

JUAN GARRIDO LAGOS

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Executive with a long experience in General, Operational and Commercial Management in the national and international airport logistic industry in ramp, import & export cargo, passenger services and flight dispatch. Country Manager for Chile and Board Member in foreign subsidiaries. Business degree, english speaker. Logistic and Commercial Consultant. Expertise in sales, negotiation, hiring, operation and business management with national and international achievements to high operation standards also administration of companies abroad. Administration, development and control of operational, commercial trades, financial and planning areas focused to continuous improvement process to customer service, company development, company growth, revenue increase and results. Strong leadership capacity of commercial and operational team (1,187 employees) and high-level management team (13 managers) focused in business generation, expansion and operational development. Proven ability in negotiation (B2B, B2C, B2G) and relation with diverse stakeholders: authorities, international and local customers, airport operators and concessionaries, suppliers and unions. Financial statements (P&L), budget, cost control, strategic & commercial planning and human resources management and analysis. Strong commercial and sales skills as a KAM. Contract negotiation and management. Multiculturalism and inclusion. Planning and directing of ground operations ensuring standards and compliance with procedures.

Trained in airport operations and dangerous goods for ramp services, import & export cargo and passenger services by American Airlines, United Airlines, Emirates, Aerolíneas Argentinas, Federal Express, Martinair, KLM Cargo, Air France, Kalitta Air Cargo, KLM and Iberia. Initial ISAGO training course by IATA in Quito, Ecuador.

GA CONSTRUCCIONES SpA

March 2023 up today

Co-Founder

Leader in company dedicated to construction of sport fields for soccer, tennis and paddel. Sale of sport facilities. On charge of client search, customers service, marketing and sales, public relations, operational and financial KPI's management as well on charge of the employees safety during sport center construction.

ADIDAS CHILE

December 2021 to January 2023

Inbound Manager Distribution Center

Inbound warehouse management leader at Adidas Chile with 11.000 sqm of warehouse and 112.000 stock positions. 1.300.000 SKU's. On charge of the Cargo Reception area (an average of 38 sea container per week), Inventory (Cycle count) and Returns.

GA Group SpA

June 2021 to March 2023

CEO & Founder

Management of Logistic and Last Mille Transportation Company for cargo distribution in Región Metropolitana for Transportes Yañez, Mercado Libre, Correos de Chile, Ship Box, Moova and Liftit.

LOGISTICS & COMMERCIAL CONSULTANT

March 2019 up today

- Consultant for preparation of Financial Statements, market study and presentation of offers for the bidding of "Arrendamiento de Áreas para la Explotación de Servicios a la Carga de Exportación en el Aeropuerto Internacional Arturo Merino Benítez de Santiago de Chile" for SERVICIOS AEROPORTUARIOS ANDINOS S.A (SAASA). **August to october 2023**
- Consultancy for the study of the Bogotá cargo logistics market conditions for ULTRAMAR AIRLINE SERVICES AND LOGISTICS (UASL). **Febrero 2023**
- Consulting, diagnosis and adviser related a new import warehouse for AGUNSA at Arturo Merino Benítez Airport, Santiago, Chile. **April to May 2021**
- Consultant as airport ground operation expert for the Arturo Merino Benitez International Airport Master Plan Update and Location Study of the new Airport Macrozone Center. Cargo Area and Ground Support Services

for the Ministerio de Obras Públicas (MOP) and Dirección de Aeropuertos de Chile (DAP) thru ARCADIS, Design & Consultancy. **March 2021 to April 2022.**

- Commercial Business Development Consultant for Full Logistic Services SpA. **March 2021 to February 2022.**
- Commercial Consultant for AUDIOLAB supporting the introduction of new COVID-19 detection products to the Chilean market. **June to October 2020.**
- Construction, commissioning and operation study of a Cool Dollie for a Freight Forwarder in Santiago International Airport. Estimated investment of US\$56K. **May 2020.**
- Consultant for warehouse leasing and habilitation with 3,500 sqm for a logistic operation for air and sea cargo for a Chilean-American investment group. Considered investment MUS\$ 1,5. **January 2020.**
- Consultant for Installation of a 2,500 sqm warehouse in Santiago for perishable and dry cargo for a logistic operator with a MUS\$ 4,3 of investment. **November 2019.**
- Consultant for Logistic operation improvement for export cargo for a Freight Forwarder. **August 2019.**

SERVICIOS AEROPORTUARIOS AEROSAN S.A. / SERVICIOS LOGISTICOS LTDA. / AEROSAN AIRPORT SERVICES S.A. 1997 - 2019

Chilean company in the airport logistics services industry with headquarters in Santiago de Chile and subsidiaries in Colombia and Ecuador operating in 8 airports in South America (Santiago, Quito, Bogotá, Medellín, Cartagena, Pereira, San Andrés and Barranquilla) with total revenue of MUS\$52 per year, 33,029 sqm of cool and dry warehouses, with 1,200 employees, 6,000 daily operations, 1,000,000 annual passengers moved and 300,000 tons of cargo per year.

Country Manager for AEROSAN AIRPORT SERVICES S.A. - Chile

2018 - 2019

Company management leader for all commercial and logistic business in Chile. On charge of the daily operation, financial administration, commercial trades, costs control and human resources managing with an annual revenue budget of US\$32 million with 435 employees reporting directly to the General Manager and Company Board. Finance (P&L), cost and headcount administration.

- Active participant in search of new customers, negotiation and contract signing, planning and coordination of new operations with national and international customers.
- Construction and management of the annual sale forecast and management KPI's.
- Operational continuous process improvement in logistics, financial and commercial areas increasing rates in 43% in services provided and increasing annual revenue in MUS\$550K with a cost effectiveness of 24% per year with a 3-year contracts.
- On charge of the annual budget construction with division managers. Responsible for prepare, review, authorize and present the annual budget to the Board of Directors for final approval.
- Leader for the construction of the new Import Cargo Terminal, new administration facilities and autoshop for ground equipments at A.M.B International Airport
- Commercially takes contact, negotiate and close new agreement with Air Canada with a renewal of MUS\$1 per year.

Deputy General Manager for AEROSAN AIRPORT SERVICES S.A.

2016 - 2018

Company management leader for all business focused in commercial, sales and logistic process in Chile, Colombia and Ecuador managing annual revenue budget of US\$28 million with 435 employees in Chile, MUS\$2,5 with 96 employees in Ecuador and MUS\$22 with 669 employees in Colombia reporting directly to the General Manager and Company Board of Directors. Manages financial, commercial and operational management for the company and continuous improvement process for different company divisions. Finance (P&L), cost and headcount administration. On charge of continuous improvements for all ground operations in the 8's airports operated in South America

- Leader in the creation of new outsourcing businesses generating MUS\$1,9 of annual additional income per year with cost effectiveness of 23% with a 3-year contracts.
- Operational management for ramp, cargo, passenger services and flight dispatch. Internal Auditor for each area.
- Active participant in the construction and management of the annual sale forecast for budget for Chile, Colombia and Ecuador.

- In the commercial area finish a successful contract renewal with local and international customers as American Airlines, Aerovías DAP, Finning Chile, Federal Express, Acosta y Aguayo, LATAM, Kalitta, Centurion Air Cargo, MPL Group, Air France / KLM Cargo, Ultramar and laboratories.
- Commercially takes contact, negotiate y close new agreements with national and international companies as Emirates, United Airlines, Ethiopian, Martinair, CEVA, LG, Samsung, Apple, Huawei and Zara.
- Participant of the negotiation team for the sub-concession renewal with Nuevo Pudahuel Consesecionary achieving 13,7 years for Export Cargo Terminal (cool & dry) and 5 years for Ramp Ground Operations.
- Leading the negotiation with 3 business areas Unions achieving agreement for 4 years.
- Annual budget construction with Division and Country Managers of each country. Responsible to prepare, review, authorize and present annual budget of Chile, Colombia and Ecuador to the Company Board of Directors.
- Leader for the improvement and renewal of warehouses facilities and ground equipments for each country.

Director for ARONEM AIR CARGO LTDA. (actual AEROSAN ECUADOR)

2013 - 2017

Designated as Board Member in the subsidiary company in Ecuador in representation of Aerosan Airport Services S.A. owning 80% of the company with a US\$2,5 million revenue budget. Aronem is part of the airport logistic industry in Quito, Ecuador. Finance (P&L), cost and headcount administration.

- Financial statements analysis, commercial trade, budgets, cost control, strategic planning for the subsidiary.
- Commercial support for negotiations and contract renewal with actual and new customers increasing annual sales in US\$35K.
- Active participant in the construction and management of the annual sale forecast for budget.
- Opening of new business lines for the company to current and new customers with an additional sale of US\$120K and cost effectiveness of 12%.
- Analysis and authorization of facilities renewal.
- Rate increases authorization for services, increasing company revenue in US\$50K per year.
- Analysis and authorization of annual budget.

Director for TRANSAEREO S.A.S. (actual AEROSAN COLOMBIA)

2012 - 2017

Designated as Board Member in the subsidiary company in Colombia in representation of Aerosan Airport Services S.A. owning 50% of the company managing an annual revenue budget of MUS\$22. In 2017 was negotiated and acquired the remaining 50%. Transaereo is a Colombian logistic company operating in 6 cities in Colombia (Bogotá, Cartagena, San Andrés, Medellín, Barranquilla and Pereira). Finance (P&L), cost and headcount administration.

- Financial statements analysis, commercial trade, budgets, cost control, strategic planning for the subsidiary.
- Commercial support with the analysis and negotiation of contract agreement with new and old customers.
- Support with the development on new business lines to existing and new customers.
- Active participant in the construction and management of the annual sale forecast for budget.
- Customer diversification and rate increase in actual services generating new revenues for US\$245K per year.
- Commercially rate increase authorization for services increasing company revenue in US\$700K.
- Analysis and authorization of equipment renewal for providing services to customers.
- Analysis and authorization to countinuous improvement process in operations and facilities in the 6 cities of Colombia.

Operation Manager AEROSAN AIRPORT SERVICES S.A. - Chile

1997 - 2016

Leader of the daily operation for equipment availability, financial administration, commercial trades, costs control and human resources for the company operation in Chile managing an annual budget of MUS\$4.5 with 155 employees reporting directly to the General Manager. Main responsibilities were the daily personnel and equipment coordination. Coordination with internal and external customers. Daily autoshop check and administration to have equipment ready for daily operation. Coordination with Supervisors and Crew Chiefs to have all personnel, equipment and supplies available for each shift during all 365 days of year (24/7). Daily

customer schedule check with the team to be sure that all service requirements are covered. Finance (P&L), cost and headcount administration. As Operational Manager leads ramp, passenger services, lost & found and flight dispatch service for Aerolíneas Argentinas (18 years), American Airlines, Martinair, FEDEX, Kalitta, Ethiopian Cargo, Emirates, Varig, Pluna and charters flights.

- Operational management for ramp, passenger services, flight dispatch and autoshop.
- New customers search. Negotiation of agreements, rates and services (SLA's).
- Construction and management of the annual budget and sale forecast for the area. Presentation to General Manager for authorization.
- Leader for the creation of the passenger services, lost & found and flight dispatch services in Aerosan.
- Leader in the evaluation and creation of a new airport service company for 4 cities in Chile (Iquique, Antofagasta, Puerto Montt and Punta Arenas).
- Designated as leader to the search, evaluation and negotiation with the General Manager for the acquisition of airport logistics services companies in Colombia (6 airports), Ecuador (2 airports), Peru (1 airport) and Brazil (16 airports). The purchase of companies in Colombia and Ecuador were achieved.
- Leader in the planning and coordination of the first seeds logistic export operation from Iquique airport to the United States.

AMERICAN AIRLINES INC.

1993 - 1997

Senior Crew Planner

1995 – 1997

Management of crew based in Chile. Also responsible of the Crew Planner of Lima, Bogotá and Buenos Aires Bases. Reports direct to headquarter in Dallas FW.

Crew Planner

1993 – 1995

Management of crew based in Chile. Reports direct to headquarter in Dallas FW.

STUDIES

Business Administration and Management Bachelor