



INVEST *TOURISM*

MAP OF
INVESTMENT
OPPORTUNITIES

**TOURISM
IN CHILE**

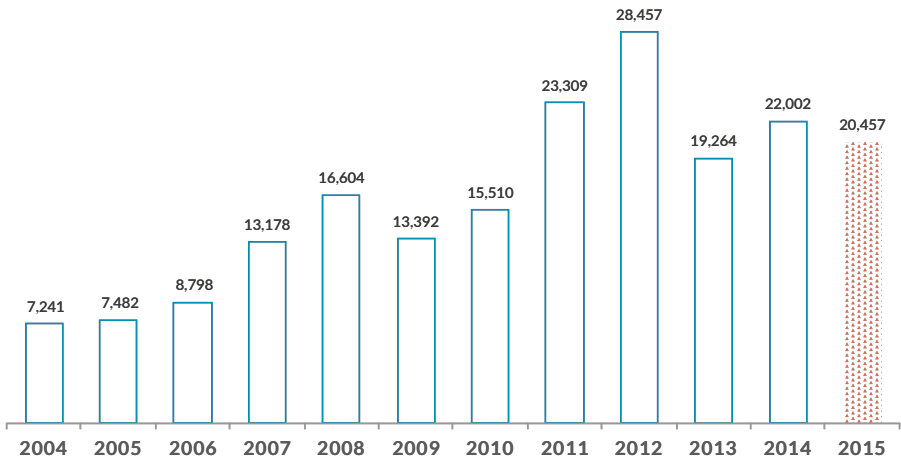
A **PARTNER** FOR YOUR INVESTMENT

Chile is the best evaluated economy in Latin America and, indeed, one of the best evaluated emerging economies worldwide. Its hallmark stability, transparency and competitiveness and excellent business prospects position it not only as the best destination for foreign investment in Latin America but also as one of the most outstanding in the world.

In its World Investment Report 2015, UNCTAD ranked Chile as the world's 11th largest recipient of foreign direct investment (FDI), with an inflow that reached US\$20,457 million.

▶ FDI in Chile 2004-2015 (US\$ million)

*Source: Central Bank of Chile





FOTOGRAFIA TURISMO CHILE



FROM CHILE

- ▶ *Overseas companies have reduced-tariff access to markets that account for 85% of global GDP.*

INVEST *TOURISM*

TOURISM, MAP OF INVESTMENT OPPORTUNITIES IN TOURISM IN CHILE

WHY *INVEST* IN CHILE?

LEADER

LOW RISK

OPEN ECONOMY

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BECAUSE IT LEADS LATIN AMERICA IN

Business climate (13th in the world - Business Environment Rankings 2014-2018, Economist Intelligence Unit)

Competitiveness (35th in the world - Global Competitiveness Index 2015, World Economic Forum)

Best countries for business (30th in the world - Forbes, 2015)

Ease of doing business (48th in the world, 2nd in Latin America - Doing Business Index, World Bank, 2015)

GDP per capita (PPP) (US\$23,563, 1st in Latin America - International Monetary Fund, 2015)

BECAUSE IT IS A LOW-RISK COUNTRY

Chile's Sovereign Ratings	
Fitch Ratings	A+
Standard & Poor's	AA-
Moody's	Aa
DBRS	AA-

BECAUSE IT IS ONE OF THE WORLD'S MOST OPEN ECONOMIES

Trade agreements with over 60 countries expand Chile's domestic market of 17 million inhabitants to one of over 4,300 million potential consumers around the world (63% of the world population).

TOURISM IN **CHILE** AND THE WORLD

01. CHILE'S TOURISM PROFILE

02. INVESTMENT OPPORTUNITIES





TOURISM IN CHILE AND THE WORLD

In 2015, international tourism grew almost twice as quickly as the world economy, expanding ahead of its historical average for the sixth consecutive year and generating revenues of more than US\$1,232,000 million.

The World Tourism Organization (UNWTO) anticipates that international tourist arrivals will reach 1,800 million by 2030 when emerging economies, including Chile, where tourism will grow at almost double the rate for advanced economies, will account for 57% of the international tourism market.

2015: *International tourism, a path of solid growth*

	World	Americas	Chile
Arrivals	1,184 million (+4.5%)	191 million (+5.5%)	4.5 million (+21.9%)
Revenues (US\$)	1,232,000 million	277,000 million	2,909 million

01. CHILE'S TOURISM PROFILE

Tourism is expected to contribute 6% of Chile's GDP by 2020, twice its current contribution.

As regards its competitiveness, Chile ranks second in South America in the Travel and Tourism Competitiveness Index published by the World Economic Forum (WEF).

Inbound Tourism

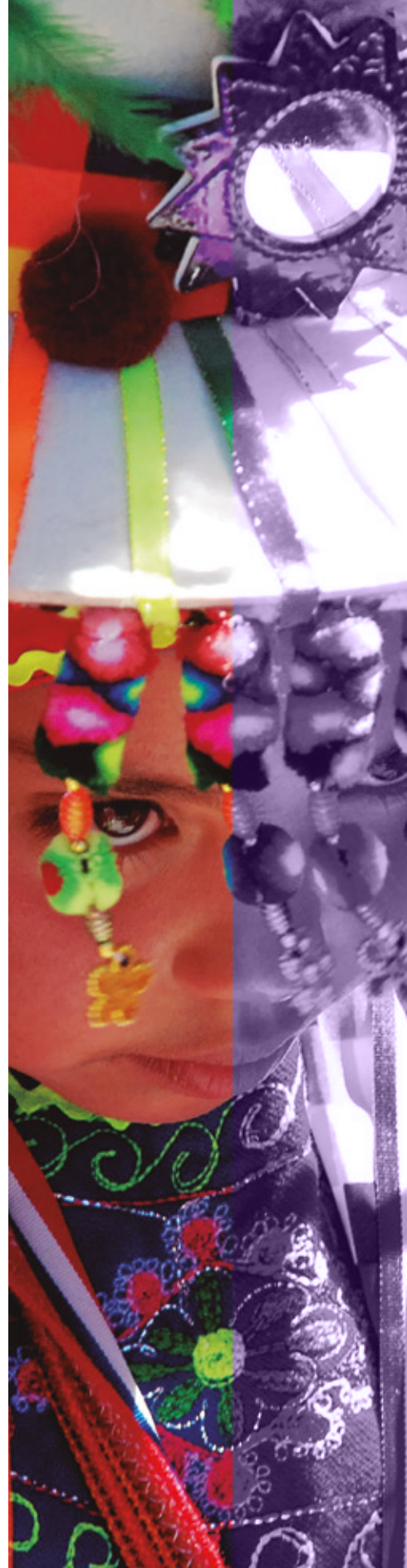
Over the past decade, inbound tourism has grown at an average annual rate of close to 10% (in arrivals and revenues). In 2015, it not only maintained this positive trend but also grew by an exceptional 21.9% over the previous year in terms of number of arrivals.

- International arrivals: 4,478,336
 - Average length of stay: 8.5 days
 - Revenues (US\$): 2,909 million
 - Average daily per capita spending in Chile (US\$): 64
- » *Source: Undersecretariat for Tourism*

Domestic Tourism

Domestic tourism is also expanding rapidly, driven by the growing spending power of Chileans, attractive air fares and the importance the state has given to its promotion through initiatives that include mass campaigns and an increase in its social tourism programs.

- Domestic trips: 27 million with at least one overnight stay
 - Domestic spending (US\$): 5,100 million
 - Domestic tourists (based on accommodation data): 5.976 million
 - Average length of stay: 6 days.
- » *Source: Undersecretariat for Tourism / National Statistics Institute (INE)*



02. INVESTMENT OPPORTUNITIES

2.1 HOTELS

Urban Hotels

- All Chile's regions saw an increase in international tourist arrivals in 2015.
- Overseas tourists have a long average stay (8.5 days).
- Most regional capitals lack 5-star hotels.
- Occupancy in 3 and 5-star hotels reaches over 60%.
- The main hotel chains are investing in Chile.
- Santiago has a hotel occupancy rate of close to 70.5%, with over 2,000 new rooms currently being built and one of South America's highest RevPARs.

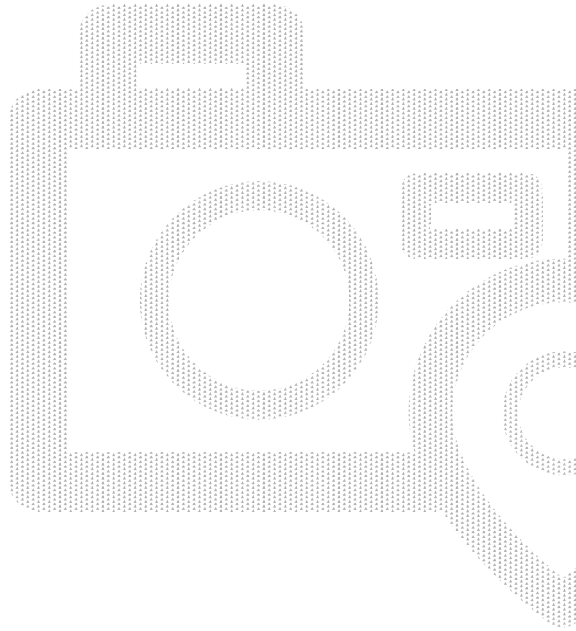
Resorts and Timeshares

- Development targeting growing domestic tourism and an important increase in second homes (13 out of 100 dwellings).
- Large stretches of coastline and beaches without tourism infrastructure between the Tarapacá and Coquimbo Regions.
- State land for concession or sale on attractive conditions for the development of tourism real estate projects in the northern macrozone.
- Neighboring countries account for close to 60% of international tourist arrivals (Argentina, Peru and Bolivia).



2.2 BUSINESS TOURISM

- Chile is 34th in the international ICCA ranking and Santiago is 3rd in Latin America.
- MICE (Meetings Incentives, Conferencing and Exhibitions) tourism has shown sustained growth in Chile over the past five years and, together with business tourism, generates annual revenues of around US\$618 million in the form of tourist spending and, in 2015, attracted 691,000 visitors or 15.5% of all international arrivals.
- Different companies have established their headquarters in Chile, increasing its use as a venue for meetings.
- Capacity for large meetings (+3,000) is limited to Santiago.
- Regional capitals offer favorable conditions for the development of hotel projects that are more geared to this segment.





2.3 NICHE HOTELS

- Development and sale of establishments in operation.
- Establishments geared to the leisure segment and related to specific products (ecotourism, enotourism, surf, mountains, fishing and astrotourism).
- These hotels are in non-mass destinations and circuits under consolidation (Putre, Tongoy, Elqui, Matanzas, Malalcahuello and Carretera Austral).
- Investments in 3 and 4-star categories.
- Average investment of US\$1 million.
- Average rates of around US\$200.

► By 2030

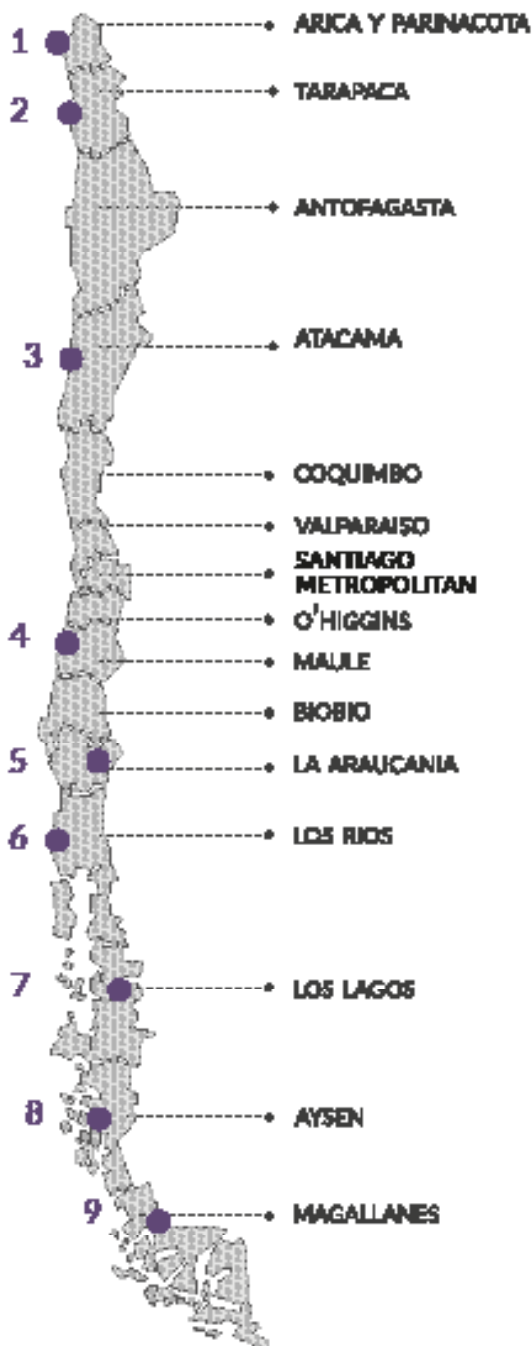
Emerging economies will account for 57% of the international tourism market.

MAP OF OPPORTUNITIES FOR INVESTMENT IN TOURISM

Nature tourism is a segment of the tourism industry that specializes in activities in attractive and unspoiled natural settings, preferably protected areas. The activities range from the observation of flora and fauna to fishing, hunting, photography and sports, etc. and adventure tourism.

Out of the overseas tourists who visited Chile in 2015, 51% did so attracted by nature in the form of the country's landscapes and flora and fauna. This is just one sign of the potential for this type of tourism in Chile and the need to develop it so that more visitors, both Chilean and from overseas, can enjoy the country's beautiful natural heritage.

With this in mind, we have prepared this map of opportunities for investment in sustainable tourism, taking advantage of sites around the country that are the property of the state of Chile. These opportunities seek to diversify nature tourism services through the development of projects of different sizes and types in a framework of sustainable development in its three dimensions: environmental, social and economic.



LISTA DE OPORTUNIDADES

- | | |
|----------|--|
| 1 | 1. Costanera Sur, Arica |
| 2 | 2. Pica
3. Caleta Los Verdes
4. Caleta Chanavayita
5. Ike Ike Beach
6. Caleta Chipana |
| 3 | 7. Bahía Inglesa |
| 4 | 8. Radal Siete Tazas National Park
9. Alto Maule
10. Laguna del Maule Protected State Property |
| 5 | 11. Quirra Quirra |
| 6 | 12. Sofia Island (River Valdivia) |
| 7 | 13. Las Cascadas
14. Cochamó Valley
15. Piedras Blancas (Alerce Andino National Park)
16. Laguna La Golondrina
17. Laguna La Negra |
| 8 | 18. River Baker Valley
19. Caleta Tortel
20. Lago Leal
21. Lago Christie |
| 9 | 22. River Serrano
23. Puerto Bories
24. Río Verde (Pera Fjord)
25. Strait of Magellan
26. Tierra del Fuego
27. Navarino Island |



KEY OPPORTUNITIES

01. IKE IKE BEACH

02. SIETE TAZAS

03. QUIRRA QUIRRA

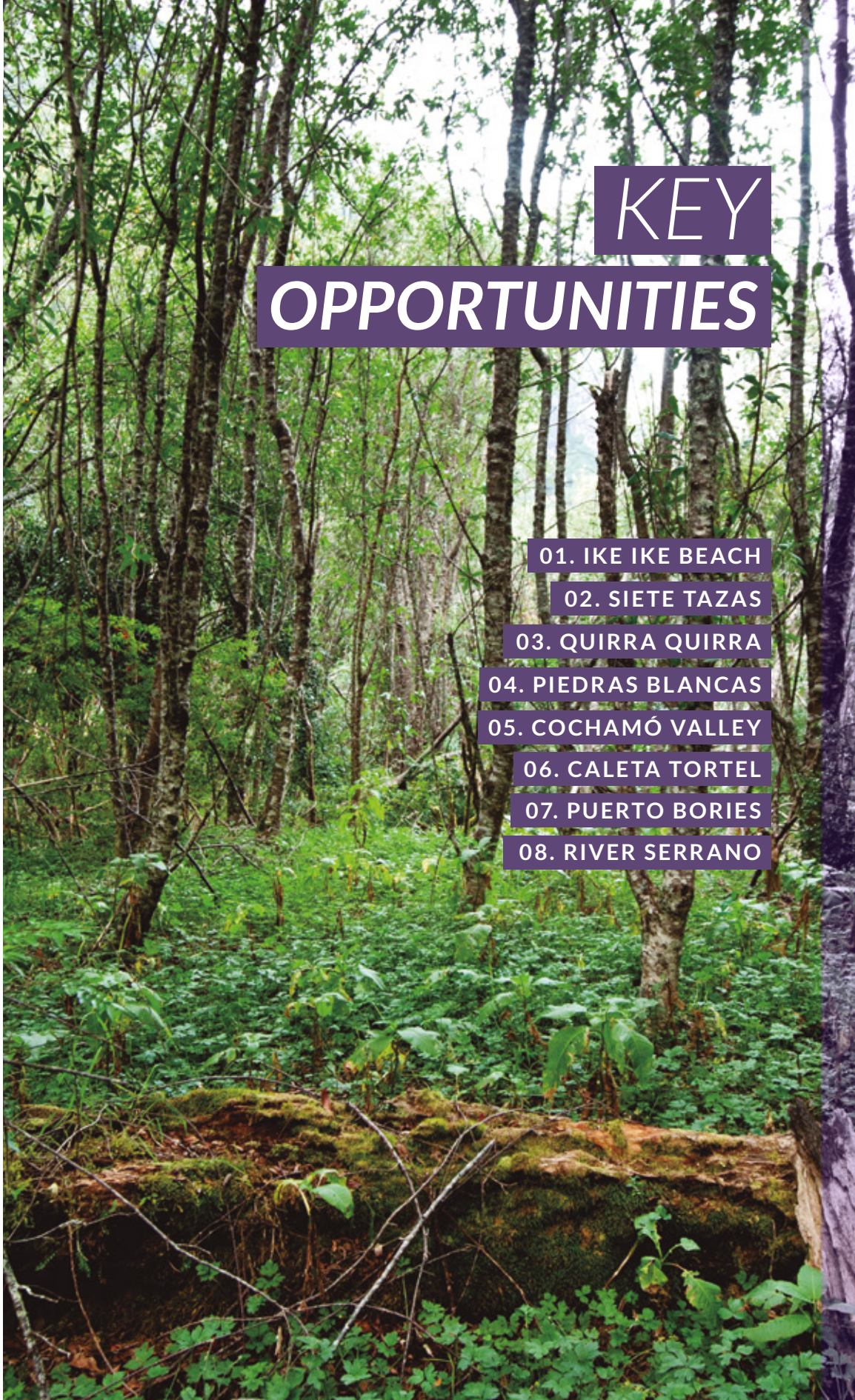
04. PIEDRAS BLANCAS

05. COCHAMÓ VALLEY

06. CALETA TORTEL

07. PUERTO BORIES

08. RIVER SERRANO



01 Ike Ike Beach

*Campsite for motorhomes and domes
(Tarapacá Region, Iquique municipal district)*



OPPORTUNITY

A campsite for motorhomes and domes by the beach is suggested, along with leisure areas and a mini-market.

Estimated investment: US\$120,000

INFORMATION

Location: Fishing cove located 120 km south of Iquique, a city 1,780 km north of Santiago.

Attractions: A large 7-km beach with fine white sand and a pleasant sea temperature. It stands out for its desert landscape and does not have rocks.

Area: 3.7 ha.

Type of offer: Tourism concession on state property.

Statistics: Arrivals to tourist accommodation in the Tarapacá Region in 2015: 252,933 passengers (INE).

Additional information: A Territorial Diagnosis Study, Demand Study and Management Proposal for State Lands on the Coast of the Tarapacá Region for the Development of Low-Impact Tourism Infrastructure, prepared by INECON for the Ministry of State Properties, 2013, is available.

Access (by road and air): From Road A-1.

02 Radal Siete Tazas National Park

Nature tourism (Maule Region, Molina municipal district)

OPPORTUNITY

Construction of campsites and services. There are opportunities under two concessions:

- The first concession is in the El Radal sector and envisages a 40-site camp area, parking and public toilets.
- The second concession is in the Siete Tazas sector and envisages parking, a kiosk and toilets; in the Parque Inglés sector, there are 2 camping sites and a picnic area. The project would include current and potential services proposed by the concessionaire (accommodation and tourist activities).

Estimated investment: US\$900,000

INFORMATION

Location: National Park located 55 km from Molina, 100 km northeast of Talca, a city 257 km south of Santiago.

Attractions: A National Park whose principal attractions are its waterfalls and pools as well as woodland that includes oak, *coigüe* (beech) and *maitén* trees. Possible activities include horse riding, mountain biking, trekking and kayaking. Basic infrastructure, tourism services and trails already exist.

Area: Area to be concessioned: Unit 1: 1.4 ha; Unit 2: 25.1 ha.

Type of offer: National park concession for 25 years, renewable for a further 5 years through public tender.

Statistics: 54,039 visitors in 2015 (CONAF).

Additional information: Management Plan (2008), Technical Report Compatibility Management Plan (2012), official maps, Master Tourism Development Plan (2013), Public Use Intensity Study, Socioeconomic Evaluation of the Tourism Development Project and draft design of public infrastructure are available.

Access (by road): By Road K-275 from Molina to Km 55.



03 Quirra Quirra

**Eco-hotel (Araucanía Region,
Pucón municipal district)**



OPPORTUNITY

A 4-star hotel with 50 rooms is suggested, serving local food and with equipment for activities on the lake such as kayaking and fishing.

Estimated investment: US\$3,500,000

INFORMATION

Location: Property located 30 km east of Pucón, with woods and lake shore. Pucón is 798 km south of Santiago.

Attractions: This property is part of the Araucanía Lake District, one of Chile's best-known holiday areas, with a variety of tourist attractions such as lakes, volcanoes, hot springs, woods and the Mapuche culture.

Area: 160 ha.

Type of offer: Tourism concession on state property.

Statistics: Arrivals to tourist accommodation in the

Araucanía Lake District in 2015: 201,402 passengers (INE).

Additional information: A Diagnosis of State Properties with Heritage Value, prepared by the Ministry of State Properties, January 2016, is available.

Access (by road and air): From Pucón by Road S-907 to Caburgua on unpaved roads in good condition.

04 Piedras Blancas Farm

(Alerce Andino National Park) Lodge with nature tourism activities
(Los Lagos Region, Puerto Montt municipal district)



OPPORTUNITY

The construction of a lodge or cabins is suggested, focusing on activities such as trekking, climbing, bird watching, horse riding and biking.

Estimated investment: US\$3,500,000

INFORMATION

Location: Site located 30 minutes from Puerto Montt beside the Correntoso sector access to the Alerce Andino National Park. Puerto Montt is 1,032 km south of Santiago.

Attractions: This is an area of great beauty thanks to its *coigue* (beech) woods, hills, rivers, little water falls and small lakes. It also neighbors on the Alerce Andino National Park with its great attractions which include its century-old *alerce* trees, the tree species with the second longest life, which reach close to 50 meters and live some 3,000 years. This Park has several small lakes and dense woodland with an abundance of birds such

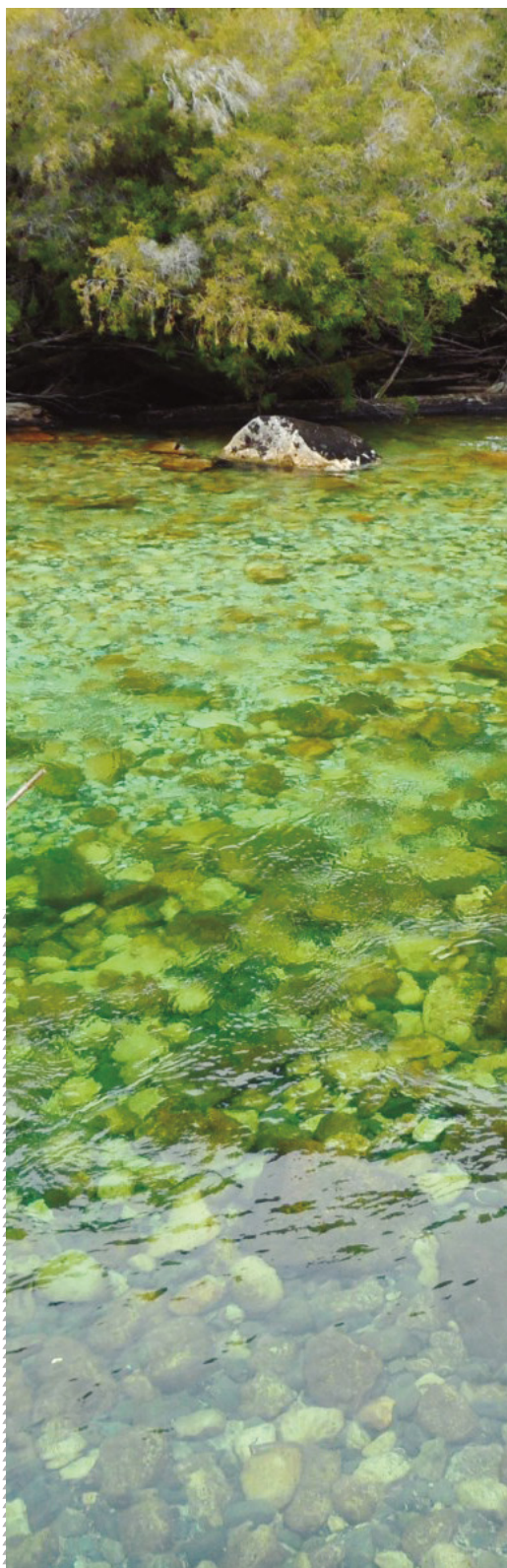
as the *huet huet*, *chucaco* and *carpintero negro*. Possible activities include trekking, bird watching, horse riding, climbing and mountain biking.

Area: Total area of 611.2 ha; area of the concession can be adjusted depending on the project presented.

Type of offer: Tourism concession on state property.

Statistics: Arrivals to tourist accommodation in the Lake Llanquihue basin in 2015: 386,164 passengers (INE).

Access (by road and air): From Puerto Montt by Road V-65 to Chamiza, 20 km from the Carretera Austral.



05 Cochamó Valley

Campsite and high-end hostel (Los Lagos Region, Cochamó municipal district)

OPPORTUNITY

The construction of a high-end hostel is recommended, targeting higher-income young people, with shared and private rooms, shared kitchen and à la carte food. A campsite targeting Chilean and overseas young people is also suggested.

Estimated investment: US\$330,000

INFORMATION

Location: 15 km east of the town of Cochamó.

Attractions: The Cochamó Valley is recognized as one of the world's best sites for rock climbing and is compared to the Yosemite Park in the US. It is also part of the Cochamó-El León Pass (Argentina) route, which takes 5 days and can be traveled on foot or by horse.

In the area, there is infrastructure such as walkways, bridges and basic signage.

Area: Total area of 11,318 ha; area of the concession can be adjusted depending on the project presented.

Type of offer: Tourism concession on state property.

Statistics: Arrivals to tourist accommodation in the Los Lagos Region in 2015: 190,098 passengers (INE).

Additional information: A Characterization Study and Management Guidelines (2015) are available.

Access (by road and on foot): From Cochamó by Road V-69 and an 8-km road that is initially suitable for vehicles and then becomes a trail. Also from Argentina by the Paso El León trail.

06 Caleta Tortel

Hotel (Aysén Region, Tortel municipal district)



OPPORTUNITY

Construction of a hotel with 12 rooms and serving local food is suggested.

Estimated investment: US\$900,000

INFORMATION

Location: Two adjoining sites located in the center of the town of Caleta Tortel and a third site on the town's western outskirts overlooking the estuary of the River Baker. Caleta Tortel is 2,164 km south of Santiago.

Attractions: Caleta Tortel is one of the main tourist destinations on the Carretera Austral and is famous for its walkways, fjords and views, including particularly the estuary of the River Baker and the Los Muertos Island.

Area: Two adjoining sites to be concessioned together with a total area of 2,888 m² and a third site of 325.2 m².

Type of offer: Tourism concession on state property.

Statistics: Arrivals to tourist accommodation on the Carretera Austral Sur in 2015: 32,931 passengers (INE).

Access (by land and on foot): From the Carretera Austral, 126 km from the town of Cochrane.

07 Puerto Bories

Hotel (Magallanes Region, Natales municipal district)



OPPORTUNITY

Construction of a 4-5-star hotel with an events center, restaurant services, a spa and excursions is suggested.

Estimated investment: US\$5,000,000

INFORMATION

Location: Near the northern exit from Puerto Natales (2,959 km south of Santiago), on the road to the Torres del Paine National Park on the banks of the Señoret Channel.

Attractions: Torres del Paine National Park and other attractions in the Última Esperanza Province such as glaciers and the Milodón Cave. Two of the companies that offer boat trips in the area have their center of operations in Puerto Bories.

Area: 8 ha.

Type of offer: Tourism concession on state property.

Statistics: Arrivals to tourist accommodation in Torres del Paine and Puerto Natales in 2015: 90,390 passengers (INE).

Access (by road and air): By paved 4-km road from Road 9 Norte from Puerto Natales, in good condition and usable throughout the year.

08 River Serrano

Lodge, cabins and domes (Magallanes Region, Torres del Paine municipal district)



OPPORTUNITY

The creation of a pole of sustainable tourism development is recommended to complement that already existing around the Torres del Paine National Park. The project to be developed includes lodges, cabins, domes and trails for trekking, biking and horse riding. It also includes support infrastructure for kayaking, recreational fishing and horse riding.

Estimated investment: US\$1,500,000

INFORMATION

Location: Three sites within Site 4B River Serrano and 2 sites in the River Serrano-Milodón Protected State Property. These are located 47 km north of Puerto Natales, south of the Torres del Paine National Park, on the western banks of Lakes Porteño and Toro up to the River Serrano. The town of Puerto Natales is 2,959 km south of Santiago.

Attractions: Milodón Heritage Route, 45 km of observation of ecosystems typical of the far south of Chile, privileged views of Paine and activities such as trekking, recreational fishing, biking and horse riding.

Area: In state property Site 4B River Serrano, 3 sites of 3 ha each; in the River Serrano-Milodón Protected State Property, an area of 540.5 ha will be concessioned.

Total area of fiscal property Site 4B: 2,675 ha; concessionable: Site 1: 23.3 ha; Site 2: 13.6 ha.

Total area Milodón Route: 8,597 ha.

Type of offer: Tourism concessions on 3 sites in Site 4B and in Protected State Property through public tender.

Statistics: Arrivals to tourist accommodation in Torres del Paine and Puerto Natales in 2015: 90,390 passengers (INE).

Studies: Management Guidelines for the Milodón Heritage Route (2009) and Diagnostic and Analytical Study (2014) are available.

Access (by road and air): Access to Protected State Property from Puerto Natales by the road to Cerro Castillo, 17 km of paved road up to the vehicle access to the west of the Milodón Cave. From there to the River Ventisquero and then to Tenerife Hill alongside the River Ventisquero for approximately 4 km from the road where there is not a road for vehicles and access is only on foot.

Access to Site 4B from the Milodón Route by the River Serrano segment or from the town of Río Serrano (5 km south of the administration center of the Torres del Paine National Park); 2 km further to the southwest is the Nutria Stream which marks the western boundary of the property.

REGIONAL OPPORTUNITIES

Location	Suggested opportunity	Description	Total area / Estimated investment
Arica, Costanera Sur	<i>A tourism-residential project with a mid-scale hotel (3-4 stars), beach restaurant services and second-home apartments.</i>	<i>Tourism-residential area located on the southern coast of Arica facing the Arenillas Negras beach. The city of Arica is 2,059 km north of Santiago.</i>	3.4 ha / US\$3,200,000
Pica, Tarapacá Region	<i>Cabins, restaurant services and complementary tourism services.</i>	<i>3 sites located in Pica in the Vitayle, Alto Comiña and La Banda sectors. Pica is 1,787 km north of Santiago.</i>	6 ha / US\$350,000
Caleta Los Verdes, Tarapacá Region	<i>Hostel or cabins with restaurant services and beach activities. A campsite may also be included.</i>	<i>2 sites located in the fishing village 20 km south of Iquique, a city 1,780 km north of Santiago.</i>	2 ha / US\$900,000
Caleta Chanavayita, Tarapacá Region	<i>Complex of cabins, campsite and swimming pool with restaurant service. Option of offering equipment for water sports.</i>	<i>Fishing village 52 km south of Iquique, a city 1,780 km north of Santiago.</i>	1 ha / US\$900,000
Caleta Chipana, Tarapacá Region	<i>Project that envisages a campsite with facilities for motorhomes, including toilets, showers and a mini-market.</i>	<i>Located 800 m north of the fishing village which is 135 km south of Iquique, a city 1,780 km north of Santiago.</i>	2 ha / US\$70,000

East of Bahía Inglesa, Atacama Region	<i>Boutique beach hotel, located on the outskirts of Bahía Inglesa, with 15 rooms, a restaurant and recreational and sports activities.</i>	<i>Minutes from Bahía Inglesa, a small beach town with white sand and turquoise water, located 874 km north of Santiago.</i>	2.1 ha / US\$700,000
Alto Maule, Maule Region	<i>Mountain lodge in the Potrero Lo Aguirre Protected State Property, 7 km from Laguna del Maule, with thermal waters center and spa.</i>	<i>Site located in the Potrero Lo Aguirre Protected State Property, 128 km east of Talca, next to Road 115-CH, 7 km before Laguna del Maule. Talca is 257 km south of Santiago.</i>	460 ha, depending on project / US\$500,000
Laguna del Maule, Maule Region	<i>Construction of 6 cabins close to the lake.</i>	<i>Site located in the Laguna del Maule Protected State Property, 135 km east of Talca, a city 257 km south of Santiago.</i>	2,198 ha, depending on project / US\$350,000
Sofía Island, River Valdivia, Los Ríos Region	<i>Construction of a boutique hotel for water sports and special interest tourism.</i>	<i>Located on River Valdivia, 6.2 km from the river's estuary and 9 km from Valdivia, a city 848 km south of Santiago.</i>	1.7 ha / US\$750,000
Las Cascadas, Los Lagos Region	<i>Tourist complex with cabins, a campsite, a grocery store and parking that serves as a stop-off for visitors to the waterfalls.</i>	<i>Site located on the bed of the River Blanco, 56 km from Puerto Varas, a city 1,016 km south of Santiago.</i>	24 ha / US\$450,000
Laguna La Golondrina, Los Lagos Region	<i>Construction of a boutique hotel for water sports and special interest tourism.</i>	<i>Site adjacent to Laguna La Golondrina, located in the El Diablo sector, 15 km from El Malito and 30 km from Palena, a town 1,431 km south of Santiago.</i>	25.2 ha/ US\$900,000



Visitors to protected natural areas
2015:

2,689,190
(+7%)

- 76% Chilean
- 24% from overseas

» Source: CONAF

<p>Laguna La Negra, Los Lagos Region</p>	<p>Construction of a boutique hotel for water sports and special interest tourism.</p>	<p>Site located in the Cordón Blanco sector, 20 km from the El Malito sector 38 km from Palena, a town 1,431 km south of Santiago. Adjacent to Laguna La Negra.</p>	<p>10.7 ha / US\$900,000</p>
<p>River Baker Valley, Aysén Region</p>	<p>Accommodation such as an eco-camp, yurts or a small hotel with different recreational activities to form part of the Carretera Austral circuit.</p>	<p>Located in the Colonia River-El Azul Stream sector, 20 km from Cochrane, a town 2,040 km south of Santiago.</p>	<p>5 ha / US\$1,000,000</p>
<p>Lake Leal, Aysén Region</p>	<p>A small hotel with a lounge and dining room, boat and jetty; activities such as bird watching, sailing, fishing and excursions to the Montt Glacier along River Pascua.</p>	<p>Located 7 km from the quay of the River Bravo and 1,000 m from the fork of the roads to Villa O'Higgins and River Pascua from the Carretera Austral; 60 km south of Caleta Tortel, a town 2,164 km south of Santiago.</p>	<p>1.5 ha / US\$300,000</p>

Lake Christie, Aysén Region	<i>Multi-purpose tourism project with inn-type accommodation geared to excursions around Lakes Christie, Riñón and Alegre.</i>	<i>Located on the road to Lake Christie in a sector of small lakes. The site with access by land is 53 km northeast of Villa O'Higgins and there are two smaller sites on the lake shore that are accessible only by boat. Villa O'Higgins is 2,270 km south of Santiago.</i>	10.7 ha / US\$300,000
Río Verde (La Pera Fjord), Magallanes Region	<i>Lodge-type or cabin accommodation with restaurant service and sports activities.</i>	<i>Located at the far south of the Diadema Peninsula on the northern shore of the Gulf of Skyring, 60 km in a straight line from the town of Río Verde, 95 km north of Punta Arenas, a city 3,003 km south of Santiago.</i>	60 ha / US\$300,000
Magellan Strait, Magallanes Region	<i>Lodge-type accommodation offering observation of marine fauna, recreational fishing and trekking as well as trails and related infrastructure.</i>	<i>Site in the River Batchelor Protected State Property, 116 km southwest of Punta Arenas, a city 3,003 km south of Santiago.</i>	4,873 ha / US\$1,200,000
Tierra del Fuego, Magallanes Region	<i>Fishing lodge with sailing, fishing and observation of marine fauna activities; development of trekking route.</i>	<i>Located at the estuary of the River Paralelo on the Gulf of Almirantazgo, Tierra del Fuego; 150 km south in a straight line from Punta Arenas, a city 3,003 km south of Santiago.</i>	15,360 ha, depending on project/ US\$1,200,000
Navarino Island, Magallanes Region	<i>Lodge-type accommodation with sailing activities on the channel and trekking for which it is necessary to develop trails with infrastructure such as walkways, lookout points and signage.</i>	<i>Located on Navarino Island, 1.5 km west of Puerto Williams, a town 3,551 km south of Santiago.</i>	4.2 ha / US\$800,000

CONCESSIONS ON STATE LAND **FOR TOURISM PROJECTS**

**CHARACTERISTICS OF
CONCESSION CONTRACTS**

The functions of the Ministry of State Properties include the possibility of awarding long-term concession contracts on state land for the development of projects of all types, including tourism.

These properties will be returned to the state at the end of the concession period.

The set of state properties eligible for concession contracts comprises reference sites available for the implementation of private investment projects in those areas that offer comparative advantages for the projects' results.

CHARACTERISTICS OF CONCESSION CONTRACTS

- Life of between 5 and 50 years and subject to renewal. Their standard length for productive projects is, however, 30 years.
- Chilean or overseas individuals or legal entities may apply. Contracts must, however, be signed with a Chilean legal entity established for this purpose.
- Contracts can be transferred and used as collateral.
- Contracts are subject to an annual concession fee.
- As a general rule, contracts are awarded through a public or private tender. In certain cases, they may, however, be awarded directly if the Ministry of State Properties so decides.
 - » For further information, see **www.mbienes.cl**.
- The concessionaire is responsible for obtaining the necessary environmental and sector permits.

▶ FOR FURTHER INFORMATION, VISIT WWW.INVIERTETURISMO.CL

PROGRAMS AND INCENTIVES FOR INVESTMENT



Program of Support for Strategic Projects at the Pre-Investment Stage (PRAP)

Co-financing of pre-investment studies to gather information for companies' investment decisions (studies of potential location and market and economic and technical studies).

Finances up to 70% of the cost of feasibility studies (maximum of US\$260,000) for projects worth over US\$2 million.



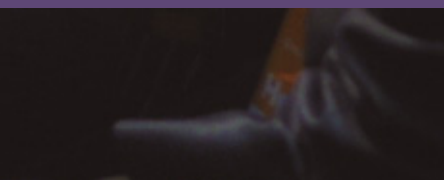
► *New services,*
**Better investment
for Chile.**

***Initiative for the Integrated Development
of High-Tech Projects (IFI)***

Co-financing to support the implementation of new technological investment projects or the expansion of existing projects and the implementation or expansion of centers of innovation and, in general, to facilitate the implementation of initiatives in productive and technological fields that have significant impacts on economic or geographic sectors. Finances up to 30% of high-tech projects up to a maximum of US\$5 million.

Remote areas

Tax benefits and grants for projects in the Arica y Parinacota and Tarapacá Regions of the far north and the Aysén and Magallanes Regions and the Palena Province (Los Lagos Region) of the south.





WHAT CAN **INVESTCHILE** DO FOR YOU?

InvestChile is the Chilean government agency responsible for promoting the country globally as a destination for foreign direct investment, serving as a bridge between the interests of overseas investors and the business opportunities Chile offers and providing world-class services that are in line with the country's economic development policies.



OUR SERVICES

PROMOTION

- General information about the country and its business climate.
- Information about opportunities in different sectors.
- Promotion of the portfolio of public projects.

PRE-INVESTMENT

- Specialized sector-specific advisory services.
- Key information for decision-making (office rentals, cost of hiring professionals, procedures for obtaining environmental permits, etc.).
- Legal advice.
- Coordination of field visits.
- Scheduling of meetings.
- Advice on accessing a subsidy for pre-investment studies.

OUR TEAM

FOOD INDUSTRY

Patricio Carvallo – pcarvallo@investchile.gob.cl

ENERGY AND INFRASTRUCTURE

Jorge Yáñez - jyanez@investchile.gob.cl

MINING SUPPLIERS

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LANDING

- Advice for installation of the company.
- Coordination with the Energy Ministry's Project Management Unit (UGP).
- Scheduling of meetings.
- Advice for obtaining the foreign investor certificate.
- Access to regional support networks .
- Advice on applying for sector-specific funds.

AFTERCARE

- Management of concerns and enquiries relating to other government agencies.
- Information for reinvestment: portfolio of public projects and investment opportunities in sectors of interest.
- Scheduling of meetings.
- Assistance for exporting products.

TOURISM

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REINVESTMENT AND AFTERCARE

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FOR FURTHER INFORMATION, VISIT

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INVEST *TOURLISM*



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