



THE PACIFIC ALLIANCE

THE POWER OF INTEGRATION



GENERAL INFORMATION



The Pacific
Alliance

Conformed by:



Chile



Colombia



Mexico



Peru

Focused on free trade, based on:

- Greater competitiveness
- Greater growth
- Greater development

Free mobility of:

- Goods
- Services
- Capitals
- People



COMMON CHARACTERISTICS



The Pacific Alliance

- Stable democracies
- Rhythm of sustained and accelerated growth.
- Open commercial policy.
- Projection to the world, with emphasis on Asia Pacific.
- They share aspirations for economic growth, employment generation and insertion in global processes of technological innovation.





¿WHO ARE WE?



REGIONAL INTEGRATION MECHANISM OPEN TO THE WORLD

55 OBSERVER STATES

THE 4 COUNTRIES
WITH THE BEST
ENVIRONMENT OF
BUSINESS
IN LATIN AMERICA

MÉXICO

COLOMBIA

PERÚ

CHILE

The main objectives of the block are:

- ❖ Achieve the development and competitiveness of the Member States;
- ❖ Overcome socio-economic inequality;
- ❖ Promote the social inclusion of its inhabitants;
- ❖ Become a projection platform to the world, with special emphasis on the Asia Pacific region.



THE PACIFIC ALLIANCE IN FIGURES



ATTRACTS 55 MILLION TOURISTS EVERY YEAR

US\$ 69.661 MILLION

Source: 2016, World Tourism Organization



POPULATION TO 2017 (E)

225

MILLION OF INHABITANTS

Source: IMF (WEO, April 2018)



DIRECT FOREIGN INVESTMENT (IED)

45% OF THE TOTAL FDI THAT CAME TO LATIN AMERICA IN 2017

Source: World Bank and UNCTAD database



CHILE, COLOMBIA, MÉXICO Y PERÚ

THEY ARE THE MOST COMPETITIVE ECONOMIES OF THE REGION.

Source World Bank - Doing Business 2017



US\$18.150
PER CAPITA GDP 2017
(PPP 2017)

Source: IMF (WEO, April 2018)



IT IS THE 8A ECONOMY OF THE WORLD,
REPRESENTS 40% OF THE GDP OF LATIN AMERICA AND THE CARIBBEAN

Source OEE * -MinCIT



TRADE (Billion)

EXPORTS 2017:

US\$ 562

IMPORTS 2017:

US\$ 564

Source: Trade Map



THE PACIFIC ALLIANCE

Macroeconomic figures

GDP per capita PPA 2017
in US \$ at current prices

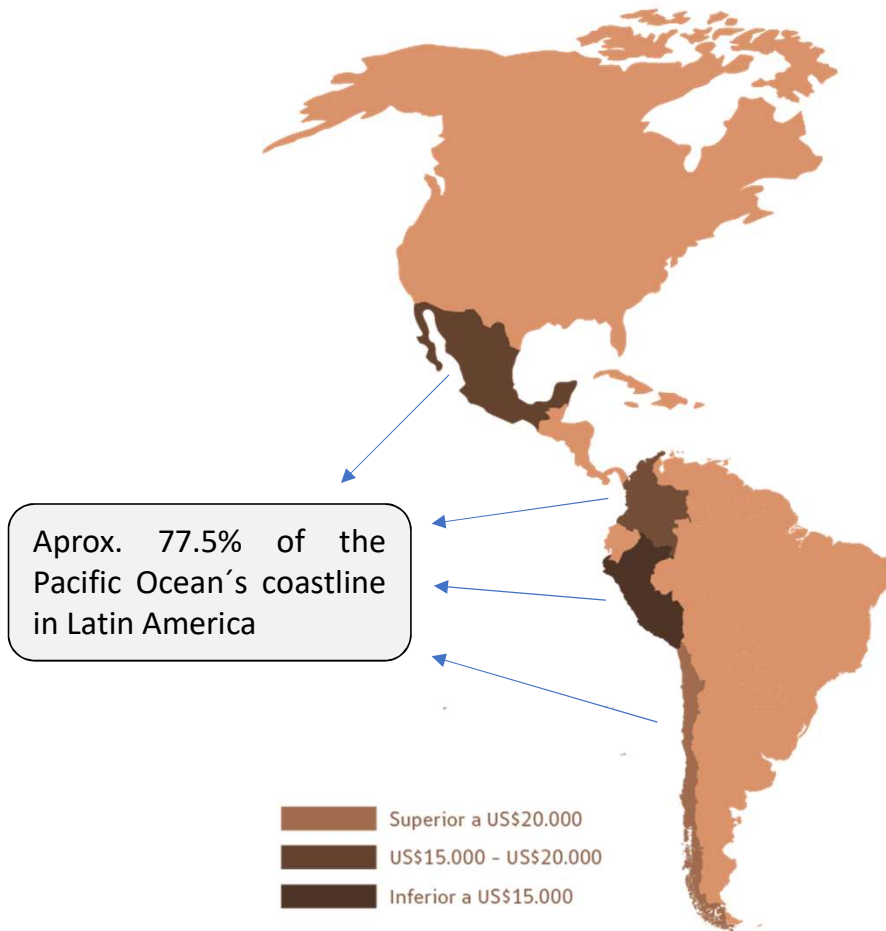
Chile*	24.537
Colombia	14.485
Mexico*	19.903
Peru*	13.334
Pacific Alliance	18.150
Latin America	15.785

Source: FMI

* Estimated values

The GDP per capita of the Pacific Alliance as a whole stands at USD \$ 18,150, higher than the level of Latin America and the Caribbean. This variable fluctuates in a range from US \$ 13,000 to US \$ 24,000 among the members of this group of countries.

Source: IMF (WEO, April 2018)





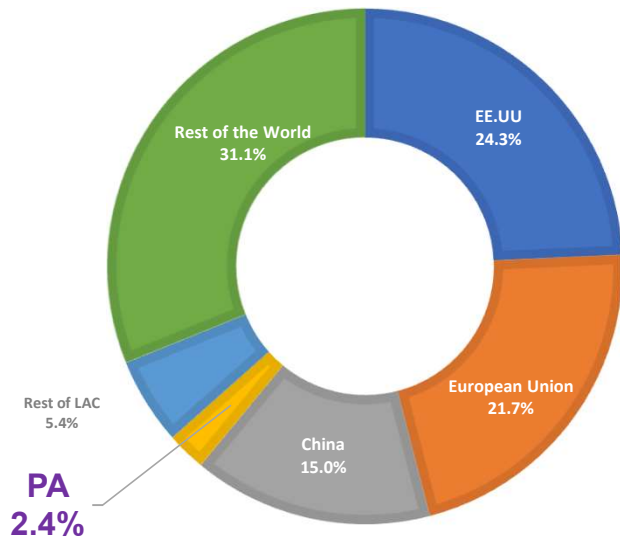
THE PACIFIC ALLIANCE

IN THE WORLD ECONOMY



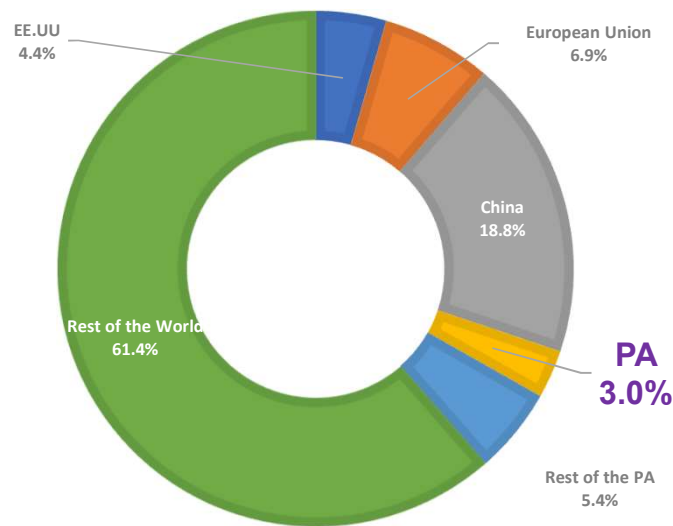
The Pacific Alliance

SHARE OF GLOBAL GDP 2017



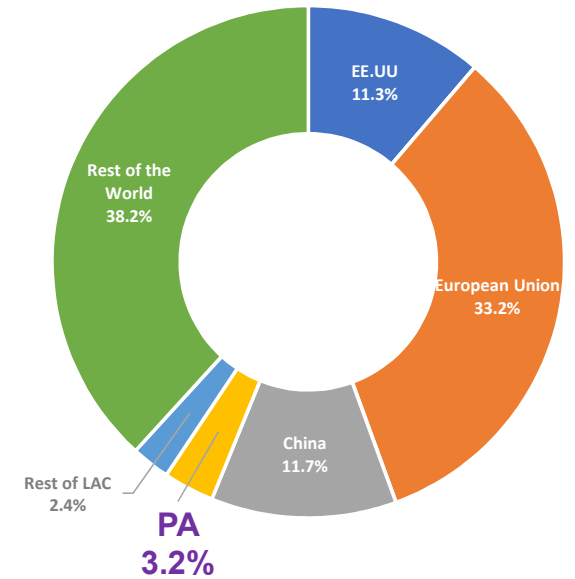
In 2017, the GDP of the Pacific Alliance was estimated at US \$ 1,9 trillion, with a 2.4% share in world GDP.

SHARE OF GLOBAL POPULATION 2017



The estimated population of the Pacific Alliance in 2017 adds 225 million people, equivalent to 3.0% of the world's total population.

SHARE OF GLOBAL TRADE GOODS 2017



In 2017, the trade of goods registered by the members of the Pacific Alliance were almost US \$ 1,1 trillion, representing 3.2% of world trade.



THE PACIFIC ALLIANCE

IN THE WORLD ECONOMY



The Pacific Alliance

VALUE OF PACIFIC ALLIANCE TRADE (US \$ MILLION), 2001-2017

... the total PA exchange with the world has grown. It went from US \$ 401 billion in the year 2001 to US \$ 1,1 trillion in 2017, with an average annual expansion rate of 6.7% in the period.

PA-World Exchange



**2.8 times in
16 years**

... intra-PA trade has expanded in the last 16 years from US \$ 8.8 billion in 2001 to US \$ 33 billion in 2017.

Intra-PA Exchange



**3.8 times - 8.6%
annual growth**

Meanwhile, exports from the Pacific Alliance to the world was US \$ 562 billion, while imports from the world were US \$ 564 billion.

PA-World Exports



**2.9 times - 6.8%
annual growth**



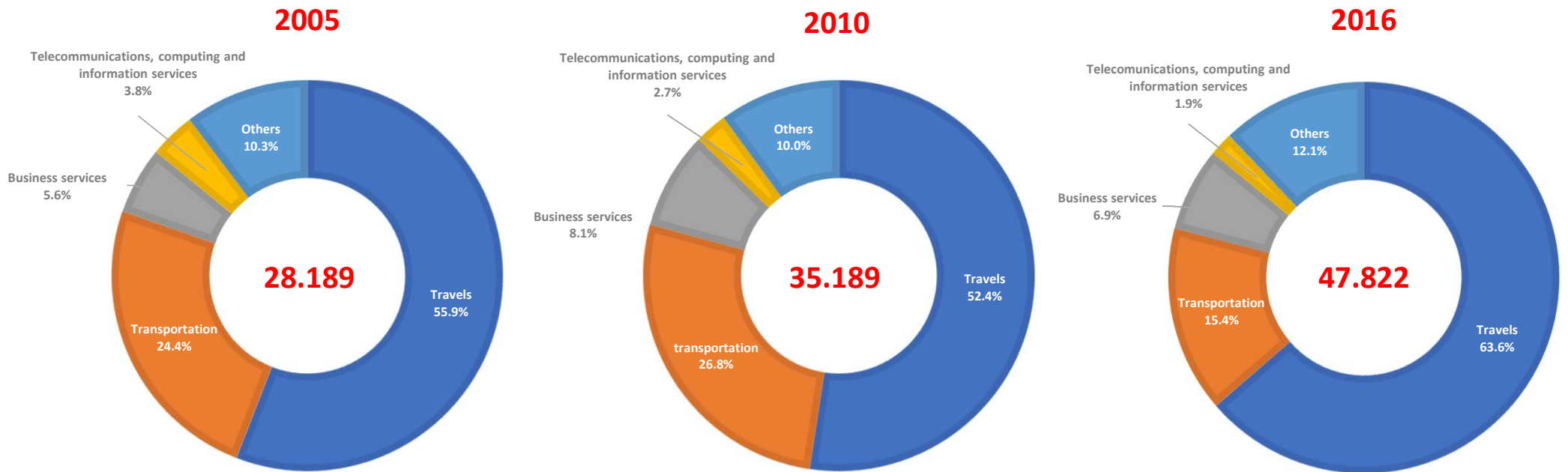
THE PACIFIC ALLIANCE

TRADE OF SERVICES



The Pacific Alliance

Exports of services of the Pacific Alliance
(% and million of dollars), 2005 - 2010 - 2016



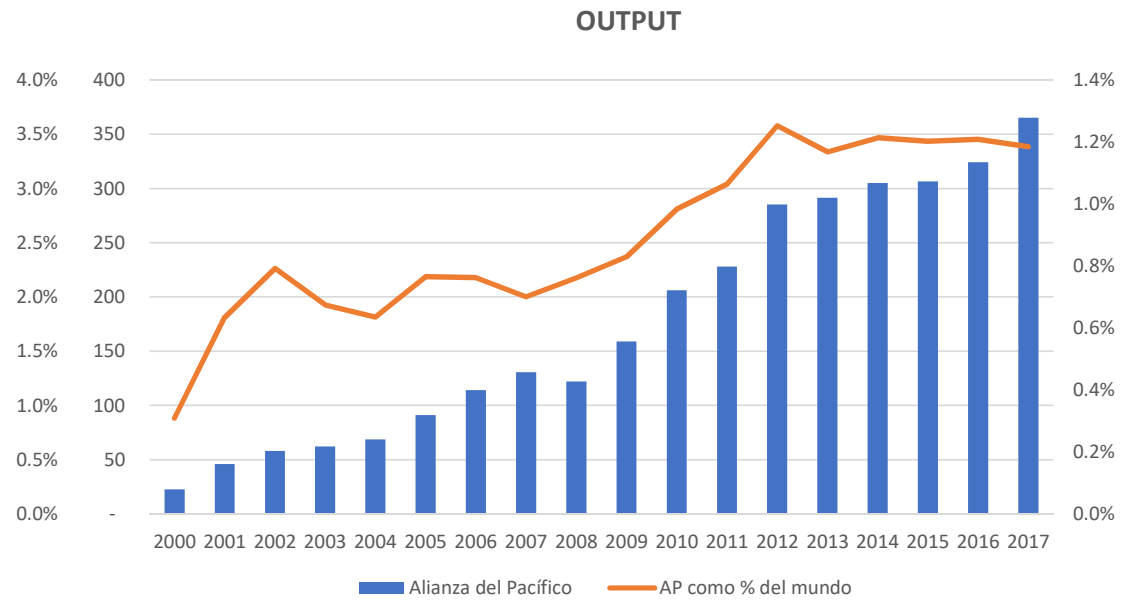
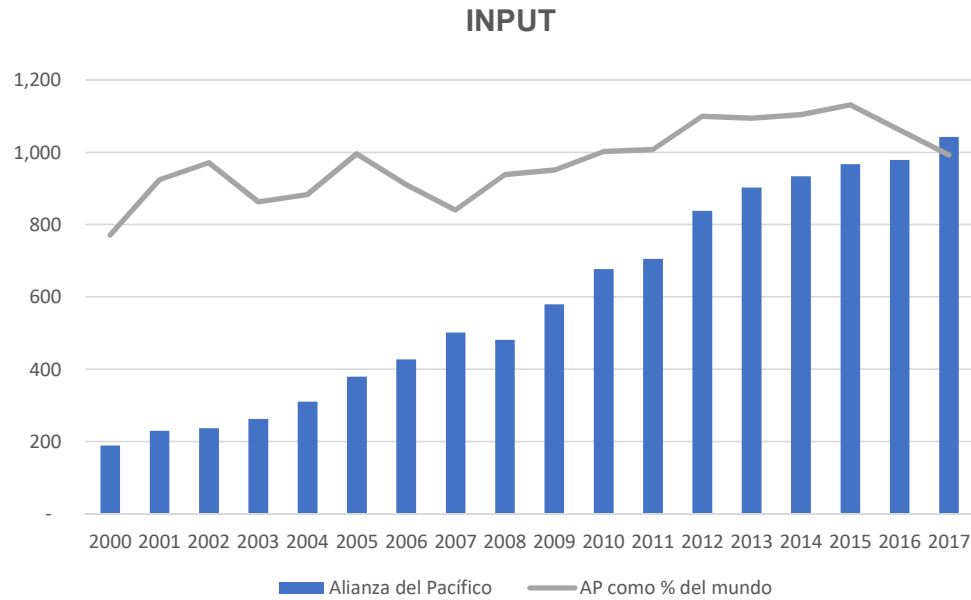
Fuente: TradeMap.



THE PACIFIC ALLIANCE



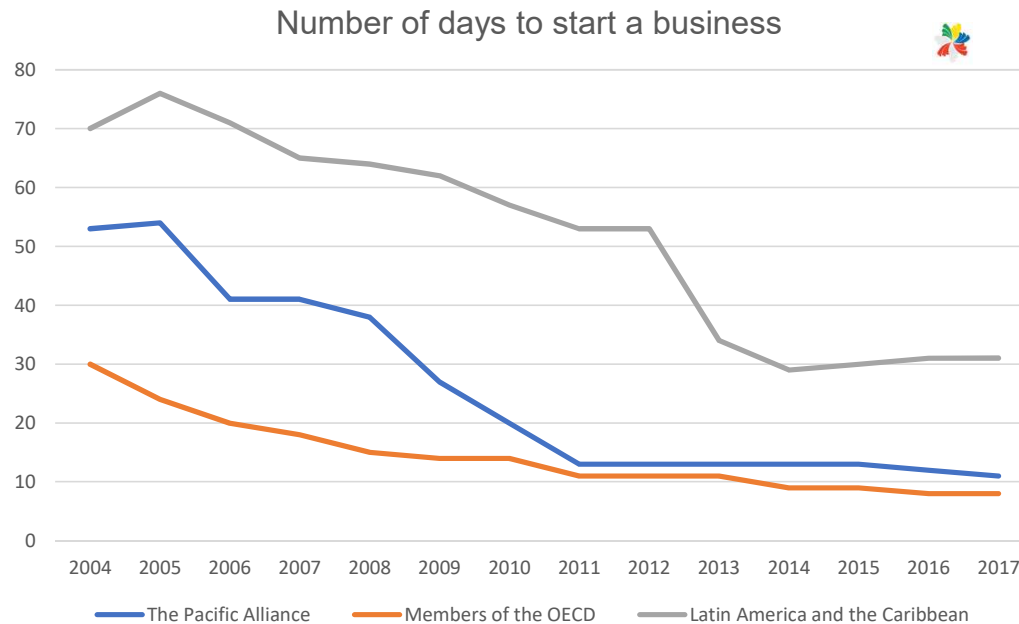
Accumulated foreign direct investment in the Alliance (2000-2017)
Value in US \$ billion and global share (%)



Fuente: UNCTAD, World Investment Report 2018.



THE PACIFIC ALLIANCE IN THE WORLD ECONOMY



The same can be seen in the days necessary to register a company, where the economies of the Pacific Alliance have progressed ostensibly, on average, in the last decade.

**From 53 days in 2004 to
only 11 days in 2017.**



THE PACIFIC ALLIANCE

Effective cooperation space that promotes innovative initiatives



The Pacific Alliance



**Establishment of
Embassies and shared
commercial offices**



**Free mobility of
people
For tourism
and business**



**Academic and student
exchange
1840
scholarships granted**



International presence
(MERCOSUR, ASEAN, EUROPEAN
UNION, VISEGRAD, EUROASIAN
ECONOMIC UNION)



**Creation of a scientific
research network on
climate change**



**Observer States and
associate members**



Cultural promotion



THE PACIFIC ALLIANCE - THE EUROPEAN UNION



The Pacific
Alliance

- The four members of the Pacific Alliance have free trade agreements with the European Union, which allows certainty in economic and commercial relations.
- 21 members of the European Union are Observers of the Pacific Alliance
- Mexico, Chile and Colombia are members of the OECD. Peru aspires to be a member in the following years and has received the support of the European Union to become one
- The Pacific Alliance and the European Union are negotiating a Joint Declaration that will be the framework of bilateral relations
- Both blocks are discussing the preparation of an action plan that includes 8 areas of interest to work together, including issues such as trade, SMEs, investments, financial integration, digital economy, innovation, science and technology, among others.



STRATEGIC VISION TO 2030



The Pacific
Alliance

1. More integrated

The Pacific Alliance will be a commercial block that grows in a sustainable manner, it will depend less on raw materials and will have a more competitive, more efficient, productive and fully integrated market.

3. More connected

The PA citizens and businesses will be digitally connected, having access to all available information and to greater communication that drives relationships at all levels.

2. More global

The presence and joint relationships outside the bloc will have grown, consolidating as the benchmark for an ambitious and pragmatic integration model in the world, especially in Latin America and Asia-Pacific. The Pacific Alliance will continue to promote free trade and globalization.

4. More civic-minded

Due to the fact that the Pacific Alliance will enjoy free movement of people, it will be characterized by providing employment, academic, cultural and business opportunities to its citizens, which will help to consolidate a widely recognized identity based on values, principles, customs and a vision common.



THE PACIFIC ALLIANCE GUIDE



The Pacific Alliance



You may download this publication at:
www.rree.gob.pe/SitePages/guias.aspx





THE PACIFIC ALLIANCE

**MAIN
ACHIEVEMENTS**



RÉALISATIONS EN MATIÈRE DE
CIRCULATION DE
MARCHANDISES ET DE
SERVICES



The Pacific
Alliance

LIBRE CIRCULATION DES MARCHANDISES

PROTOCOLE ADDITIONNEL À L'ACCORD-CADRE DE L'ALLIANCE DU PACIFIQUE EN VIGUEUR (ACCORD COMMERCIAL)



92 % des barrières
douanières (communes)
supprimées.



Mise en œuvre progressive de
l'interopérabilité des guichets
uniques du commerce extérieur
(certificat phytosanitaire,
certificat d'origine numérique).



Accord sur la reconnaissance
mutuelle des signatures
numériques.



**RÉALISATIONS EN MATIÈRE DE
CIRCULATION DE
MARCHANDISES ET DE
SERVICES**



**The Pacific
Alliance**

LIBRE CIRCULATION DES MARCHANDISES

**Annexes du chapitre sur les obstacles techniques
au commerce alimentaires et les produits bio**



facilitation et augmentation
des échanges commerciaux de
ces produits dans la région.



**RÉALISATIONS EN MATIÈRE DE
CIRCULATION DE
MARCHANDISES ET DE
SERVICES**



**The Pacific
Alliance**

LIBRE CIRCULATION DES MARCHANDISES

**OEA Programme de l'Alliance du Pacifique
Premier accord douanier de reconnaissance
mutuelle pour les entreprises, signé en Amérique
latine.**



***Programme de l'Opérateur
Economique Autorisé/OEA visant à
augmenter la participation des
entreprises privées et à accélérer les
procédures douanières.***



FINANCIAL INTEGRATION AND THE FREE MOVEMENT OF CAPITALS

The Ministers of Finance of the Pacific Alliance countries are currently working to implement an innovative working agenda.

The most outstanding achievements include:

- ❖ Latin American integrated market (MILA)
- ❖ Regional disaster bond for earthquake risk management
- ❖ Creation of the Pacific alliance investment facilitation initiative



DIGITAL AGENDA AND INNOVATION

- Launch of the **regional digital agenda** and roadmap for improving member countries' competitiveness
 - → Digital economy as a source of growth and economic development.
- Establishment of the critical infrastructure attention protocol
 - → digital security
- Creation of the **Innovation Agencies Network**.
- Adoption of operating protocols for the business accelerators network
- **Pacific Alliance Innovation Awards**



SMALL AND MEDIUM SIZE ENTREPRISES

- **Pacific Alliance Venture Capital Fund**
 - Created in collaboration with the Inter-American Development Bank and the Multilateral Investment Fund.
 - Objective: Promote financing for new start-ups with a high growing potential.
- **Pacific Alliance Regional SME Observatory**
 - A platform for cooperation → relevant and timely information for entrepreneurs and SMEs.
 - The experience of four countries for strengthening of public policies and regional development.
- **Identify mechanisms for SME's participation in public procurement.**
- **MoU for collaboration among Business Centres.**



THE PACIFIC ALLIANCE

THE POWER OF INTEGRATION



WHY INVEST IN PERU?



WHY INVEST IN PERU?

→ *There are four main reasons to invest in Peru:*

1. Internationally acknowledged macroeconomic credentials

2. Friendly investment environment

3. Open trade and market access policy

4. Attractive sectors to Invest



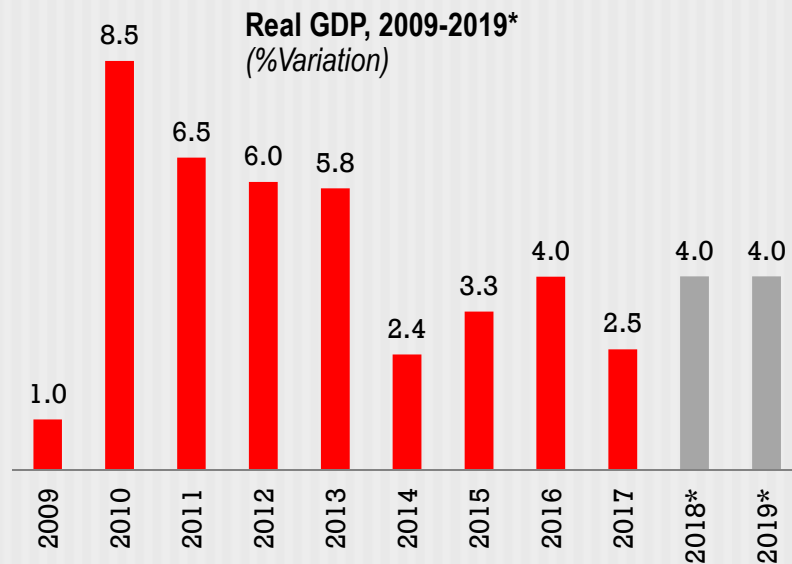
STRONG MACROECONOMIC CREDENTIALS



1. STRONG MACROECONOMIC CREDENTIALS

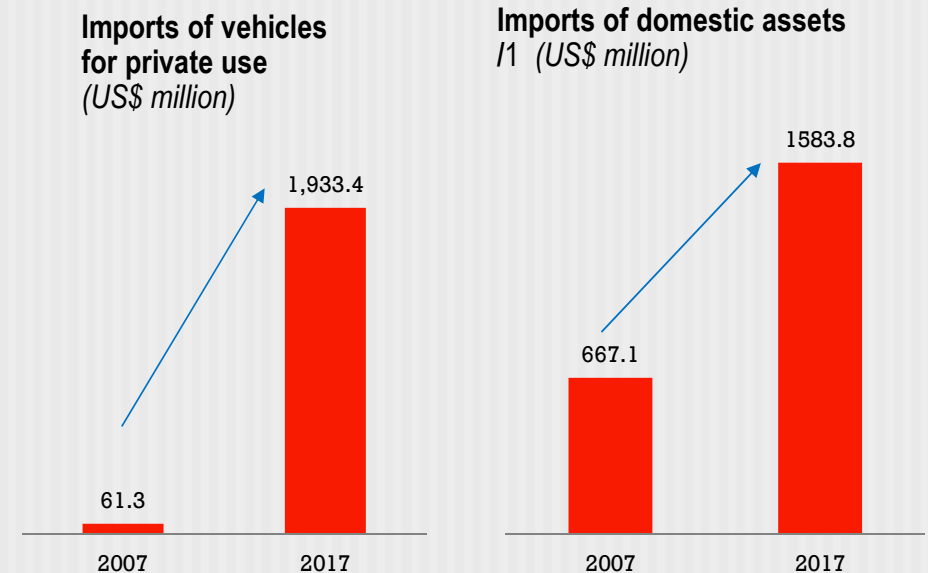
→ Peruvian economy grew rapidly in the last decade. Furthermore, the domestic demand is strengthening .

→ Peru records the lowest inflation rate at a regional level : 2.8% on average (2000-2017)



Source: Central Reserve Bank of Peru (BCRP)
*Estimated figures of BCRP (Inflation report as of March 2018)

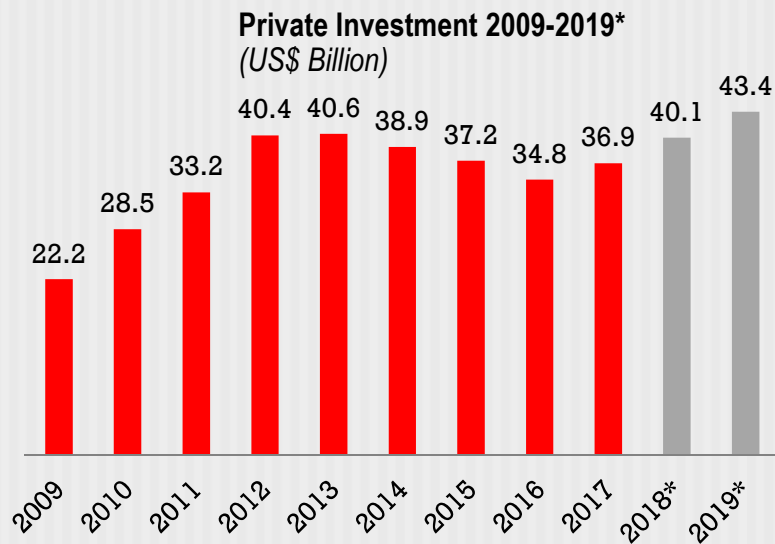
Indicators of domestic demand



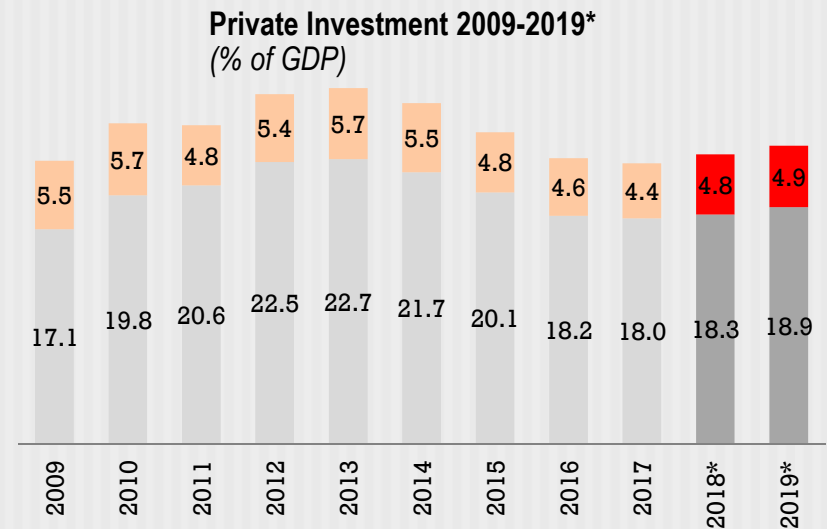
Source: SUNAT
1/ Includes imports of machines and appliance. Furniture and other house equipment's

1. STRONG MACROECONOMIC CREDENTIALS

➔ *The private investment that boosted the economic growth has a positive trend.*



Source: Central Reserve Bank of Peru (BCRP)
*Estimated figures of BCRP (Inflation report as of March 2018)



Private Investment Public Investment

➔ *Peru holds its sovereign rating due to its macroeconomic strengths*

S&P	Moody's	Fitch
BBB+	A3	BBB+



2. FRIENDLY INVESTMENT ENVIRONMENT



2. FRIENDLY INVESTMENT ENVIRONMENT

- ❖ **No discrimination between domestic and foreign investment**
- ❖ **Legal framework that protects economic stability for investors and reduce government interference**
- ❖ Inflation targeting scheme and FX flexibility.
- ❖ Autonomous and independent Financial Regulatory body.
- ❖ Banking regulation follows Basel standards.
- ❖ Insurance regulation follows IAIS standards
- ❖ Non-discriminatory supervision.
- ❖ Peru ranks 68 out of 190 in the ranking of countries with ease to do business
- ❖ **The institutional and legal framework that requires no authorization for foreign investment**
- ❖ Economy market-oriented.
- ❖ Fiscal Responsibility and Transparency, policy decisions, based on rules.
- ❖ **Consistent investment policy that eliminates barriers**
- ❖ International Investment Agreements – With Belgium and Luxembourg since 2008



3. OPEN TRADE AND MARKET ACCESS POLICY

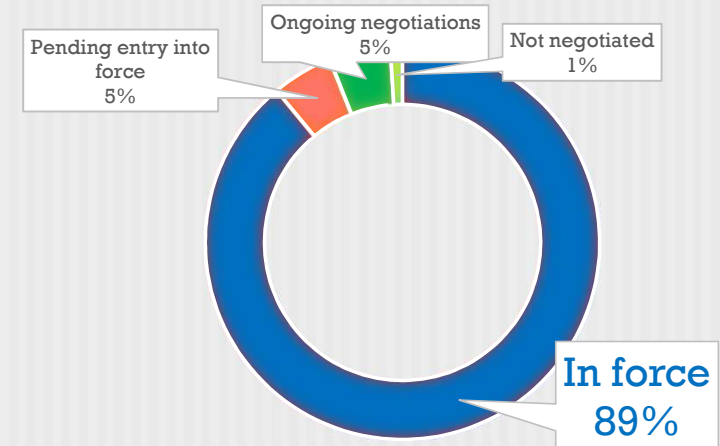


3. OPEN TRADE AND MARKET ACCESS POLICY

➔ **89% of Peruvian exports are covered by a Free Trade Agreement.**



EXPORTS FROM PERU ACCORDING TO MARKET WITH TRADE



- ❖ Main agreements under negotiation: India, TISA (Trade in Services Agreement), Turkey, CPTPP, El Salvador
- ❖ Peru benefits from 21 Free Trade Agreements (FTA) (e.g. China, United States, European Union, Pacific Alliance, etc.) which represents 75% of world GDP and 90% of world commerce.
- ❖ OECD invitation is in the agenda.



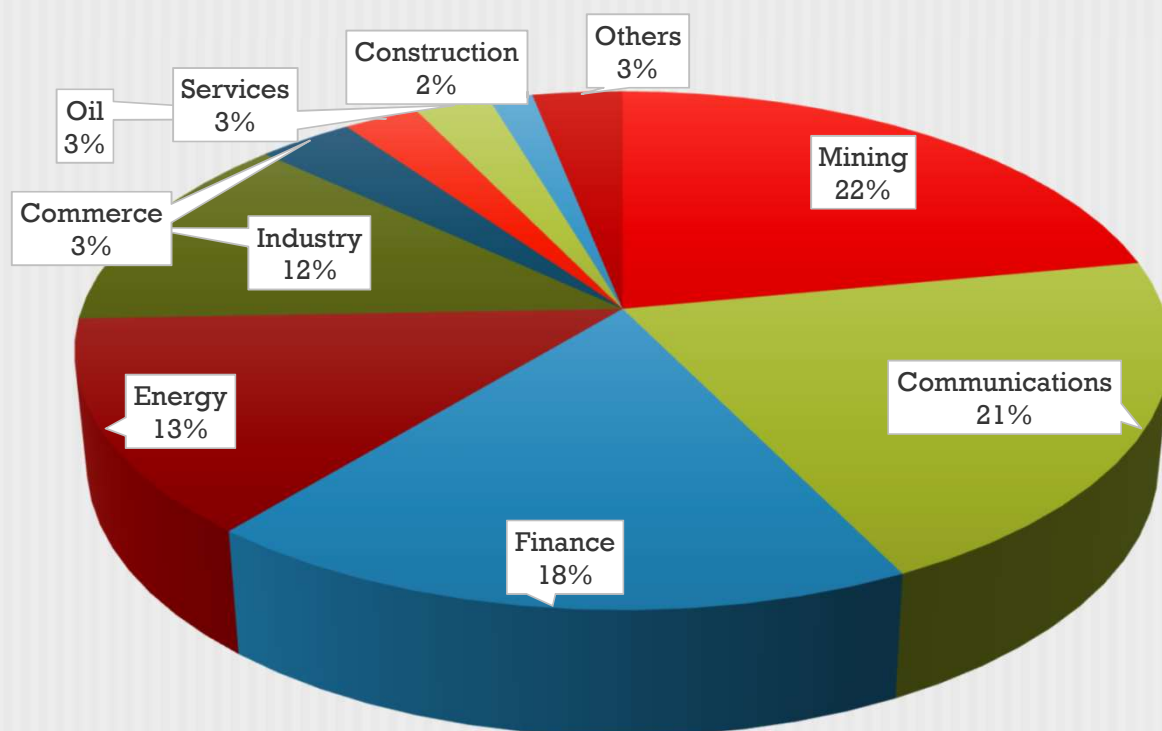
4. ATTRACTIVE SECTORS TO INVEST



4. ATTRACTIVE SECTORS TO INVEST

➔ *Private investment accounts for almost 23% of GDP*

FDI stock by sector in US\$ million



Source: BCRP (Inflation report as of March 2018)

Investment announcements

Announcement of Private Investment projects 2018 - 2019
(US\$ million)

Sectors	Total Investment
Mining	6,692
Hydrocarbons	2,025
Energy	969
Industry	760
Infrastructure	4,098
Other Sectors	3,737
Total	18,281

4. ATTRACTIVE SECTORS TO INVEST

➔ *Peru has an important deficit of infrastructure which represents a great potential for investors*

Industry	Medium term gap 2016-2020	Gap 2021-2025	Long term Gap 2016-2025
Water and Sanitation	6,970	5,282	12,252
Drinking water	1,624	1,004	2,629
Sanitation	5,345	4,278	9,623
Telecommunications	12,603	14,432	27,036
Mobile Telephony	2,522	4,362	6,884
Broadband	10,081	10,070	20,151
Transport	21,253	36,246	57,499
Railways	7,613	9,370	16,983
Roads	11,184	20,667	31,850
Airports	1,419	959	2,378
Seaports	1,037	5,250	6,287
Energy	11,388	19,387	30,775
Health	9,472	9,472	18,944
Education	2,592	1,976	4,568
Hydraulic	4,537	3,940	8,477
Total	68,815	90,734	159,549

- ❖ The transport sector is the one that concentrates the greatest demand for infrastructure, mainly on roads (20%), followed by railways (11%), and finally, ports and airports (5%).
- ❖ In addition, there are important gaps in energy, telecommunications, hydroelectricity.

4. ATTRACTIVE SECTORS TO INVEST

Mining sector

→ *There is a portfolio of 49 mining projects for almost US \$ 60 billion up to 2021*

Estimated portafolio of mining projects

Metal	No. of Projects	US\$ Million	%
Cooper	26	40,155	69%
Gold	9	7,120	12%
Iron	3	6,700	12%
Phosphates	3	2,201	4%
Zinc	4	1,146	2%
Silver	2	685	1%
Uranium	1	300	1%
Tin	1	200	0%
Total	49	58,507	100%

Source: Ministry of Energy and Mines of Peru

Peru's ranking in World metal production 2017

Product	Global ranking	Latin American ranking
Silver	2	2
Tin	6	3
Zinc	2	1
Cooper	2	2
Mercury	5	2
Molybdenum	4	2
Lead	4	1
Gold	6	1
Selenium	10	1
Cadmiun	8	2

Source: Mineral Commodity Summaries 2017

4 . ATTRACTIVE SECTORS TO INVEST

Financial system, security markets and pension system

➔ ***From 2007-2017 the Financial Sector has increased 166% in loans.***

- ❖ 12 foreign Banks.
- ❖ The Peruvian default rate has remained at 2.3%
- ❖ Bancarization increased from 22% in 2007 to 36% in 2016.
- ❖ Average time estimated for the incorporation of a Financial Institutions: 7.25 months. Business License: 5.75 months,

❖ Microfinance Sector:

Peru ranked number 1 in Latin America for favorable microfinance environment, according to The Economist-intelligence Unit

❖ Securities Market

In 2017, the daily trading volumen of the Lima Stock Exchange has increased 100% , compare with 2016.

❖ Private Pension System

Portafolio administrated by the Private Pension Fund : 48, 269 billion dollars

4. ATTRACTIVE SECTORS TO INVEST

Renewable energy

➔ *More than 40 generation projects to be completed in the period 2017-2026*

❖ Energy investment are estimated to amount US\$ 3.7 billion by 2021, particularly in hydroelectric power and thermal power plants

❖ Peru has one of the highest ratios of energy reserves. This ensures relatively cheaper costs of power generation and sustainable reserves within the región

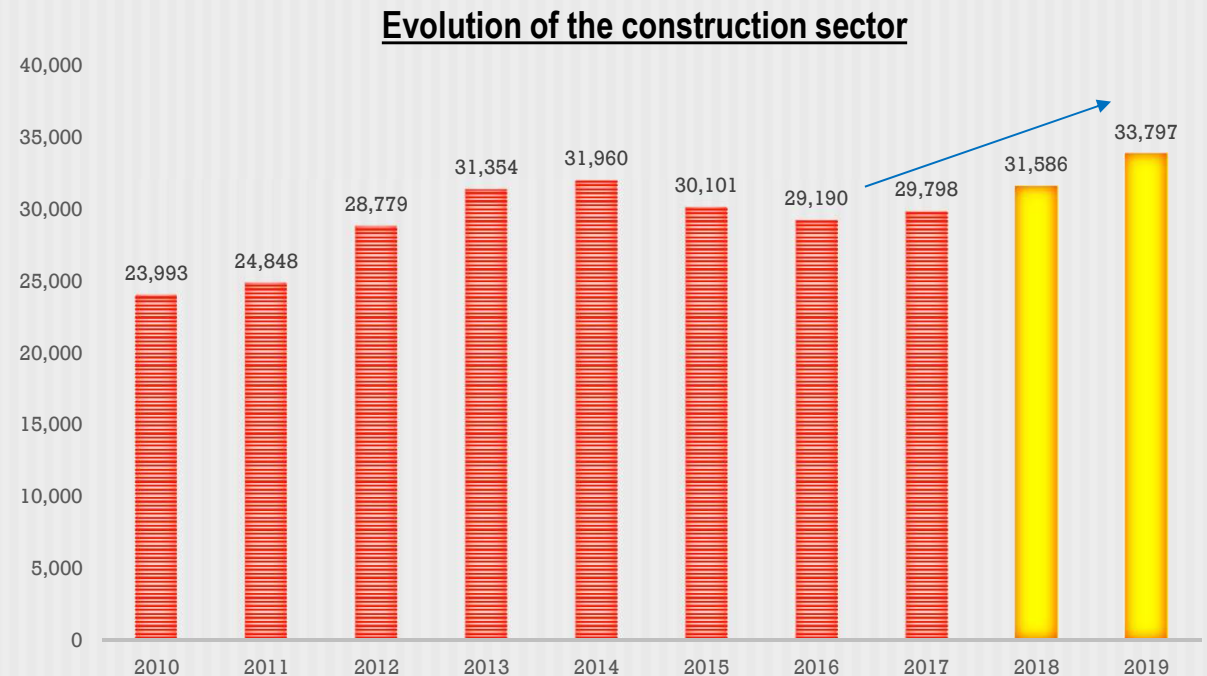
Energy type	Total Power (MW)	Country's installed capacity (MW)	Total Power/Capacity (Times)
Hydraulic	69,000	3,850	18
Wind	22,000	146	151
Solar	Indefinite	96	-
Biomass	Indefinite	27,4	-
Geothermal	3,000	0	To be exploited

4. ATTRACTIVE SECTORS TO INVEST

Construction Sector

→ *Growth in this sector has been driven by higher income being earned in households, public and private investment, and improved financing terms*

❖ The construction sector has increased 2.3% in 2017 and 6% in 2018, It is estimated to increase 7% in 2019, most notably road infrastructure works and execution of real estate projects.



4. ATTRACTIVE SECTORS TO INVEST

Transportation

→ *Transport infrastructure (road, railway, port and airport) is a priority to increase competitiveness and set a logistic hub that will integrate Latin America with the Asia Pacific Economic Region.*

- ❖ The investment commitment in the transportation sector totals US\$7.7 billion with a view to 2023
- ❖ Peru is promoting the use of the Execution of Public Works for the Payment of Taxes mechanisms as a means to leverage private investment.



4. ATTRACTIVE SECTORS TO INVEST

Communication

- Peru is expected to received \$5.8 billion by 2020 on investment from telecommunications operators**

- ❖ Through the Telecommunications Investment Fund (FITEL), actions are being developed aimed at bridging the digital gap in essential public telecommunications services in rural communities and preferential places of social interest**

- ❖ Peru is promoting the broadband and construction of Optical Fiber Backbone. This includes the instalation, operation and maintenance of 13,400 Km of optical fiber to connect 180 provincial capitals in the country, at an estimated investment of US\$ 273.7 million**

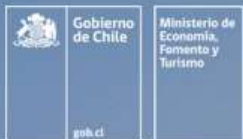


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1. Le Chili en un coup d'œil

Un petit pays, une grande économie !

PIB (2017)	280 milliards de dollars
Exportations	67 milliards de dollars
Importations	65 milliards de dollars
Population	18 millions d'habitants
PIB par habitant	24 500 dollars (le plus élevé d'Amérique latine)
Taux d'intérêt de la Banque centrale	2,5%
Inflation (2017)	2,3% (3,3% en moyenne sur la période 2000-2017)
Investissements étrangers directs (IDE)	20 milliards de dollars (moyenne annuelle)
TVA	19%



Une politique solide de l'investissement étranger

- **Egalité de traitement:** Les entreprises étrangères installées au Chili bénéficient des mêmes droits et obligations que les entreprises chiliennes.
- **Libre circulation des capitaux et des bénéfices:** la législation nationale autorise l'entrée et le rapatriement des capitaux sans frais.
- **Un environnement pro-entreprises:** une fiscalité simplifiée/facilité d'installation.
- **Stimuler l'investissement, une priorité:** programme pro-investissement du gouvernement du président Sebastián Piñera

2. Pourquoi le Chili ?

Les raisons & les caractéristiques qui font du Chili une destination particulièrement attractive pour les IDE.

UN
LEADERSHIP
SOLIDE

DES TALENTS
DE HAUT
NIVEAU

UN ENVIRONNEMENT
FAVORABLE A
L'ENTREPRISE

UN DES PRINCIPAUX
HUB DE L'AMERIQUE
LATINE

AVANT-
GARDISTE

#Chile #BuildingyourFuture



→ D'EXCELLENTS CLASSEMENTS, fruit
d'un engagement de long terme bâti sur des piliers fondamentaux

Un état de droit

La législation protège les droits fondamentaux, assure leur mise en œuvre et permet le règlement des différends

Une économie
ouverte...

Une économie ouverte depuis plus de 25 ans ; accords de libre-échange avec de nombreuses économies (représentant 85 % du PIB mondial); Arrangements Commerciaux Préférentiels (ACP)

...tournée vers l'exportation

Moteur de croissance, des industries compétitives, 10 produits n° 1 à l'exportation.

Politiques publiques de
long terme

Economie: compétitivité, maîtrise de l'inflation, taux de change et marché des changes
Institutions solides, principes de bonne gouvernance, politiques budgétaires saines, rôle de la Banque centrale

Système financier solide

Compétitif, ouvert. Réglementation répondant aux normes internationales les plus exigeantes.

DES TALENTS
DE HAUT
NIVEAU

→ Des travailleurs hautement qualifiés, à des coûts compétitifs : Le Chili enregistre la productivité par habitant **la plus élevée** d'Amérique latine. (OIT, 2017)



Le Chili figure parmi les **40 premiers pays** du classement de l'indice 2017 « **Global Talent Competitiveness** »

340 000

étudiants universitaires

50 000

diplômés par an
Plus d'un million
d'employés hautement
qualifiés



16 universités
parmi les **50 premières**
d'Amérique latine



Visa**Tech**
CHILE

Programme d'attraction
de talents

UN ENVIRONNEMENT
FAVORABLE A
L'ENTREPRISE

→ Reconnu mondialement pour son écosystème pionnier

1 United States	13 France
2 Switzerland	14 Austria
3 Canada	15 Belgium
4 Sweden	16 Taiwan
5 Denmark	17 Israel
6 Iceland	★ 18 Chile
7 Australia	19 United Arab Emirates
8 United Kingdom	20 Luxembourg
9 Ireland	21 Qatar
10 Netherlands	22 Norway
11 Finland	23 Estonia
12 Germany	24 Singapore

**Le Chili: n° 1 en Amérique latine
d'après le Global Entrepreneurship Index**
N° 18 au niveau mondial (parmi 138 pays)

Source: GEDI, The Global Entrepreneurship Development Institute

109 982

entreprises créées avec le
nouveau système « **Ton
entreprise en un jour** »
(2016)

Source : Ministère de l'économie, du
développement économique et du tourisme.

**ST>RT-UP
CHILE**

Incubateur d'entreprises, leader en
Amérique latine et qui s'impose parmi
les entreprises les plus innovantes du
monde, aux côtés de géants tels que
**Amazon, Airbnb, Apple, Buzz Feed
& Facebook.**

(Fast Company, 2017)



**Pays le plus
innovant pour
les entrepreneurs
en phase de
démarrage.**

Source: 2015-2016 WEF - Global
Entrepreneurship Monitor

UN DES
PRINCIPAUX HUB
DE L'AMÉRIQUE
LATINE

→ Le Chili, votre porte d'entrée

- Pour votre expansion et croissance dans toute la région.
- Pays membre de l' **Alliance du Pacifique**: possibilité de commercer avec plus de **221 millions de consommateurs**.
- Le Chili est le plus grand investisseur de la région (mines, secteur du retail, grands magasins, sylviculture, secteur de la construction).
- Fuseaux horaires identiques et échanges commerciaux avec l'Amérique du nord

L'Alliance du Pacifique en chiffres: **8e économie mondiale**

PIB moyen par habitant: **16 759 dollars**

51,4% des échanges commerciaux d'Amérique latine.



HUB LATINO -
AMERICAIN

→ Plate-forme régionale connectée au monde entier:
Plus d'accords de libre-échange/accords fiscaux que n'importe
quel autre pays au monde.

Les ALE permettent l'existence de tarifs
privilégiés avec 86,3% du PIB mondial
Accès à 4,3 milliards de
consommateurs
Accords pour éviter la double
imposition avec **32 économies**.

Indice de performance logistique 2016:

2e en Amérique latine

46e au niveau mondial

Aéroports: 17

Internationaux: 7

Nationaux: 10

Ports: 17



A partir du Chili, pensez Global

PIONNIER

→ Un laboratoire naturel & un précurseur

Pour l'énergie verte & des entreprises durables

8 CHILI



8^{ème} pays le plus attractif pour les investissements dans l'électricité et dans le secteur des énergies renouvelables.



60 %

de l'énergie solaire de l'Amérique latine est produite au Chili

Pour les entreprises de hautes technologies

Le Chili, pays leader en Amérique latine

N° 25 dans le monde

Selon l'indice Global Connectivity GCI 2017

Source: Huawei

Connectivité

76%

Les Chiliens sont des utilisateurs réguliers d'Internet

Numéro 1

Le pays d'Amérique latine qui compte le plus grand nombre d'utilisateurs d'Internet en pourcentage de sa population totale.

Numéro 2

Dans la région pour la vitesse de téléchargement.

Source: Cepal

Citoyens de l'Internet

32% Sont « netizens »

(« citoyens du net ») (Top 3 mondial)

Commerce numérique

Top 20

Selon l'indice Global Retail E-Commerce

Source: AT Kearney

INFRASTRUCTURE

Le plus grand portefeuille de concessions de l'histoire du Chili

Ce que nous offrons

- Le système des concessions du Chili est devenu un modèle au niveau mondial. Il est en place depuis le début des années 90.
- **85 contrats attribués au cours des 23 dernières années.**
- **65 contrats en cours d'exécution.**
- Des investissements de 21 milliards de dollars se sont matérialisés au cours des 23 dernières années : 11 aéroports, autoroutes (3 575 km), 5 hôpitaux, des bâtiments publics et 2 réservoirs d'eau.
- Le montant total du portefeuille des concessions pour 2018-2023 s'élève à 14,6 milliards de dollars.
- Les principaux acteurs mondiaux des PPP sont déjà présents au Chili : Astaldi, Atlantia, Aéroport de Paris, Brookfield, Office d'investissement du RPC, CHEC, OHL, Sacyr et Vinci.



INFRASTRUCTURE

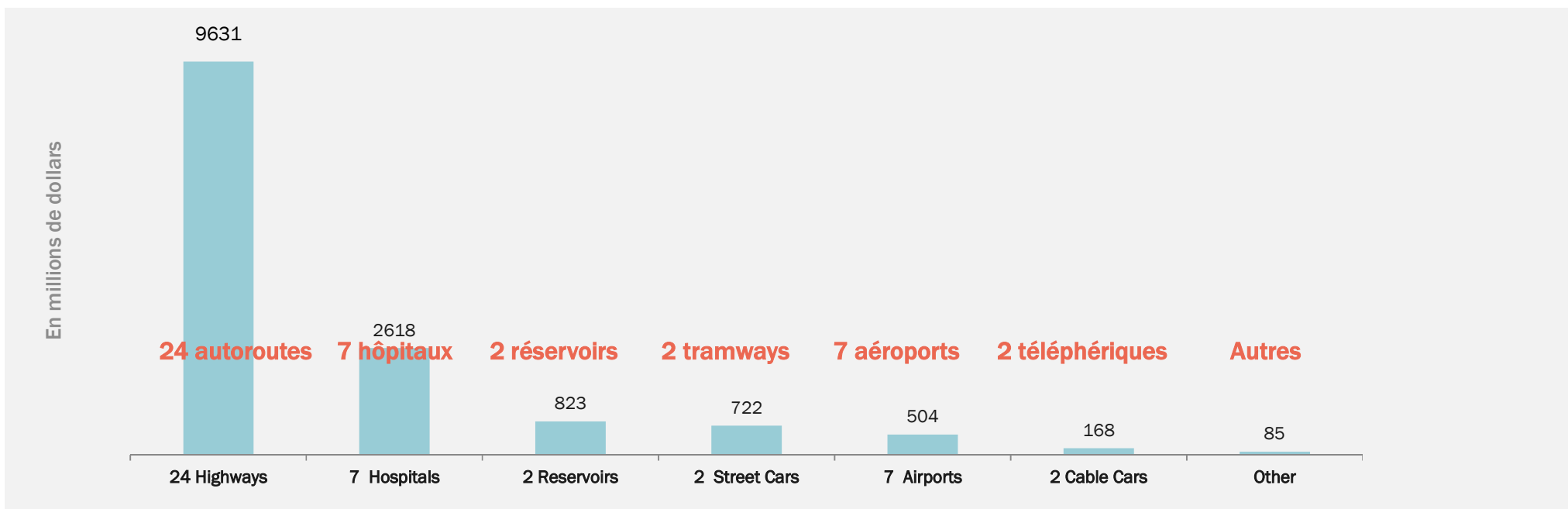
Le plus grand portefeuille de concessions de l'histoire du Chili

Ce que nous offrons



Portefeuille des concessions 2018 - 2023

(14,6 milliards de dollars)



ENERGIE VERTE

Nous sommes riches en énergies du futur

Ce que nous offrons

Production d'énergie

- Le nord du Chili a le rayonnement solaire le plus élevé du monde.
- Le Chili possède les trois quarts de la capacité installée de production solaire de la région et un potentiel solaire de 1 811 GW.
- Du vent propice à l'énergie éolienne à travers tout le pays: Antofagasta, Coquimbo, BíoBío, Los Lagos et la région de Magallanes.
- 32 GW de potentiel éolien et une puissance installée de 1300MW.

Opportunités dans d'autres secteurs:

- Technologies de production conventionnelles.
- Stockage (batteries et matériaux pour batteries).



ENERGIE VERTE

Nous sommes riches en énergies du futur

Ce que nous offrons

Transmission

- Un modèle de transmission efficace est en place et accueille les investissements étrangers
- Des appels d'offres pour des lignes de transmissions d'un montant de 1,2 milliards de dollars ont été adjugés en 2018.
- Un nouvel appel d'offres de 750 millions de dollars a été lancé et sera attribué en 2019.
- Modèle d'investissement : les entreprises sont propriétaires des lignes et reçoivent un rendement connu pendant 20 ans.
- Les principaux acteurs internationaux sont déjà présents dans notre pays: Ontario Teachers, Canadian Pension Plan Investment Board, British Columbia Investment Management, and China Southern Power Grid.



EXPLOITATION MINIÈRE

Créer l'exploitation minière de demain : productive et durable

Ce que nous offrons

- Le Chili abrite la plus grande concentration de gisements de cuivre : **30% des réserves mondiales**.
- Les plus grands gisements de lithium, composant clé pour le développement de l'industrie des véhicules électriques.
- Des minerais d'or, d'argent et de fer ainsi que certains des plus grands gisements de sels industriels au monde.
- Un portefeuille de plus de 100 projets d'explorations et prospections minières est disponible pour l'achat, le financement ou les coentreprises (joint-ventures).
- Le portefeuille d'investissements miniers au Chili s'élève à 65 747 millions de dollars pour les 10 prochaines années.



UNE INDUSTRIE ALIMENTAIRE PERFECTIONNÉE

Des aliments de qualité pour le monde entier

Ce que nous offrons

- Leader dans les indices de performance mondiaux de la sécurité alimentaire et de la logistique en Amérique latine.
- **L'une des économies les plus ouvertes sur le monde.**
- Une plate-forme de production d'aliments et d'ingrédients alimentaires **sûre, propre** et de **contre-saison**.

Résultats:

- Des entreprises multinationales qui s'installent dans la région pour y établir un siège à long terme et axé sur l'exportation.
- Les exportations croissent à un rythme régulier, entre 8 et 10% (Alimentation : la première activité économique du Chili d'ici à 2028).



SERVICES INTERNATIONAUX & ÉCONOMIE NUMÉRIQUE

Du talent pour l'export

Ce que nous offrons

- Une infrastructure technologique et de télécommunications de premier ordre
- De nombreux talents disponibles.
- Fuseaux horaires identiques à ceux de l'Amérique du nord et de l'Amérique latine.
- Ecosystème entrepreneurial technologique.
- Des entreprises comme AWS, Google, Ascenty, Nisum, IBM, Equifax, Tata, Citi, Claro et Movistar utilisent déjà le Chili comme base régionale pour l'exportation de services et l'installation de data centers.





Plus de 60 entreprises multinationales
ont choisi le Chili comme Hub pour
exporter leurs services à leurs clients
dans le monde entier



InvestChile

MERCI!

Le Chili: une opportunité exceptionnelle pour les investisseurs étrangers

  www.investchile.gob.cl

InvestChile

RODRIGO BRAVO
INVESTCHILE

PEDRO VAL

IV FORO INTERNACIONAL DE INVERSIONES
SANTIAGO / CHILE





INVESTMENT ENVIROMENT AND BUSINESS OPPORTUNITIES IN COLOMBIA

2019



**GOBIERNO
DE COLOMBIA**



MINCIT



PROCOLOMBIA
EXPORTACIONES TURISMO INVERSIÓN MARCA PAÍS



**CO
COLOMBIA**



COMMITTED TO
IMPROVING THE STATE
OF THE WORLD

Annual Meeting 2019



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RUSSO

SÖNMEZ

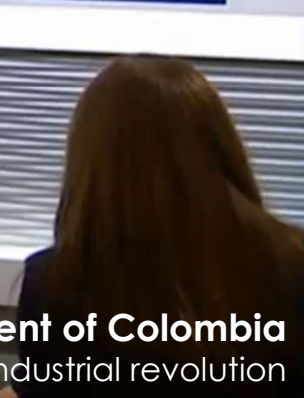
BENIOFF

DUQUE

SPIESSHOFER

GAST

KAI-FU



Mr. Iván Duque, President of Colombia
Davos 2019 - Press Conference on the fourth industrial revolution

COLOMBIA OFFERS:

A dynamic and stable economy.

A trade platform with over 16 Trade Agreements enabling investors to reach third markets with preferential access.

A growing pool of qualified Colombian companies able to partner with international investors to reach out to regional markets.

A growing market located strategically to facilitate business transactions with the region.

Multiple development centers and regions coupled with a growing middle class securing a greater demand in products and services.

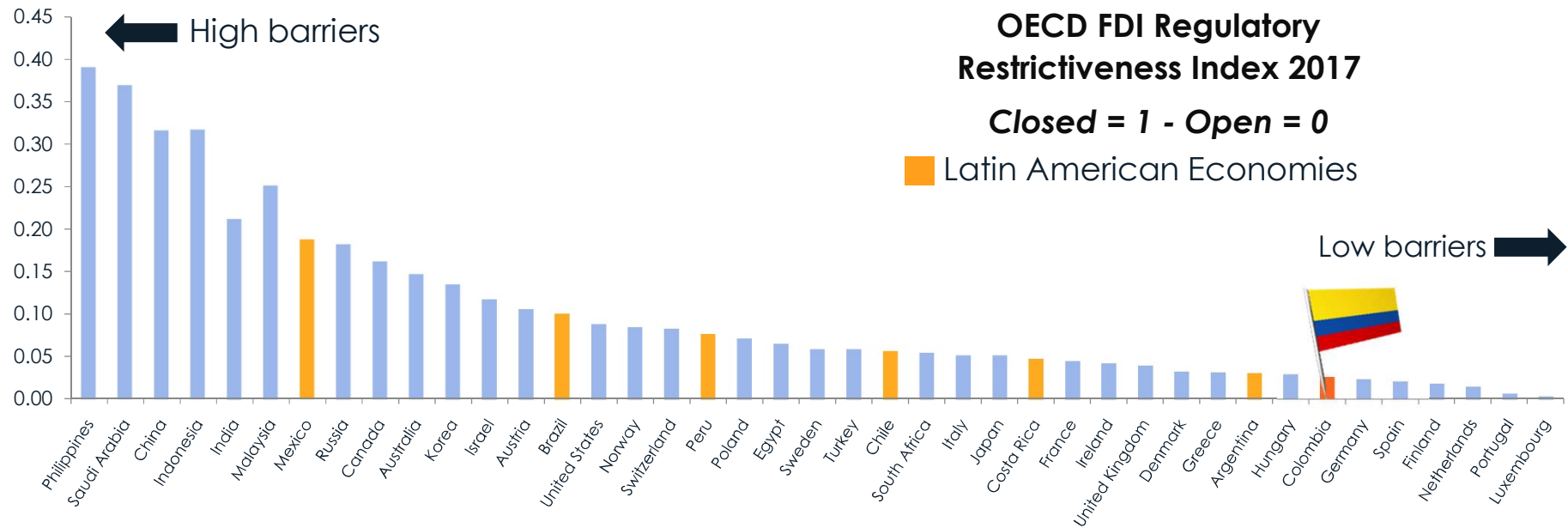
Diverse investment opportunities in a wide variety of sectors.





COLOMBIA

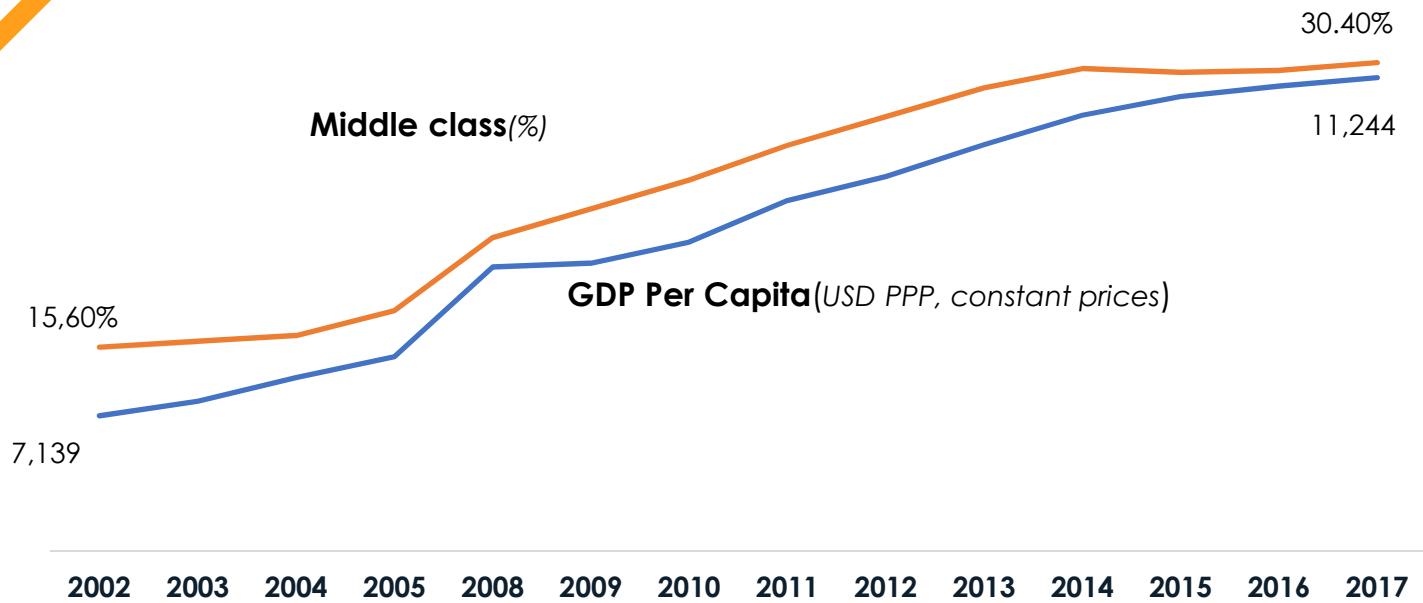
Low barriers to FDI



Source: OECD, 2017.



A GROWING MIDDLE CLASS WITH HIGH PURCHASING POWER



Share of the population belonging to the middle class vs GDP per capita evolution
2002 – 2017

1.8%

GDP growth in 2017

2.7%

GDP growth in 2018

3.6%

GDP growth forecast
for 2019

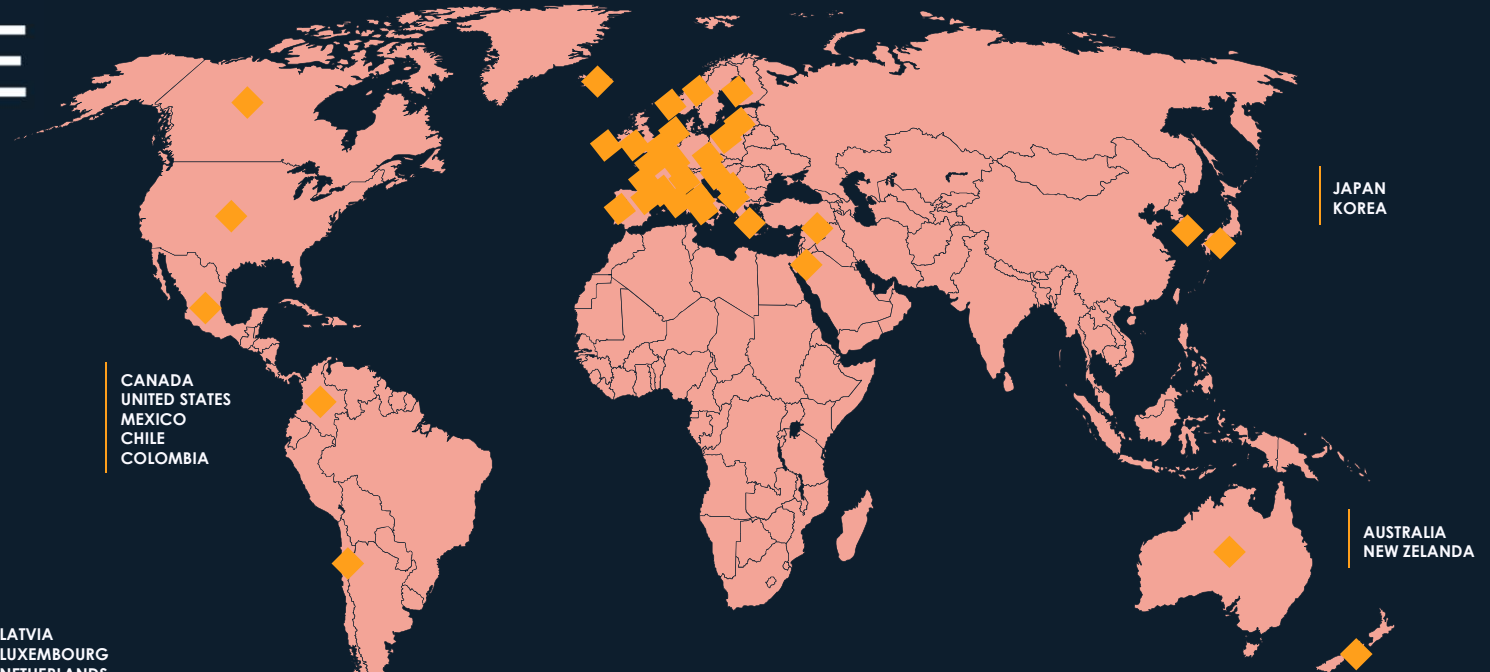
Source:
Indicadores de pobreza: DANE
Clase media (2002-2011): La evolución de la clase media en Colombia.
Documento CEDE # 50
Clase media (2013 y 2014): Raddar (estimación 2014 con base en
información de RADDAR)
*Clase media (2016): *Dato estimado por ProColombia



BEING PART OF THE OECD COUNTRIES MEANS THAT PUBLIC INSTITUTIONS IN COLOMBIA
WILL MEET STANDARDS OF THE DEVELOPED WORLD
 MORE CONFIDENCE FOR INVESTORS



COLOMBIA
 IS THE 37TH
 MEMBER OF
 THE OECD



AUSTRIA
 BELGIUM
 CZECH REPUBLIC
 DENMARK
 ESTONIA
 FINLAND
 FRANCE
 GERMANY
 GREECE
 HUNGARY
 ICELAND
 IRELAND
 ISRAËL
 ITALY

LATVIA
 LUXEMBOURG
 NETHERLANDS
 NORWAY
 POLAND
 PORTUGAL
 SLOVAK REPUBLIC
 SLOVENIA
 SPAIN
 SWEDEN
 SWITZERLAND
 TURKEY
 UNITED KINGDOM

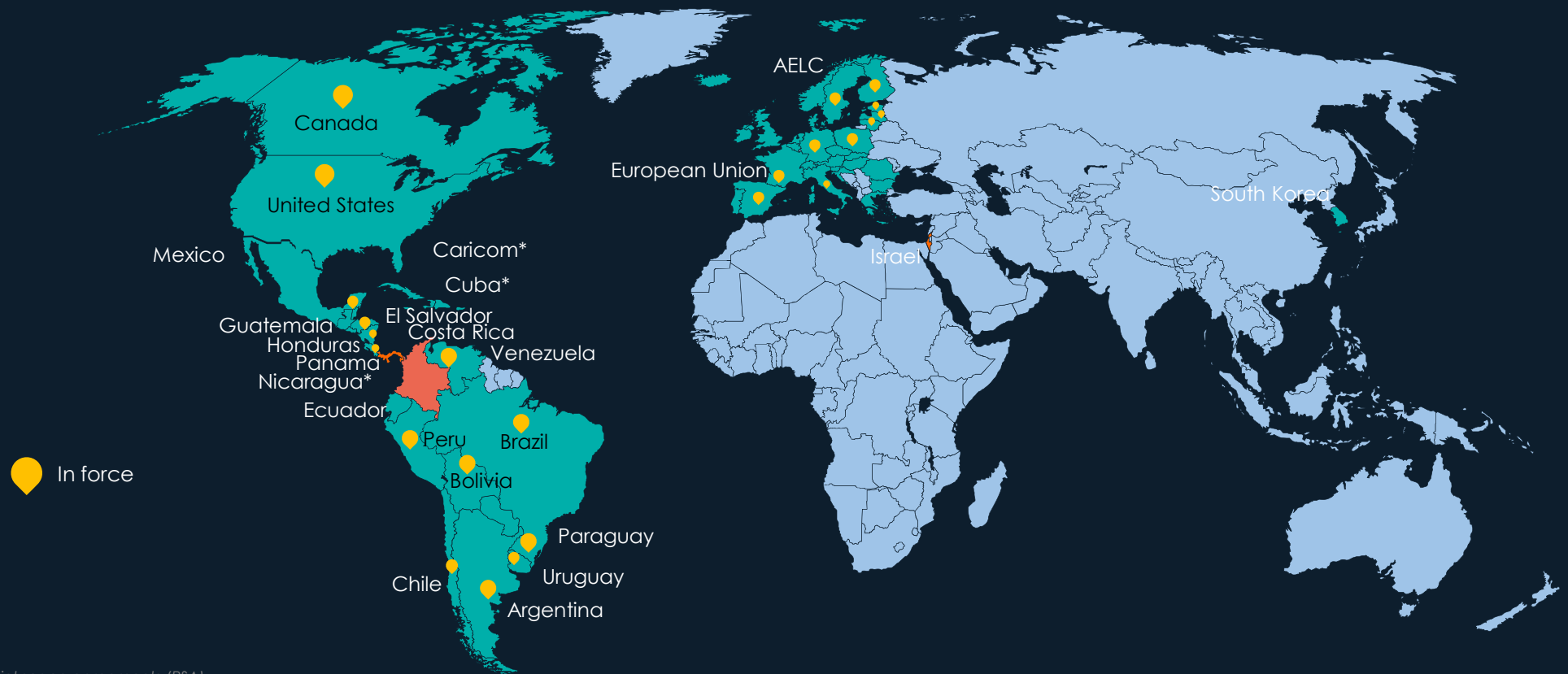
“The OECD investment policy review examines Colombia's achievements in developing an open and transparent investment regime and its efforts to reduce restrictions on international investment” **OECD**





COLOMBIA

has access to 60 countries and more than 1.5 billion consumers through its network of trade agreements



* Partial scope agreements (PSA)
 --- Blue line shows Pacific Alliance's member countries other than Colombia (Chile, Peru and Mexico).
 - - - Source: Chamber of Commerce, Industry and Tourism, Colombia, 2017





COLOMBIA

is the Latin American country with **the most Free Trade Zones**

Reduced income tax and VAT Exemptions allowing access to local market

No import duties. VAT exemption for goods sold from Colombia to FTZ.

Benefit from international trade agreements.

Free trade zones for different investor styles.

Allows sales to the local market.

Number of Special Standing Single enterprise:

66

Total number Free Trade:

105

Number of permanent Free Trade Zones:

39



PROCOLOMBIA
EXPORTACIONES TURISMO INVERSION MARCA PAIS





SECTORS OF OPPORTUNITY

- ▶ PRIVATE EQUITY FUNDS
- ▶ ENERGY
- ▶ METALWORKING AND OTHER INDUSTRIES
- ▶ INFRASTRUCTURE
- ▶ TOURISM INFRASTRUCTURE











Source: FAO, Food Sustainability Index, 2017



SECTORS OF OPPORTUNITY- PRIVATE EQUITY FUNDS

Colombia, a sustainable destination

Some niches with opportunity

 REAL ESTATE	 HEALTH	 BANKING
 ICT	 BIOTECHNOLOGY	 ENERGY
 AGRIBUSINESS		 INFRASTRUCTURE

Colombia offers several benefits to invest in private equity funds.

- ▶ **Colombia was ranked fourth in Latin American and the Caribbean** due to its favorable conditions for development of the PEF industry.
- ▶ **19 International General Partners** in Colombia.
- ▶ Private Equity Funds such as Advent International and Victoria Capital **have chosen the country as a hub to service other countries in the region**

Brookfield



Source: MinTic and I



SUCCESS STORIES – PRIVATE EQUITY FUNDS

*A major driver for
growth*



InfraRED is a global investment fund focused on the infrastructure and energy sectors. The company acquired 50% of the concession company Perimetral Oriental de Bogotá SAS, a roadway project of the 4G infrastructure program



Venture capital fund focused on investments in companies in the ICT sector that are mainly in the early stages of development. In Colombia, it has invested in companies such as: domicilios.com, en medio, mercadoni, neomarket, boxxi and redseguro.



Agribusiness investment fund, which invested in a forest plantation in Puerto Carreño (Vichada), a biomass-based power generation plant in that same region, and investments in cocoa crops in the Urabá and Magdalena Medio.



Investments mainly in the sectors of infrastructure, energy and real estate. Investments in the Colombian power company SA as part of its expansion plan in the region.







Source: ProColombia con base en prensa nacional



SECTORS OF OPPORTUNITY - ENERGY:

A diversified resource base and a strategic location in the Americas

Some niche opportunities

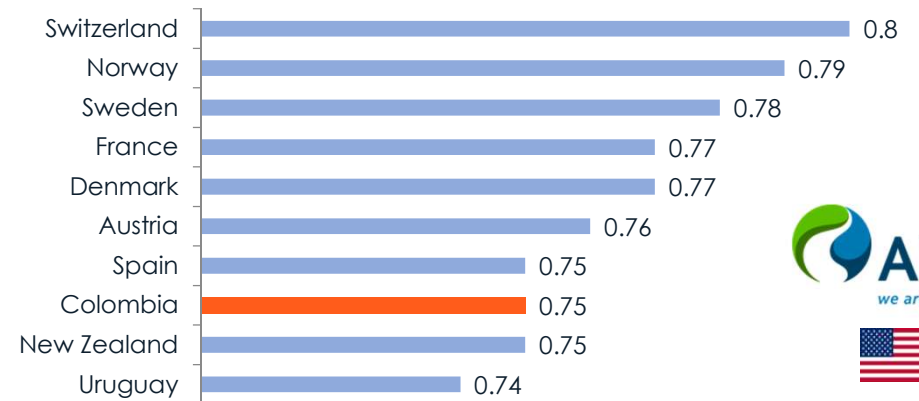
 THERMAL	 PCH	 SOLAR
 WIND	 BIOMASS	 TRANSMISSION NETWORK

Source: World Economic Forum 2016 and UPME / * UPME (Colombian Planning Unit of Mines and Energy). MW approx.. **Bids open by UPME

Colombia ranked first in Latin America and eighth in the world according to the “Energy Architecture Performance Index 2017”. WEF, 2017.

- ▶ 546 power generation projects registered in different stages: Installed capacity up to 15,940*
- ▶ 22 Open public bids for power transmission projects in Colombia**
- ▶ High potential in Biofuels and alternative energies.
- ▶ Projects focused on renewable energy will have special VAT exemptions, deduction from taxable income and customs exemptions – Law 1715

The Global Energy Architecture Performance Index 2017





SUCCESS STORIES - ENERGY:

A diversified resource base and a strategic location in the Americas

Brookfield



Brookfield Asset Management owns one of the main energy generators in Colombia, ISAGEN, with more than 3 GW of installed capacity in the country.



Between 2017 and 2019, the Italian multinational Enel has invested about USD 561 million in energy projects in Colombia, including Renewable energy plants.



Colombian subsidiary of AES Corporation (Applied Energy Services). Chivor is one of the country's largest power generator with a total effective installed capacity of 1,000 MW.



The low-grade thermal coal plant, Termopaipa located in Paipa, was the first power plant planned overseas, financed and built by Steag.

Source: Procolombia based on national press



INFRASTRUCTURE

A major driver for growth

Some niches with opportunities:



- ▶ **USD \$5.6 billion** in rehabilitation, expansion and modernization of **31 airports** (2015 – 2018).
- ▶ **The Fluvial National Plan** consists of 13 river projects with an investment of **USD \$2.9 billion**.
- ▶ Until 2035, **USD \$17 billion will be invested** to increase road infrastructure:
 - 7,000 kms of new highways**
 - 1,370 kms of double lane highways**
 - 141 tunnels**
 - 1,300 viaducts**
- ▶ **USD \$3.3 million** investment to recover more than **1,769 kms of railways network**.



Source: Intermodal Transport Master Plan 2015-2035 (PMTI), Ministry of Transport - Exchange rate: USD = COP\$3,000





SUCCESS STORIES - INFRASTRUCTURE: *A major driver for growth*



SPAIN

In 2014, Iridium awarded two road concession projects in the government's "highway concession program (4G)". Those projects accounts 78Km.



AUSTRIA

Strabag will be in charge of 75 Km new highways, and the modernization of a 65 km section.



FRANCE

In Colombia, Vinci acquired a 20% stake in Concreto, an alliance that allowed them to work together in large infrastructure projects and concessions in Colombia.



CHINA

HEC will build "The Mar 2 highway" that will improve northeast logistics development. Total project length: 246 km.

Source: ProColombia con base en prensa nacional

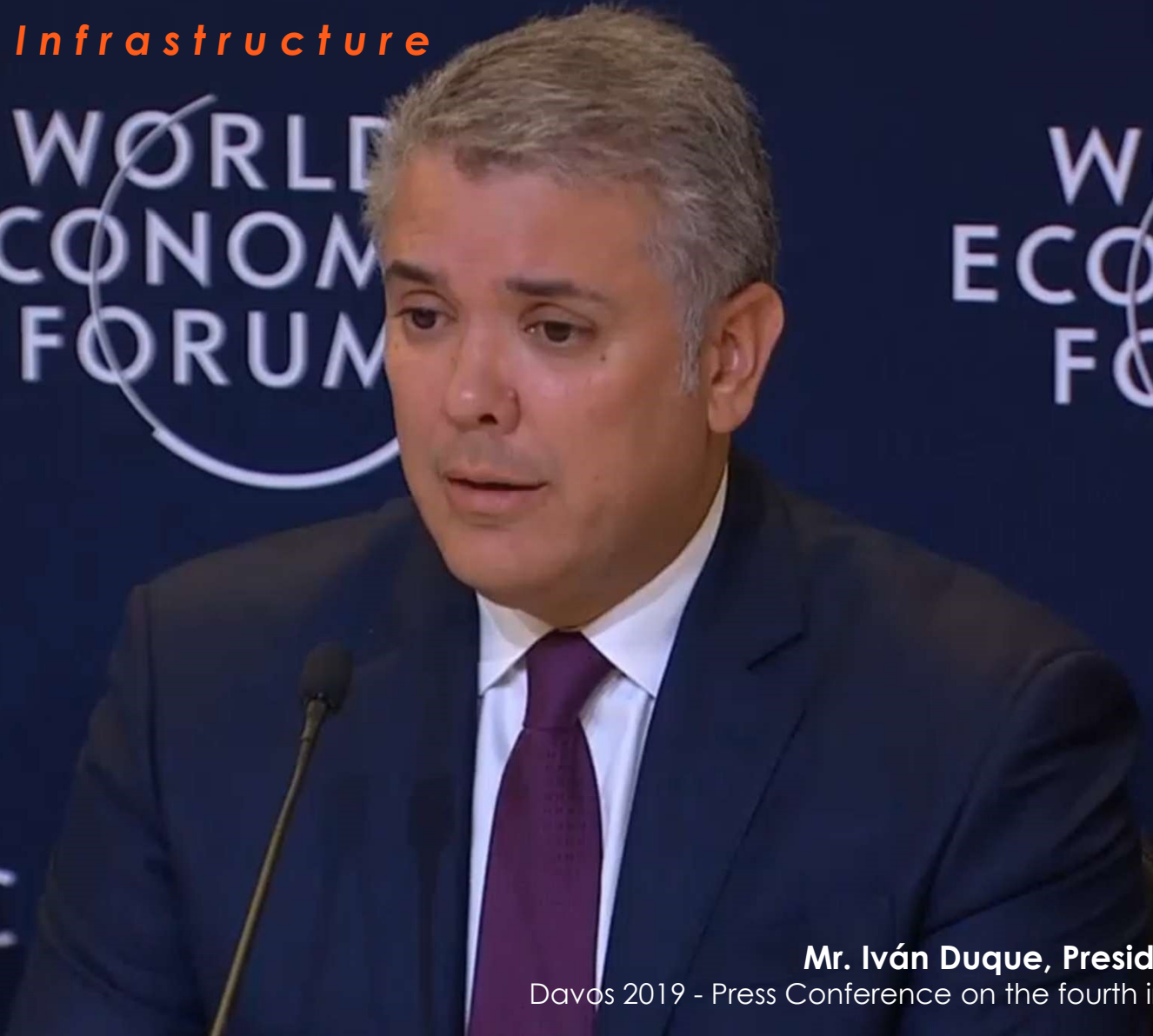


Energy and Infrastructure



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ECONOMY
FORUM

WORLD
ECONOMY
FORUM



Mr. Iván Duque, President of Colombia

Davos 2019 - Press Conference on the fourth industrial revolution



SECTORS OF OPPORTUNITY – METALWORKING AND OTHER INDUSTRIES

Colombia, a sustainable destination.

Some niches of opportunity:



AUTOMOTIVE
AND AUTO PARTS



METALWORKING



CONSTRUCTION
MATE

- ▶ Setting up assembly lines to produce commercial vehicles (buses), cargo vehicles and motorcycles to serve both local and international markets using Colombia as an export platform.
- ▶ Setting up factories that transform iron and steel products with the aim of meeting other industries demand.
- ▶ Establishment of cement, ceramic and prefabricated production plants to supply local and international markets.



PROCOLOMBIA
EXPORTACIONES TURISMO INVERSION MARCA PAIS





SUCCESS STORIES – METALWORKING AND OTHER INDUSTRIES

*Colombia,
a sustainable
destination*

Source: Procolombia based on national press



The company invested in a float glass production plant to supply the national market and export to countries in the Andean region.



The company is one of the largest players in Europe, with 15 production plants worldwide. In 2017, the company decided to invest in Parque Central Free Trade Zone, Cartagena, in a production plant.



The company invested in the development of a new plant in the municipality of Sonsón, Antioquia, where it will have a production capacity of 1,350,000 tons of cement per year.



Construction material group with presence over 42 countries and more than 113 factories worldwide. In Colombia the group has two companies Skinco Colombit (Manizales) and Gyplac (Cartagena).



TAX BENEFITS

The december 2018
“Financing Law” is the
starting point for
economic reactivation

José Manuel Restrepo, Minister of Trade.

- Investments greater than USD 342 million (aprox) which generate at least 250 direct jobs will have a more favorable income tax rate and other benefits (hydrocarbons and mining excluded)
- Special income tax rate for hotels, theme parks, ecotourism, agrotourism and new boat docks.
- Activities with income tax exemptions :



Income from the development of technological added value industries and creative activities
(7 years)



Income from sale of energy by unconventional sources
(15 years)



Income from investments that increases the productivity of the agricultural sector
(10 years)



Use of new forest plantations.



River transport service by low draft vessels



Income associated with priority interest housing



*Creative Industries and
Technology*



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FORUM

WORLD
ECONOMY
FORUM

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Mr. Iván Duque, President of Colombia

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SECTORS OF OPPORTUNITY – TOURISM

Some niche opportunities



NATURE & ADVENTURE



WELLNESS

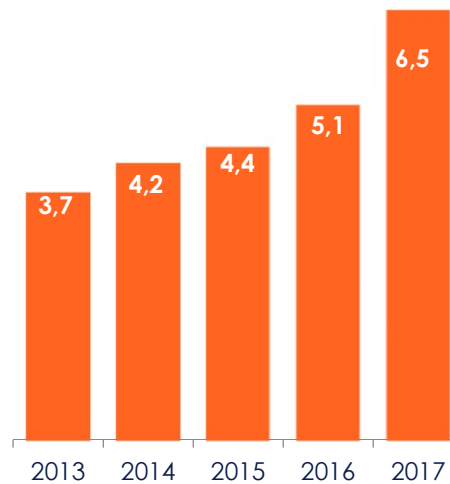


ENTERTAINMENT



CITY HOTELS

Inbound tourists*
2012 – 2015
(million of people)



*Inbound tourist includes: resident Colombians abroad, foreign non resident in Colombia, special cross borders, and cruise visitors.
Source: Migration Colombia and MinCIT. ProColombia calculations.

Investment Opportunities in:

- ▶ Colombia ranks 25th in the ICCA ranking (International Congress and Convention Association)
- ▶ Luxury and wellness hotels can take advantage of the Colombian biodiversity to offer high quality services.
- ▶ Corporate Tax Exemption for hotels with more than 61% of their building by December 2017
- ▶ VAT exemption for health tourism services

TAIKU PALDIES ΕΥΧΑΡΙΣΤΩ TANAN благодаря
SHUKRAN DANKE TERMA KASSIH DÍKY
GRATIAS 감사합니다 MATONDO MAAKE NANNI DIAKUIU
HVALA GRACIAS MOCHCHAKKERAM DIOLCH
TÄNAN DIAKUIU MERCI SPASIBO дякую FALEMINDERIT

THANK YOU

הודות ASANTE CHOKRANE ESKERRAK MISAOTRA GRAZIE
谢谢 OBRIGADO ARIGATO VINAKA
SULPÁY SPASIBO
DIOLCH ACIU DIAKUIU WELALIN TAK KÖSZÖNÖM
EKELE NGIYABONGA MATUR NUWUN KIITOS DZIEKUJĘ

MEXICO



GOBIERNO DE
MÉXICO

Mexico's Fourth Transformation



President López Obrador: 2018,
Unprecedented
democratic
triumph

Mandate of change

- Anticorruption
- Addressing inequalities.
- Economic growth
- Peace and security

Mexico is moving
towards its **national
transformation with
a progressive and
inclusive agenda.**

Main Projects

Development and Welfare for All of Mexico

Fiscal incentives for the north-border zone

- VAT reduction: 16% → 8%
- Income tax reduction

Young People building the Future

- One year scholarships for young people (ages 18-29 years)
- 2.3 million students
- Aim: link them with work centers for capacity-building and training.

Pensions for the elderly

- People over 68 years of age
- Monthly transfer, in addition to other incomes

Social Housing

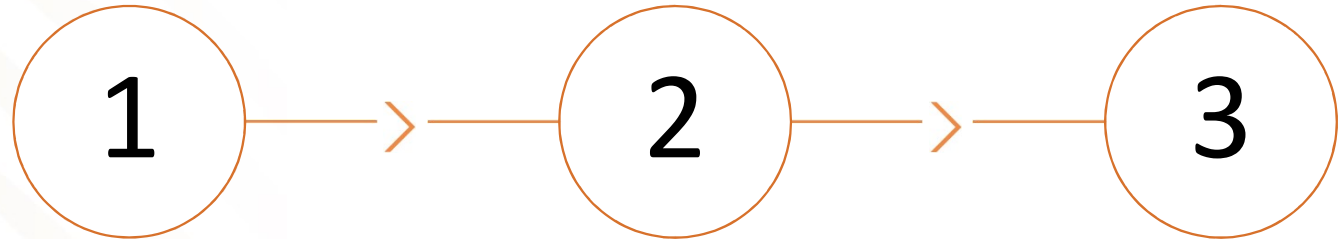
- Urban development of marginalized areas
- 15 cities in 2019
- USD 500 million.

Main Projects

Development of the south of the country

Integral Development Plan for Central America

- Puts together the efforts of Mexico, El Salvador, Guatemala and Honduras, international community.
- Promote social development and economic opportunities in the region with a broad and long-term vision.



Mayan Train

- Link Cancun with Palenque, and other important cultural areas
- More than 1,500 km of railway, covering 5 southern States in Mexico.

Trans-isthmian Corridor

- Link by train to the ports of Salina Cruz in the Pacific Ocean and Coatzacoalcos in the Gulf of Mexico
- New route for global commerce.

Revitalization of oil industry

- New refinery: Dos Bocas, Tabasco
- Fight against oil trafficking.
- PEMEX as an engine of development.





Why Mexico?

A Strategic Hub



Geography and Territory

- 14th largest country in the world (1.9 million square kilometers)
- More than 3,000 km border with the USA, country with which we are a part of NAFTA.
- 14th country with the longest coastline, with over 11,000 km of access to the Pacific and Atlantic Oceans.
- 4th richest country in biodiversity

Population

- 11th most populated country (*124+ million people*).
- 28% of the population (approx. 40 million people) being under 15 years of age.
- Working age population is 65.32%.
- Our unemployment rate is 3.5%, the lowest it has been in 10 years. Per capita income is 18,000 USD.

Infrastructure

- Global Logistics Hub
- 3rd country with more airports, including 64 international airports.
- 63 border crossings and 68 ports for domestic traffic.
- 17,500+ kms of highway2 brand new container terminals and 2 new ports under construction.

Solid and Open Economy



A Solid Economy...

- 15th largest economy = 1.1 trillion GDP
- Projected to be the 8th largest by 2050.

Economic Openness

- From an oil dependent economy with a Trade-to-GDP-ratio of 17%
- ... to one where manufactured goods make three out of every four export dollars,
- and a Trade-to-GDP-ratio of more than 70%.

Committed to Free Trade...

- Network of free trade agreements which gives the country access to **45 countries and 1.2 billion consumers.**
- Part of the Pacific Alliance and the CPTPP.
- Trade: 829 billion USD in 2017.
- Currently modernizing our Global Agreement with the European Union.**

Competitive Economy



Competitive labor costs

- Ten years ago, salaries in Mexico were **189% higher** than those in China
- Labor cost in Mexico is now 20% lower than China's

Skilled labor force

- Mexican universities produce over 100,000 engineering graduates every year.
- System of Technological Universities: 173 Universities and 900,000 students all over the country.

Sophisticated manufacturing capacity

- 89% of all exports are manufactures. 50% are medium and high-tech items.
- 1st high and medium tech manufacture exporter in Latin America
- 3rd of all the G-20 countries

Mexico and Luxembourg

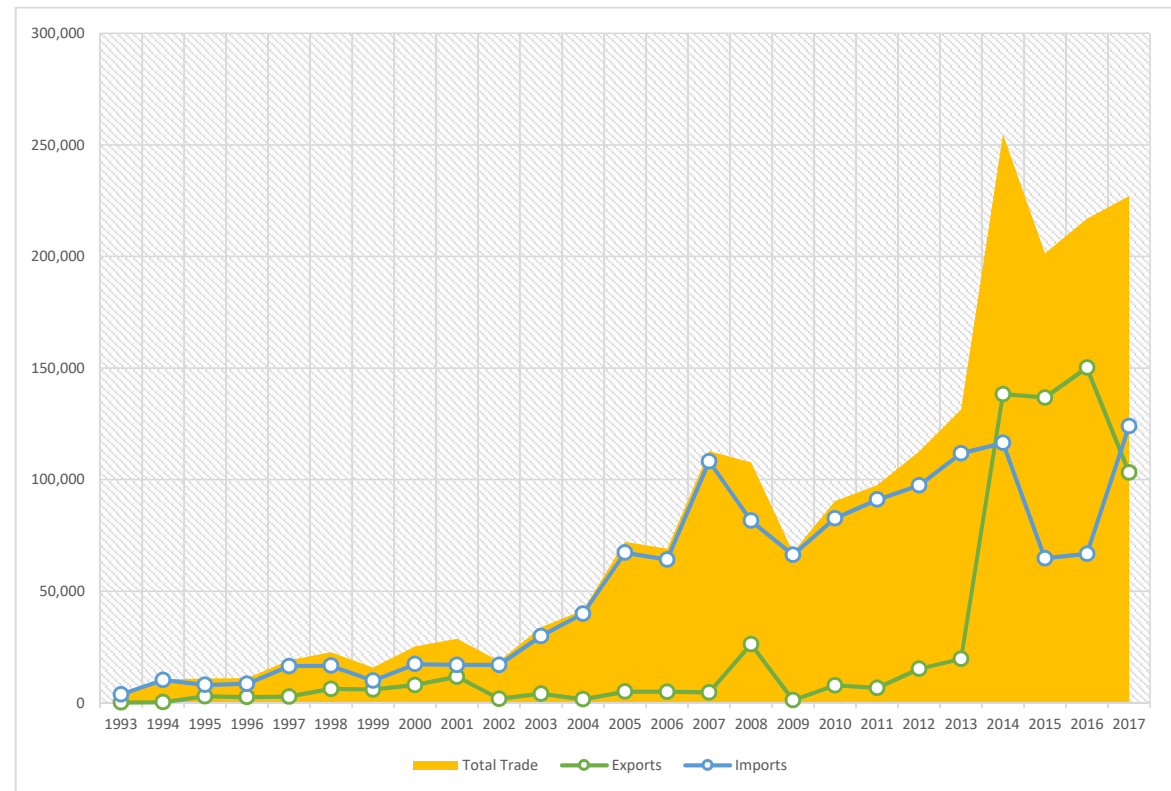
While still far from its true potential, trade between our countries grew almost 100% between the year 2007 and 2017, reaching 227.1 million USD (up from 112 million).

Among EU countries, Luxembourg is the 20th trading partner of Mexico.

Luxembourgish companies in Mexico: ArcelorMittal; Cargolux; Rotarex; Jan de Nul; Safholland, Oriflame, Luxaviation, Logwin.

Between 1999 and 2017 Luxembourg has invested 4.8 billion USD in Mexico, mainly in the manufacturing industry.

Between the years 2001 and 2012, Mexico invested 581 million USD in Luxembourg.



Mexico and the European Union

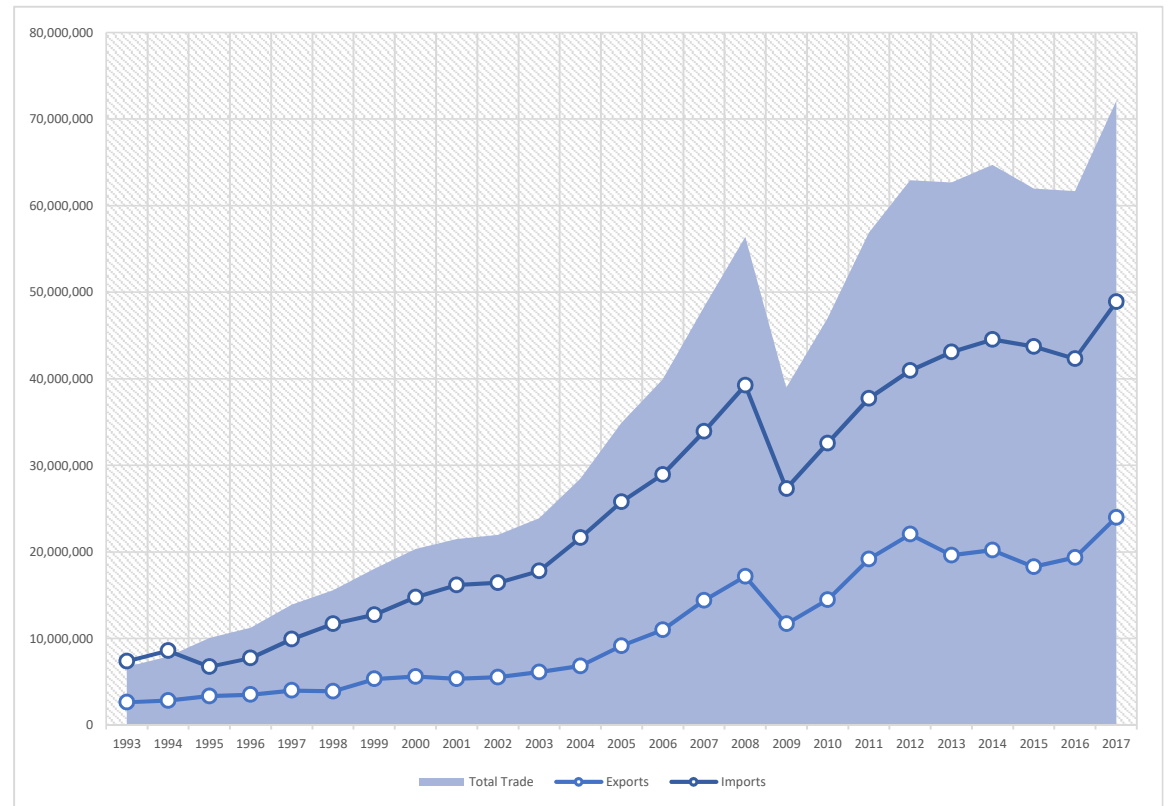
Since the entry into force of the Global Agreement in 2000, the EU and Mexico have built a solid economic relationship of mutual benefit for our citizens and businesses.

Trade in 2017: 72 billion dollars.

Trade between both partners has grown 200%

The EU is the third largest trading partner of Mexico and our second largest investor worldwide.

EU investments in Mexico totaled about 190 billion dollars in the last 20 years (30% of the total accumulated foreign investment in Mexico).



Modernization of the Global Agreement

Mexico and the European Union as strategic partners

The modernised Global Agreement with the EU will allow us

Achieve further economic integration;

Adapt the GA to the new realities of global trade and investment flows;

Seek closer political dialogue and coordination on issues of mutual interest; and,

Strengthen and deepen bilateral cooperation

New and revised chapters

Trade Facilitation

Investment Protection

Anti-corruption

Trade and Sustainable development

SMEs

Thank you

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