



INFRASTRUCTURE: Accessing the Opportunities in the Southern Cone

Business Mission to Chile

October 4 - 8, 2010

The need to rebuild Chile after the devastating earthquake of February, 2010 and to provide the productive platform for Brazil and other high-growth economies in the region to maximise their economic potential, makes Latin America one of the hottest destinations for infrastructure activity in the world. At a time when the European economies are encountering turbulence and the recovery in the US market is progressing at a slow pace, markets such as Brazil, Chile and Peru are offering a vast array of infrastructure opportunities in a wide variety of sectors, including energy, transport and water.

To assist Australian business in identifying the best opportunities and in acquiring the know-how and establishing the contacts that are essential to operating successfully in these markets, the Australia-Latin America Business Council will be taking a business mission to Chile to attend the ***Southern Cone Infrastructure Summit*** (click on link to access information) which will be held in Santiago from October 6 to 8.

To supplement the activities that will take place during this important Summit, the ALABC will use the earlier part of the week to provide delegates with more comprehensive insights into the reconstruction and other work that Chile will need to undertake. As host to the largest number of Australian companies in Latin America and as an OECD member, Chile ranks as an ideal gateway into the regional market.

The ALABC will use its relationship with key players in Chile's private and public sectors to provide delegates with access to key decision makers and to some of the leading players in the Chilean market. Delegates will benefit from the ALABC's knowledge and contacts, as well as from the tailored agenda that will be prepared for them.



Agenda & Inclusions:

- Business Mission to be led by ALABC chairman - Jose Blanco
- Attendance at the ***Southern Cone Infrastructure Summit*** on October 6 to 8
- Attendance at other events (including briefings and receptions) arranged by the ALABC on October 4 and 5 exclusively for delegates
- Individual business matching program (subject to prior agreement with the ALABC)
- Opportunity to present at seminar arranged by ALABC to showcase the capabilities of Australian business to Chilean audience
- Master lists of all participants that attend ALABC seminar
- Some ground transport to ALABC organised events
- Business Mission directory in English and Spanish

Participation Cost:

Delegates participating in the Business Mission will be expected to:

- Pay a registration fee of A\$1,500 to the ALABC
- Pay the applicable registration fee to attend the ***Southern Cone Infrastructure Summit*** (which will vary depending on when the registration is made, as there are varying discounts for early registration)
- Cover the cost of accommodation, although the ALABC will offer delegates discounted rates at selected hotels
- Cover the cost of flights to and from Chile and of local transport unless otherwise specified
- Meet the cost of meals (unless specified) and incidentals such as phone charges, tips, etc.

Registration of Expression of Interest

I hereby confirm that I am interested in obtaining more information about the ALABC Business Mission to Chile from October 4 to 8, 2010. I note that lodgement of this Expression of Interest does not impose any obligation upon me to participate in the proposed Mission.

I am not able to participate in the proposed Mission in October, but I am interested in receiving details of other ALABC missions to Latin America.

Contact Name: _____

Company: _____ ABN: _____

Ph: _____ Fax: _____

Mobile: _____ Email: _____

Have you previously done business in Latin America? No Yes If Yes, to where? _____

You can register your expression of interest [on line](#)

All enquiries should be directed to:

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