Chile: Bigger Than Meets the Eye

- Chile stretches over 4,300 km (2,670 mi) north to south, but only 350 km (217 mi) at its widest point east to west
- Chile has about the same square area as Texas
- The climate encompasses the world's driest desert in the north, a Mediterranean climate in the center, humid subtropical in Easter Island, and alpine tundra and glaciers in the south
- Total population: approx. 18 million with 40% living in Greater Santiago
- Mining generates large demand for imports
A Global Force in the Mining Industry

- Produces as much copper as the U.S., China, Peru, and Australia combined
- World’s largest copper reserves and leads all countries in production
- Mining is the primary economic activity: approximately 50% of the country’s total exports and around 10% of its GDP
- Most of the mining operations are located in the northern third of the country, in the regions of Antofagasta, Atacama, Tarapacá and Coquimbo.

<table>
<thead>
<tr>
<th>Ore</th>
<th>World Production Ranking</th>
<th>Share of World Production</th>
<th>Share of World Reserves</th>
</tr>
</thead>
<tbody>
<tr>
<td>Copper</td>
<td>1</td>
<td>32%</td>
<td>28%</td>
</tr>
<tr>
<td>Natural Nitrate</td>
<td>1</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>Rhenium</td>
<td>1</td>
<td>52%</td>
<td>52%</td>
</tr>
<tr>
<td>Lithium</td>
<td>1</td>
<td>45%</td>
<td>58%</td>
</tr>
<tr>
<td>Iodine</td>
<td>1</td>
<td>58%</td>
<td>24%</td>
</tr>
<tr>
<td>Boron</td>
<td>3</td>
<td>18.6%</td>
<td>n/a</td>
</tr>
<tr>
<td>Molybdenum</td>
<td>3</td>
<td>14%</td>
<td>21%</td>
</tr>
<tr>
<td>Silver</td>
<td>8</td>
<td>5%</td>
<td>14%</td>
</tr>
<tr>
<td>Gold</td>
<td>14</td>
<td>2%</td>
<td>8%</td>
</tr>
</tbody>
</table>
Investment and Future Growth

- Total expected investment for 2015-2024: USD $31 billion spread in 24 projects
- Seeking for more efficient operations and improved quality and pricing
- Copper mine production currently at 5.7 million tons is expected to reach 6.0 million tons in 2019, solidifying Chile as the world’s top copper producer
- Expected copper price for 2018 is 3.06/lb.
- Companies looking for technology to increase productivity and efficiency
Investment and Future Growth

- Internal combustion engine: 23 kg of copper.
- Hybrid electric vehicle (HEV): 40 kg of copper.
- Plug-in hybrid electric vehicle (PHEV): 60 kg of copper.
- Battery electric vehicle (BEV): 83 kg of copper.
- Hybrid electric bus (Ebus HEV): 89 kg of copper.
- Battery-powered electric bus (Ebus BEV): 224–369 kg of copper (depending on the size of the battery).
Investment and Future Growth

![Graph showing investment and future growth trends for different vehicle types (Ebus BEV, Ebus hybrid, Car PHEV, Car HEV, Car BEV). The graph plots thousand units from 2017 to 2027, with projected growth lines indicating increasing demand and investment over time.](image-url)
Investment and Future Growth

- This will raise copper demand in EVs from 185,000 tonnes in 2017 to 1.74 million tonnes in 2027.
Best Prospects for U.S. Exports

Mining Equipment

- Total imports: USD 1.2 billion
- Imports from the U.S.: USD 384 million
- Chile produces 32% of copper sold in the world
- Best Prospects: Mining equipment that requires regular replacement (i.e. Grinders, Off-road trucks (240-440), underground mining technology services, engineering services.
Our Services

- Trade counseling
- Market intelligence
- Business matchmaking
- Commercial diplomacy and advocacy
- Developing trade finance and insurance strategies
Contact us to connect with a world of opportunities.

U.S. Embassy – Santiago, Chile
U.S. Department of Commerce
James McCarthy, Counselor for Commercial Affairs
Mary Lathrop, Construction Specialist; Mary.Lathrop@trade.gov
Macarena Marin and Marcelo H. Orellana, Mining Team
Macarena.Marin@trade.gov; Marcelo.Orellana@trade.gov
www.export.gov/chile