



BRAZIL AND CHILE TRADE MISSION

June 8-14, 2024

ACCELERATE YOUR EXPORT SALES

Please join the Conference of Great Lakes St. Lawrence Governors & Premiers (GSGP) trade mission to Brazil and Chile, June 8-14, 2024. Each mission participant will receive a customized schedule of B2B meetings with prospective customers and business partners. Mission participants will also benefit from networking events and logistical support provided by the GSGP Brazil and Chile Trade Offices.



WHY BRAZIL AND CHILE?

There was significant growth in US exports to Brazil and Chile in 2022, up 15% and 28% respectively. Sectors with high opportunity include energy, infrastructure, health, chemicals, defense and aviation, telecom, information technologies, education and fintech services.

Brazil has the largest consumer market and GDP in South America with a diversified economy. Due to complex regulatory and tax frameworks, it is often helpful for exporters to enter the market with assistance from a knowledgeable trade office, as provided by the GSGP.

Chile continues to be a strong trading partner and export market, largely due to its open market policies, zero tariffs, and solid business practices. The US and Canada both have Free Trade Agreements in place with Chile.

COSTS

Participation Fee:
US\$1,750 per person, US\$750 for each additional participant

Market Research & Customized Appointment Setting Fees*:
US\$3,300 per country

* Grant funding is available in many States to offset 50% of mission costs. In some States the market research and appointment setting is complimentary.



Recipient of the 2020 President's
"E Award" for Export Service

REGISTRATION DEADLINE
MARCH 15, 2024

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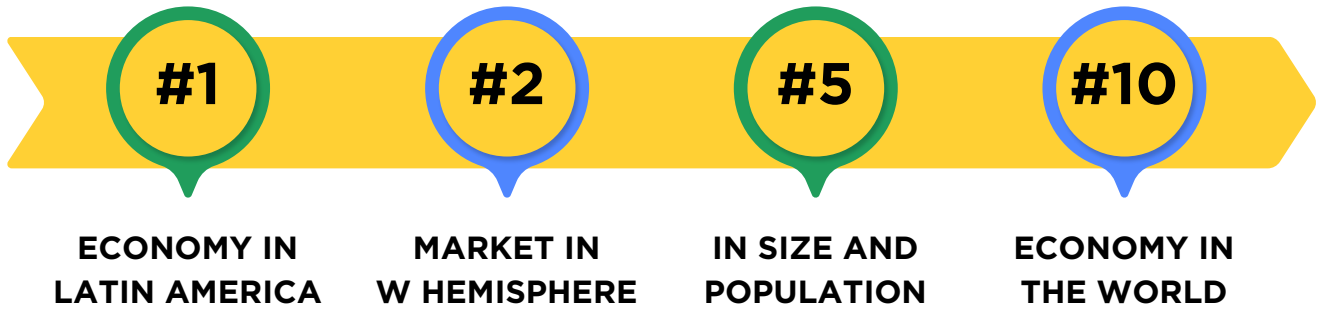
[CLICK HERE FOR MORE INFORMATION](#)

BRAZIL

A \$1.9 TRILLION DYNAMIC AND DIVERSE ECONOMY

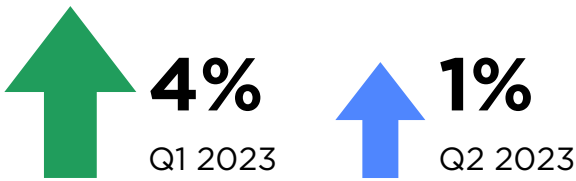
WHY BRAZIL?

Home to 3% of the global consumers, Brazil is among the world giants of mining, agriculture and manufacturing



GDP

Brazilian economy has exceeded expectations for 3 consecutive years surpassing initial 2023 forecasts



FACTORS CONTRIBUTING



Declining Inflation Rates



Thriving Export Sector



Fiscal Reforms

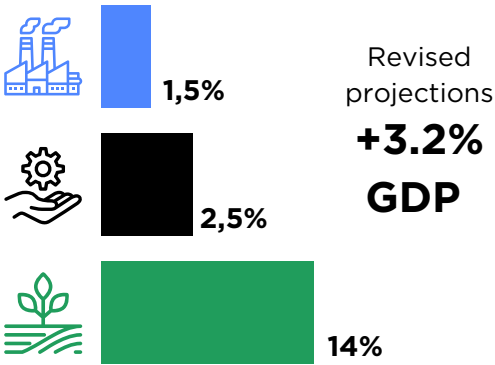


Lower Unemployment Rates



Favorable Political Environment

2023 GROWTH



BR-USA \$120.7 BILLION TRADE

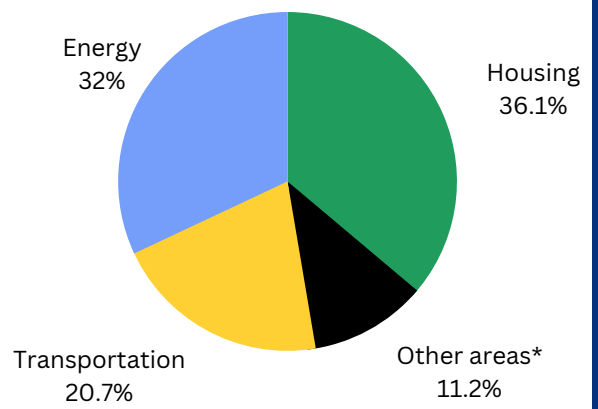


Brazil plans to engage in "privileged status" bilateral negotiations with the USA.

Geographic proximity, shared historical and cultural values, and mutual interest in the ecological transition are reasons to pursue this approach.

GROWTH ACCELERATION PROGRAM

BRL1.7 trillion 2023-2026



* Health, Education and Social Inclusion, Defense, Digital inclusion.

BEST PROSPECTS

All these factors, combined with Brazil's openness to technology, infrastructure, and capital market expansion, signal a promising economic outlook and increased opportunities for US exporters of high tech and innovative solutions in a great variety of sectors including but not limited to:

- Aerospace and Aviation | Agriculture | Chemical | Defense |
- Energy and Renewable Energy | Food&Beverage | Green Technologies |
- Healthcare | ICT | Infrastructure | Telecomm | Transportation |
- Water and Waste | Water Treatment



Chile



Santiago



Spanish



19.96 million



Gabriel Boric



756,950 sq km



Chilean peso

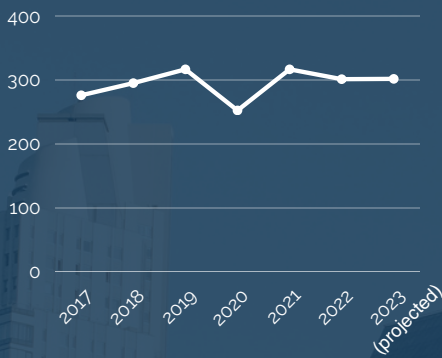


9 million

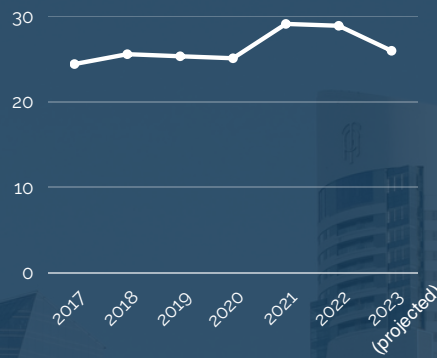


301 USD billion

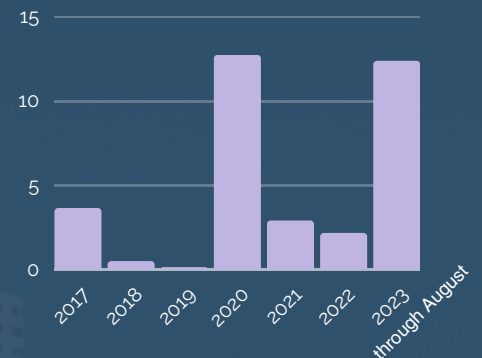
Economic indicators:



GDP (in million current US\$)



GDP per capita, PPP (in thousand current US\$)



Trade balance (in billion current US\$)

Imports:

Imports by sector (in billion US\$)



Top import destinations

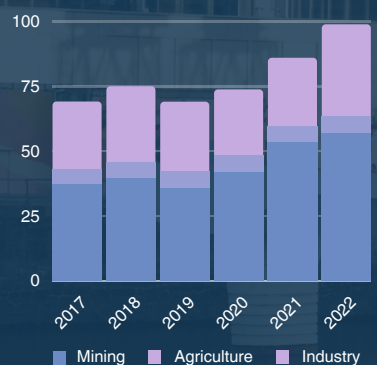
2021	2022
China	China
United States	United States
South Korea	Brazil
Brazil	Argentina

Most imported goods in 2022

1. Mineral fuels (inc. oil)
2. Vehicles
3. Machinery
4. Plastics
5. Chemicals

Exports:

Exports by sector (in billion US\$)



Top export destinations

2021	2022
China	China
United States	United States
Brazil	Japan
Argentina	South Korea

Most exported goods in 2022

1. Ores, slag, ash
2. Copper
3. Chemicals
4. Fruit & veg
5. Fish

Opportunities:



- Innovative agricultural technology in demand: sensor technology, robots, drones and non-thermal preservation.
- Artificial intelligence needed to better manage crops and increase production.



- Increasing demand for clean renewable mining technology.
- Demand for autonomous drilling and scanning capabilities.



- Demand for technology for use in smart cities: 5G, AI, Cybersecurity.
- Solar power solutions needed to meet green energy targets.



- Demand for electric public transport vehicles.
- National objective for 40% of cars and 100% of public transport to be electric by 2050.
- Demand for dual hydrogen-diesel fueled trucks.

Economic Outlook:



Why Chile?

- Chile is ranked 59th in the world for its ease of doing business.
- Important Free Trade Agreements with the EU, US, China, South Korea and Indonesia - most FTAs in the world.
- National aim to become carbon neutral by 2050.
- In 2023, the U.S. Senate approved the tax treaty between the United States and Chile. This will facilitate cross-border commerce will help mitigate double taxation.



Post Pandemic Forecast

- Strongest pandemic recovery of LATAM countries.
- Increase in tele-medicine technology imports due to low production capacity and high demand.
- Growth of SME's set to continue given Government support.
- Increasing openness of markets for agricultural products and innovation in agricultural technology.
- Increases in vegetable imports has already reached 101%.



Startups and VCs

- Cornershop, NotCo and Butterfly all reached unicorn status.
- Start-Up Chile successfully financing businesses for over a decade.
- Entrepreneurship Development Institution, CORFO, has increased its budget to US\$45 million.



Global Performance

- **#1** Copper producer worldwide
- **#1** Most economically competitive country in LATAM
- **#1** Economic Freedom in LATAM
- **#1** Renewable energy investment in LATAM
- **#1** Solar energy generation in LATAM
- **#1** Highest Credit Rating in LATAM (A - S&P)
- **#1** University in LATAM - Universidad Pontificia Católica de Chile
- **#2** Renewable energy investment worldwide
- **#5** Economy in LATAM
- **#20** Global Economy for Freedom of Doing Business
- **33** Trade Agreements