

A stylized map of South America in a light blue color, set against a dark blue background. The map shows the outline of the continent, including Chile, Argentina, Brazil, and Peru.

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# Chile Session

Monday 1 March 2021



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Why Chile?

Your next market?



# Chile – Not your average country



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# Chile – The Basics

2<sup>nd</sup> highest GDP per capita in LATAC region (2019 US\$15,091)

5<sup>th</sup> largest economy in South America



Population 19 million

Ranked highest in LATAC in World Bank's 'Ease of Doing Business Index'

2<sup>nd</sup> lowest ranking in LATAC in Transparency International's Corruption Perception Index

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# Chile – The Basics

UK-Chile continuity trade agreement signed in January 2021

UK- Chile Bilateral Investment Treaty (investment protection) in force

Chile has 29 international Free Trade Agreements covering 65 countries

UK's 3<sup>rd</sup> largest trade partner in LATAC

UK-Chile Double Taxation Agreement



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# Chile – Opportunities

- Clean Growth
- Mining
- Education
- Food and Drink – vegan, healthy foods
- Life Sciences and Healthcare
- Tech including FinTech
- Defence and Security
- Sports Economy

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# Chile: Infrastructure



Seven Hospitals with combined budget of over US\$1bn in 2021. Two major, two medium and the rest small. PPP model



Line 7: Tenders expected shortly for project management and detailed engineering. Looking for TBM experience. Lines 8, 9 & 10 to follow along with two extensions to existing lines. Three tenders expected with total value of US\$540m



Bio Bio Rail Bridge: Expected value US\$ 150m. Looking at construction solutions (piles) and project management.



Two new railway lines: Santiago – Melipilla and Santiago – Batico. Divided into multiple contracts – programme management required to bring everything together



Other projects in coming years including trams, expansions to regional airports, port modernisations, and extensive water infrastructure – consideration being given to water super-highway to move water from south to arid north.

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# Chile – Trade Continuity Agreement / Market Access

- Why was this Trade Agreement Negotiated?
- Scope of the Agreement
- Trade in Goods (Preferential Tariffs)
- Trade in Services
- Intellectual Property and Geographical Indications
- Government Procurement

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# UK Trade Agreements and Future Negotiations

35 Trade Agreements across the World

Future negotiations

CPTPP



5 in Latin America covering 24 countries



Trade Continuity Agreements	£ Trade Value (Goods and Services)
	2019
Andean Countries (3)	£2.87bn
Cariforum (13)	£3.04bn
Central America (6)	£1.41bn
<b>Chile</b>	<b>£2.17bn</b>
Mexico	£5.25bn
<b>Total</b>	<b>£14.74bn</b>

Source: Office of National Statistics



# Ascendal

Case Study

Tony Williamson

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ASCENDAL  
GROUP

# Chilean Market Overview

TONY WILLIAMSON  
CEO OF ASIA, LATAM & EUROPE  
ASCENDAL MOBILITY

# Tony Williamson - CEO Asia Europe Central and Latin Americas





## AWARDS ACHIEVED AT TOWER TRANSIT

CUSTOMER ENGAGEMENT  
AWARD

British Chamber of  
Commerce's 18th Annual  
Business Awards\*



INTERNATIONAL BUSINESS  
OF THE YEAR\*

British Expertise International  
Awards

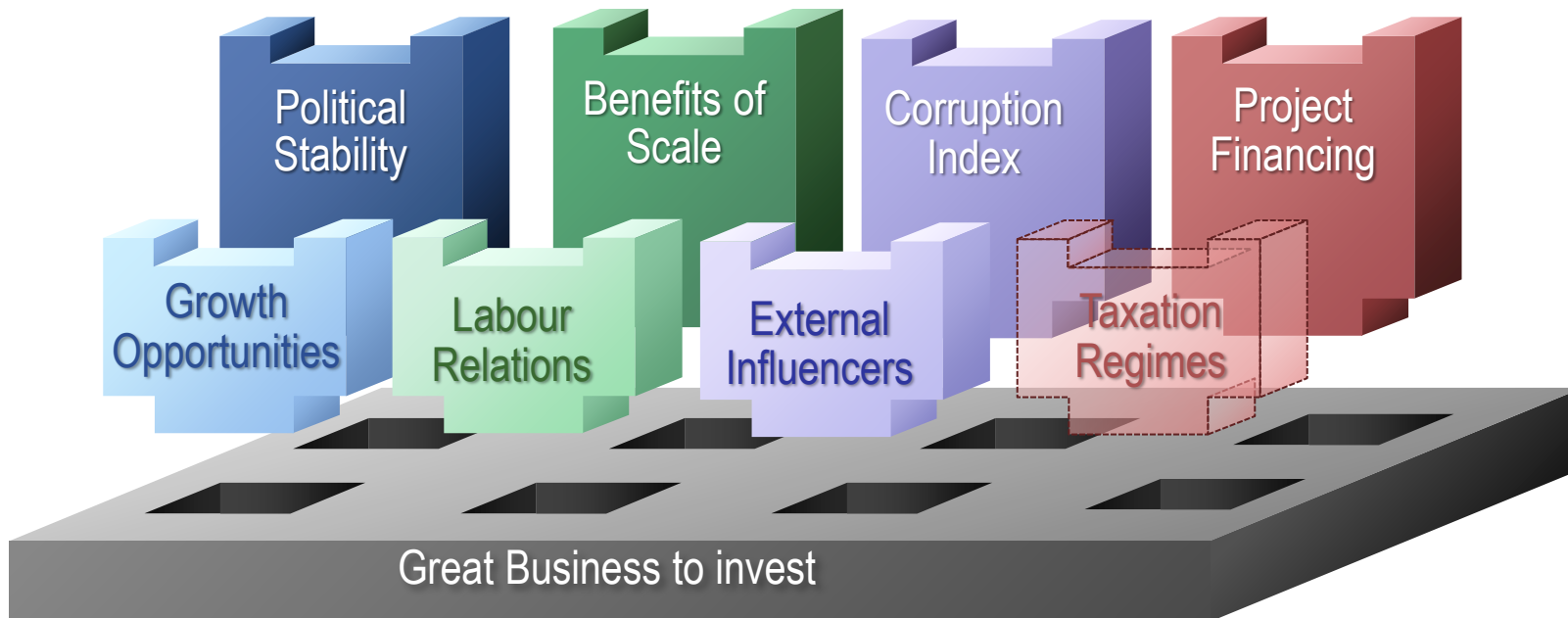


BEST WORKPLACE CULTURE  
& ENGAGEMENT\*  
HRM Awards





## ENTER THE DECISION MATRIX



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Political stability

---

Target market scale (1000-1500)

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Corruption index and compliance

---

Project financing capability

---

Options for further Acquisition & organic growth

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Labour legislation and cultural difference

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Political Constitutional changes

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Currency stability and local Tax regimes

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*¡Hicieron match!*  
 ¡Has dado un Super Like a Tower Transit!

**ENVIAR UN MENSAJE**  
 Tower Transit se sentía solo este 14 de Febrero, ¿Chile nos dará un Super Like? Porque nosotros ya estamos flechados 🇨🇱🇺🇸🇨🇱  
 Feliz día a todos los enamorados, y a los que no también!! 💜

You and 320 others      24 comments

Like    Comment    Share

**24** **IGNACIO MARTÍNEZ**  
 CONOCIÓ EL TRANSPORTE LONDINENSE

21:48

**24** **DAVOR GJURANOVIC**  
 PERIODISTA 24 HORAS

21:46

**TOWER TRANSIT**

¡regala 100 bip!  
 este diciembre!

transantiago

Tower Transit Chile  
 La bella Jenifer Molina Aravena ya vino a buscar las tarjetas BIP para ella y su amigo!! Todas los lunes de Diciembre Tower Transit sorteá 20 BIP más! ❤️  
 ¡No dejes de participar!

4 DEC 2017

43      6 comments

Like    Comment    Share

# Managing Government Relationships



Always remember the big:

3

Don't underestimate the power of existing competitors

Don't lose heart and become frustrated by bureaucracy

Don't accept failure; use it to strengthen your negotiating position



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## CHILEAN MARKET OVERVIEW

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Private & Confidential  
February 2021

# British Chilean Chamber of Commerce

Greg Holland

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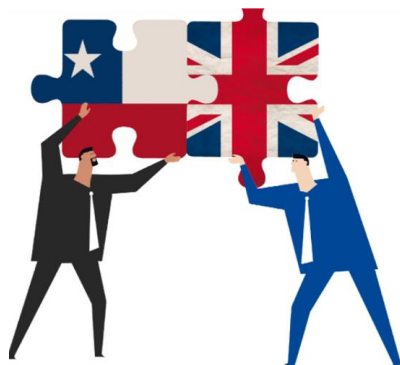
# Chile – Open for Business



**WHY CHILE?**

**WHY NOW?**

- Solid Macroeconomic Fundamentals
- Robust Regulatory Framework
- Successful Experience with Public Private Association
- Stable Economy
- Sustained Growth
- Optimal Business Environment
- Advantageous Time Zones
- Gateway to LATAM



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# Chile – Latest Economic Situation

**CHILEAN ECONOMIC REPORT**  
4TH EDITION 2020 - PRODUCED SINCE 1992  
FOURTH QUARTER 2020



- GDP rebounded strongly in second half of 2020
- Central Bank forecast 2021 GDP 5.5-6.5%
- Services Sector lags behind production
- > 1 million returned to work since July 2020
- Inflation below target 3% during 2021
- Copper price > \$4/lb – stronger peso
- Exports recovered to pre-pandemic levels
- Pension reform and payouts
- New constitution and elections

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# Doing Business in Chile



- Who you know and good contacts are key – do your research!
- Dominated by “old money” emerging “factory office” culture.
- Business is formal and traditional – Senior management take the decisions and do not like to be rushed.
- Modern Outlook open to new ideas and cutting-edge technology
- Increasing number of “international” managers who are good negotiators, do not underestimate them.
- Deep respect for British and European standards and culture.
- Customs – like minded but need to understand the differences.

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# Britcham Chile – Trade Services



## STRATEGIC PLANNING

- Market Promotion and Overview
- Market and Product Analysis

VIRTUAL  
BUSINESS  
FORUMS

MEET  
THE  
BUYER

## EXPORT and INSTALLATION

- Identification and Assessment of Business Partners
- Introductions and Appointments

## SOFT LANDING and AFTERCARE

- Marketing Support
- Back Office and Legal Services

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# Chile – Forthcoming Events

- 16 March – Net Zero Urban Innovation Opportunities in Latin America
- 18 March – Strengthening Chile’s COVID Green Recovery Packages
- 14 April – Northern Powerhouse Virtual Trade Mission to Chile

To find out about our events please follow us on:

- Twitter: [@tradegovukLatAm](#); [@ukinChile](#);
- Instagram: [UkinChile](#)
- [Gov.uk/dit](#); [events.great.gov.uk](#)
- LinkedIn: [British Embassy Chile](#);

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# Chile – Useful Contacts

- DIT Chile Country Director: [David.Gardner2@fcdo.gov.uk](mailto:David.Gardner2@fcdo.gov.uk)
- DIT Chile Market Access/Trade Continuity Agreement: [Sacha.Garafulic@fcdo.gov.uk](mailto:Sacha.Garafulic@fcdo.gov.uk)
- DIT Chile Mining/Food & Drink/Agribusiness: [Jolanta.Polk@fcdo.gov.uk](mailto:Jolanta.Polk@fcdo.gov.uk)
- DIT Chile Mining/Education: [Viviana.Daza@fcdo.gov.uk](mailto:Viviana.Daza@fcdo.gov.uk)
- DIT Chile Life Sciences/Clean Growth (from 22/03/21): [Gabriela.Legues@fcdo.gov.uk](mailto:Gabriela.Legues@fcdo.gov.uk)
- DIT Chile Defence and Security/Tech: [Iracy.Teixeira@fcdo.gov.uk](mailto:Iracy.Teixeira@fcdo.gov.uk)
- DIT Chile Infrastructure/Sports Economy: [Carmen.Torres@fcdo.gov.uk](mailto:Carmen.Torres@fcdo.gov.uk)
- FCDO Chile Economic First Secretary: [Gareth.Taylor2@fcdo.gov.uk](mailto:Gareth.Taylor2@fcdo.gov.uk)
  
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- Invest Northern Ireland, Chile: [Christian.Ebner@investni.com](mailto:Christian.Ebner@investni.com)
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# Chile Session

Q&A

A stylized map of South America in a light blue color, centered on a dark blue background. The map shows the continent's outline, including the northern coastlines and the southern tip.

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