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# TABLE OF CONTENTS

---

**3** [Agenda](#)

---

**4-8** [Speakers' Biographies](#)

---

**9** [List of Companies](#)

---

**10-15** [Companies' Description](#)

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# Trade Mission Agenda

PDT time

## TUESDAY, AUGUST 18, 2020

**08:45 - 09:00** Log-on Registration / Trouble-shooting

**09:05 - 09:10** Event Inauguration / Delegate Instructions – Jamaela Malhotra, Project Coordinator, Kallman Worldwide

**09:10** Introduction of Ambassador Eleni Kounalakis, California Lt. Governor by Tom Kallman, CEO, Kallman Worldwide

**09:10 - 09:15** Welcome Remarks – Ambassador Eleni Kounalakis, California Lt. Governor

**09:15 - 09:25** Delegation Introductions – Peter McKenna, Vice President, Business Development, Kallman Worldwide

**09:25 - 09:35** Welcome Remarks – Tom Kallman, CEO, Kallman Worldwide

**09:35 - 09:40** Market briefing – Josh Leibowitz, Commercial Officer, US Commercial Service, Chile Embassy

**09:40 - 10:00 Opportunity: Chile – “Insider Insights”, Grasty Quintana Majlis & Cia., Michael Grasty, Founder and Director. Moderated by Tom Kallman, CEO, Kallman Worldwide**

**10:00 - 10:10** Q&A

**10:10 - 10:55 Purchase Priorities, Plans, Regulations and Opportunities, DGAC - General Directorate of Civil Aviation, Juan Squella, Logistics Director. Moderated by Tom Kallman, CEO, Kallman Worldwide**

**10:55 - 11:10** Q&A

**11:10 - 12:00** - Refreshment - Lunch Break

**12:00 - 12:30 Priorities, Plans and Opportunities, JetSMART Airlines, Albert Perez, Chief Operation Officer. Moderated by Barbara Reyes, Managing Director, Kallman Worldwide Latin America**

**12:30 - 12:45** Q&A

**12:45 - 1:15 Priorities, Plans and Opportunities, ENAER, Patricio Durney, Chief of Sales, Aftermarket and Contracts Moderated by Barbara Reyes, Managing Director, Kallman Worldwide Latin America.**

**1:15 - 1:30** Q&A

**1:30 - 1:40 Opportunity Chile - Ongoing Business Support from the Governor's Office of Business and Economic Development (GO-Biz), Carlos Valderrama, Latin American Trade Representative**

**1:40 - 1:45 Closing Remarks** - Peter McKenna, Vice President, Business Development, Kallman Worldwide

## WEDNESDAY, AUGUST 19, 2020

**09:00 - 3:00** Continuation of Break-Out Sessions - One-on-One Business Discussions  
Pre-arranged by appointment



Ambassador Eleni Kounalakis  
Lieutenant Governor of California  
State of California

Ambassador Eleni Kounalakis was sworn in as the 50th Lieutenant Governor of California by Governor Gavin Newsom on January 7th, 2019. She is the first woman elected Lt. Governor of California. A native Californian, she visited each of the state's 58 counties during her historic campaign.

From 2010 to 2013, Kounalakis served as President Barack Obama's Ambassador to the Republic of Hungary. Kounalakis was the first Greek-American woman - and at age 43 one of America's youngest - to serve as U.S. Ambassador. Her highly acclaimed memoir, "Madam Ambassador, Three Years of Diplomacy, Dinner Parties and Democracy in Budapest" (The New Press, 2015), chronicles the onset of Hungary's democratic backsliding.

Governor Jerry Brown appointed Kounalakis to chair the California Advisory Council for International Trade and Investment in 2014. Kounalakis was a Virtual Fellow at the U.S. Department of State, Bureau of Intelligence and Research (INR) between 2014 and 2017, specializing in international trade and immigration. She is currently a director of the Association of American Ambassadors and a National Democratic Institute (NDI) "Ambassadors Circle" advisor.

Prior to her public service, Kounalakis was president of one of California's most respected housing development firms, AKT Development, where she worked for 18 years. She built master-planned communities and delivered quality housing to the Sacramento region's working families - recognizing her as one of the capital region's most prominent businesswomen. Passionate about early childhood development, Kounalakis served as a member of California's First 5 Commission and the California Blue Ribbon Commission on Autism.

Eleni Kounalakis graduated from Dartmouth College in 1989 and earned her Masters in Business Administration (MBA) from U.C. Berkeley's Haas School of Business in 1992. She holds an Honorary Doctorate of Laws from the American College of Greece. She is married to Dr. Markos Kounalakis and the couple has two teenage sons, Neo and Eon.



Michael Grasty  
Founder and Director  
Grasty Quintana Majlis & Cia.

Chilean lawyer, educated in the USA; he attended Arcadia High School, (Phoenix, AZ), where he learned to fly at age 15, and sold airplanes (Lake Buccaneer) in Central America. Graduated from Stanford University (BA History '74) and Universidad Catolica de Chile Law School ('82), and obtained his law degree in 1982. He founded Grasty Quintana Majlis in 1987, one of the major law firms in Chile, which recently formalized an association with Clyde & Co, an international UK based law firm.

Over his almost 40 years of experience Mr. Grasty has specialized in advising foreign investors looking to do business in Chile in diverse areas such as agro business, technology, software, infrastructure, and many others.

He was President of AMCHAM, the Chilean American Chamber of Commerce (2005-2007) and is currently Councilor of the Chile California Council, World Wildlife Fund, New Zealand Trade and Enterprise, and other entities. He is a Director of Empresas Tattersall, Agroriego Tattersall, Tattersall Leasing and BanTattersall, companies related with agro business and financing. He is also a Director of Corso, a family office, Sparta, the largest Chilean retail sports company, and President of David del Curto, the largest Chilean fruit export company. Mr. Grasty hasn't flown an airplane in many years and today is more comfortable with down to earth activities like golf.



Juan Squella  
Logistics Director  
General Directorate of Civil Aviation - DGAC

Retired Air Force Officer (Brigadier General), General Staff specialist, graduated from the Chilean Air Force War Academy and the Staff College of the Royal Air Force, with vast experience in command of operational and logistics units.

Military Professor in the subject of Personnel and General Staff, Execution Engineer in Aeronautical Systems and has a Master in Human Resources Management. He is also a graduate of the Royal College of Defense Studies of the United Kingdom. Visionary leader, who leverages his knowledge in personnel administration and project management, to increase operational efficiency significantly and achieve the objectives of the organization.

He was Director of the Center for Strategic and Aerospace Studies (CEEAA) of the Chilean Air Force, Director - Chilean Air Force Hospital, Helicopter Unit Commander / MINUSTAH - Haiti, Director of International Affairs of the Chilean Air Force, and FIDAE 2002 CEO, among others.

Now, he is Logistics Director of the General Directorate of Civil Aviation, responsible at national level for the supply and maintenance of goods, land transportation and Infrastructure in civil works.



Albert Pérez  
Chief Operation Officer  
JetSMART Airlines

Albert Pérez was appointed JetSMART airlines Chief Operating Officer in February 2017, responsible for defining the operational strategy for the company, he oversees the operation in Chile and Argentina, as well as its international expansion.

Prior to this, Albert was VP Maintenance and Engineering at Vueling airlines, a Low Cost carrier based in Barcelona, where he started his professional career in 2005. From 2005 until 2017 he held various roles in the Engineering and Maintenance department at Vueling.

Albert Pérez holds an MBA from the ESADE Business School in Barcelona and two Engineering degrees, one in Mechanics from the Barcelona Polytechnic University and the second one in Aerospace from ISAE, Toulouse.



Patricio Durney  
Chief of Sales, Aftermarket and Contracts  
ENAER

He was born in Valparaíso, on September 2, 1976. He joined the Chilean Air Force as a cadet in 1995 and graduated from the Aviation Academy, class of 2001, and there also obtained his administration engineer in 2004. Later and in the framework of the acquisition of the first batch of F-16 Block 15 MLU aircraft, he was commissioned as the Official Technical Representation of the Chilean Air Force in the Netherlands, where he served as head of the logistics department.

After returning to Chile, he worked at the V Air Brigade of the Chilean Air Force in support of the F-16 Block 15 MLU material.

On 2011, he was appointed to the Military Polytechnic Academy of the Chilean Army, to study a Msc in Defense Logistics, with exclusive dedication. The aforementioned program included an internship at Cranfield University, England, for one month. He received the degree on 2012.

From 2012 to 2016, he was fulfilling his assignment at the Logistics Command of the Chilean Air Force, as head of the department of materials and contracts of the Division of Engineering and Support for Weapons Systems - DIASA. During this period, he was in charge of the negotiations and contracts for the comprehensive logistics support with ADS for the C-101 and C-212 aircraft; Bell Helicopter Textron, for the fleet of B-206, UH-1H and B-412; Team Jas for the DHC-6 "Twin Otter" aircraft fleet; EMBRAER for the A-29B "Super Tucano" and Boeing Defense and Space, among others.

During the years 2017 and 2018, he was reassigned internally in the Logistics Command, to the Supply Division, as head of the fuels and lubricants department, to support the operations of the Chilean Air Force in Chile and abroad.

He voluntary retired on 2019, and began to study a Diploma in strategy and management control at the Adolfo Ibáñez University. Later, he joined as chief of sales & aftermarket department, and chief of the contracts department of ENAER's Commercial Management, a position he holds to date.



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