



TradeMissions

Mining Mission to Chile

This Mission is designed to provide a cost-effective entry to the Chilean market, expose mission members to one of the world's fastest growing economies and provide a comprehensive business-matching program for mission participants to identify real project opportunities and long term business partners

Chile ranks among the world's leading mining nations, producing over a third of the global copper output and a large number of other minerals. Progressive legislation and a healthy investment environment have made Chile the mining capital of Latin America. Today, the domestic mining industry is a key contributor to the nation's GDP. Apart from copper, Chile's mineral products include: gold, silver, molybdenum, zinc, iron ore, lithium, nitrates and coal, among others.

The primary mining regions of Chile are the northern deserts and the Andean Cordillera, which host some of the largest copper and molybdenum reserves in the world and the biggest open-pit mining operations. The Escondida mine in the northern Atacama Desert is the world's largest open-pit copper mining operation and the single-largest contributor to the nation's copper production. Codelco, the national copper corporation, is the largest copper producer in the world.

The costs to maintain large mining operations in Chile are estimated at US\$ 5.5 billion per year, with US\$ 1.2 billion designated for the purchase of goods and supplies (parts and pieces, supplies for plant and mine, reagents, equipment, etc).

According to the studies executed by the Chilean Copper Commission (COCHILCO), the goods and supplies expenditures are composed of:

- Direct imports: US\$ 512 million
- Sales by interval of foreign supplier's representatives: US\$ 440 million
- Local production: US\$ 290 million

Business Mission to Chile

Mission Date:

April 2010

Destinations:

Santiago, Chile + mining regions

Market Niches

- Technology of new materials:
- Capital goods maintenance:
- Information technology and communication:
- Engineering in hydro resources and energy:

Key activities:

Opportunity to extend mission to Colombia.

Government support:

Qualifying delegates could attract support from the Victorian Government.

Find out more:

Complete this registration form to secure an appointment to discuss the mission further,

Name:			Company:		
Postal address:			City:		Postcode:
Telephone:			Fax:		Email:
Product/service for Export					

Please fax your registration of interest to 03 9867 0157

For further enquiries contact Louise McGrath on 03 9867 0158 or email louisem@aigroup.asn.au.

