

**IATA
WINGS
OF CHANGE
AMERICAS**



#WOCA22

BIENVENIDOS A CHILE



Peter Cerdá

Vicepresidente Regional, Las Américas

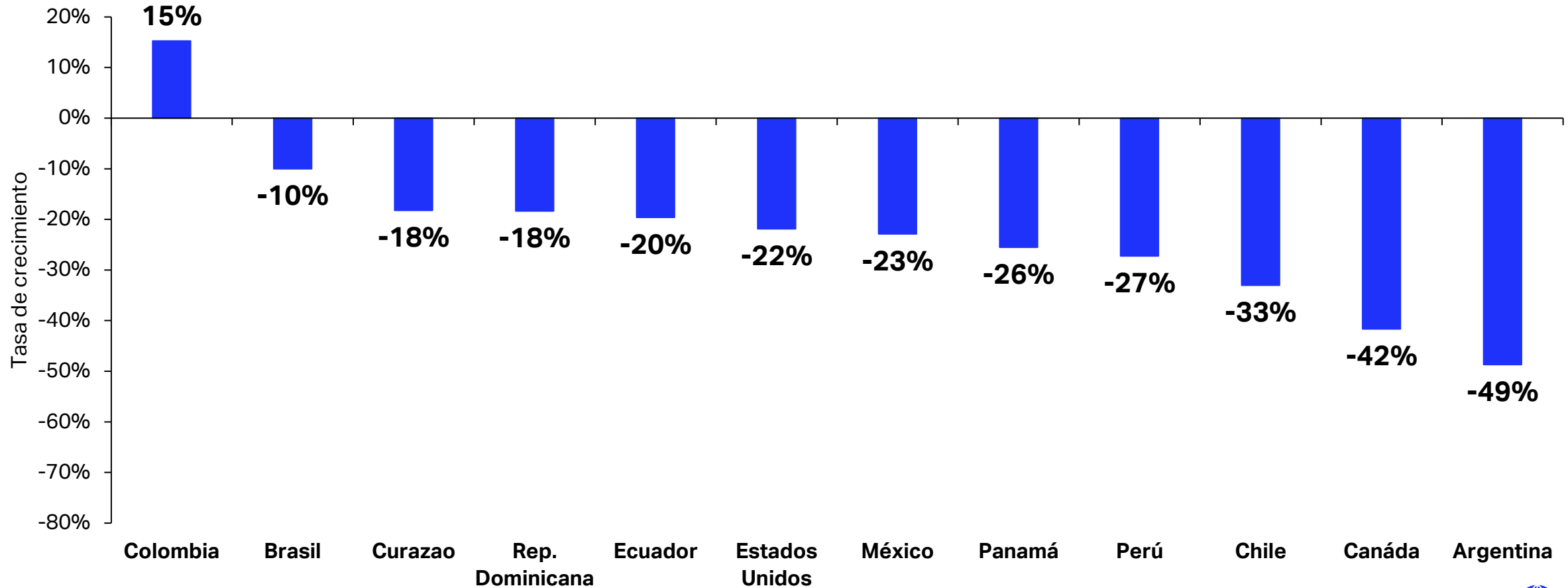


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La aviación proporciona un servicio esencial

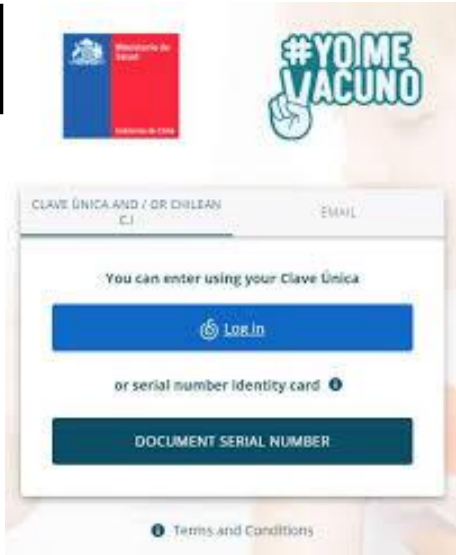


Evolución de las reservas en marzo 2022 vs. 2019

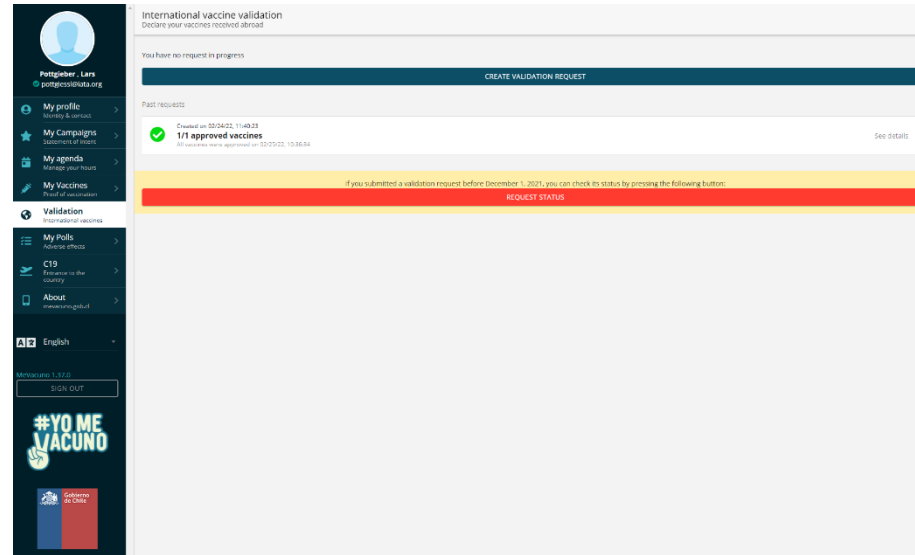


El protocolo Chileno impacta negativamente la recuperación

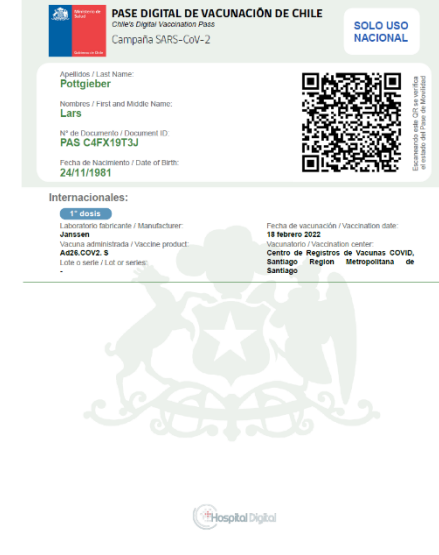
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AIG
All Insurance Company of Canada
200 McGill College Avenue, Suite 150
Montreal, Quebec H3A 3K3
www.aig.ca

March 31, 2022
To Whom It May Concern:

RE: INTERNATIONAL AIR TRANSPORT ASSOCIATION (I.A.T.A.) - POLICIES NO. SRG 902891C EMERGENCY OUT OF COUNTRY MEDICAL AND EVACUATION BTA 912696A GROUP BUSINESS TRAVEL ACCIDENT AND ACCIDENTAL DEATH AND DISMEMBERMENT RENEWAL PERIOD: JANUARY 1ST 2022 TO JANUARY 1ST 2023

This letter will confirm that I.A.T.A. Employee, Lars Pottegieter, Travel Business Development, United States, is covered for Emergency Out of Country Medical under policy # SRG 902891C and for a Business Travel Accident with accelerated death and dismemberment benefit under policy # BTA 912696A while in the territory of Chile for the period beginning April 1, 2022, and ending April 7, 2022, for a maximum consecutive of 30 days.

Policy SRG 902891C:

- Emergency coverage for hospital, medical and therapeutics services: 100% of the cost of medically justified treatments, subject to policy conditions, limitations and exclusions. Maximum coverage is USD 1,000,000.
- Rehabilitation benefit: Included, maximum USD 40,000.
- Emergency air transportation benefit: Included, maximum USD 100,000.
- Emergency Ground Transportation: Included, maximum USD 5,000.

Benefits are payable up to the maximum amounts shown above if the Insured Person suffers an Emergency Situation or Injury during the course of a covered trip. Coverage is provided for the treatment of Covered Medical Services related to COVID-19 subject to the same policy terms and conditions as any other Emergency Services. All charges incurred must be Medically Necessary. All charges and any travel assistance services such as Emergency Transportation or Repatriation benefit expenses must be authorized in advance by the assistance services provider. Travel Guard at toll free +1.877.204.2617 or from overseas collect +1.715.205.0907.

Policy BTA 912696A:

- Accidental Death and Dismemberment. Maximum coverage is a lump sum amount of USD 250,000.
- Repatriation benefit: Included, maximum USD 15,000.

The Policies have been renewed by I.A.T.A. for the period of January 1, 2022, to January 1, 2023.

Policies are issued by AIG Insurance Company of Canada, 2000 McGill College Avenue, Suite 150, Montreal, Quebec (Canada) H3A 3K3.

Trust the enclosed is satisfactory and please do not hesitate to contact us should you have any questions.

Yours truly,

Kim Ferguson, Major Account Practice Underwriter - kim.ferguson@aig.com
Ferdinand Bergant - fernand.bergant@aig.com

c.c.: Larina McDonagh - AIG Travel Assist - larina.mcdonagh@aig.com
Ferdinand Bergant - IATA Geneva - fbergant@iata.org

Disclaimer: This is a summary only for information purposes and does not constitute an offer of insurance. For additional information, please contact your broker or AIG. AIG Insurance Company of Canada is the broker of record for AIG Insurance products in Canada. Coverage may not be available in all provinces and territories. This is not an offer of insurance. Insurance policies and amounts may vary depending on the facts. This coverage is subject to the policy terms and conditions of the policy, including any exclusions, limitations and terms. Coverage is provided on a non-adversely affected basis. Please refer to the policy for complete terms and conditions. This is not an offer of insurance. Insurance policies and amounts may vary depending on the facts. This coverage is subject to the policy terms and conditions of the policy, including any exclusions, limitations and terms. Coverage is provided on a non-adversely affected basis. Please refer to the policy for complete terms and conditions. This is not an offer of insurance.

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ONE LAB

FINAL REPORT

Patient Information	Specimen Information	Provider Information
Name: Lars Pottegieter DOB: 11-25-1981 Gender: Male Phone: 202.612.2202 Address: 3523 Macdonald Street, Markham, Ontario, L3R 9V7 Physician: Carl Lott	Accession No: 2204575467 Date Collected: 04-02-2022 10:31 AM Date Received: 04-02-2022 07:00 PM Date Reported: 04-02-2022 11:39 PM Specimen Type: Nasopharyngeal	Facility Name: Carl Lott, PC Submitted By: Sara Chow (M.D.) Address: 2302 St. Johns Rd. Carlton Place 2124

SARS-CoV-2 RT PCR TEST

NEGATIVE

This test is being utilized under an Emergency Use Authorization (EUA) and has not been approved by the FDA. High review of the validation is pending. This test is only authorized for the duration of time the authorized third-party manufacturer is utilizing the authorization of the emergency use of this diagnostic tool for detection of SARS-CoV-2 virus and/or diagnosis of COVID-19 infection under section 361(b)(4) of the FDCA (21 CFR 314.60, 314.60(a)). Coverage for authorized use requires an appropriate request for authorization. The availability of this test may vary and will not be available in all jurisdictions. Appropriate requests for authorization should be submitted to the appropriate regulatory authority. COVID-19 test results are provided as a COVID-19 test that has not been approved by the FDA. COVID-19 test results are provided as a COVID-19 test that has not been approved by the FDA. COVID-19 test results are provided as a COVID-19 test that has not been approved by the FDA.

Number One Lab LLC (One Lab) P.O. Box 701088
590 NW 17th Street Ft. Lauderdale, FL 33322 Phone: (954) 476-8800

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CERTIFICADO DIGITAL DE INGRESO A CHILE
Digital certificate of entry to Chile

Nombre y Apellidos / Name and Surname
Lars Pottegieter

Tipo de documento / Nationality / Nationality (Spain and Germany)
VALIFRO / Germany

Nº de documento / Number of document / Number of document
CFX19T3J-FRS

Fecha de emisión / Issue date / Issue date
2022-02-23 22:47

Estado de vacunación / Vaccination status / Vaccination status
VALIDO PARA EL INGRESO A CHILE

Documentos adjuntos / Attached documents / Attached documents
PCR SEGURO

Dirección de destino / Destination address / Destination address
Av. Simón Bolívar 142, SANTIAGO

Teléfono móvil / Mobile phone / Mobile phone
+1 505 613 1156

Fecha de emisión / Date of issue / Date of issue
03/04/2022 23:22:47 - Válido hasta / Valid until: 05/04/2022 23:22:47

C19 Pasaporte Sanitario

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Necesitamos el apoyo del Gobierno de Chile

1

Simplificar los requerimientos de entrada relacionados al COVID.

2

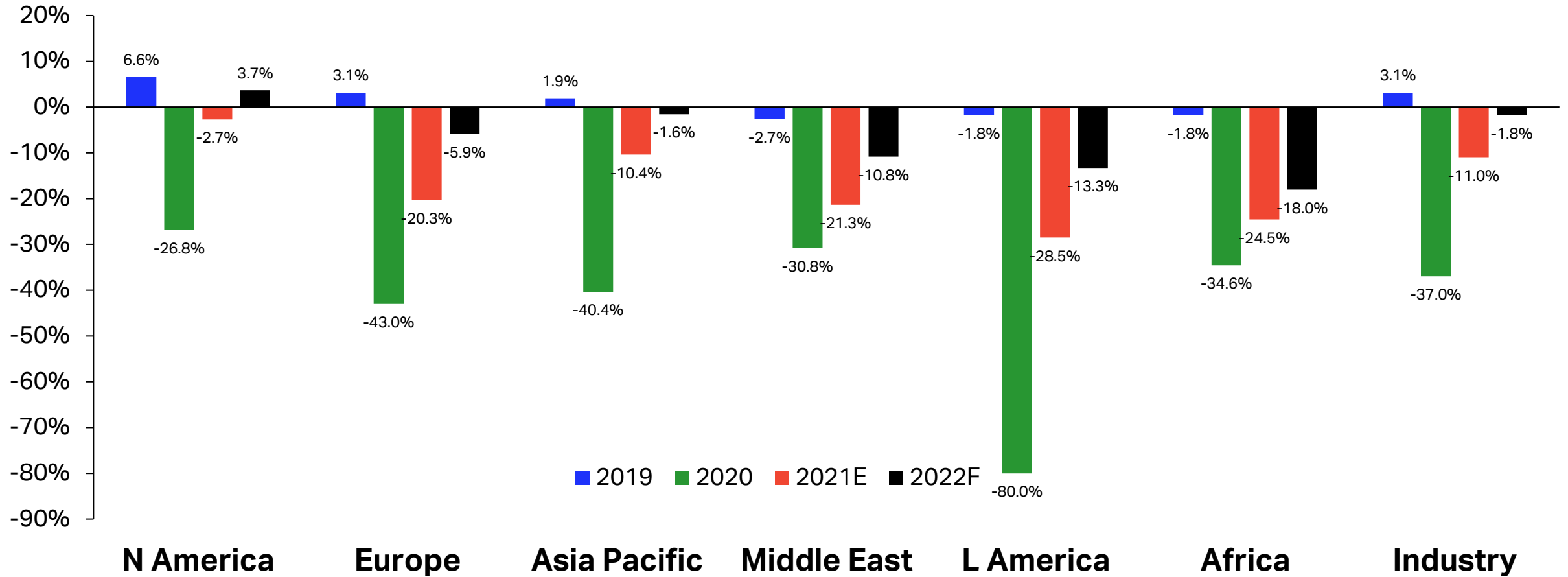
Los viajeros con todas sus vacunas no deberían tener barreras adicionales.

3

Usar testeo solo para viajeros no vacunados.

Las pérdidas varían según las regiones

Márgenes de beneficio neto después de impuestos



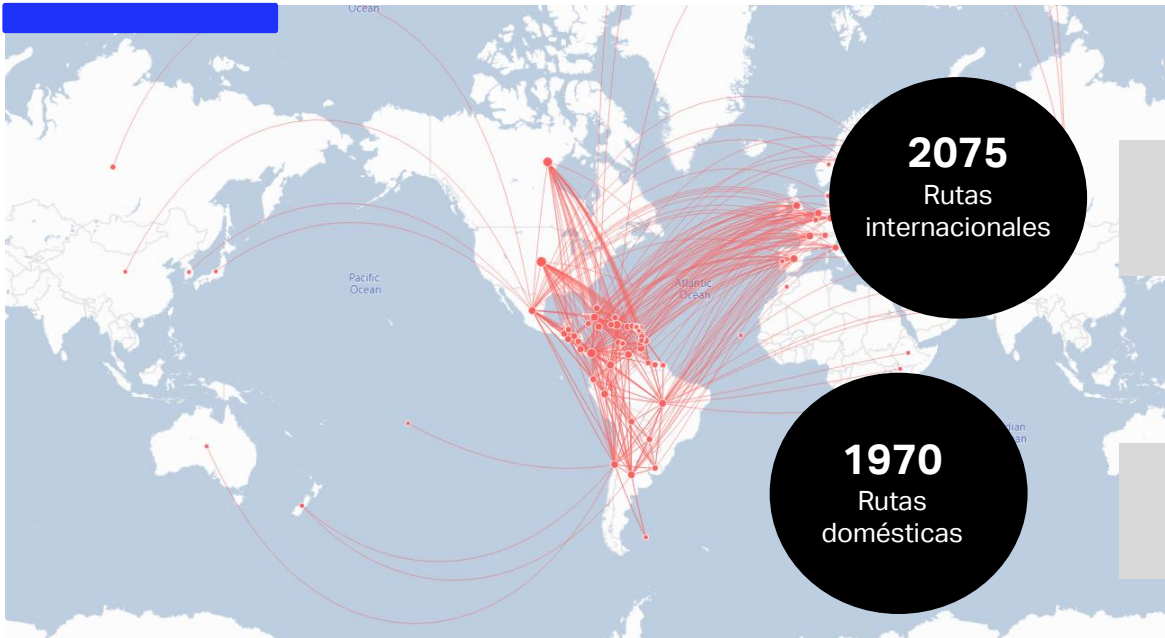
La región tiene un enorme potencial

País	Viajes / pp en 2019
España	4.45
Canadá	2.63
Estados Unidos	2.6
República Dominicana	1.34
Costa Rica	1.31
Panamá	1.26
Chile	1.23
Colombia	0.78
Perú	0.68
Argentina	0.61
Brasil	0.48
Ecuador	0.44

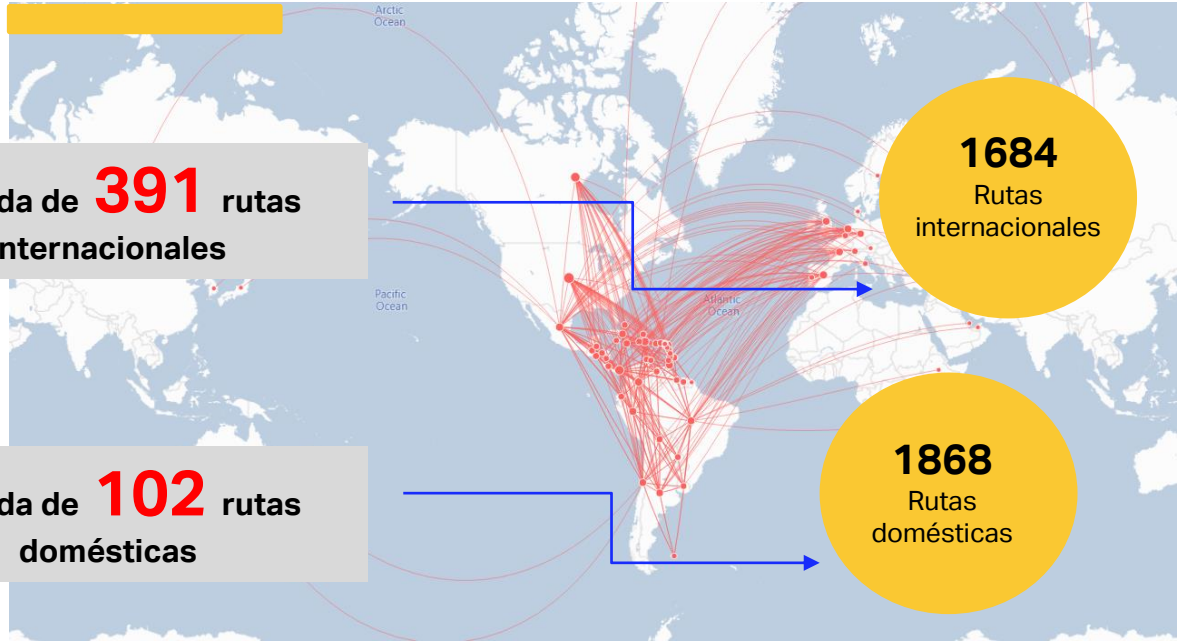


Restaurar la conectividad

Marzo 2019



Marzo 2022



Pérdida de **391** rutas internacionales

Pérdida de **102** rutas domésticas

Pérdida de **493** rutas



Retos para la industria:

- 1 Costes
- 2 Infraestructura
- 3 Medio Ambiente y la sostenibilidad
- 4 Marco Regulatorio

Competitividad de costes

Varios gobiernos y otros socios en la cadena de valor, ya han aumentado o están considerando un aumento de las tasas, tarifas e impuestos.

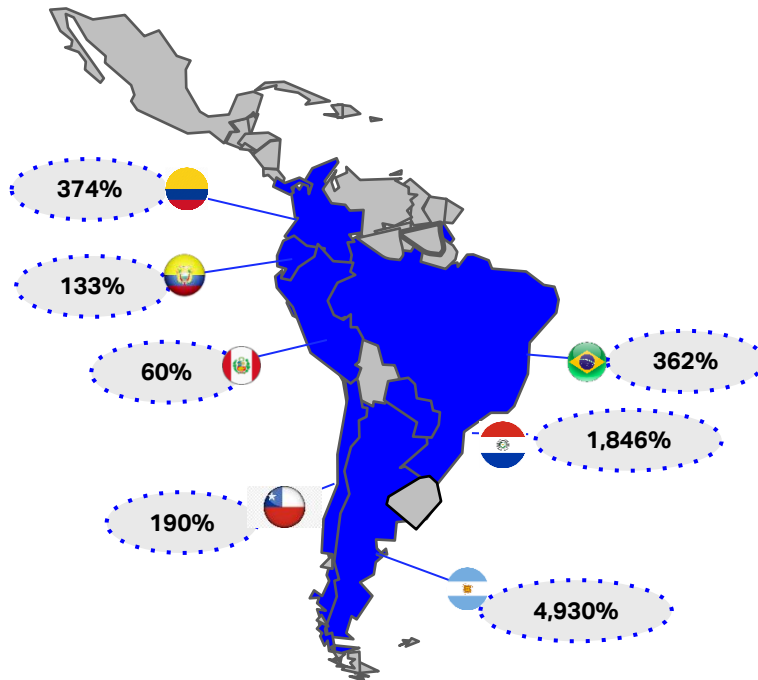


La discriminación de las tasas de tráfico aéreo

Domestic vs. International Overflight Fees *Based on A320-200*

Overflight Fees

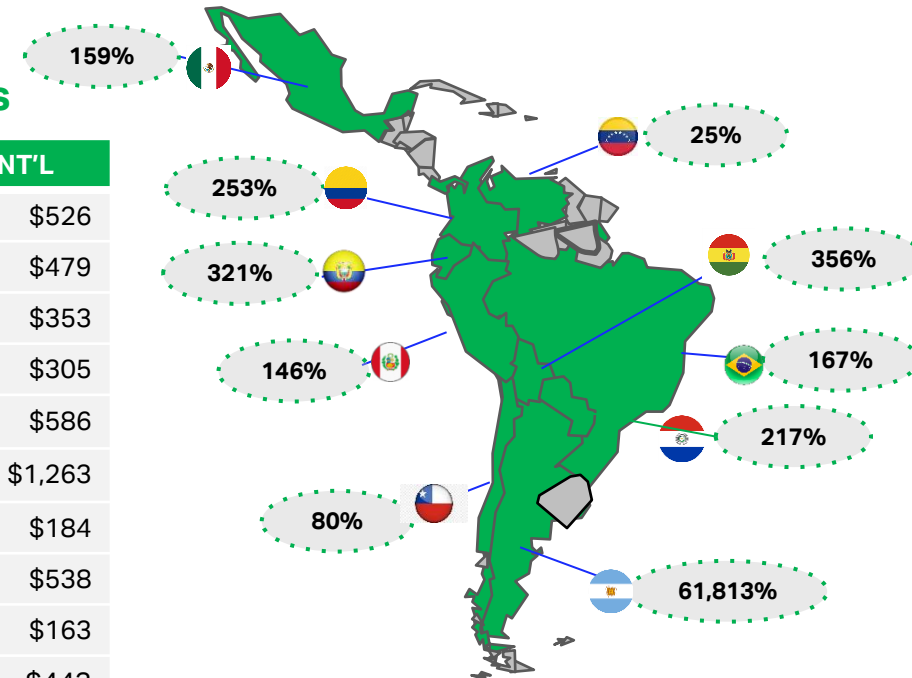
Country	DOM	INT'L
Argentina	\$19	\$943
Brazil	\$157	\$727
Chile	\$39	\$114
Colombia	\$85	\$404
Ecuador	\$139	\$324
Paraguay	\$21	\$400
Peru	\$188	\$300



Domestic vs. International Landing Fees *Based on A320-200*

Landing Fees

Country	DOM	INT'L
Argentina	\$1	\$526
Bolivia	\$105	\$479
Brazil	\$133	\$353
Chile	\$170	\$305
Colombia	\$166	\$586
Ecuador	\$300	\$1,263
Paraguay	\$58	\$184
Peru	\$218	\$538
Mexico	\$63	\$163
Venezuela	\$355	\$443



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Infraestructura adecuada para la demanda futura



Optimización de 12 rutas entre América Latina y el Caribe, Estados Unidos y Europa

Ejemplo de los ahorros ATL – LIM - ATL

Savings	90-Day	One Year
Flight minutes	515	2,089
Fuel (lb)	145,425	589,779
CO2 (kg)	208,445	845,360
Ops cost (\$)	94,693	384,033



Medio ambiente y sostenibilidad

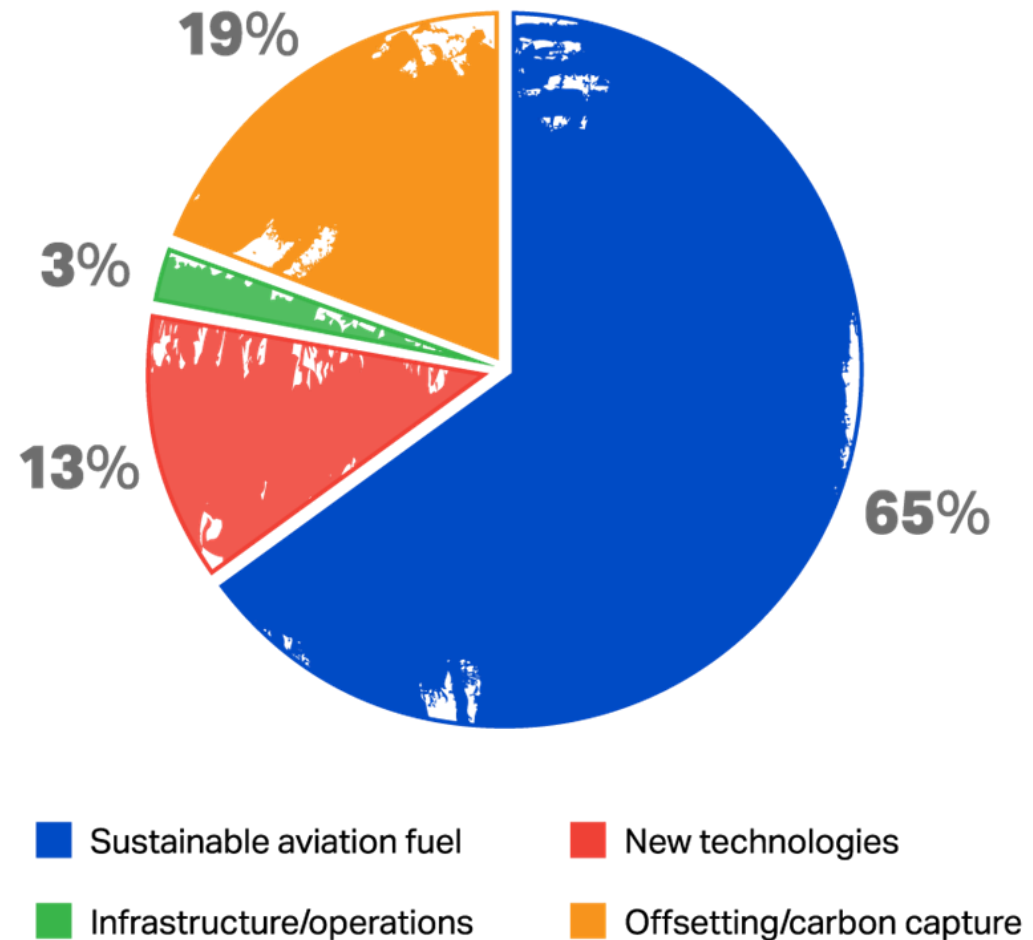
Net Cero 2050 es alcanzable a través de:

Combinación de medidas:

- Combustible de aviación sostenible, nuevas tecnologías, mejoras operacionales y de infraestructura, y compensación/captura de carbono.

Esfuerzo colectivo

- de toda la industria conjuntamente con los gobiernos, los productores de petróleo e inversionistas.



Marco normativo

Las tendencias más recientes relacionadas con el entorno normativo en toda la región son motivo de preocupación.



Conclusión

Es hora de trabajar juntos para restaurar y aumentar la conectividad de las Américas.

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Gracias



Peter Cerdá

Vicepresidente Regional, Las Américas

