



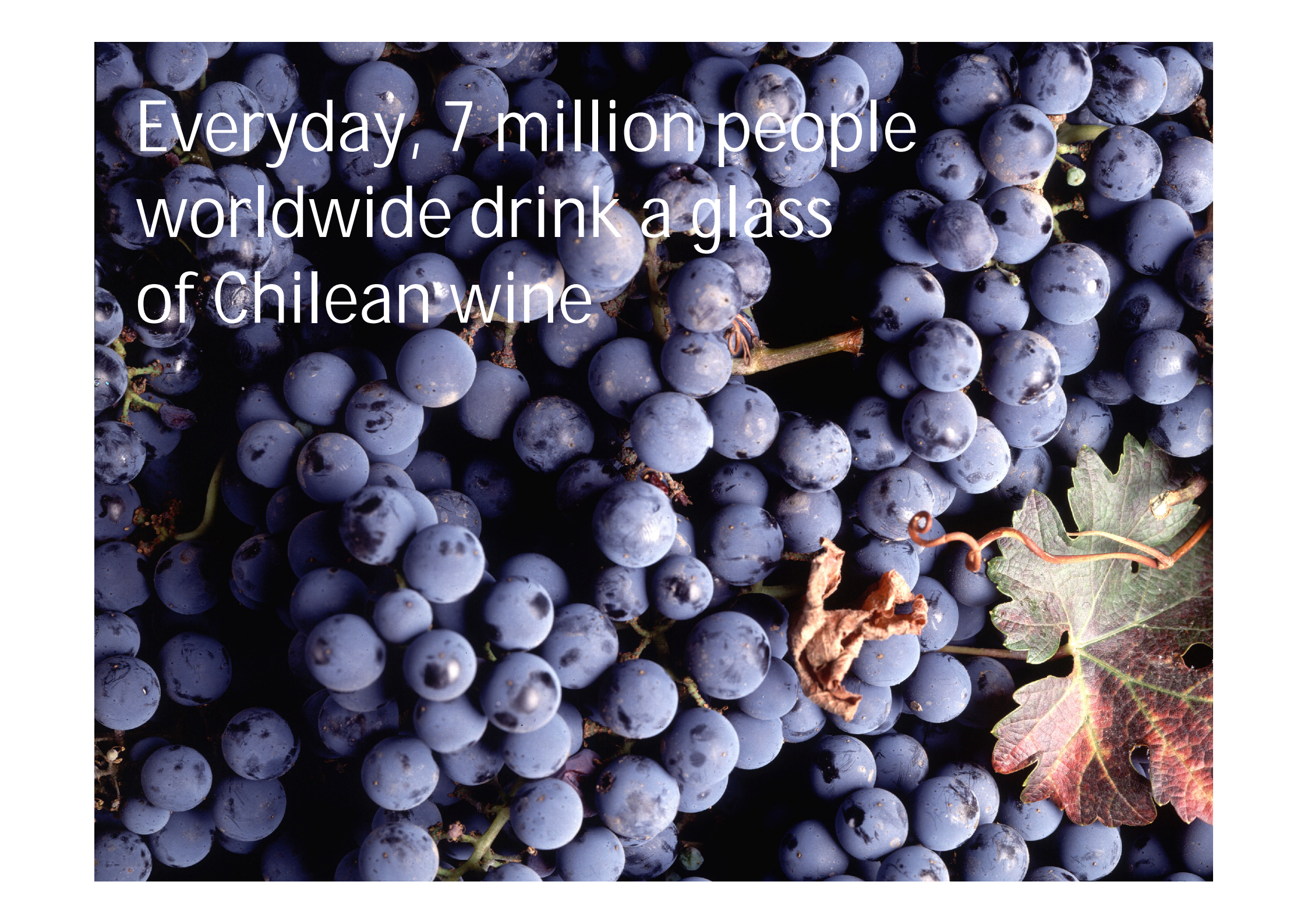
# THE CHILEAN ADVANTAGE

Susana Véliz  
ProChile BELUX

.....

One must take note that...





Everyday, 7 million people  
worldwide drink a glass  
of Chilean wine



A close-up photograph of several cooked salmon fillets, showing the characteristic orange-pink color and white fat lines. The texture is moist and slightly glistening. The image is used as a background for the text.

Everyday, 6 million people  
worldwide consume  
Chilean salmon





Everyday, 1.6 million  
people worldwide eat  
Chilean canned fruit





Everyday, 6.5 million people  
worldwide drink a glass  
of Chilean juice



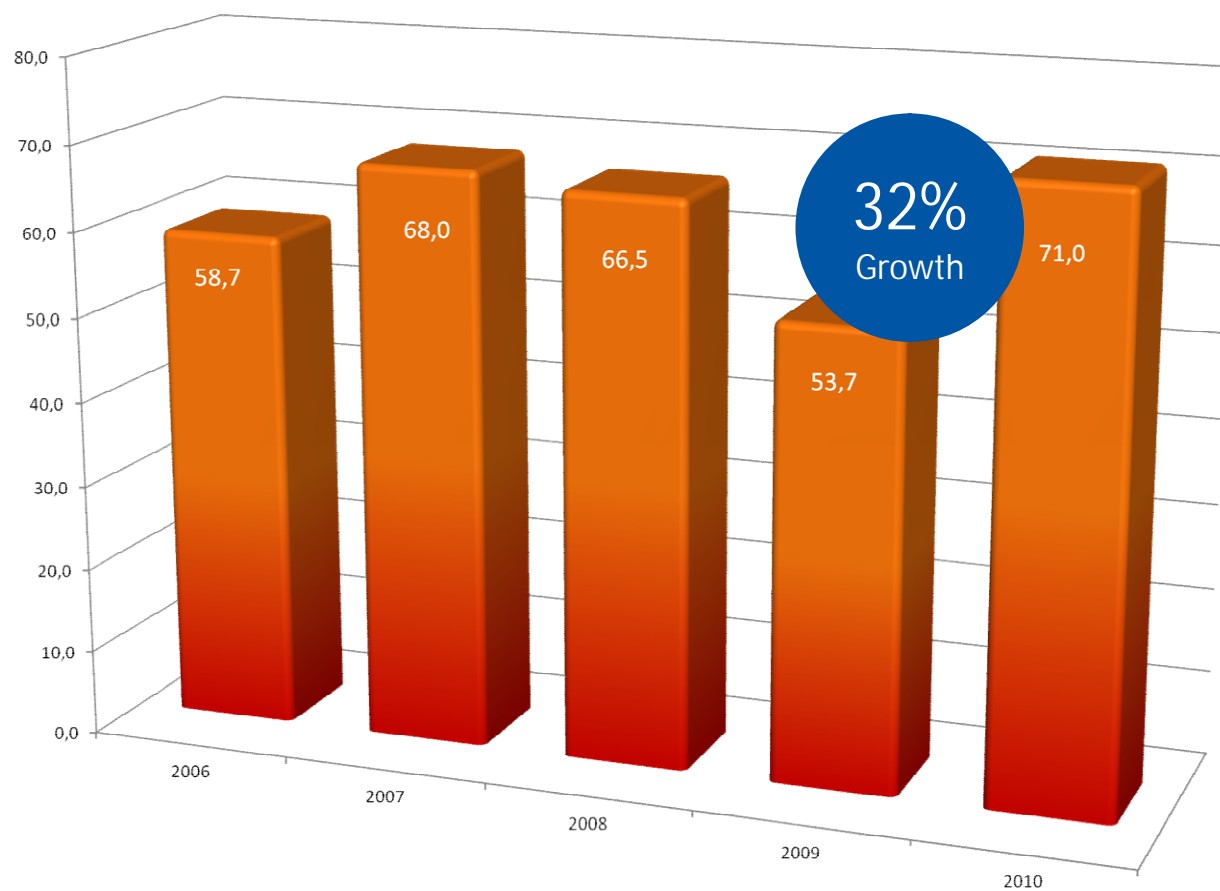
# CHILEAN TRADE AT A GLANCE

PROCHILE



INVESTMENT OPPORTUNITIES BY SECTORS

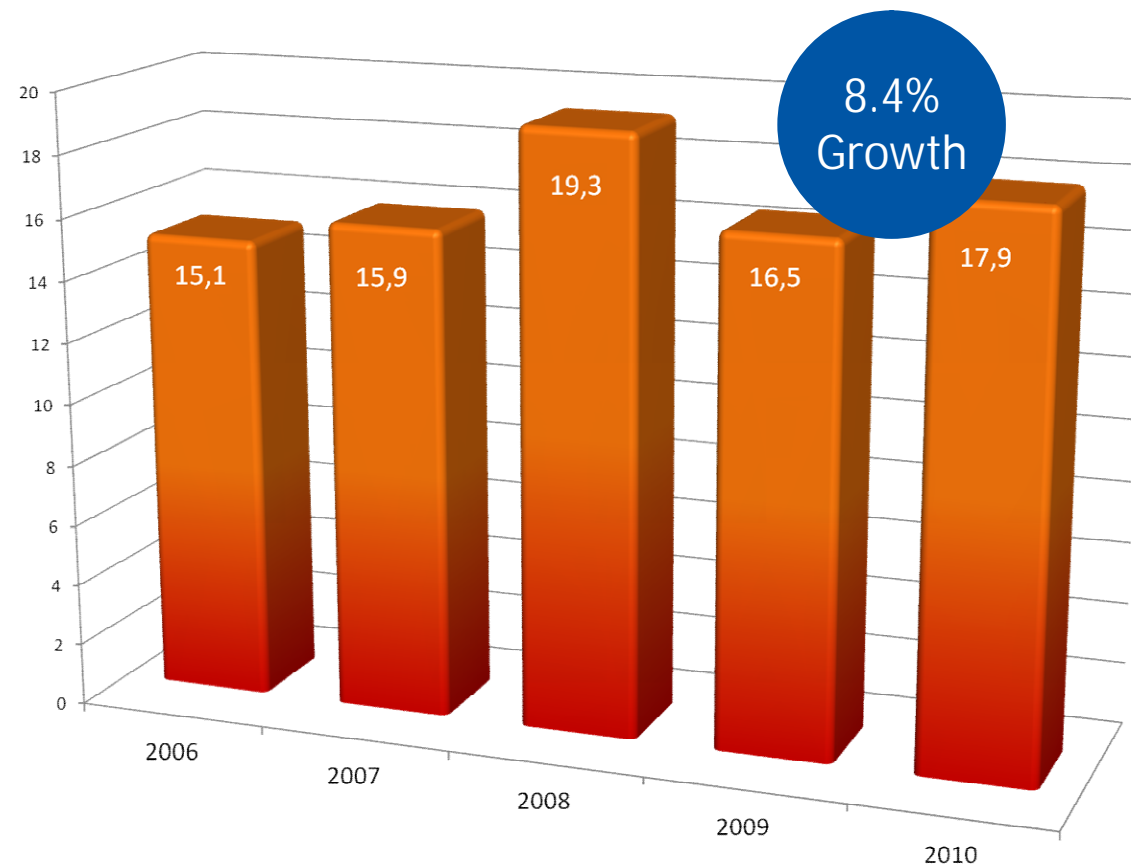
## TOTAL EXPORTS 2010 - 2009



Source: Central Bank of Chile



## NON TRADITIONAL EXPORTS 2010 - 2009



Source: Central Bank of Chile

## EXPORTS GROWTH RATES 2010 - 2009



Shipments to Asia 2010



Agriculture, Fruits,  
Meat, Fish



Non Copper Exports



Shipments to Europe 2010



Industries



US \$ 30.3 billion

Source: Central Bank of Chile

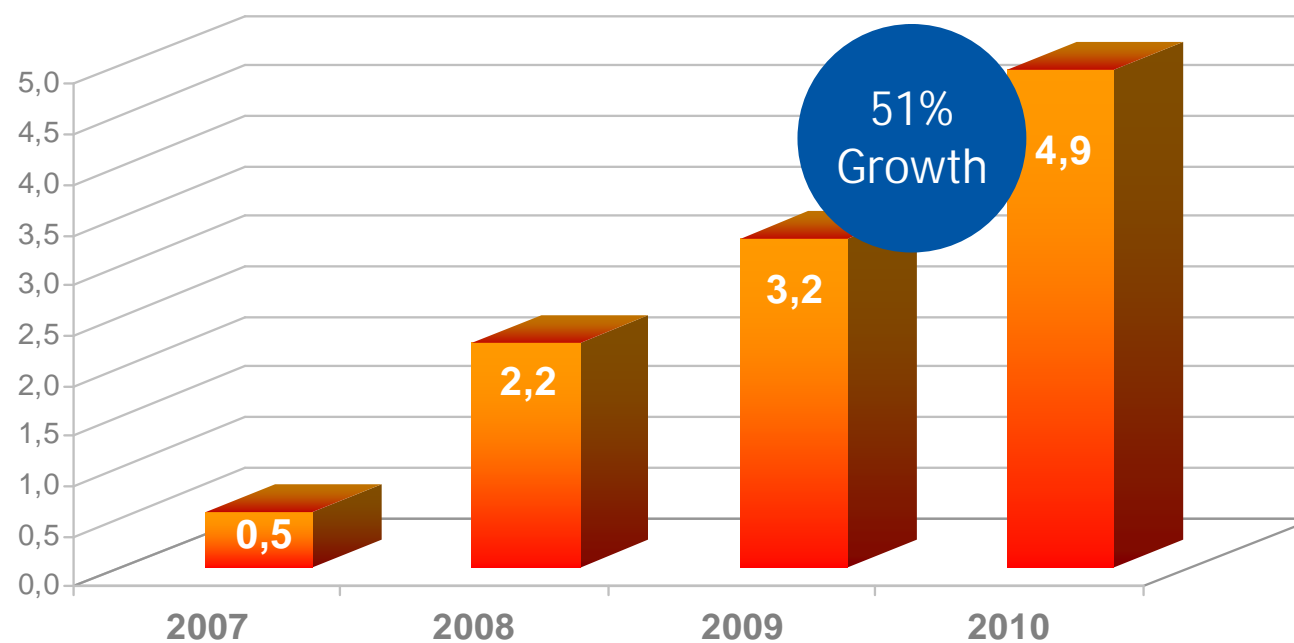


## Export Figures 2010

Mining	: U\$45.3 billion
Food & Agri	: U\$15.2 billion
Industrial	: U\$7.0 billion
Others	: U\$3.0 billion

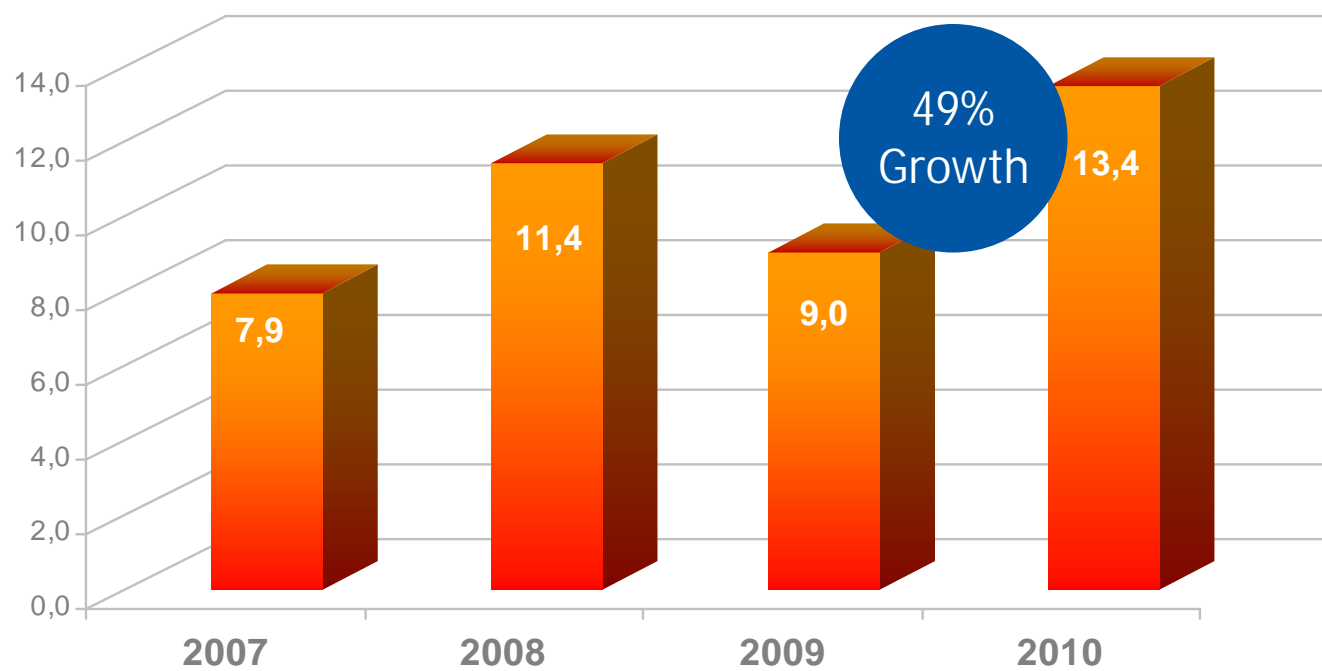


## EXPORT FROM CHILE TO LUXEMBOURG 2010 - 2009



Source: Central Bank of Chile

## EXPORT FROM LUXEMBOURG TO CHILE 2010 - 2009



Source: Central Bank of Chile



# CHILEAN TRADE AT A GLANCE

PROCHILE



## INVESTMENT OPPORTUNITIES BY SECTORS



ProChile

pro|CHILE

## MISSION

ProChile assists small and medium-size enterprises in their trade expansion efforts by leveraging the opportunities afforded by recent trade agreements, fostering public-private partnerships, and helping position Chile in the international marketplace



pro|CHILE



## ACTION LINES

ProChile follows also 2 action lines working to promote tourism and to encourage the foreign investment in Chile in conjunction with InvestChile from CORFO.



# CHILEAN TRADE AT A GLANCE

PROCHILE



INVESTMENT OPPORTUNITIES BY SECTORS



# OPPORTUNITIES PER SECTOR

---



SUPPLIERS FOR THE MINING INDUSTRY



AGRO & FOOD INDUSTRY



BIOTECHNOLOGY



INDUSTRIAL - LOGISTICS



GLOBAL SERVICES (OFF SHORING)

# OPPORTUNITIES PER SECTOR

---



SUPPLIERS FOR THE MINING INDUSTRY



AGRO & FOOD INDUSTRY



BIOTECHNOLOGY



INDUSTRIAL - LOGISTICS



GLOBAL SERVICES (OFF SHORING)





Applied  
Robotics



Automation  
and Control



Mining  
Equipment



Mining  
Supplies



Engineering  
Services

More than US\$ 200 billion investment in mining in Latin America (2010-2017) of which 25% in Chile. In Chile, U.S. \$ 13 billion are spent on suppliers annually. (U.S. \$ 36 billion in Latin America)

**5<sup>th</sup>** International  
Investment Forum

Santiago, Chile, October 17<sup>th</sup> to 20<sup>th</sup>, 2011

**InvestChile**  
CORFO

**Chile: Investment Opportunities  
for Mining Suppliers**

# OPPORTUNITIES PER SECTOR

---



SUPPLIERS FOR THE MINING INDUSTRY



AGRO & FOOD INDUSTRY



BIOTECHNOLOGY



INDUSTRIAL - LOGISTICS



GLOBAL SERVICES (OFF SHORING)





Fruit & Agri  
Industry



Salmon  
Industry



Olive  
Industry



Meat & Dairy  
Sub-Products



Wine  
Industry



Ancillary Food  
Industries



Elaborated  
Foods



Applied Biotech  
For the Food Industry

# AGRO FORUM IN CHILE



InvestChile  
CORFO

**4<sup>th</sup> International Investment Forum**  
 June 6 - 9, 2011, Santiago, Chile

## Chile: Investment Opportunities in the Food Industry

The main objective of the 4<sup>th</sup> International Forum "Chile: Investment Opportunities in the Food Industry" is the promotion and attraction of national and foreign investment in the food industry, incorporating innovation and state-of-the-art technologies to improve competitive and environmentally-friendly processes that correspond to the challenges of the 21<sup>st</sup> century.

### Investment Opportunities

Fruit Agricultural Industry

Wine Industry

Salmon Industry

Ancillary Food Industries

Elaborated Foods

Applied Biotechnology for the Food Industry

**Companies With Opportunities in the Food Industry**

**Profile of the companies invited to the international forum:** The companies should be medium-sized with international growth capacity and should fall into one of these categories:

**a**  
Productive companies

**b**  
Processing and industrialized companies

**c**  
Ancillary industrial companies for a and b

**To apply to this forum:** You must complete an application form indicating your interest to invest in Chile.

**Note:** Companies engaged in non-productive commercial activities (i.e.: import-export) DO NOT qualify.

**Companies Seeking Direct Investment**

**Companies Seeking Joint Investment**

June, 2012  
Pablo Ugarte, [pugarte@corfo.cl](mailto:pugarte@corfo.cl)

## International Forum Program

Santiago, Chile, June 6 to 9, 2011

**June 5 Sunday**

- Arrival to Chile
- Company accommodation at 5 star hotel in Santiago.
- Free day
- Welcome Dinner

**June 7 Tuesday**

- 8.30 hrs. Sectorial Seminar in regions / Field visits
- 13.30 hrs. Lunch (Free time)
- 15.00 hrs. Face-to-face meetings

**June 6 Monday**

- 8.30 hrs. International Seminar
- 13.30 hrs. Executive Lunch
- 15.30 hrs. Departure to regions / Field visits
- 20.00 hrs. Dinner (Free time)
- Accommodation in regions

**June 8 Wednesday**

- 8.30 hrs. Field Visits
- 13.30 hrs. Free lunch
- 15.00 to 19.00 hrs. Field visits
- 20.00 hrs. Dinner (Free time)
- Accommodation in regions

### Important Dates

2011	Activity	Responsibility
February to April	Application submitted to InvestChile - Corfo	Private Company
February to April	Application evaluation	InvestChile, Corfo
March to April	Response from Corfo	InvestChile, Corfo
April 15 to May	Issuing of official invitation	InvestChile, Corfo
April to May	Flight itinerary submission	Private Company
May 1 to May 15	Submission of the Chilean agenda	InvestChile, Corfo
June 5	Arrival to Chile, International Forum	Private Company



# OPPORTUNITIES PER SECTOR

---



SUPPLIERS FOR THE MINING INDUSTRY



AGRO & FOOD INDUSTRY



BIOTECHNOLOGY



INDUSTRIAL - LOGISTICS



GLOBAL SERVICES (OFF SHORING)

One of the fastest growing sectors in Chile with a 20% growth over the last three years.



Biotechnology  
applied to Human Health



Biotechnology  
Applied to food  
industry



Industrial  
Biotechnology



# OPPORTUNITIES PER SECTOR

---



SUPPLIERS FOR THE MINING INDUSTRY



AGRO & FOOD INDUSTRY



BIOTECHNOLOGY



INDUSTRIAL - LOGISTICS



GLOBAL SERVICES (OFF SHORING)

## Production Chain

Production and integration of components orientated to re-export and enjoy the preferential tariff of the destination country. Important: The final product must comply with the rules of origin.



Metallurgical Industry



Electronics Industry



Astronomy's  
Ancillary Industry



Ancillary Industry for  
Renewable Energies.



# OPPORTUNITIES PER SECTOR

---



SUPPLIERS FOR THE MINING INDUSTRY



AGRO & FOOD INDUSTRY



BIOTECHNOLOGY



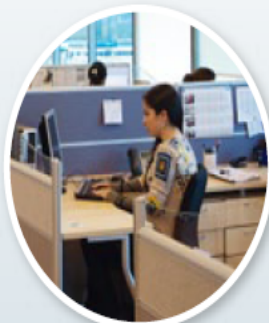
INDUSTRIAL - LOGISTICS



GLOBAL SERVICES (OFF SHORING)

# 1<sup>st</sup> International Offshoring Forum

November 14-17, 2011, Santiago Chile



Shares  
Services



Financial  
Services



IT  
Services



Engineering  
Services



Thank you!



[sveliz@prochile.be](mailto:sveliz@prochile.be)





pro|CHILE