

Chile

Country Profile 2025

Market Opportunities for Virginia Exporters

Report Date: September 2025

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1. Country Profile



- **Area:** 756,096 sq km
- **Language:** Spanish
- **Life expectancy:** 78 years (men), 83 years (women)
- **Government type:** Parliamentary democracy
- **Currency:** Chilean Peso (USD\$1 = Ch\$964 Chilean Pesos)

- Chile is a stable OECD (Organization for Economic Cooperation and Development) member with advanced economic freedom and transparency.
- Chile is Latin America's most trade-open economy, with a network of over 30 trade agreements that cover more than 90% of its exports.
- These agreements span 65 economies worldwide, representing approximately 88% of global GDP.
- The network includes around 20 Free Trade Agreements (FTAs), complemented by Economic Association Agreements, Economic Cooperation Agreements, and a Commercial Protocol under the Pacific Alliance.
- **Estimated population** 20.2 million (2025).
- **Capital:** Santiago.
- **Major cities:** Valparaíso, Antofagasta, Concepción.

Key Economic Indicators:

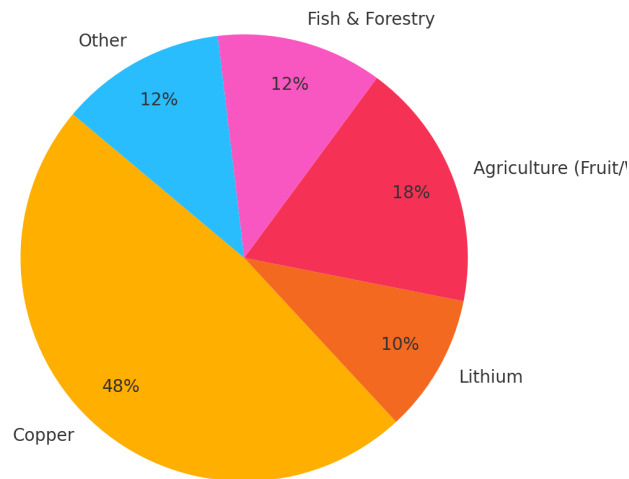
Indicator	Estimated Value
GDP (nominal) 2024	USD 343 billion
GDP Growth 2024	2.6 %
GDP Growth Forecast 2025	2.2 %
Inflation 2024	4.5 %
Inflation Forecast 2025	3.0%
Unemployment (June 2025)	8.9 % (women 9.9 %, men 8.1 %)

Sources: IMF, World Bank, Reuters, Chile Central Bank (2025), <https://www.imf.org/en/Countries/CHL>
<https://www.worldbank.org/en/country/chile/overview>

Economic Structure & Growth Prospects:

- Mining (esp. copper and lithium) remains central, accounting for 13% of GDP and 58% of exports.
- Non-mining sectors—including agriculture, manufacturing, and services—are rebounding after the 2022–2023 slowdown, supported by easing inflation, improving domestic demand, and stronger service activity.

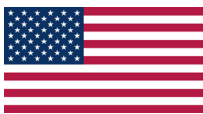
Chile Exports by Sector (Approx. 2024)



Source: trade.gov, Chile customs data.

According to the latest Chilean Central Bank report, in 2024 **Chilean goods exports** reached US\$ 100,163 million, marking a growth of 5.9% over the previous year. This result was driven by historical records in copper concentrates, forestry products, fresh fruit, and organic food.

2. Route to Market



- Chile maintains a favorable trade and investment environment, supported by the U.S.-Chile Free Trade Agreement.
- The U.S. is Chile's second largest export destination (15.9%) and top import source (20%).

Market Entry Strategies

- Partner with local distributors/agents familiar with regulations, language, and logistics.
- Establish joint ventures or local representative offices.
- Leverage FTA benefits and Chile's pro-business environment for easier market penetration.

Distribution Channels

Target Sector	Suggested Distribution Channels
Agricultural Machinery & Equipment	<ul style="list-style-type: none"> • Specialized agricultural equipment distributors (tractors, irrigation, post-harvest) • Partnerships with large fruit exporters and cooperatives • Agro-industrial integrators providing turnkey orchard & packing solutions
Agricultural Products (Fruits, Wine, Nuts, Grains)	<ul style="list-style-type: none"> • Local importers and distributors for supermarkets/retail chains • Food brokers and specialty importers for gourmet products • Direct agreements with exporters for co-branding or private label distribution
Aquaculture & Forestry Products	<ul style="list-style-type: none"> • Aquaculture technology suppliers serving salmon farms in southern Chile • Seafood processors and exporters with cold-chain logistics • Forestry/pulp contractors via CORMA (Chilean Wood Corporation) and major companies (Arauco, CMPC)
Energy (Renewables, Lithium/Hydrogen, Grid Infrastructure)	<ul style="list-style-type: none"> • EPC (Engineering, Procurement, and Construction) companies; firms specializing in solar, wind, and battery projects • Local energy developers and utilities (Colbún, Enel, Engie Chile) • Industrial integrators and lithium producers (SQM, Albemarle)
Environmental Technologies (Water, Wastewater, Waste Management)	<ul style="list-style-type: none"> • Water treatment and desalination contractors serving mining/industrial clients • Municipal utilities and public tenders for wastewater and waste management • Environmental engineering consultants with local regulatory expertise

IT & Digital Services (Cybersecurity, Cloud, IoT)	<ul style="list-style-type: none"> • Local IT distributors and system integrators • Partnerships with telecom operators (Entel, Movistar, Claro) • Collaboration with managed security service providers (MSSPs)
Mining Equipment & Machinery (Copper, Lithium)	<ul style="list-style-type: none"> • Authorized mining equipment distributors and spare parts networks (Antofagasta) • Direct supply to mining companies (Codelco, BHP, Antofagasta Minerals) • Partnerships with mining contractors for equipment leasing/service integration
Safety & Security Solutions	<ul style="list-style-type: none"> • Specialized industrial security integrators (CCTV, access control, alarms) • Partnerships with mining and port operators for infrastructure security • Collaboration with facility management companies servicing airports/hospitals
Manufacturing & Food Processing	<ul style="list-style-type: none"> • Local industrial machinery and automation distributors • Direct partnerships with major food processors (Agrosuper, Carozzi, CCU) • Turnkey solution providers for plant expansion or modernization
Tourism & Exportable Services	<ul style="list-style-type: none"> • Partnerships with local tour operators and DMCs (Destination Management Companies) • Collaboration with engineering/architecture firms for sustainable infrastructure • Alliances with outsourcing and consulting firms offering bilingual services

3. Target Sectors

3.1 Agricultural Machinery & Equipment



Overview & Trends

Chile's **agriculture sector** contributes around 4–5% of GDP and remains a vital export driver, especially in fruit, grains, wine, and nuts. Export volumes hit a record US\$ 5.6 billion in the first half of 2025, up 6.7% year-on-year.

With its favorable geographic and climate conditions for food production and because of the country's location in the southern hemisphere, Chile's **agricultural production is counter-seasonal for the main consumer markets in the northern hemisphere.**

Agriculture machinery and equipment from the United States has a reputation for quality and reliability and is designed for intensive and long-lasting use. U.S. advanced technology and innovation are also well-recognized.

The Chilean market is **small and competitive**. The United States is the third most important supplier of agricultural machinery, with imports accounting for 12.3 % of the market, behind Italy (25%) and China (24%).

A **drawback for U.S.-made machinery and equipment** is that it is designed for large farms and high production volumes. Most farms in Chile are small with small production volumes that better match European designed and manufactured machinery.

Due to the COVID-19 pandemic, raw materials and shipping costs have increased, impacting the price of most equipment and tools used in agriculture production.

In 2024, Chile imported US\$ 45.5M of **Parts of agricultural machinery**. In 2024, the main origins of Chile's Parts of agricultural machinery imports were: Italy (US\$ 12.7M), United States (US\$ 10.9M), Germany (US\$ 4.66M), Belgium (US\$ 3.62M), and France (US\$ 2.88M).

Regulatory Environment

Imports of equipment follow standard sanitary and technical regulations.

U.S.–Chile FTA removes tariffs on major machinery.

Opportunities for Virginia Exporters

- Since the cost of energy is one of the highest in Latin America, **energy efficient equipment** is required for Chile to reduce production costs and remain competitive in the international market.
- Demand is rising for **mechanization and precision agriculture technologies**—drones, irrigation, and sensors—due to export orientation and water scarcity.
- **Water techs and services:** In 2021, the Ministry of Agriculture and Ministry of Public Works budgeted US\$ 6 billion for the construction of 26 reservoirs and water dams and partially subsidized irrigation projects. Desalination is used in northern Chile to supply cities and mining activities. Multipurpose water desalination plants are being built for human consumption, agriculture, and industry (including mining operations).
- **Automated equipment:** Chile is open to innovative technologies to replace scarce and high-cost labor and improve water efficiency usage. Automated equipment such as unmanned tractors (for planting, harvesting, fumigating, and weed removal), and robot/workers are being used, and the market is eager for new and improved generations of robotic equipment. Drones are used to fumigate, apply pesticides, and collect data on soil condition, hydro availability, harvest conditions, and fertilizer presence. Next generation drones with improved capacity to act on detected problems will do well in the market.
- **Specialized and energy efficient machinery and equipment** are good prospects since, in addition to reducing labor, they save energy and lower production costs. Productivity has improved in recent years but needs additional developments using higher efficiency machinery, green technology, irrigation systems, natural fertilizers, and soil enhancers.
- **Urban and vertical agriculture** have not yet experienced much development, but there are opportunities for those systems and products to be introduced.

Main Trade Shows & Associations

Expo Chile Agrícola: Organized by Chile's Ministry of Agriculture, is the country's largest and most important agricultural trade show, bringing together farmers, agribusinesses, researchers, and policymakers.

Next edition: November 5-6, 2025.

Website: www.expochileagricola.cl

Fruittrade Expo & Convention: An annual business and policy event for the fresh fruit sector hosted by Fedefruta (see below).

Next edition: October 22–23, 2025 in Santiago.

Website: www.fedefruta.cl

Sago-Fisur: Trade show focused mainly on dairy, livestock, and regional fruit production. The event is attended by suppliers, distributors, and service providers related to the agriculture sector, and includes technical seminars, and an exhibition of cattle and horses.

Next edition: November 2025, Osorno.

Website: www.sagofisur.cl

Fedefruta: The main fruit growers' federation in Chile, representing thousands of producers across all major fruit-exporting regions. Fedefruta hosts the **Fruittrade Expo & Convention**.

Website: www.fedefruta.cl

3.2 Agricultural Products and Food Processing



Overview & Trends

- In 2024, Chile's fresh fruit exports reached approximately **US\$ 9.3 billion**, a **13% year-on-year increase**, setting records with products like kiwis, plums, grapes, and cherries. November alone saw cherry shipments hit US\$ 70 million, a 42% rise. Key markets include **China, the United States, and Brazil**.
- Chile also boasts a **robust food processing industry**, valued at **US\$ 23.3 billion** in 2024 and projected to grow **35% by 2030**. Processed foods now account for **24.15% of exports** and **4.7% of GDP**, supporting over **2 million jobs**. Rising consumer interest in health, convenience, and innovation is fueling demand for **healthy, gourmet, ready-to-eat, and clean-label products**.
- The industry consists of over **30,600 companies**, with **54% of production consumed domestically** and **46% exported** to more than 180 countries.

- Large international brands also operate in Chile as a hub for regional markets. Distribution is dominated by **supermarkets (60%)**, followed by **small retailers (38%)**.
- U.S. exports to Chile remain strong, holding a **13% share of consumer-oriented products**, second only to Brazil. Key U.S. food exports include **beer, dairy, pork, poultry, beef, and wheat**.

Regulatory Environment

Chile enforces **strict food labeling laws** under **Law 20.606**, requiring front-of-package warning labels for products high in sugar, salt, saturated fat, and calories. This regulation has significantly impacted purchasing habits and prompted ongoing product reformulation.



Other regulations include:

- **School marketing bans** and advertising restrictions for unhealthy foods.
- **Mandatory Spanish labeling** with details such as ingredients, additives, expiration dates, and importer information.
- **Sanitary & phytosanitary controls** (Decree 977/1996), with requirements for import authorizations and certifications.
- **Adoption of international standards** like ISO 22000 and HACCP is growing, especially for export-focused companies.

Opportunities for Virginia Exporters

- Specialty ingredients (low-sodium, natural colorants, probiotics)
- Premium and health-focused products (plant-based, gluten-free, organic)
- Food tech & automation equipment
- Bulk inputs for beverages and bakery
- Dairy proteins and functional ingredients
- Co-manufacturing and private label partnerships
- Retail & e-commerce distribution platforms
- **Natural fertilizers and pesticides:** Organic production continues to increase and has a good local and international market. Chile's agriculture production aims at being as green as possible to obtain better value for its exports while contributing to a healthy and sustainable environment.

Trade Shows & Associations

Espacio Food & Service: Chile's leading annual food industry event, drawing 35,000+ professionals and 1,300 booths from foodservice, tech, and retail.

Next Edition: September 30 – October 2, 2025, at Espacio Riesco, Santiago

Website: www.espaciofoodservice.cl

Chilealimentos: Main industry association for food manufacturers, exporters, tech providers, and certifiers.

Website: www.chilealimentos.com

AB Chile: Advocates for food & beverage firms on policy, sustainability, and food safety.

Website: www.abchile.cl

SOCHITAL: Promotes food science & innovation via research and technical collaboration.

Website: www.sochital.cl

ASOEX: Represents and supports fruit exporters with services, lobbying, and trade facilitation.

Website: www.asoex.cl

3.3 Aquaculture & Forestry



Overview & Trends

Aquaculture

Chile reaffirmed its position as a **global seafood leader in 2024**, with **total Chilean Seafood Exports** of approximately **US\$ 7.3 billion**, covering all fish, shellfish, and related aquatic invertebrates.). The **U.S., Japan, and Spain** remained top markets, highlighting the success of the sector's diversification strategy.

Chile is now the **world's second-largest salmon exporter**, supported by industry-wide advances in **sustainability, traceability**, and a shift toward a **circular economy**. New technologies—such as

smart monitoring, underwater robotics, and AI-based feeding systems (e.g., by Aquabyte and Aisberg)—are improving fish health and feed efficiency while minimizing environmental impact.

By December 2024, cumulative aquaculture harvests reached approximately **1.4 million tons**, distributed as follows:

- **Fish: 70.4%**
 - **Atlantic salmon: 49.5%**
 - **Pacific salmon: 16.3%**
- **Mollusks: 28.9%**
 - **Chilean mussels: 28.4%**
- **Algae: 0.8%**

Regional Distribution:

- **Los Lagos Region:** approx. **0.92 million tons** (65.6%)
- **Aysén Region:** approx. **0.37 million tons** (26.3%)
- **Combined**, these two regions accounted for **over 91%** of total national aquaculture production in 2024.

The sector is also investing in **advanced water and waste management** to optimize resource use and reduce environmental impact—further reinforcing Chile’s global competitiveness in sustainable aquaculture.

Overview & Trends

Forestry

Chile remains a key player in global forestry, with **US\$ 6.4 billion in exports** in 2024, primarily driven by **pulp, wood panels, and sawn timber**. The industry showed resilience despite economic headwinds, accounting for **6.7% of national exports** and ranking among Chile’s top five export sectors.

The country’s forest plantation area covers over **2.3 million hectares**, with **radiata pine** (60%) and **eucalyptus** (37%) as dominant species. Production is concentrated in the **Biobío** and **La Araucanía regions**, which together contribute nearly 70% of national output.

The sector continues to adopt **sustainable forest management practices**, biodiversity monitoring, and **chain-of-custody certifications** to meet international environmental standards.

Leading companies like **Arauco** and **CMPC** are investing in **biorefineries, circular economy initiatives**, and **carbon capture projects**, reinforcing Chile’s leadership in sustainable forestry innovation.

Regulatory Environment

Aquaculture

The Extended Producer Responsibility “REP” Law (No. 20,920) requires efficient waste management strategies and optimizes production processes, opening up new investment opportunities for companies seeking innovative, sustainable solutions.

Aquaculture and fishing industry quotas are overseen by Law No. 18,892 (General Law on Fishing and Aquaculture). This law regulates access to extractive fishing and aquaculture activities through the issuance of licenses, permits, and concessions. It establishes catch limits, temporary closures and protection zones. It also establishes fishery management instruments, such as individual transferable catch quotas, management plans and management areas.

Undersecretary for Fisheries and Aquaculture (SUBPESCA): Coordinates national fisheries and aquaculture policy, including the regulation of quotas and sustainability of marine resources.

Website: www.sernapesca.cl

Regulatory Environment

Forestry

Chile’s forestry industry operates under a **well-established legal and institutional framework** that emphasizes **sustainable forest management, certification, and traceability**. The main regulatory body is the **Corporación Nacional Forestal (CONAF)**, which oversees forest inventories, plantation management, wildfire prevention, and biodiversity protection.

Foreign suppliers should be aware that:

- **Forest plantations** in Chile must comply with sustainability and reforestation obligations established by Decree Law 701 and Law 20.283 on native forest recovery and forest development.
- Most export-oriented forestry companies (e.g., Arauco, CMPC) require **FSC® or PEFC™ chain-of-custody certifications** for suppliers and inputs, aligned with global environmental standards.
- There is increasing focus on **ESG (Environmental, Social, Governance) compliance, traceability, and carbon footprint reduction**, creating opportunities for suppliers of sustainable inputs, digital traceability tools, and circular economy solutions.

Opportunities for Virginia Exporters

Aquaculture

- **Aquaculture Equipment:** High demand for automated feeding systems, underwater monitoring, and fish-handling technologies.
- **Cold-Chain & Processing:** Specialized equipment for chilling, filleting, freezing, and traceable logistics—especially for salmon exports.

- Water & Waste Management: Technologies for recirculating aquaculture systems (RAS), water quality monitoring, and effluent treatment.
- Digital & AI Solutions: Tools for fish behavior analysis, health monitoring, and predictive analytics (e.g., AI-based feeding optimization).
- Sustainability & Certification: Services and systems that support ASC, BAP, and ESG compliance across the value chain.

Opportunities for Virginia Exporters

Forestry

- Modern Equipment & Automation: High demand for advanced harvesting, biomass processing, and precision forestry tools.
- Sustainable Technologies: Solutions for carbon reduction, water efficiency, and circular-economic inputs (e.g. bio-adhesives, clean energy).
- Digital Tools: Platforms for forest monitoring, logistics, and traceability (GIS, AI, ERP).
- Certification & Compliance: Tools that support FSC®, PEFC™, and carbon tracking standards.
- Timber Construction: Equipment and materials for engineered wood (CLT, LVL) as demand grows in green buildings.
- Fire Prevention Tech: Systems for wildfire detection, suppression, and risk management.

Trade Shows and Associations

Aquaculture

Aqua Sur: Has become the meeting point for the Chilean and international aquaculture industry, bringing together supply and demand of this important industrial sector of Chile.

Next edition: March 2026, Puerto Varas, Los Lagos, Chile

Website: www.aqua-sur.cl/en/

National Fisheries and Aquaculture Service (SERNAPESCA): Guarantees the protection and sustainability of hydrobiological resources through controls, inspection and export certifications.

Website: www.sernapesca.cl

Forestry

ExpoCorma: The premier forestry industry fair in Latin America, it brings together stakeholders from across the forest-to-industry value chain—including nurseries, sawmills, pulp & paper producers, biomass firms, technology providers, community groups, SMEs, and academia—under a theme of sustainable, efficient practices.

Next Edition: November 18–20, 2026, in Concepción, Biobío Region

Website: www.expocorma.cl

Semana de la Madera (Week of Wood): This annual event showcases wood as a sustainable construction material. Organized by Madera21 (a CORMA initiative), it features innovative architecture displays, workshops, seminars, and public-focused activities highlighting wood's versatility and environmental benefits.

Next Edition: October 9–12, 2025, at Parque Bicentenario in Vitacura, Santiago

Website: www.semanadelamadera.cl.

Semana de la Industria – Forestry Segment: A major multi-sector event. The forestry segment brings together exporters, importers, and industry leaders within a broader industrial innovation context. It's a high-level business platform for networking and new opportunities.

Next Edition: Likely in mid-2026 (exact dates pending).

Website: www.prochile.gob.cl .

Corporación Chilena de la Madera (CORMA): Association that brings together the forestry and timber sector, promoting the industry's sustainable development.

Website: www.corma.cl

INFOR (Instituto Forestal de Chile): A public R&D institution under the Ministry of Agriculture, conducting research, innovation, and extension services in forestry. Operates across five regional centers. www.infor.cl

CONAF (Corporación Nacional Forestal): Chile's forest policymaking and management body (though structured as a private corporation), responsible for sustainable forest administration, wildfire prevention, and protected area stewardship. www.conaf.cl

3.4 Energy (Renewables, Hydrogen, Grid Infrastructure)



Overview & Trends

Chile aims to achieve **carbon neutrality by 2050**, with a formal commitment to retire all coal-fired thermal power plants by 2040. A key element of this strategy is the promotion of **energy storage systems** to support grid stability as renewable capacity increases.

Chile also has ambitious **Green Hydrogen** goals. By 2050, it aspires to be a **top global exporter**, with **10 to 12 green hydrogen projects** expected to be in development by the end of 2026. According to the **Chilean Association for Renewable Energy (ACERA)**, the government targets **70% of final energy consumption from renewable sources by 2030** — a significant jump from the current ~33%.

Chile's electricity sector is fully **liberalized and privately operated**, with both local and international players. **AES Andes** (a subsidiary of **AES Corp., USA**) is currently the **second-largest power producer** in the country.

The **U.S. exports over 7% of total energy equipment and components** to Chile, and American technology is valued for quality and service. Still, Chile's **open trade policy** invites strong competition from European and Asian firms.

Electricity Generation (2024)

- **68% of total electricity generation** came from **renewable sources**, including **solar and wind**.
- **Solar PV capacity reached 11 GW**, generating **19.9 TWh**, or **22.3%** of total electricity.
- **Wind capacity stood at 4.6 GW**, contributing to about **7.3%**, with **1.9 GW more under construction**.

Regulatory Environment

Chile's energy sector operates within a **liberalized and highly regulated framework**, overseen by the **Ministry of Energy** and key agencies like the **National Energy Commission (CNE)** and the **Superintendency of Electricity and Fuels (SEC)**.

- **Law 20.571 (Net Billing Law)**: Promotes distributed energy generation by allowing residential and small-scale commercial users (up to **100 kW**) to inject surplus energy from **renewables (solar, wind, etc.)** into the grid and receive credit on their electricity bills. This has spurred growth in **rooftop solar** projects.
- **Small-Scale Solar Tariffs**: For solar projects under **9 MW**, tariff revisions and long permitting timelines have **slowed deployment**, particularly for PMGD (Small-Scale Distributed Generation Sources) projects under the Stabilized Price Regime.
- **Environmental & Sectoral Permitting (SEIA)**: Energy and mining projects must undergo rigorous reviews under the **Environmental Impact Assessment System (SEIA)**, which can

be **complex and time-consuming**, especially for projects with overlapping impacts (e.g., water use, indigenous lands, or national parks).

- **Hydrogen & Storage Regulation:** Chile is drafting **new regulatory frameworks** for **green hydrogen, battery storage, and flexible energy systems**, with pilot projects underway and international cooperation.

Opportunities for Virginia Exporters

- Wind turbines
- Photo voltaic panels and inverters
- Battery storage systems
- HV-AC & HV-DC transmission line cables and converter stations
- Transmission line monitoring equipment
- Electrolysis plants, equipment, and parts
- Hydrogen storage and transportation equipment
- Carbon footprint reduction services and technology
- Coal power plant decommissioning services
- Smart grid technology and services
- Grid security and monitoring technologies and services
- Personal safety equipment

Trade Shows and Associations

ExpoEnergía: A local trade show featuring technological solutions for the supply, efficiency, quality, and safety of energy in the local industry.

Next Edition: November 5, 2025, at Club Hípico, Santiago.

Website: www.expoenergia.cl

EXPONOR: Chile's second-largest mining trade show also features an energy pavilion.

Next Edition: June 8–11, 2026, in Antofagasta.

Website: www.exponor.cl

Chilean Association for Renewable Energies (<https://acera.cl/>), a 140-member association including developers, generators, and suppliers of products and services, national and foreign, throughout the value chain of the Renewable Energy industry.

Chilean Association of Solar Energy (<https://acesol.cl/>), a Trade Association that brings together companies interested in promoting the development of solar energy.

Chilean Association of Power Generation companies (<https://generadoras.cl/>), an Industry Association that represents the electricity generation companies operating in Chile. It is made

up of a broad and diverse group of companies that develop, build, and operate energy projects in all the technologies present in Chile.

Chilean Association of Energy Transmission (<https://www.transmisoras.cl/>), an Industry Association that promotes the rationalization, development, and protection of the common activity of its partners, which is the electricity transmission industry. It also supports building a long-term vision regarding the role of the transmission sector to contribute to the development of Chile and its energy integration with the region.

3.5 Environmental Technologies



Overview and Trends

Chile faces significant environmental pressures—from drought-driven wildfires to air and soil degradation—creating growing demand for innovative environmental technologies:

- **Climate Vulnerability:** The country is highly susceptible to climate impacts—low-lying coasts, arid zones, drought, air contamination, urban pollution, and endangered ecosystems have all posed increasing challenges. A devastating wave of 162 wildfires in 2024 burned 43,000 hectares and killed 131 people—Chile’s worst such disaster to date.
- **Air Pollution:** While not among the world’s most polluted, Chile ranked **62nd out of 138 countries** for PM 2.5 air pollution in 2024. In southern regions, heating with wood contributes to over 80% particulate pollution.
- **Waste Management:** Chile generates over **19.6 million tons of solid waste annually**, but only **10% is recycled**, despite a 33% recyclable rate. New legislation under the Extended Producer Responsibility (Ley REP) has expanded obligations to include textiles and sets recycling targets, reinforcing the need for waste solutions.
- **Water Scarcity:** The agricultural sector alone consumes **72% of the total water**. Mining now relies on **11 desalination plants**, comprising 25% of their freshwater usage.

Regulatory Environment

Chile's regulatory environment for environmental technologies is becoming increasingly structured, with an emphasis on **climate resilience**, **circular economy**, and **compliance-driven investment**. The Ministry of the Environment (MMA), Ministry of Public Works (MOP), and the Superintendency for the Environment (SMA) are key institutions driving environmental regulation and enforcement.

Key elements include:

- **Extended Producer Responsibility (Ley REP, Law 20.920):**
This law mandates that importers and producers take responsibility for the collection and recycling of six priority products (including packaging, batteries, electronics, lubricants, and tires). In effect since **2023**, it creates enforceable recycling goals and promotes public-private recycling systems.
- **Water Code Reform (2022):**
Though Chile's 2022 constitutional reform was rejected, Congress passed amendments to the **Water Code**, prioritizing **human consumption**, ecosystem preservation, and adaptive water governance. Water rights remain transferable but with **increased regulatory oversight** and expiration clauses for unused rights.
- **Environmental Impact Assessment System (SEIA):**
Infrastructure and industrial projects must comply with Chile's **SEIA** framework, which assesses environmental risks and mitigation plans before project approval. This has become a critical entry point for foreign suppliers offering **ESG-compliant technologies** or environmental consulting.
- **Climate Change Framework Law (Law 21.455, 2022):**
This law institutionalizes Chile's goal to reach **carbon neutrality by 2050** and includes binding adaptation and mitigation plans at national, regional, and sectoral levels. It encourages public procurement of **low-emission technologies** and mandates greenhouse gas (GHG) reporting for high-impact sectors.
- **Circular Economy Roadmap (2021–2040):**
This long-term plan sets progressive goals for waste reduction, reuse, and recycling, aiming to **cut industrial and construction waste** by 70% by 2035. It creates strong incentives for technologies supporting **sustainable construction**, **waste sorting**, and **material recovery**.

Opportunities for Virginia Exporters

Chile's escalating environmental challenges are sparking demand for:

- **Clean air solutions:** sensor-based pollution monitoring, low-emission heating alternatives, and urban green infrastructure.
- **Advanced waste systems:** recycling tech, organic waste processing, and producer-led collection networks.

- **Water innovation:** desalination, wastewater reuse, and efficient irrigation systems for water-scarce regions.

Government Incentives:

- **Desalination for Human Consumption (Coquimbo Region):**

The Ministry of Public Works (MOP) issued a tender in **July 2025** for a **US\$ 350 million** desalination plant in Panul to supply water to over 400,000 residents. Construction begins in **2026**, with full operations expected by **2029**. The facility will have an initial capacity of **800 liters per second**, expandable to **1,200 l/s**.

- **Rural Water Systems (APR):**

APR systems continue receiving significant support. In **2025**, the Public Works Ministry plans to invest approximately **US\$ 25.2 million** in developing and modernizing potable water infrastructure in rural communities across the central-south region.

- **Reservoir Construction & Drought Response:**

- Under the 2021 Drought Plan, MOP had slated **US\$ 6 billion** toward building **26 reservoirs** nationwide to enhance water storage and irrigation capability. Additionally, feasibility studies for some reservoirs remain underway.

- **Water Governance & Monitoring (World Bank–Backed Program):**

- A **US\$ 250 million** water transition program funded by the World Bank (signed July 2024) aims to strengthen water resource management through digital registry modernization, expanded hydrochemical monitoring, and improved basin-level governance.

- **Construction Waste Reduction:** Nearly **30% of construction materials** are wasted, prompting a roadmap toward improved design, modular building, and construction management tools. The drive toward a **70% reduction in C&D waste by 2035** opens opportunities for **sustainable construction solutions**.

Summary Table

Incentive Area	Latest Update (2025–2026)
Desalination (Coquimbo)	Tender issued July 2025; construction from 2026; operations by 2029
Rural APR Systems	US\$ 25M investment in 2025 for sustainable community water supply
Reservoir Construction	Part of 2021 plan: US\$ 6B for 26 reservoirs; studies ongoing
Water Governance & Monitoring	US\$ 250M World Bank program signed in July 2024
Construction Waste Reduction	Alignment with 2025–2035 roadmap for lowering C&D waste by 70%

Trade Shows and Associations

International Congress on Water Management in Mining & Industrial Processes: A specialized event focused on sustainable water use, efficiency, and innovation in mining and industrial processes. It brings together experts, technology providers, and companies tackling Chile's pressing water challenges.

Next Edition: October 7–9, 2025, in Santiago.

Website: www.gecamin.com/water2025

Hyvolution Chile – Green Hydrogen Summit: Latin America's most important platform for clean hydrogen development, showcasing cutting-edge energy and environmental technologies for decarbonization. It draws global energy leaders, innovators, and public institutions.

Next Edition: September 2–4, 2025, in Santiago.

Website: www.chile.hyvolution.com

Latin America Energy Summit – Chile: It gathers decision-makers from the public and private sectors to discuss Chile's clean energy transition, including renewables, grid infrastructure, and decarbonization initiatives.

Next Edition: Likely April 2026 (TBD), in Santiago.

Website: www.latamenergysummit.com

Agencia de Sustentabilidad y Cambio Climático (ASCC) — A public-private agency under CORFO promoting clean production, climate resilience, and innovation among businesses and SMEs.

Website: www.ascc.cl

Adapt-Chile: A non-profit fostering local climate adaptation projects, solutions, and capacity building across Chile.

Website: www.adapt-chile.org

Fondo Naturaleza Chile: A public-private fund established to finance biodiversity conservation and nature-based solutions at scale in Chile.

Website: www.fondonaturaleza.org

3.6 IT & Digital Services (Cybersecurity, Cloud, IoT)



Overview and Trends

Chile stands out as one of Latin America's most dynamic and promising IT markets. The sector is expanding rapidly, driven by digital transformation, rising demand for cloud and AI services, and strong government support.

The broader Chile ICT market—which includes IT services, communications, software, hardware, and cloud—was **estimated at US\$ 17.78 billion in 2025** and is expected to **reach US\$ 26.68 billion by 2030**.

The **IT services segment**—including consulting, software development, education/training, and support—remains the largest and fastest growing, projected to hit **US\$ 4.42 billion by the end of 2025**.

With **147% mobile penetration** (over **28 million connections**) and **91% internet access**, Chile leads Latin America in digital connectivity. **5G rollout** continues to expand, further boosting demand for high-speed services.

Talent Gap & Skills Shortage: A major challenge remains the **shortage of IT professionals**—with an estimated **6,000-person deficit annually**. If unaddressed, Chile could lose **up to US\$ 13 billion in potential growth by 2030**, according to Fundación País Digital and Accenture.

Chile's cybersecurity market is expected to reach **US\$ 299 million in 2025**, and it's gaining momentum each year as both public and private sectors ramp up digital protections. By **2030**, the market is projected to grow to around **US\$ 419 million**, driven by rising digital threats, stricter regulations, and growing demand for protection across government, business, and critical infrastructure.

At the same time, **cloud computing is booming** with major investments from tech giants like **Amazon Web Services (US\$ 4 billion)** and **Microsoft (Chile Central region)**.

Together, these trends are fueling **strong and steady growth** across cybersecurity, cloud services, and connected technologies (IoT).

Regulatory Environment

Cybersecurity Legislation: Chile is advancing its **Cybersecurity and Critical Infrastructure Bill**, introduced in 2022. The bill aims to establish robust cybersecurity standards across public and private sectors. After Senate approval, the bill is now under review in the **Chamber of Deputies** (as of 2024).

The government’s national digital agenda, launched in **2022**, aims to eliminate digital inequality and modernize the public sector. As of 2024, **over 90% of public services** are digitalized, with a goal of reaching **100% by 2035**. The plan also prioritizes **cybersecurity, infrastructure development**, and **digital rights**.

Opportunities

Cloud Computing & IoT Integration

Chilean companies are rapidly migrating to the cloud to boost mobility, productivity, and data management.

Amazon Web Services (AWS) is investing **US\$ 4 billion** in a new Chilean cloud region (operational by **2026**), and Microsoft recently launched its own local region—opening doors for service providers, integration firms, and developers.

Cloud architecture, SaaS platforms, hybrid infrastructure, edge computing, and IoT deployment services.

Software & IT Services

Chile’s outsourcing market is booming, with projected software development revenues reaching **US\$ 1.87 billion in 2024**. Customized software, enterprise platforms, fintech development, ERP systems, and digital education tools.

Cybersecurity Solutions

Chile is progressing on its Cybersecurity and Critical Infrastructure Bill, and companies are investing heavily in securing networks and operations. Threat detection, endpoint security, managed services, encryption, cloud security, and compliance tools.

Area	Insight
Threats	Ransomware continues unchecked globally; Chile lacks recent disclosure, but the trend emphasizes urgency.
Regulation	Law 21.663 marked a turning point — operational since January 2025, and fully actionable since March 2025.

Area	Insight
Governance	ANCI is fully operational and leads oversight, incident reporting, and enforcement across critical sectors.
Action Plan	The National Cybersecurity Policy 2023-2028 has transitioned from vision to implementation via Resolution No. 28.

Artificial Intelligence (AI)

With 70% of Chilean firms already applying AI in some form, there is strong interest in advanced tools for automation, analytics, and optimization. Chile's updated **National AI Strategy** will be relaunched at the **AI Summit (October 2025)**, reinforcing regulatory clarity and strategic investment. Predictive AI, machine-learning platforms, generative AI, ethical AI frameworks, and AI-powered customer experience tools.

Data Center Infrastructure

Chile aims to become Latin America's digital infrastructure hub, with **over 30 new data center projects** underway and **US\$ 4B+ in investment** expected. Modular data center components, power and cooling systems, cybersecurity, monitoring software, and green energy solutions.

Trade Shows and Associations

America Digital Latin Congress: A premier regional event covering Cloud, IoT, AI, Big Data, Fintech, e-Commerce, and Digital Marketing. Brings together over 5,000 business and tech leaders.

Next Edition: September 9–10, 2026, at Espacio Riesco, Santiago

Website: www.congreso.america-digital.com/

ACTI — Chilean Association of IT Companies: The principal trade association representing Chile's IT services industry (software, integration, consulting) and a key resource for networking and policy advocacy.

Website: www.acti.cl

Start-Up Chile: A government-backed seed accelerator under CORFO (Production Development Corporation), encouraging global tech entrepreneurs to launch ventures in Chile. Supports Chile's tech ecosystem growth and innovation.

Website: www.startupchile.org

Fundación Chile (FCh): A public-private tech "do-tank" that fosters innovation across industries—including IT—through collaborative projects and digital platforms for education and labor market tools.

Website: www.fch.cl

3.7 Mining Equipment & Machinery (Copper, Lithium, and Rare Minerals)



Overview and Trends

Chile remains a global powerhouse in mining, leading the world in **copper production** and ranking second in **lithium output**, thanks to its vast mineral reserves and well-established mining infrastructure.

Metric	Updated 2024 Value
Copper Production	~5.7–5.9 million tons
Codelco Share of Copper	~1.33 million tons (6.3% globally)
Lithium Production (LCE)	~285,000 tons (2024), rising to 305,000 t (2025 est.)
Mining Contribution to GDP	~18% (broad sector)
Mining Share of Exports	>55% of total exports
Global Share – Copper	~24–25%
Global Share – Lithium	~25–30%
Ownership Split	~72% private / ~28% state (Codelco)
Key U.S. Companies	Freeport-McMoRan, Albemarle

- In **July 2025**, a major expansion of the **Mantoverde copper mine** was approved.
- **Antofagasta Minerals** announced **US\$ 3.9 billion** in upgrades and expansion.
- The sector includes **3,000+ suppliers**, generating over **US\$ 13 billion** in combined sales.
- The **U.S. supplies ~20%** of mining parts and equipment, highly valued for quality and reliability.
- Surging global demand for **copper and lithium**—driven by the growth of **electric vehicles (EVs)** and **renewable energy**—is reinforcing Chile’s importance as a strategic supplier.
- Chile also leads in **iodine, sodium nitrate, rhenium, and potassium nitrate** production.
- Mining companies are investing in **desalination plants, clean energy, and automation**.

- As of 2023, **63% of mining electricity** is from renewable sources.
- **~75% of water** used in mining is recycled, and total water use is below 4% of national consumption.

Regulatory Environment

A new **tax reform** includes a revised royalty scheme, raising the sector's effective tax burden to **44.7%**.

Debate continues over the **future regulatory framework for lithium**, as the government considers public-private partnerships and adjusts concessions.

Opportunities for Virginia Exporters

- Processing equipment & automation
- Water-efficient & desalination systems
- Environmental compliance & tailings management
- Off-road transportation parts & equipment, bulldozers, scrapers, and trucks, 360 degree revolving excavators, crushers; grinders and parts for rock cutters, cranes and screening machine parts, underground mining technology equipment, services, and parts, desalination plants, equipment and parts, and monitoring technology, air pollution abatement, technology, services, and parts, tailing pond monitoring technology, services, and parts, carbon footprint reduction services, technology, and parts, personal safety equipment.
- For the 2022-2026 period, according to Chilean Copper Commission (COCHILCO), a total of US\$ 24.6 billion in investment projects are under execution. Of these US\$ 23.6 billion are brownfield and US\$ 1.0 billion are greenfield. Over half of the investment will be spent by state-owned Codelco. The remaining investment is expected to be undertaken by private mining companies.

Trade Shows and Associations

EXPOMIN: The world's largest mining trade show outside the United States, featuring over 1,200 exhibitors and a strong international presence. The U.S. Pavilion hosts approximately 60 exhibitors. The event takes place biennially (every two years).

Next Edition: 2027, in Santiago, Chile

Website: www.expomin.cl/en/

EXPONOR: Chile's second largest mining trade show, held in the heart of the country's mining region. Features innovations in mining technology and sustainability. The U.S. Pavilion includes around 40 exhibitors.

Next Edition: June 8 – 11, 2026, in Antofagasta, Chile

Website: www.exponor.cl

SONAMI: National Mining Society representing medium and small mining companies across Chile. Advocates for industry development and sustainability.

Website: www.sonami.cl

Consejo Minero de Chile A.G.: Chilean Mining Council representing large-scale mining companies and promoting industry dialogue, regulation, and sustainability.

Website: www.consejominero.cl/en/home/

COCHILCO – Chilean Copper Commission: Public technical body providing research, regulation, and advisory on copper and mining policy for the Chilean government.

Website: www.cochilco.cl

APRIMIN – Association of Industrial Mining Suppliers: Trade association representing key mining suppliers and service providers, promoting high standards and innovation.

Website: www.aprimin.cl

AIA – Antofagasta Industrial Association A.G: Regional association fostering industrial and mining development in northern Chile, organizer of Exponor.

Website: www.aia.cl

CAMMIN: The Chilean Mining Chamber promoting collaboration, sustainability, and dialogue across the national mining sector.

Website: <https://camaraminera.cl/>

3.8 Safety & Security Solutions



Overview and Trends

Chile is facing growing security challenges—from rising violent crime and arms trafficking to illegal immigration and wildfires—fueling **strong and sustained demand** for safety and security technologies.

- In early 2024, cities like Santiago faced renewed security concerns, with 22 homicides in just 10 days, prompting calls to consider military support alongside police forces
- The “**Streets Without Violence**” initiative, part of Chile’s National Policy against Organized Crime, was expanded to 46 communes, aiming to disrupt criminal networks, recover public spaces, and reduce armed violence
- A **new Ministry of Public Security**, launched in April 2025, strengthens institutional coordination for crime prevention and enforcement through its Undersecretariats of Public Security and Crime Prevention.
- The presence of **illegal firearms** is increasing, especially through **northern border crossings**.

Key Security Concerns

- **Southern Chile (Araucanía):** Escalating attacks on infrastructure linked to extremist groups.
- **Northern Chile:** Increased **illegal immigration** and border-related crime.
- **Illegal fishing** along Chile’s vast coastline also poses enforcement challenges.

Disaster & Emergency Response

Chile is highly exposed to **natural disasters**, including earthquakes, wildfires, and tsunamis: The **wildfire season** (Nov–Apr) has worsened due to drought and climate change.

Regulatory Environment

Chile has significantly updated its regulatory framework to support public safety and cybersecurity, while reinforcing human rights and transparency. U.S. companies entering the market must understand new compliance standards and leverage technology that meets updated legal and operational requirements.

Regulatory Area	Key Highlights
Private Security	Law No. 21.659 (2025) defines private security roles and mandates human rights protections. Sets requirements for surveillance, alarm systems, and personal data sharing.
Security Services	High-traffic venues (e.g., malls, pharmacies) must comply by Nov 28, 2025, or risk penalties up to US\$ 15 million or closure.
Police Use of Force	Use of force by Carabineros governed by 2019 protocols ensuring legality, necessity, and proportionality. Lethal force requires prior warning.
Cybersecurity	New Cybersecurity Framework Law (2024) created ANCI to regulate critical

	infrastructure. Also enforced: Law No. 21,459 on computer crimes, ethical hacking permitted under regulation.
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Opportunities for Virginia Exporters

U.S. technologies are highly respected in Chile, particularly in surveillance, emergency response, and crime prevention—but price competition is fierce from **European and Asian suppliers**, especially from **Spain, France, Germany, India, and China**.

U.S. firms offering **affordable, high-performance security equipment** and **emergency response technology** will find growing opportunities in:

- Surveillance systems & analytics
- Border control & access solutions
- Disaster response equipment
- Firefighting technology
- Public safety platforms
- Cybersecurity for critical infrastructure
- Surveillance & access control
- Integrated cybersecurity solutions
- Increasing demand for physical and cyber protection of mining, ports, airports, and critical infrastructure.

Trade Shows and Associations

Seguridad Expo: Latin America’s leading comprehensive security trade show, featuring cutting-edge solutions for public and private security, industrial safety, emergency response, fire safety, and cybersecurity. The event hosts thousands of professionals including security suppliers, policymakers, and tech innovators.

Next Edition: October 1–3, 2025, in Santiago.

Website: www.seguridadexpo.cl

ASIS Chile: Serves as a critical platform for security leaders—spanning corporate security, law enforcement, technology integration, and academia—to connect, learn, and promote best practices in the industry. This year (2025), ASIS Chile celebrated its 25th anniversary with over 300 security professionals attending.

Website: www.asischile.cl

Association of Private Security and Cash-in-Transit Companies (ASEVA): Represents privately held security firms and cash transport services in Chile. Key in promoting industry standards, regulatory compliance, and safeguarding best practices for private security operators.

Website: www.aseva.cl

Chilean Safety Association (ACHS): A major non-profit mutual organization in Chile, part of the national social security system. Though focused primarily on occupational risk prevention and worker safety, it holds relevance for providers of protective and safety technologies.

Website: www.achs.cl

3.9 Tourism



Overview and Trends

Chile attracts tourism via nature, astronomy, and culture, growing demand for sustainable infrastructure and technical export services.

Chile offers one of South America's most diverse tourism landscapes—from the Atacama Desert and Patagonian glaciers to world-class observatories and rich indigenous cultures.

Post-pandemic recovery is driving investments in **sustainable tourism infrastructure**, **smart mobility**, and **eco-certification systems**, creating demand for specialized **technical services** and **digital transformation** in the tourism value chain.

- **5,239,233 foreign tourists** visited Chile in 2024—marking a **40% increase** from 2023 and a **16% rise** over pre-pandemic levels in 2019. December alone saw **647,000 arrivals**, the highest monthly total ever recorded.
- Between **December 2024 and February 2025**, over **2.14 million international travelers** arrived, a **57% jump** from the previous summer and **32% higher** than the 2019 season.
- Tourism authorities project **approximately 6.1 million international arrivals**, a further **16.4% increase** compared to 2024 and **35% above** 2019 levels.
- In early 2025, **Argentines accounted for 60% of visitor arrivals**, while **U.S. travelers comprised over 13%**.

Regulatory Environment

Chile's tourism sector is guided by the **Undersecretariat of Tourism** under the Ministry of Economy.

Strategic priorities include **sustainable destination management**, **public-private collaboration**, and the **National Strategic Tourism Plan 2023–2035**, which emphasizes digital tools, infrastructure resilience, and sustainable certification. Foreign companies may partner with local operators and must comply with **municipal-level permits**, environmental norms, and labor laws for professional services.

Opportunities for Virginia Exporters

- **Engineering, Architecture & Urban Design** for eco-lodging, trail systems, and sustainable infrastructure.
- **Consulting in Smart Tourism** (e.g., route planning apps, signage, waste management).
- **Professional Services Outsourcing** for reservation platforms, digital marketing, and experience design.
- **Training Programs** for adventure tourism, customer service, and sustainable hospitality management.

Trade Shows and Associations

FITVAL – Valparaíso International Tourism Festival: A regional platform highlighting sustainable and cultural tourism innovations.

Next Edition: April, 2026 (biennial)

Website: www.fitval.cl

ACHET – Chilean Association of Tourism Companies: Chile's leading travel & tourism association, representing tour operators, travel agencies, and transport firms.

Website: www.achet.cl

FEDETUR – Federation of Tourism Companies of Chile: Umbrella group advocating for sustainable tourism development, investment, and standards.

Website: www.fedetur.cl