

# THE PLACE

# Chile

The Place to build  
your Future

INVESTMENT OPPORTUNITIES  
IN THE LATIN AMERICAN HUB

# BUILD

# YOUR

# FUTURE

Chile, the place to build your future

# WHY CHILE?

We are the hotspot on  
the Latin American  
FDI Map



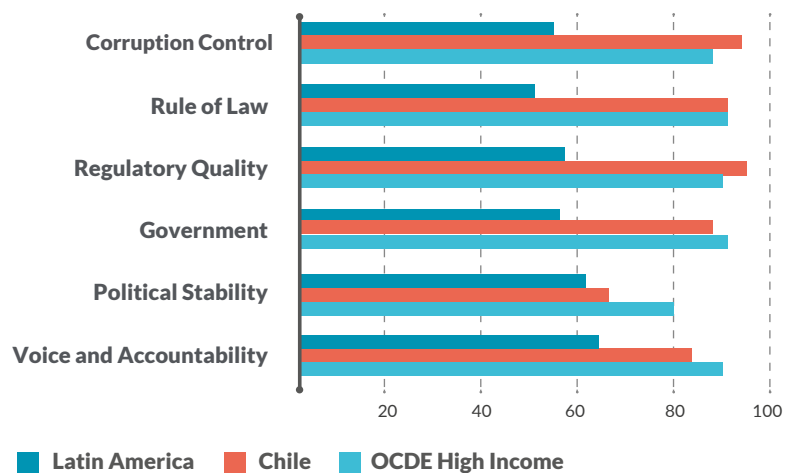
## ON-GOING LEADERSHIP

**When it comes to foreign direct investment-FDI, we are leaders in Latin America.**

Our competitive edge and solid economic foundation makes us OECD's first and only South American economy. We are a nation that breathes a dynamic business culture and displays the highest GDP per capita in the region.

**Since 1998, and every year since, Chile is the WEF's most competitive nation of Latin America!**

### Governability OECD



**7th** Largest emerging economy FDI recipient

**19th** UNCTAD's World Investment Report

Source: World Investment Report Unctad



## HIGH-LEVEL TALENT

### We are the regional talent magnet.

Our economy has global-minded talent. With competitive costs and highly-skilled professionals, we are prepared for the challenges brought by the new economy. Positioned as Latin America's leader in education.

- Alphabetization 98%
- 11 of the region's 50 best universities
- 340,000 University students and 50,000 annual graduates
- Between 2005 and 2016 applications for temporary employment visas rose 381% and a 206% rise in subject-to-employment visas.



**Chile** lists amongst the **top 40** countries on the 2017 Global Talent Competitiveness Index

Source: World Investment Report-Unctad

## VIBRANT ENTREPRENEURIAL ENVIRONMENT

### We are internationally recognised for our pioneering entrepreneurial ecosystem.

Our country breeds professionals and skilled-workers that are fearless when it comes to tackling new challenges. Ranked 1<sup>st</sup> in Latin America and 6<sup>th</sup> internationally in the Global Entrepreneurship Index (WEF)

FTAs allow privileged tariffs with 86.3% of global GDP

**Start-Up Chile is one of the world's most successful business accelerator programmes having effectively backed 1,300 start ups and created 1.4 Billion in net value assets.**

# 109,982

Companies created with the newly implemented **company-in-a-day system**

(2016)

“Most **innovative** country for early stage entrepreneurs”



ENERGY

INNOVATION

**We are  
internationally  
recognised for  
our pioneering  
entrepreneurial  
ecosystem.**



## A TREND-SETTING COUNTRY

**We are a natural laboratory for new-tech and green business initiatives.**

Chile has created the ideal conditions for future clean energy and leads the fight against climate change in the region.

- Mercer's 2017 Global Quality of Living Rankings rate Santiago as the best city to live in Latin America.
- 76% of South America's glaciers are in Chile.
- Non-Conventional renewable energy will be the building block of our energy matrix by occupying 70% of it.

## Santiago

N° 1

**As the best city to live in Latin America**  
Mercer's 2017 Global Quality of Living Rankings



76%

**Chileans are permanent internet users**

N°1

**The country with the most Internet users as a percentage of its total population in Latin America and the second in the region with the highest download speed.**

N°2

**in the region with the highest download speed.**

Source: ECLAC

## A LATIN AMERICAN HUB

**We are globally connected and globalization-committed**

Perched on the world economy, we have signed more Free Trade Agreements than anyone on the planet.

Ours, is a country where we have turned distance into a non-issue. Integration and technology have allowed us to become an entrance door to the Pacific Alliance.

- Free trade agreements and double taxation with 64 countries.
- 26 international agreements and treaties regarding double taxation with 64 countries.
- We have special trade tariffs with 86.3% of global GDP.
- Access to 4.3 billion consumers.

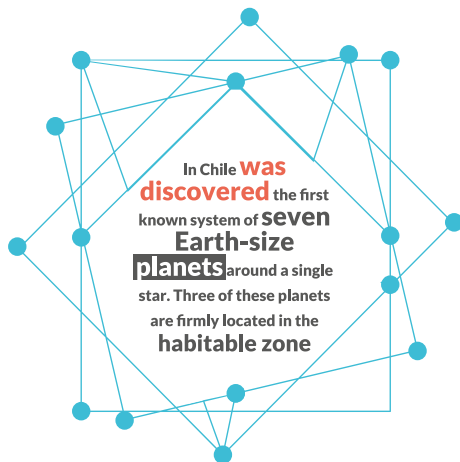


# CHILE IS NOT ONLY BUSINESS

**Our cities, our entrepreneurial spirit and creativity are the trend in the region.**

We are on everyone's lips and we want to remain at the forefront of it all. In Chile, you can find the tallest building in Latin America, telescopes where life is sought beyond our galaxy, wine made with quality and modern tradition, as well as, our capital's vibrant city life located at the foot of the mountain and only a few hours from the sea.

We are a must-see destination for adventure tourism (WTA 2016), the first country to host the Lollapalooza rock festival outside the United States, and the two-time Copa América de Fútbol champions. Chile is different in a good way, come see for yourself.



## Santiago

**Nº 1** Is the Coolest City in South America

According NYT, The Guardian & The Telegraph







# KEY INDUSTRIES

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## CLEAN ENERGY

### We are developing today energy for tomorrow

We are a natural laboratory for the energy of the future. We have a unique environment accompanied by state-of-the-art policies and incentives for the development of new sustainable energy technologies.

**Privileged Environment.** We have the best conditions for solar energy production in the world; including 4 thousand hours of sunshine per year in our northern regions and the highest levels of solar radiation found anywhere on the planet.

Optimal wind energy potential and operating wind farms may be found in the regions of Antofagasta, Coquimbo, Biobío, Los Lagos and Magallanes.

Our coastline extends over 4,000 kilometres and provides the perfect conditions to develop marine energy.

The rivers of the centre and south of the country provide hydroelectric potential equivalent to 11 GW. The Andes mountain range contains important geothermal energy reserves while Chile's densely forested southern regions are a source for biomass fuel.

**Cutting-Edge.** Public and private energy sector investments focus on diversifying the generation matrix. Our goal is to achieve a 70% sustainable energy matrix by 2050. Chile is set to become the world's future energy laboratory.

## OPPORTUNITIES

Set up your new project in Chile and take advantage of privileged conditions:

- By becoming one of the country's energy producers. You can focus on both residential customers and the growing number of companies that, in-line with global trends, need clean energy sources.
- By helping to develop and manufacture solar industry of

panels, modules, lithium batteries (we are the world's first producers of the mineral) and technology associated to integrated systems.

- By incorporating yourself into our Strategic Solar Program. Use our incentives for Research and Development (R&D), and focus on the development in Chile of state-of-the-art technology that will serve the solar industry globally.
- By implementing projects and studies about the types of renewable energy and their potential in the country: hydraulic, wind, geothermal, tidal and biomass.



**1<sup>st</sup> Regional Ranking**  
**2<sup>nd</sup> World Ranking**

**Renewable energy investment**

**1<sup>st</sup> Regional Ranking**

**Solar energy generation**

Source: (Climatescope 2016)

**4<sup>th</sup> CHILE**  
**country with the greatest attractiveness for electric investment in NCRE**



Source: (E&Y 2016)

# GLOBAL SERVICES



## GLOBAL SERVICES

### Talent for export

We have the talent and the technology to promote your company's services to the world. We do it in one of the most recognized entrepreneurial environments on the globe and with competitive costs.

Chile, the place for project development ... the hub for attracting talent in Latin America.

**Talent.** We are the leaders of OECD's PISA educational ranking in Latin America. The country has 11 universities within the top 50 in the region.

We are a hub that attracts talent. We have a "Visa Tech" and other special conditions for the entry of professionals and human capital relevant to the industry.

Since 2010, Start-Up Chile has attracted professionals and entrepreneurs from over 1,400 startups from 79 countries.

**Platform.** More than 60 multinational companies have chosen Chile as a hub for exporting services to their customers around the world. We are globally integrated, having high standard of connectivity and advanced technological infrastructure available throughout the country.

Valparaíso, Temuco and Concepción are virtuous ecosystems, which join Santiago as potential locations for setting up global service companies.

**Projection.** The global services industry in Chile covers BPO, KPO, IT, IoT, cloud computing and data centre.

We ranked first in Latin America according to the WEF Networked Readiness Index and we are the 9<sup>th</sup> most attractive country with regards to global services business location, according to the AT Kearney 2016 ranking.

We have an innovative and globally recognized entrepreneurial ecosystem.

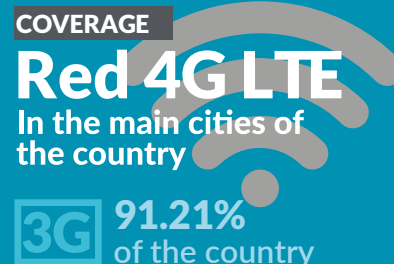
We consolidated a steady growth in global services exports, reaching US \$ 3 billion, in 2015. We plan to reach US\$ 5 billion by 2020.

The growth rate of the sector is around 11%, which is 2% above global average.

## OPPORTUNITIES

Set up your operation in Chile, and obtain competitive advantages in:

- Double taxation agreements and international treaties allow you to benefit from lower taxes and tariffs with more than 86% of global GDP and 63% of the global population.
- Being in a relevant time zone that facilitates the generation of business and services in real-time with the USA.
- Incentives for the development of business related to high-value-adding remote services. Take advantage of the comparative benefits of Chile as a Latin American platform for the export of talent and knowledge.



Source: Under Secretary of Telecommunications (SUBTEL)



Source: SUBTEL

## MINING EQUIPMENT, TECHNOLOGY & SERVICES

### Creating the mining of tomorrow, productive and sustainable.

We are worldwide leaders in mining. We have the best location and experience to be your strategic partners in innovation projects by adding value to the global mining industry.

**Location.** When it comes to metals, Chile has got it: 29% of the world's copper reserves, 16% of the molybdenum reserves, 15% of the silver reserves, 7% of gold and 54% of the world's lithium reserves.

**Experience.** Chile is a mature, transparent and stable market. It is highly technological and harbours specialized human capital that can facilitate the development of a cluster of suppliers that meets world-class standards.

The largest mining companies in the world operate in our country and the investment forecasts are for more than US\$ 50 billion over the next seven years.

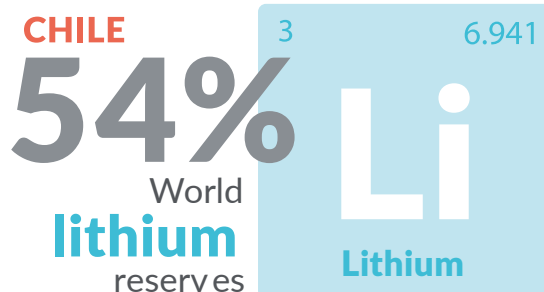
**Vision of the future.** Today we are promoting forward-looking, integrated and sustainable mining.

We are committed to increasing productivity and sustainability based on innovation and collaboration between mining companies and their suppliers.

## OPPORTUNITIES

By setting up operations in Chile, your company will operate inside a market that also has the sector's global players. You will benefit by having:

- Access to a mature and competitive local market.
- The possibility of expanding your sales by optimizing the goods and supply logistics services to your customers.



Source: Chilean Copper Commission (COCHILCO)



Source: National Statistics Institute (INE)



Source: Central Bank of Chile (BCCH)





# WINNING EQUIP- MENT, TECHNO- LOGY & SERVICES

## SOPHISTICATED FOOD INDUSTRY

### Power foods for the world

Our climate diversity paired with the ability of our professionals allows us to produce healthy foods and ingredients that are recognized for their quality and competitive costs the world over. By producing in Chile you are part of a privileged network that can access 64% of the world market consumers.

**Diversity.** We have diverse climates and can count on highly fertile land. We are one of five macro zones in the world that has Mediterranean-like climate.

This is strengthened by maintaining zoosanitary and phytosanitary safety, thanks to geographic barriers and strict border controls. We have established on-going leadership when it comes to the exporting primary agricultural products.

**Competence.** Our consolidated industry approach has allowed us to establish an international reputation. We have highly-skilled professionals for the development of high quality food.

Today, our outlook gears towards sustainable agriculture and encouraging high levels of technical specialization. We strongly believe that our advances in technology, biotechnology and research are key in supporting this effort.

**Networks.** We have a robust commercial network supported by 26 trade agreements in 64 markets. This means that by operating from Chile you can reach 86.3% of global GDP with privileged tariff conditions.

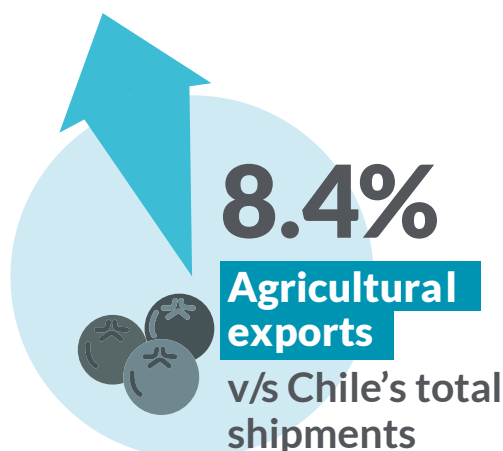
Our country is one of the 15 largest exporters in the agricultural world and has positioned over 50 products in all the markets in which it participates.

We are world leaders in exporting blueberries, cherries, grapes, prunes, dehydrated apples, salmon and mussels. Keep in mind that we are also amongst the first places in any ranking regarding the export of wine, raspberries and inulin.

## OPPORTUNITIES

Chile is a mature market for the production and export of:

- Functional ingredients and sophisticated foods. They have quickly positioned themselves in the markets and with consumers. This has developed needs in the optimization of productive processes.
- Bioproducts and their forerunners, nutraceuticals used in agriculture, generated from algae and residues produced by the Food Industry (fishery / aquaculture).
- There are also incentives for the arrival and set up of RD&I centres for added value in the food industry.



Source: Central Bank of Chile



Source: Central Bank of Chile & Prochile

A hand is holding a small green plant in a green cup. The plant has green leaves and a dense network of roots visible below the cup. The background is a blurred green field.

# SOPHIS- TICATED FOOD INDUS- TRY





# SUSTAIN- NABLE TOURISM



## SUSTAINABLE TOURISM

### Discover our adventure

Once again awarded the most important adventure tourism destination in the world, Chile offers: stargazing in the world's driest desert, cleanest skies, ancient glaciers on the planet's southernmost tip, forests and lakes located at the foot of imposing volcanoes. Islands full of legends, tradition in wines, great challenges to climb and a Santiago that feels modern and trendy. It is the ideal destination for conventions and events. Here is an invitation to develop projects and enjoy the great adventure of Latin America.

**Demand.** In 2016 we received a record-breaking 5.6 million inbound foreign tourists. That's 26% more than in 2015. It is estimated that in 2017 there will be 6.4 million visitors.

The arrival of foreign tourists has more than doubled in the last ten years and tourist spending in the country currently totals about US\$ 2.6 billion per year which is 30% more than six years ago.

Santiago occupies leadership positions in the world ranking of ICCA Congresses and Conventions, with over 70 international events held annually.

**Recognition.** We are the best consecutive adventure tourism destination according to the last World Travel Awards.

Lonely Planet recommended Chile as one of the 10 destinations to be visited in 2017 and The New York Times (USA) highlighted the Atacama Desert at one of Top 10 Must-See in 2017

The Daily Telegraph (UK), ranked Chile first in a ranking of 20 countries, as the most recommended destination to visit during this 2017.

The Guardian (UK), published its list of 10 places in Chile that must be visited in 2017, highlighting the valley of Elqui, La Araucanía, Los Lagos and the Island of Chiloé.

Cape Horn Biosphere Reserve, Huilo Huilo, Chiloé Island, and Curacaví were chosen among the '2016 Sustainable destinations TOP 100' on the Planet. ( Green Destinations 2016)

## OPPORTUNITIES

By investing in Chile, you will be part of growing business opportunities:

- The development of new sustainable tourist attraction areas, with investment potential in infrastructure: nautical tourism, business tourism, astro-tourism, eco-tourism.
- Design and implement technological platforms aimed at improving and diversifying the supply of tourist goods and services in Chile.
- Businesses with potential in new services for consolidated and high demand tourist attractions.
- The development of Santiago's MICE sector (meetings, incentives, conferencing, exhibitions), one of the main business capitals of Latin America.



**Best adventure tourism destination for the second time**

Source: World Travel Award (WTA)



Chile, the place to build your future

# PROGRAMS AND

# INCENTIVES FOR INVESTMENT



## Program of Support for Strategic Projects at the Pre-Investment Stage

Co-financing of pre-investment studies to gather information for companies' investment decisions (studies of potential location and market and economic and technical studies).

Finances up to 70% of the cost of feasibility studies (maximum of US\$260,000) for projects worth over US\$2 million.

## Integrated Promotion Initiative for High-Tech Projects

Co-financing to support the implementation of new technological investment projects or the expansion of existing projects and the implementation or expansion of centers of innovation and, in general, to facilitate the implementation of initiatives in productive and technological fields that have significant impacts on economic or geographic sectors.

Finances up to 30% of high-tech projects up to a maximum of US\$5 million.

## Business Technological Innovation Program

Subsidy for developments related to Innovation in Products and Processes and Innovation in Packaging and Validation for amounts that range from US\$90,000 to US\$300,000.

## R&D Law

Tax credit of 35% (of the investment in R&D) against corporate income tax (maximum of US\$1 million); 65% (of the investment in R&D) can be deducted from the corporate income tax base as necessary expenditure.

## Remote areas

Tax benefits and grants for projects in the Arica y Parinacota and Tarapacá Regions of the far north and the Aysén and Magallanes Regions and the Palena Province (Los Lagos Region) of the south.

## Programs and incentives for the creation of Investment Funds

Lines of credit for financing the development of small and mid-sized Chilean companies that meet one of three criteria: at the expansion stage with high growth potential; at an early stage with high potential for growth and innovation; at an early stage with high potential for growth and innovation in sectors related to technology.



Let's make  
your next  
project  
happen!



# InvestChile

**Let's make your next project happen!**

We are the government agency responsible for promoting Chile in the global market as a destination for FDI, serving as a bridge between your interests and the business opportunities the country offers.

## Find it all with InvestChile !

We are ready to offer you specific services for each stage of your project. A multicultural and dedicated team of professionals is ready for helping you set up your next business site in Chile.



PROMOTION



PRE-INVESTMENT



LANDING



AFTERCARE

**Over 700 companies  
advised each year!**

## MORE INFORMATION:

[www.investchile.gob.cl](http://www.investchile.gob.cl)

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printed in may 2017



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