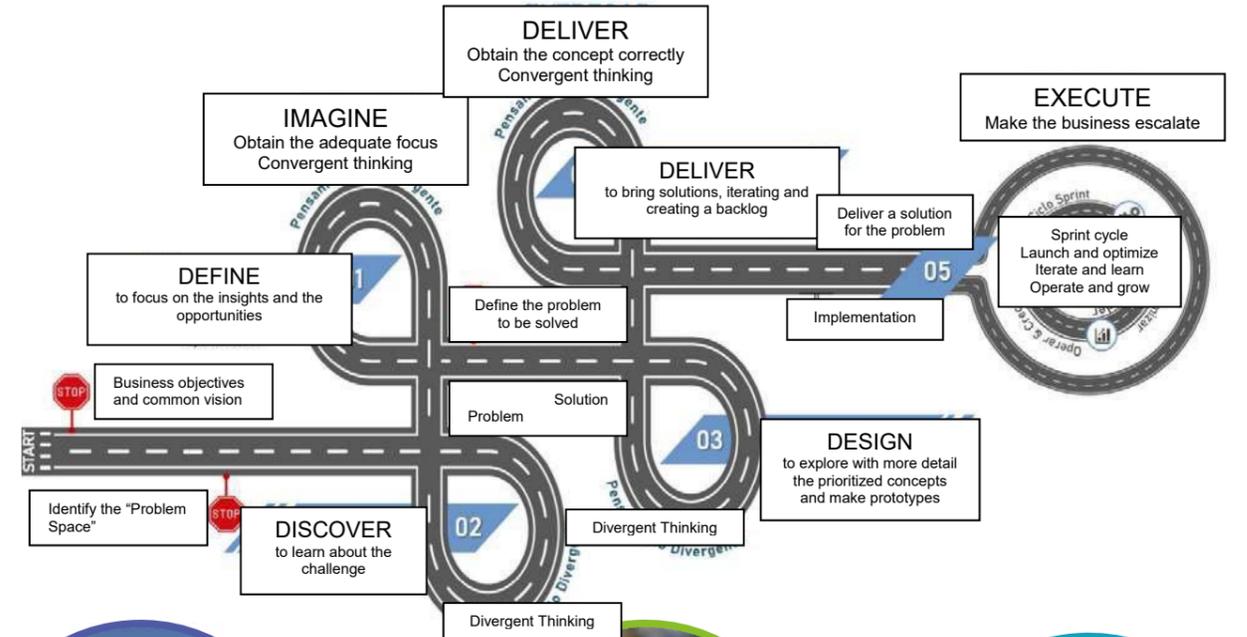
**What are we?**  
The area in charge of implementing digital technologies to improve operations, processes, products, and services, seeking efficiency, innovation, and market competitiveness.

**What do we seek?**  
To adopt new technologies for the digitalization of processes and businesses, optimizing efficiency and improving productivity.

**Impact**  
Generate impact on the efficiency, competitiveness, customer experience, innovation, agility, and decision-making based on data to achieve sustainable growth and success for the organization.

**Projects**

- 36 On file
- 12 Being developed
- 8 Finished

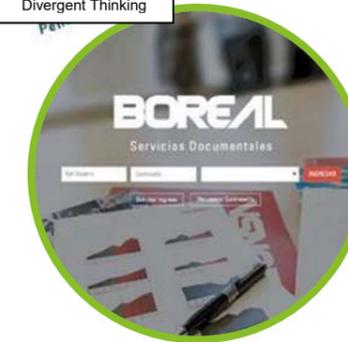


### E-yard- Container yard ARETINA

Monitoring and optimization system for the movement of containers.

- Benefit:**
- Exact location of the containers.
  - Traceability of the container's movements.
  - Creation of tasks directly to the operator.
  - Location search for the containers.
  - Data from the containers circulating on the different operative zones.
  - Decrease in the containers' movements.
- Results:**

50% of the movements were non-productive. With the use of the app we managed to have a range of approximately 30% saving 20% of non-productive movements.



### Payment button – Documents

It is a tool to carry out online transactions safely and efficiently.

- Benefit:**
- Removes payments without details and credit balances.
  - Immediate identification of paid PV with pending invoices.
  - Correct use of current accounts and clarity on bank reconciliation.
  - Identification and traceability of payments.
  - Compensation of payments received in a more agile way due to the reports delivered by Khipu.
  - HH reduction while the client makes transactions by using this tool.

1 month after implementation and 20% of the customers are already using it.



### AI Cameras – Risk Prevention

Visibility system for the driver that allows control on man-machine interaction during operations.

**Purpose:** Decrease the accident risk in the work environment due to lack of visibility.

**5 companies benefitted**  
**+100 implementations on machines**



OPEN WAREHOUSE IN NUMBERS

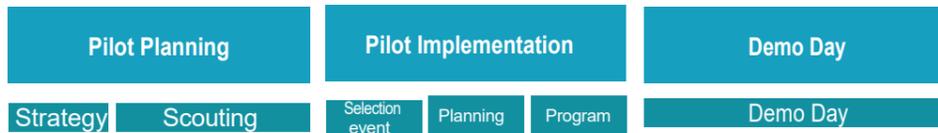


OPEN WAREHOUSE VERTICALS



- ▶ New technologies and business models.
- ▶ Logistics on specialized industries.
- ▶ Digitalization of foreign commerce processes.

OPEN WAREHOUSE METHODOLOGY



PILOTS 2<sup>nd</sup> GENERATION

| Startup | Pilot   | Results  |
|---------|---|--|
|         | Development of a submarine robot to clean launches              | 1 <sup>st</sup> phase:<br>- Bidirectional nozzle<br>- Cleaning speed<br>- Cleaning quality<br>- Reduction of damages on hull and painting<br>- Security<br>- Savings on costs              |
|         | Artificial intelligence and machine learning.                   | Summary for tenders:<br>- 85% tenders processed<br>- 56,5% effectiveness<br>- 100% solved incidents<br>- Model with pre and post processing with 80% effectiveness                         |
|         | Platform that digitalizes, automates, and integrates workflows. | Maintenance checklist:<br>- % of costs due to machine use<br>- Failures per machine/account/operator<br>- Control per operator per shift<br>- Real-time failure report<br>- Time reduction |



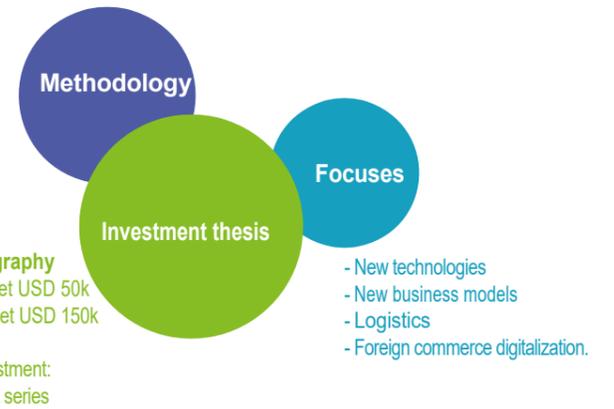
CHARACTERISTICS OF THE FUNDING

**What are we?**  
Corporate Venture Capital.

**What do we seek?**  
To associate with the best startups to give strategic value to the business units and boost their regional growth.

**Impact**  
- New strategies  
- Profitability  
- Inorganic growth

1. Scouting with double focus.
2. Effective pilotage with MVP.
3. Solutions evaluation.
4. Association model development.
5. Due diligence.



PORTFOLIO



- ▶ Drone inspection specialized services.
- ▶ Full-commerce digital platform, end to end.

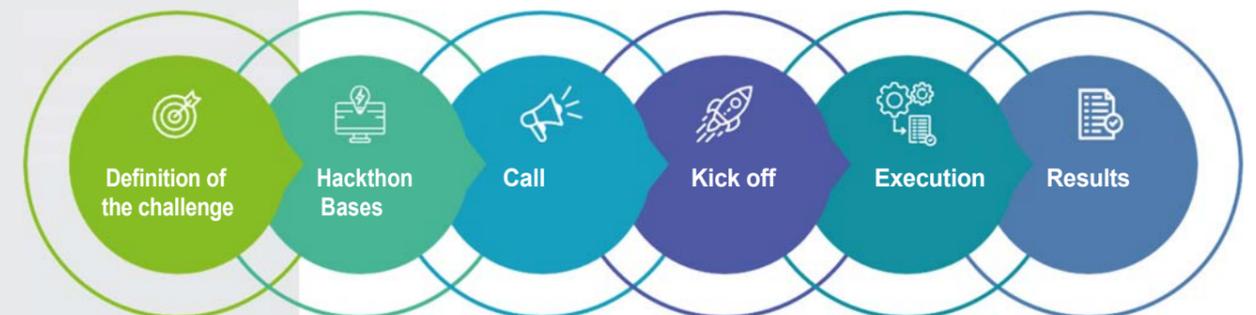
COMPANY BUILDER

**What are we?**  
Intra entrepreneurship and internal innovation program.

COMING SOON

**What do we seek?**  
To design, develop and implement new innovative solutions through AGUNSA's employees.

**Impact**  
- Encourage an innovation culture.  
- Be involved with AGUNSA's values  
- Create new solutions from the company.



# Airport Solutions



## Airport Concessions

In November 1997, AGUNSA reached a significant milestone when it received the concession of the Santiago Airport. This opportunity opened our doors to the air cargo, warehouse, and passenger businesses, in Chile as well as abroad.

In 25 years, we have gained experience with the allocation of other 7 concessions, mobilizing millions of passengers and cargo on a reliable and safely manner. Get to know our statistics:



|  Cities: |  Concession period: |  Passengers mobilized: (Millions) |  Tons transferred: (Thousands) |  Investment: (Millions USD) |
|---|--|--|---|--|
| Santiago  | 1998-2015  | +132   | +10,935,321   | 300  |
| San Andrés  | 2007-2014  | +8.4   | +82,000   | 30   |
| Providencia (Colombia)  |  |  |   |  |
| Punta Arenas  | 2010-2021  | +10.9  | +87,000   | 40   |
| Calama  | 2011-2023  | +21.1  | +15,500   | 50   |
| La Serena   | 2013-2021  | +8.7   | +910  | 15   |
| Puerto Montt  | 2018-2024  | +7.3   | +18,500   | 35   |
| Arica   | 2019-2034  | +2.4   | +8,200  | 85   |
| Jamaica   | 2003-2007  |  |   | 190  |

## Our current concessions

# Chacalluta International Airport, Arica

In April, 2019, along with Sacyr Concesiones, we started a new concession for the construction of a new section of the terminal, three new boarding bridges and the substitution of the current pair.



**Concession period:**  
2019 – 2034



**Passengers mobilized:**  
2,370,611  
Until 2022



**Tons transferred:**  
8,187,881



**Investment:**  
USD 85 BN

### Current main works:

- Expansion of the terminal to 12,400 m<sup>2</sup>
- New facilities and services for passengers
- 3 new boarding bridges plus the substitution of the current pair
- New aeronautical facilities (Administration/Logistics/ARFF/ARO)
- New control tower
- 2 new power stations
- New parking and repaving of the land accesses

Aeropuerto de  
**ARICA**✈

## Our current concessions El Loa International Airport, Calama

It is one of the main regional airports in Chile, located at the heart of the mining industry and just 100 km from San Pedro de Atacama. In April 2011, we started operations with the constitution of the Consorcio Aeroportuario de Calama S.A.



**Concession  
period:**  
2011 – 2023



**Passengers  
mobilized:**  
21,048,467  
Until 2022



**Tons  
transferred:**  
15,448,185



**Investment:**  
USD 50 BN

In 2023, and along with our partner Sacyr Concesiones, we await the results of the MOP tender process that extends the concession for 25 years.

### Main works:

- New 9,430 m<sup>2</sup> terminal building
- 3 new boarding bridges
- Expansion of the platform and renewal of the safety perimeter
- Relocation of the administration and the aeronautical authorities' offices
- 2 new power stations
- New control tower
- New water treatment station
- Parking expansion and repaving of the land accesses.

## Our current concessions

### El Tepual Airport, Puerto Montt

In May, 2018, along with Sacyr Concesiones, we started the concession for the construction of a new section of the terminal, which will allow to double the current capacity of passengers.



Concession period:  
2018 – 2024



Passengers mobilized:  
7,320,299  
Until 2022



Tons transferred:  
18,562,103



Investment:  
USD 35 MM

#### Main works:

- Expansion, building and maintenance of the new infrastructure for the current airport
- Increase of the terminal surface from 9,900 m<sup>2</sup> to 16,000 m<sup>2</sup>
- 1 new boarding bridge plus the substitution of the current pair
- Expansion of the parking platform for aircrafts
- New control tower and aeronautical facilities
- New parking and repaving of the land accesses

# IGNOUS

## Our innovation ally

The company is dedicated to deliver specialized inspection services with drones and is part of the AGUNSA group since 2020. They have more than 100.000 hours of certified flight and use Artificial Intelligence to deliver personalized solutions to each industry that they work with.

### Large-scale, on-site solutions

Our drones collect data through numerous RGB, thermal and multispectral sensors that allows the identification of critical variables to be controlled and, therefore, minimize risks on the customers' business.

### Data Analytics using Artificial Intelligence.

We have created alliances with the main data analytics companies in the world, in order to generate personalized reports for our energy and agriculture customers. We use field information and train algorithms with Artificial Intelligence.



**+100,000**  
Flight hours



**+60,000**  
Hectares  
topographically  
mapped



**+60,000**  
Telesurveillance  
hours



**+4,300 km**  
Power lines covered  
on HV/MV



### Our services

#### ● Energy

We have inspected over 1,760 MW of photovoltaic panels and over 120 wind turbines on wind farms. Our strategy and business model focus on tackling 20% of the entire Chilean market by 2025.

#### ● Agriculture

We are developing the inspection service for vineyards and citric plantations. We deliver a geospatial review of the state of the crops and plantations that allows us to identify deficiencies and, therefore, reduce the production cost per hectare.

#### ● Security

Four years ago, we offered Preventive Telesurveillance services with drones to different Regional Presidential Delegations in Chile. These services can also be applied to private companies to prevent crime.





## Real Estate Concessions Bodegas AB Express S.A.

It is our real estate concession along with Besalco, which was constituted on July 2014 as concessionaire of the Santiago Airport for the exploitation of three buildings built by ABX that are strategically located on the cargo zone. This concession extends until 2032:

### EOS building

- 147 offices
- Low consumption climatization system
- 3 cutting-edge technology elevators
- Thermopane windows, energy saving, acoustic insulation, and special glass with light control.
- CCTV security system
- Centralized system for the detection and extinction of fires

### ATREX building

- 6 locations for office rentals
- Long-term rental with UPS/FEDEX/DHL and ATREX (Asociación Gremial de Transporte Expreso de Chile [Trade Union for Chilean Express Transport]), which gathers 23 companies authorized by the National Customs Service.

### North Warehouse

- Customs depot for import and export services with almost 10,000 m<sup>2</sup>
- Operated by MENZIES AGUNSA Import Services
- Direct access to apron
- Large parking for delivery of cargo in trucks
- Schedule allocation for early delivery
- Integrated real-time information system



## FLIGHT OPERATIONS

- In-site support solutions for flight operations
- UHF Land-Air Communication
- Remote dispatch
- Coordination on platform
- Full support for charter operations.



## LAND SUPPORT TEAM

- Our entire GSE (Ground Services Equipment) fleet is front line and has been in use for less than 3 years.
- Top line equipment and own maintenance staff.



## INTEGRAL SERVICES

- We have incorporated security guards, cabin cleaning and ULD administration to our services.



## PASSENGER SERVICES

- Check-in and luggage services
- Door and exit services
- Tickets' sales desk
- Special services for passengers and VIP services



## TECHNOLOGY AND INNOVATION

- We have implemented good practices and continuous training for our personnel.



## Our Aeronautic Services Menzies AGUNSA

In 2022 AGUNSA arranged a joint venture with Menzies Aviation Ltd to operate together the Ground Handling and Cargo services in Chile.



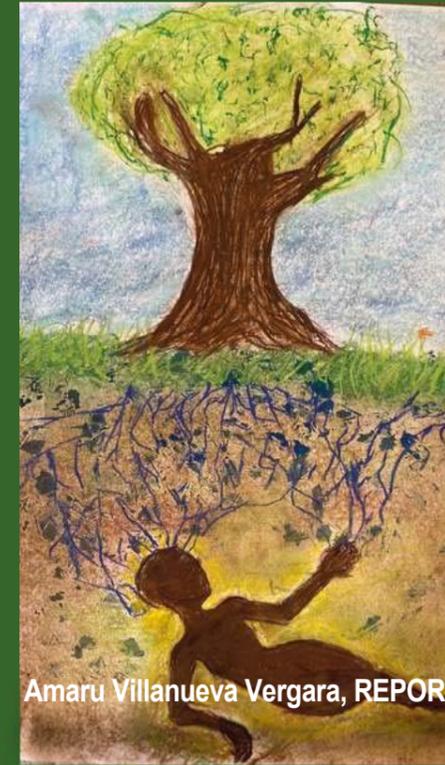
# TOGETHER FOR THE ENVIRONMENT

## We make it possible

As AGUNSA and affiliates, we celebrated in June the World Environment Day, carrying out numerous activities for a week, including workshops, drills, webinars, and a school activity.



# KIDS CONTEST



Amaru Villanueva Vergara, REPORT



Florencia Galvez Berrios, AGUNSA

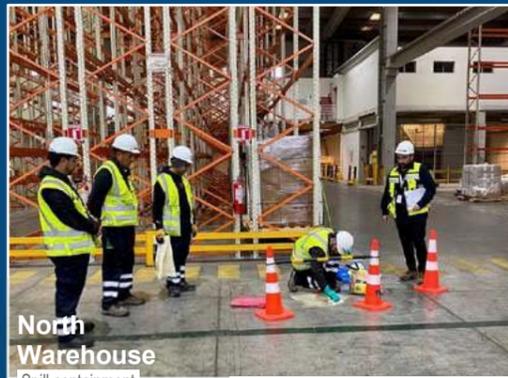




**La Chimba**  
Oil spill drill



**Lampa**  
Oil spill drill



**North Warehouse**  
Spill containment



**Puerto Montt**  
Spill containment



During May, more than 60 risk prevention staff members participated in a series of talks on the environment, amounting to over 540 hours of training.



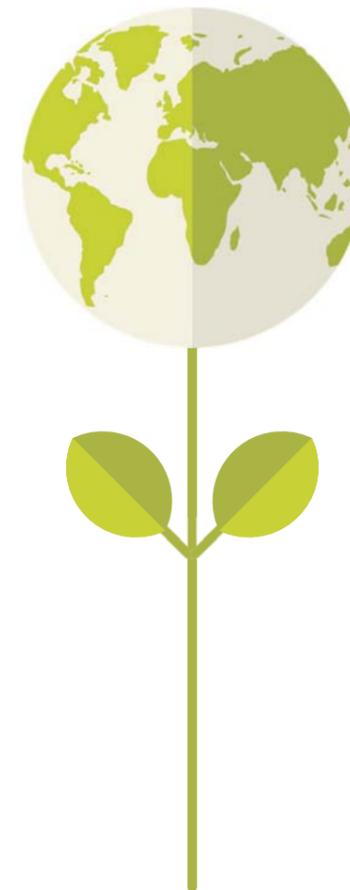
In June, over 200 people attended the environment drills, totaling over 100 hours of training.



In our online workshops and webinars, we had over 140 attendees that amounted 140 hours of training.



**Valparaíso**  
School visit to TPV

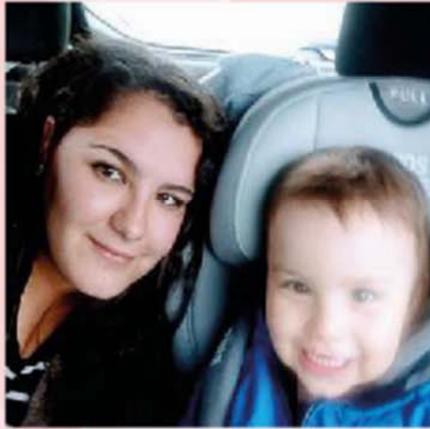


During the commemoration of the World Oceans Day, we were visited by students from the Liceo Matilde Brandau de Ross from Valparaíso, who specialize on Port Operations. In the context of our Environmental Campaign, we offered them a talk about the preventive actions to protect our sea and we showed them up-close the functioning of the port operations at TPV.

# Photography contest Mother's Day



MARÍA PAZ TAGLE



IVONNE MARGAS



BELGICA BARRIOS

CARDENAS



KAREN FIGUEROA



SYLVIA

# Photography contest Father's Day



ALEXANDER DOMÍNGUEZ



ANTONIA URRUTIA



DANIEL PURCELL



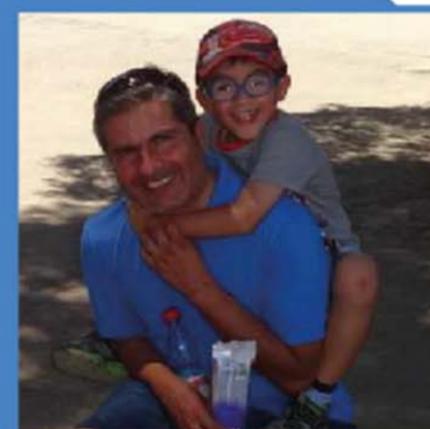
JHOAN GARRIDO



FELIPE RODRIGUEZ



JUAN HUERTA



JULIO MUÑOZ



MICHEL LEITON



RAFAEL PIZARRO

# CULTURAL TRANSFORMATION

*We make it possible*



INTEGRITY

We intend for all our interactions to be honest, respectful, and transparent.



BECOME AWARE

We act committed to the environmental and social responsibility, as well as the protection of the lives and health of our employees.



FLEXIBILITY

We encourage the adaptability and openness to new ideas, with focus on our new customers, the environment, and their cultures.



CLOSENESS

We value close long-term relations, promoting a work environment that is collaborative and respectful to our customers, suppliers, and co-workers.



EXCELLENCY

We guide our actions seeking for perfection on each task, continuous improvement, and the development of our abilities.



ENTREPRENEURIAL SPIRIT

We highlight creativity and innovation, encouraging our employees to take initiatives that boost the responsibility of assuming new challenges.



COHERENCE

We make sure that our words and acts are in line with our AGUNSA values, principles, and politics.



## LETTER FROM INVITED MANAGEMENT

The airports and investment area was created in 1997, due to the continuing interest of our Board of Directors to expand AGUNSA's businesses and its participation on the logistics chain, integrating new operations and markets.

Thus, the following year our company, alongside companies Dragados, YVRAS, SABCO and FCC International, was allocated the concession of the Arturo Merino Benítez (AMB) Airport in Santiago, becoming a guide for later concessions.

Our unit is characterized for being in a constant search for new opportunities. In 2003, we were awarded the concession of the Montego Bay airport in Jamaica, with a consortium formed by Dragados, YVRAS and Ashtrom, taking an important step on the internationalization of the area. Later, we were awarded the concessions of the airports in San Andrés island and Providencia Island in Colombia. There, we could continue developing our model for technical assistance and management of the operation.

During these years, we have strengthened our position as airport operator, achieving concessions in La Serena, Punta Arenas, Puerto Montt, Arica, and Calama, the latter being recently renewed alongside our partner Sacyr.

Also, within of our concessions, we counted with company ABX in consortium with BESALCO, that since 2016 is dedicated to the real estate management on the International Cargo Terminal area of the AMB airport. Here we deliver infrastructure for warehouses and offices, which main customers are customs agents, courier, international cargo companies, among others.

In 2019, and as a new way to continue strengthening our interaction with the airport operations, we started the aeronautic security areas, the development of specialized software



for the operational management of the airports, as well as a new unit for passenger services and ground handling with the most modern equipment fleet in Santiago. Consequently, we have customers such as Kalitta Air, United Airlines, Delta Airlines, Qatar Cargo, Korean Air Cargo, among others.

In 2020, the pandemic affected us just as the entire aeronautic industry, but thanks to a cohesive team with a strong service orientation, we could comply with all of our customers, being listed as an excellency provider.

As a result, in 2022, AGUNSA arranged a joint venture with Menzies Aviation Ltd, world-class leading company, to operate together both the Ground Handling and Cargo services.

Alongside them, we also operated our new cargo warehouse at the Santiago Airport, to complement the service to the importers.

Also, with a focus on innovation and new businesses, AGUNSA acquired IGNOUS, important

Chilean company, leader in Inspections and Preventive Telesurveillance services with drones. This alliance has allowed the development of new ways of inspection in the renewable energies area, exploring other markets as the telecommunication and agriculture sectors, both in Chile as well as abroad.

In this area we believe in the spirit of the public-private association, which is why we are actively evaluating and participating on concession tender processes for national and international airport infrastructure.

We invite you to participate and continue working together.

Sincerely,

Fernando Carrandi