



DHL and LAN CARGO enter into agreement to strengthen cargo security

- DHL Global Forwarding and LAN CARGO sign Memorandum of Understanding focusing on security of high-value cargo

MIAMI, Fla. – November 01, 2012: DHL Global Forwarding, the air and ocean freight specialist within Deutsche Post DHL, and LAN CARGO, a leading cargo airline in Latin America, have signed a Memorandum of Understanding (MoU) to strengthen strategic security efforts for high-value cargo. As one of DHL Global Forwarding's preferred air carriers, LAN CARGO has worked with DHL Global Forwarding for the past 30 years, embarking on a permanent and close collaboration within different aspects of the business. The MoU represents a mutual goal to permanently standardize security cooperation efforts in order to adapt to changing market conditions and respond to customer needs across the LAN CARGO network.

“Given the amount of cargo we have to expeditiously process, it is our chief concern that all shipments undergo mandated security screenings and that we work as a team with our air cargo partners, such as LAN CARGO,” said Richard Kolbusz, vice president of Security for DHL Global Forwarding Americas. “With our joint security efforts, it is our aim to simplify the lives of our customers by giving them peace of mind that their cargo will arrive safely to its final destination.”

The basis of this partnership is to further expand cooperation and share information regarding global air freight security concerns related to high-value and high-risk air cargo. High-value and high-risk air cargo include luxury brands, high-tech devices/ components, pharmaceutical products, among others. According to Álvaro Carril, senior vice president Sales and Marketing, LAN CARGO, there currently is a growing need in the market place to provide integral solutions for high-value cargo: “With our long-standing relationship, LAN CARGO and DHL Global Forwarding have entered into this partnership to further expand our joint security efforts. It is our commitment to look for innovative and strategic methods in which we can ensure the safe arrival of all of our customers’ shipments.”

With joint security efforts formalized through the agreement, all customers with high-value cargo moved by DHL Global Forwarding with LAN CARGO can be sure both companies are aligned in all their security processes for shipments to and from Latin America.

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Media Contacts:

DHL Global Forwarding, Americas

Jennifer Pakradooni

Tel: +1-786-264-3684

Email: jennifer.pakradooni@dhl.com

On the internet: www.dp-dhl.com/press

Follow us: twitter.com/DeutschePostDHL

LAN CARGO

Constanza Pizarro Prieto

Tel: + 56 2 566 9092

Email: constanza.pizarro@lancargo.com

For more information: www.lancargo.com

DHL – The Logistics company for the world

DHL is the global market leader in the logistics industry and “The Logistics company for the world”. DHL commits its expertise in international express, air and ocean freight, road and rail transportation, contract logistics and international mail services to its customers. A global network composed of more than 220 countries and territories and about 275,000 employees worldwide offers customers superior service quality and local knowledge to satisfy their supply chain requirements. DHL accepts its social responsibility by supporting climate protection, disaster management and education.

DHL is part of Deutsche Post DHL. The Group generated revenue of 53 billion euros in 2011.

For more information: www.dp-dhl.com

LAN CARGO, together with its affiliates, are the largest air cargo operators in Latin America, who have become leaders thanks to the differentiating attributes of efficiency, coverage, infrastructure and reliability.

In addition, the Company and its affiliates have a modern fleet of freighters (composed of twelve Boeing 767-300F and four next-generation Boeing 777), a business model which effectively combines the cargo planes operation with the use of cargo holds of passenger aircraft, and an extensive network, being the best option between Latin America and the world.

Currently, LAN CARGO and its affiliates operate cargo flights to the United States, Europe and 34 destinations in Latin America.