



Germany and Chile - Strategic Partners in the Mining Sector

**The Competence Centre for Mining and Mineral Resources of the
Chilean-German Chamber of Commerce and Industry, CAMCHAL**

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for Mining and Mineral
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Outlook 2016 +

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Cámara Chileno-Alemana
de Comercio e Industria - CAMCHAL

1. Concept Competence Centre for Mining and Mineral Resources



The German Chamber Network

Implementation of the German Government's Raw Materials Strategy in Chile

German Government's raw materials strategy (2010)

- Safeguarding a sustainable supply of non-energy mineral resources for Germany
- Identification of critical raw materials
- Creation of German Mineral Resources Agency - Deutsche Rohstoffagentur (DERA)

Raw material country-cooperations

- Analysis of raw material countries (market surveys) within the AHK network
- Political Agreements
- DERA as professionally competent implementing institution

Competence centres for mining and mineral resources

- AHK Chile (2012)
- AHK Canada (2012)
- AHK South Africa (2014)
- AHK Australia (2015)
- AHK Brazil (2015)
- AHK Peru (2015)

The German Mining Network



GERMAN MINING
NETWORK

Competence in Mining & Mineral Resources

- Selected, strategically relevant countries: Australia, Brazil, Canada, Chile, Peru, South Africa
- Common goals
- Close cooperation
- Quarterly newsletter published by all five centres
- Collaboration with Germany Trade and Invest (GTAI) and the German Mineral Resources Agency (DERA)

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2. The Competence Centre for Mining and Mineral Resources Chile



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Mining Country Chile



- Mining sector: Pillar of Chilean Economy
2014: 57 % of exports and 12 % of the GDP
(Source: Cochilco)
- High strategic importance for the German raw material security, great geological potential
- Copper mining capital of the world (producing 1/3 of the global copper output)
- Other relevant minerals: Gold, silver, lithium, molybdenum, iron, ~~coal~~
- Favourable environment for foreign investors

About the Competence Centre Chile

- First point of contact for Chilean and German companies and organizations interested in enhancing bilateral strategic partnerships in the mining and mineral resources sector.
- Established in 2012.
- Supported by the German Federal Ministry for Economic Affairs and Energy.
- Close Cooperation with the German Mineral Resources Agency (DERA) and Germany Trade and Invest (GTAI).
- Mandate: Support implementation of the German Government's raw materials strategy by providing market information, direct contacts and a platform to foster bilateral business partnerships.

Objective

Enhance bilateral business partnerships in the mining sector by

- Being a first point of contact for the Chilean resource market
- Providing market information on the Chilean and German mining (supply) sector
- Offering first-hand contacts into the Chilean and German resources sector
- Providing networking opportunities through bilateral industry events in Chile and Germany
- Increasing transparency on market opportunities for German companies in Chile
- Providing individualized consulting services for German and Chilean companies

Win-Win Topics in the Strategic Partnership Germany-Chile

- Concept “Mining meets Industry”: German Industry as a solution provider for chilean mining sector along the entire value-added chain.
- Chile and Germany: complementary and not competing.
- Germany as an example and partner in issues like productivity, resource efficiency, education, innovation, R&D, clusters.
- Chilean medium scale mining sector: Attractive field of action for German SMEs.
- Secondary mining: Potential for the diversification of mineral resources.

Selected Projects 2015

- Delegations & Expert Forums
 - “Process optimisation in mining: Machines, technology and automated processes - „Made in Germany”, Chile (July 2015).
 - German-Chilean Forum for Mining and Mineral Resources in Santiago “Mining Meets Environment”, Chile (November 2015).
- Supplier Directory for the mining sector.
- German Pavilion at the mining industry exhibition EXPONOR, Chile (May 2015).
- Technical Workshops
 - Chile-Germany Cooperation on Raw Materials of Strategic Economic Importance (September 2015) in Cooperation with the German Federal Ministry of Education and Research and Conicyt.
 - Seminar on Data Mining for the Chilean Mining Sector.



Cooperation Agreements

The Competence Centre for Mining and Mineral Resources signed since its foundation various Cooperation Agreements, amongst them:

- An Cooperation Agreements with the Technical Foundation of the Chilean Nacional Mining Asociation
- An Cooperation Agreement with the Advanced Mining Technology Center of the University of Chile
- An Cooperation Agreement with the German Mineral Resources Agency (DERA)

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3. Outlook 2016+



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Outlook 2016+

October:
German-Chilean
Forum for Mining
and Mineral
Resources

2016

April: Participation in
the Chilean Mining
Trade Fair Expomin

Further
development of
the German
Mining Network
with a Kick-Off-
Event in Essen
December 2016.

April: Publication
of the Supplier
Directory "Made
in Germany" for
the mining sector
2016.

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Thank you for your attention!



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