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AESA Cortailod

**To whom it may concern**

Colombier, December 20th 2019

**RE: Change in China Sales Organization**

Dear Customers,

As a Swiss metrology expert offering state-of-the-art measuring systems for energy and communication cables, AESA Cortailod has always considered the Chinese market highly strategic to secure its worldwide leadership.

In order to boost its growth in the region, we opened in the second quarter of 2019 a company in Shanghai with local resources to best serve you with direct sales and technical support.

Hence, we're pleased to announce you that starting January 2020, Waylon Zhou will be your Sales person, in charge of China. His full contact details are as follows:

周岳龙 Waylon Zhou, Sales  
AESA Measuring Equipment (Shanghai) Co., Ltd.  
Mobile: +86 15394201256  
Tele: +86 21 5056 0163  
Mail: [waylon.zhou@aesacortailod.com](mailto:waylon.zhou@aesacortailod.com)  
Add: 1014B Zobon Business Park, 999 Wangqiao Road,  
Pudong New Area, Shanghai, China.

Until recently, AESA had Ms Ruby Chang representing us in China to address this challenging market. We regret that Ms Chang has decided to reduce her activities in China by the end of this year, i.e. to stop with AESA on December 31<sup>st</sup>, 2019.

We would like to take this opportunity to deeply thank Ruby Chang for her highly professional services for AESA. Over the last years, she helped strengthen AESA presence in China and successfully promoted our brand image. We wish her all the best for the future.

We are staying at your disposal for any inquiry and/or further clarification.

Looking forward to strengthening our working relationship with our local presence in China.

Sincerely yours,

Louis Frachon.  
Chairman, AESA S.A.

Vincent Arbet-Engels.  
CEO, AESA S.A

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AESA Cortailod

译文:

科隆比耶, 2019 年 12 月 20 日

## 关于 AESA 在华销售架构变化的函

尊敬的客户朋友:

作为瑞士的测量专家, AESA 一直致力于在电力电缆和通信电缆领域提供最先进水平的测量设备。AES A 十分重视中国市场, 寄望服务于中国市场从而进一步保证我们在行业内的世界领先地位。

为了促进 AESA 在中国的业务增长, 我们于 2019 年第二季度在上海开设了中国公司, 期望通过本地资源化和直接的销售支持为您提供最佳服务。

因此, 我们很高兴地宣布, 自 2020 年 1 月 1 日起, AESA 中国公司将直接为您服务, 联络信息如下:

周岳龙 Waylon Zhou, 销售经理

埃伊莎测量技术(上海)有限公司

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网站: [www.aes-c.com.cn](http://www.aes-c.com.cn)

地址: 上海市浦东新区王桥路 999 号中邦商务园 1014B

在过去, 张少玲女士代表 AESA 应对着中国这个充满挑战的市场。很遗憾她决定在 2019 年年底开始减少其在中国的商业活动。因此自 2019 年 12 月 31 日起, 她将停止与 AESA 的合作。

我们谨借此机会向张少玲女士为 AESA 所作出的非常专业的服务深表感谢。在过去的几年里, 她帮助 AESA 加强了在中国的影响力, 成功提升了 AESA 的品牌形象。我们祝愿她将来一切顺利。

如果您有任何疑问, 请随时跟我们联系。

我们期待着贵司与 AESA 在未来进一步加强双方的合作关系。

顺颂

商祺!

Louis Frachon.  
Chairman, AESA S.A.

Vincent Arbet-Engels.  
CEO, AESA S.A