

**24 - 27 ABRIL**

PARQUE FISA SANTIAGO - CHILE

[www.expomin.cl](http://www.expomin.cl)

## **EXPOMIN PRESENTATION**

THE MAIN MINING EXHIBITION IN LATIN AMERICA

 **expomin<sup>®</sup>**  
**2023**

ORGANIZA Y PRODUCE

 **fisa**

 **GL**  
events

**17th WORLD EXHIBITION AND CONGRESS FOR  
LATIN AMERICAN MINING**



# EXPOMIN CONTENT

THE MAIN MINING SHOW IN LATIN AMERICA

**17th WORLD EXHIBITION AND CONGRESS FOR  
LATIN AMERICAN MINING**

1. THE PILLARS OF EXPOMIN
2. EXHIBITION
3. CONFERENCE PROGRAM
4. CONTACT

# 1. THE PILLARS OF EXPOMIN

Mining is a key activity in the economical income of the country

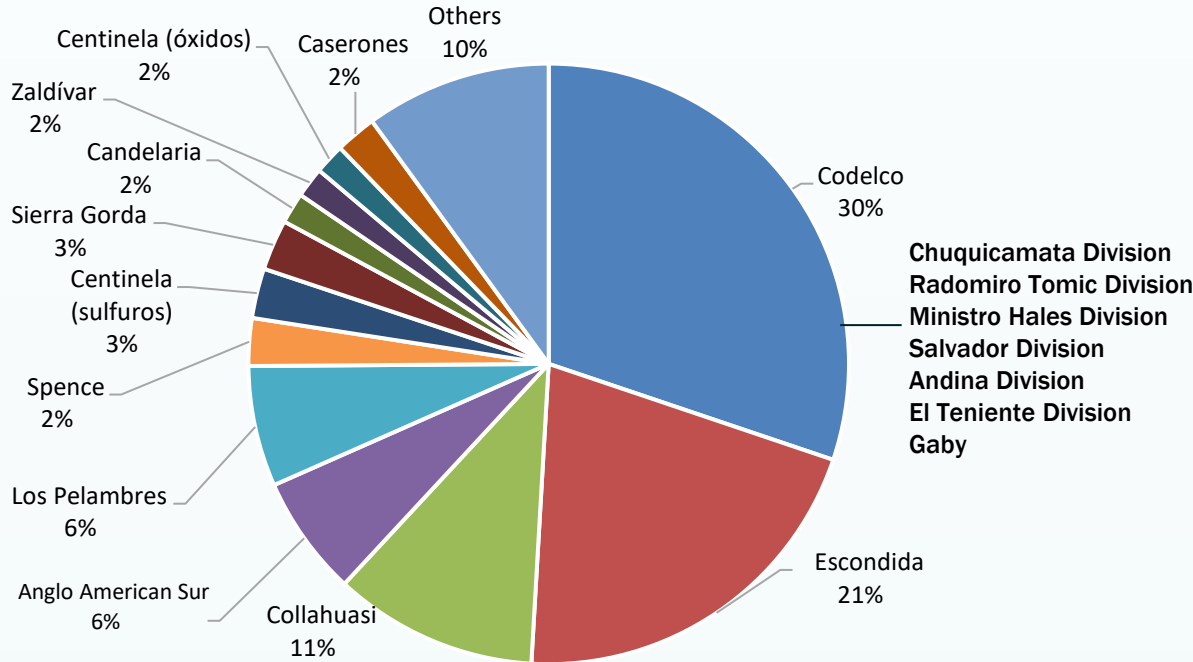
- 15% of GDP
- 62% of national exports in terms of value (+50 billion in 2021) – 91% copper
- 6% of national tax income
- About 9.4% of the workforce (direct and indirect): +800 thousand people
- +3,000 supplier companies
- 15% of national investment

> Mining production and reserves - 2020					
Main Metals and Minerals	Volume	World Ranking	% World share	% World reserves	N° main operations
Cobre de mina (Mton)	5,83	1°	27%	22%	44
Molibdeno (ton)	61	2°	20%	11%	10
Oro (ton)	36	>15°	1%	7%	10
Plata (ton)	1.242	6°	5%	5%	12
Hierro (Mton)	14,49	>13°	<1%	< 1%	4
Litio (Kton)	112,6	2°	18%	51%	2



# 1. THE PILLARS OF EXPOMIN

Copper producers: local and global players operating in Chile



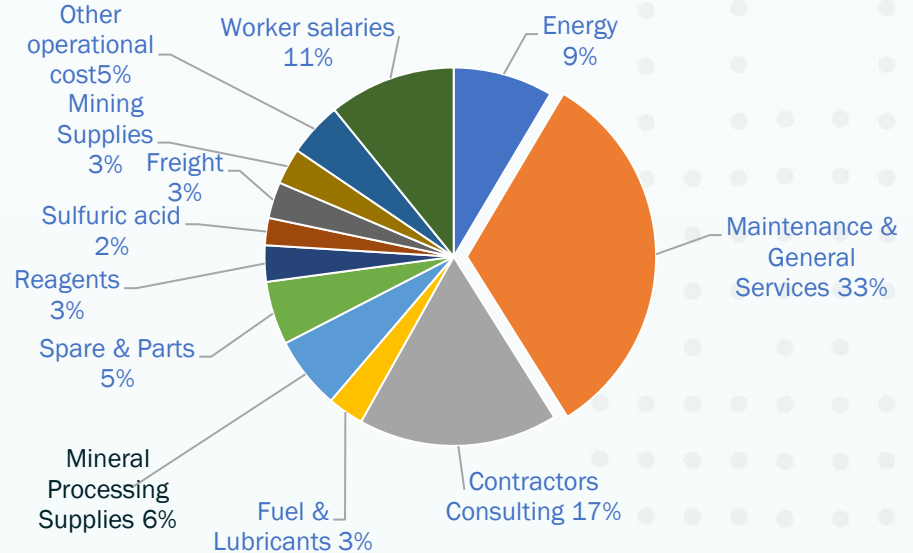
*[ Five mining companies account 75% of the Chilean copper production in 2020 ]*

# 1. THE PILLARS OF EXPOMIN

Annual Average Expenditure (2013 – 2020): Around US\$ 26 billion

*[Additionally, average annual investment of around US\$ 17.3 billion for expansions and new projects ]*

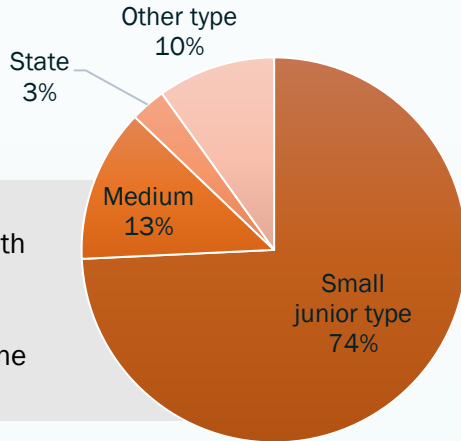
Note: this expenditure covers 95% copper, 99% Molybdenum, 56% Gold, 78% silver and 99% iron ore produced in Chile



# 1. THE PILLARS OF EXPOMIN

Exploration companies register

> In this version, 101 companies with exploration projects in Chile were identified.

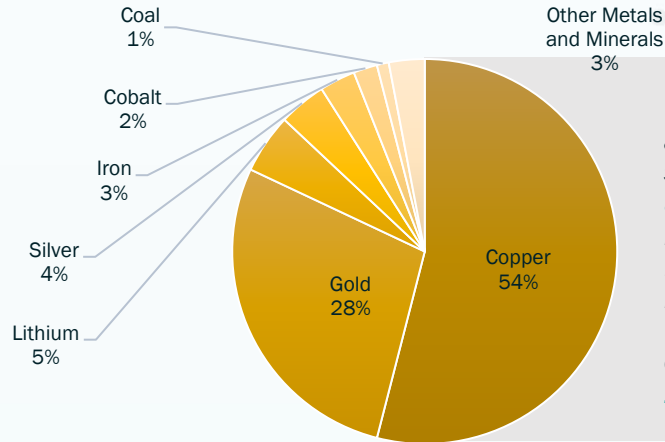


+100 companies with exploration projects (74% junior; 13% medium size; 10% joint ventures and the rest State-owned)

Source: FISA of Grupo GL events based on information from EXPOMIN 2018 exhibitors.

Register of materials explored

> 234 exploration projects were identified

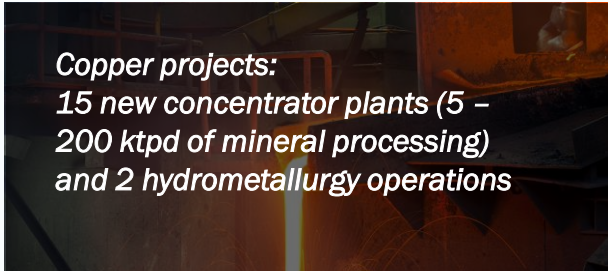


The current world budget, according to the global scenario, reached US\$ 8,328 million, with Chile leading the ranking in Latin America and maintaining the 4th place worldwide, with a mining exploration budget for 2020 of US\$ 458 million.

Source: based on information from Cochilco "List of exploration companies 2020"

# 1. THE PILLARS OF EXPOMIN

An important investment portfolio in mining



*Copper projects:  
15 new concentrator plants (5 –  
200 ktpd of mineral processing)  
and 2 hydrometallurgy operations*



**Some  
interesting  
initiatives**

- QB2, Teck
- Des. Centinela, AMSA
- Santo Domingo, Captone
- El Espino, Pucobre
- Des. Manto Verde, Mantos Copper
- Plan de Des. El Teniente, Codelco
- Sierra Gorda at 230 ktpd

**US\$ 69 billion in mining investment (2021 – 2030)**  
**(-6.9% vs 2020 – 2029)**

- Copper: 78.4% of the total
- Region: Antofagasta (30%), Atacama (26%), Tarapacá (15%)
- Codelco: 27% of the total
- Investment Distribution: Brownfield 72%, Greenfield 28%
- 89% production in copper concentratee

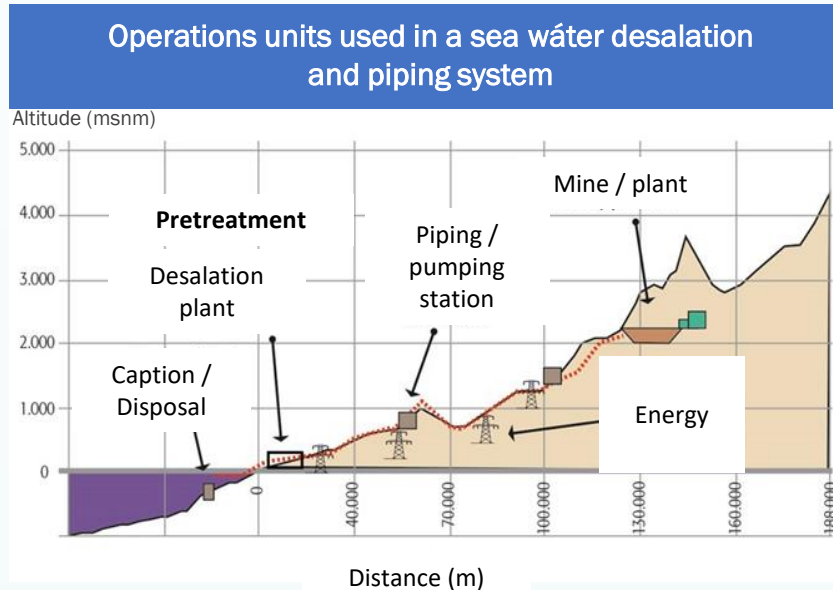


**MINING PROJECTS**

- 34 Cu and 6 Au-Ag projects
- 5 Li, 3 iron, 3 Co (by-product) projects
- 29% projects in construction
- 71% of the investment will materialize between 2021 and 2025.
- 81% of the investment in the northern part of the country

# 1. THE PILLARS OF EXPOMIN

Water: a key issue for the mining development

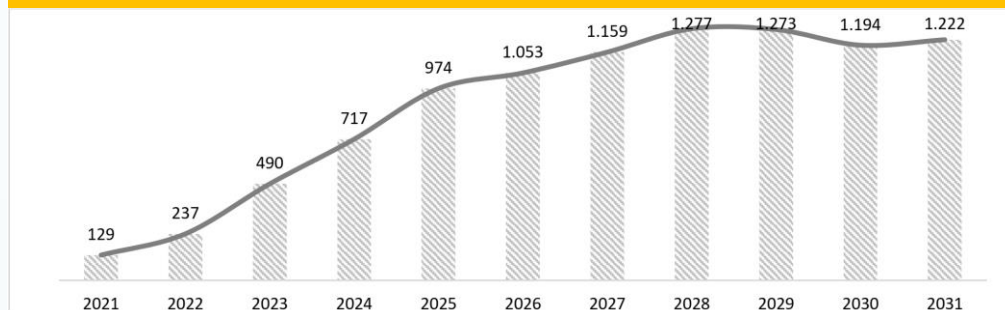


- Copper mining:
  - ✓ Consumption: increased from 18.5 a 23.3 m<sup>3</sup>/s between 2020 and 2031
  - ✓ Sea water: 31% to 47% of the total in the same period
- 10 desalination plants operating (> 120 l/s of treatment capacity) and 3 pumping systems of sea water
- Forecast: 15 new desalination plants, while pumping systems will increase from 1,100 (2020) to 2,500 km (2031)

# 1. THE PILLARS OF EXPOMIN

## Energy: consumption and investment

Projection of accumulated demand of electrical power (MW) requested by copper mining, 2021-2031



### INVESTMENT IN ENERGY:

161 projects in construction with a total capacity of 6,512 MW starting between 2021 and 2024

+US\$ 15 billion to be invested between regions Arica & Parinacota and Region Metropolitana (Santiago capital)

114 projects using solar, 17 wind, 16 hydro energy

Today, renewables energy share a 20% of the total installed capacity of electrical energy (5,600 MW)

- Mining uses 1/3 of the total energy consumption of the country.
- Consumption will increase from 25 to 33,4 TWh between 2020 and 2031:
- ✓ Concentrators: go from 54% to 67% of the total
- ✓ Desalination and discharge of sea water increases from 7 to 10% of the total
- ✓ Hydrometallurgy: down from 20% to 6%
- Antofagasta, Tarapacá, Antofagasta and Coquimbo regions share 80% of the total consumption and it will increase to 84%

# 1. THE PILLARS OF EXPOMIN

A large list of opportunities for mining suppliers

## Same challenges

- Lower Cu grade and harder mineral rock. For example, Cu grade was 1.13% in 2002, while in 2019 was only 0.67% (National average)
- Transition from oxidized to sulfided minerals (primary and secondary) in several Cu mines
- Deeper mining (ie. Chuqui underground)
- Green mining: water, energy, green hydrogen, etc.
- Productivity and Digital transformation (remote control centers in several operations)
- Circular economy: Recycling Law (ie. Mining Tyres)
- Climate change and Zero emissions initiatives
- Green copper: Copper Mark project
- Inclusion and diversity
- Tailing dams management, rehabilitation of old mining sites and metal recovery

Source: FISA Analysis using information of Mining Council AG and Cochilco

Investment costs per unit of copper production

Períod	US\$ / ton Cu fino
2006	8.100
2010	11.000
2015	17.700
2020	17.300

Operational costs in copper mining in Chile and Worldwide (cUS\$/lb)

Períod	Chile	Rest of the World
2000 - 2005	70	67
2012	223	223
2015	241	210
2018	215	184

(\*) Costs defined as C3: cash cost + Depreciation + Interest + indirect Costs

# 1. THE PILLARS OF EXPOMIN

## REPORT 2021

Expomin 2021 was held from  
October 25 to 29 in Santiago



**46,220 PRESENTIAL VISITS**

+ 15,068 visits to Expomin connect from 52 countries.



**+1,000 EXHIBITORS**

With +15,000 trade brands represented in the exhibition



**90,000 m2**

Exhibition and activations



**USD +679 MILL.**

In closed businesses, 64.4% of the negotiations



**17 SEMINARS AND +105 SPEAKERS**

From +15 countries, 72 government institutions, industry and technology companies



**5 DAYS OF THIS INTERNATIONAL LANDMARK**

\$410,277,207 in media appearances and advertising

ORGANIZA Y PRODUCE

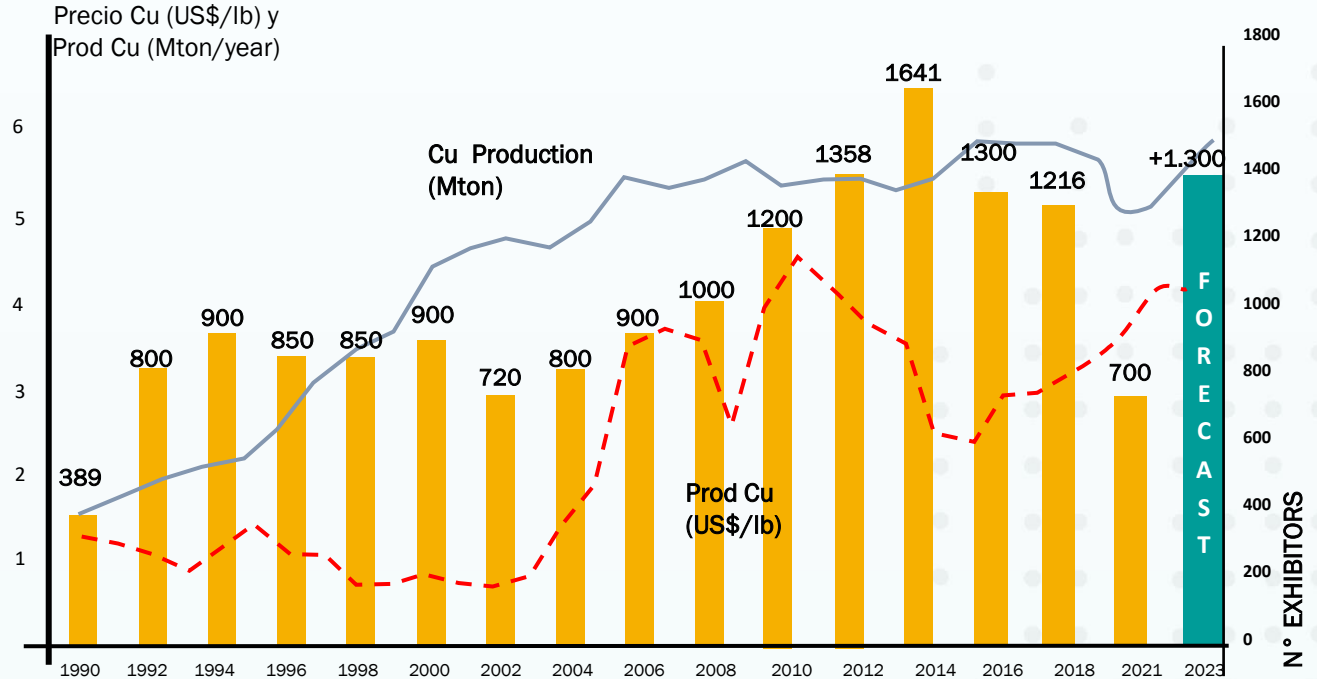


# 1. THE PILLARS OF EXPOMIN

Main platform bringing together the offer and demand of mining technology

**THE MAIN PLATFORM WHERE MINING TECHNOLOGY SUPPLY AND DEMAND MEET**

EXPOMIN has closely followed the growth of the Chilean copper mining in its 30 years



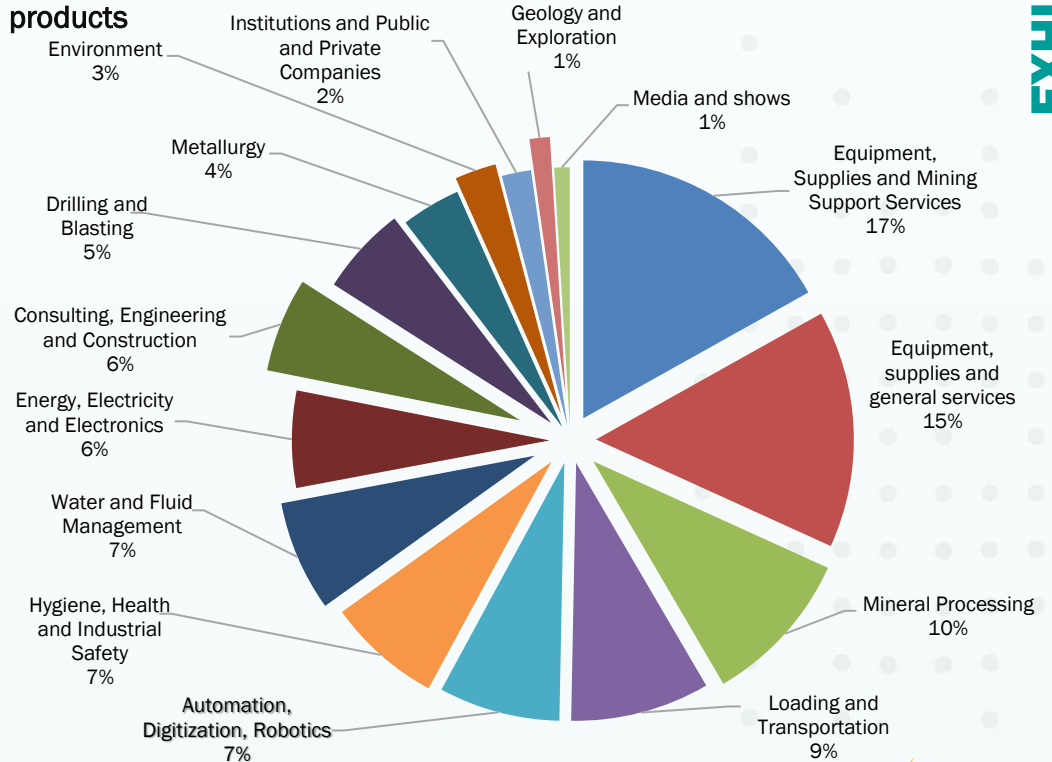
Source: FISA analysis (Cochilco data for Copper Price and production)

# 1. THE PILLARS OF EXPOMIN

Exhibitors covering all the value chain in mining

> Exhibitors Classification for business units and products

With a wide range of products and technologies that cover all business areas of the mining industry value chain



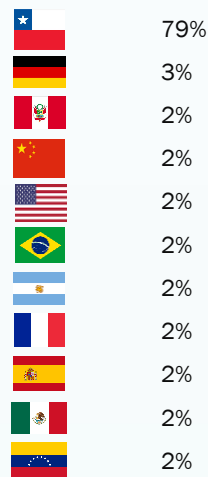
# 1. THE PILLARS OF EXPOMIN

Main International platform to search mining suppliers, even in pandemic times

**EXHIBITORS FROM  
35 COUNTRIES**  
WILL ATTEND  
EXPOMIN TO DISPLAY  
THEIR  
TECHNOLOGIES,  
PRODUCTS AND  
SERVICES

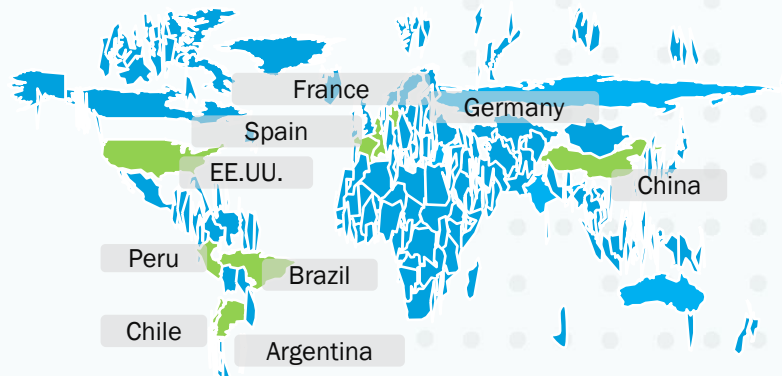
> Main 2021

## Country % Exhibitors



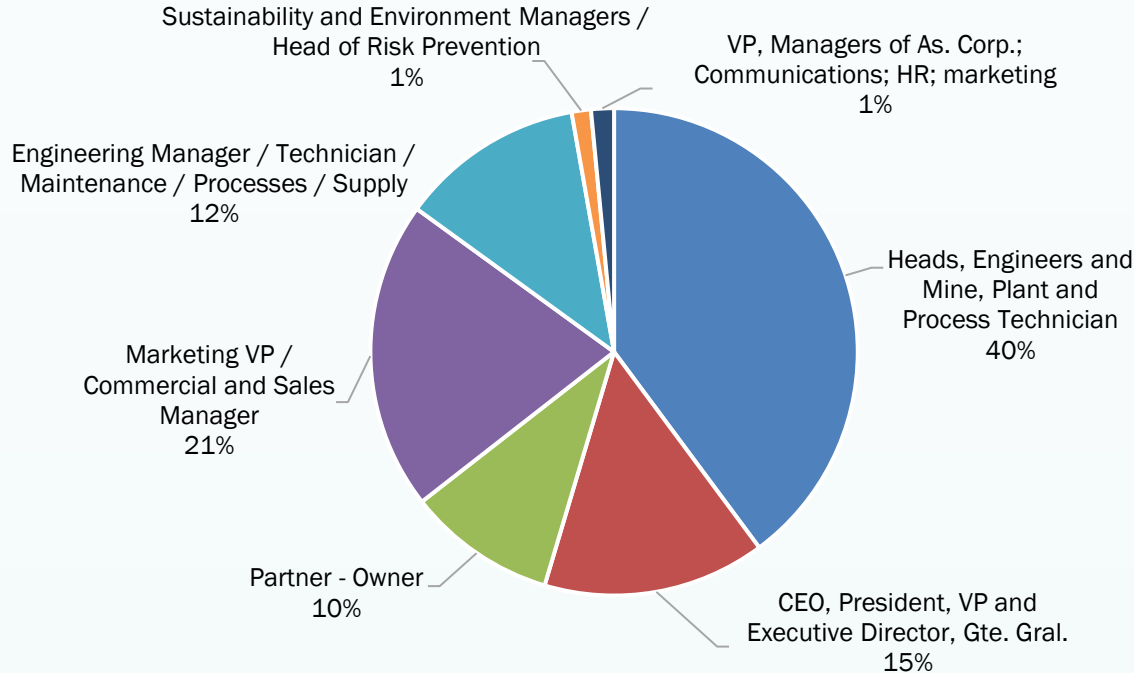
## Others

Israel  
Belgium  
France  
Australia  
Turkey  
Austria  
Italy  
Mexico  
Colombia  
Korea  
Finland  
Holland  
Czech Republic  
Russia  
Sweden  
Taiwan  
Bolivia  
United Arab  
Emirates  
Philippines  
Ireland  
Luxemburg  
Poland  
Rumania  
Switzerland



# 1. THE PILLARS OF EXPOMIN

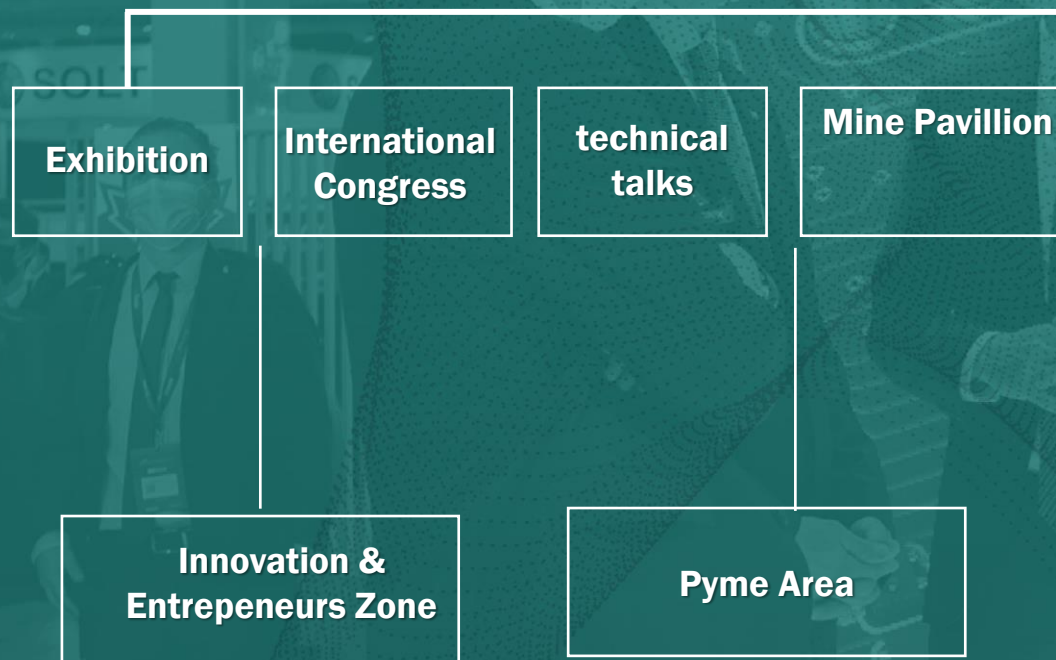
## > VISITOR PROFILE BY POSITION



**ON OVERAGE 50  
THOUSAND  
VISITS IN THE  
LAST 5  
VERSIONS**

Decision makers from the mining and energy sectors are an important target visitor for EXPOMIN

## 2. 17th WORLD EXHIBITION AND CONGRESS FOR LATIN AMERICAN MINING



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2023

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During EXPOMIN, others events are held to allow the exchange of information on the sector and the industry..

## 2. EXPOMIN 2023: NEW VENUE

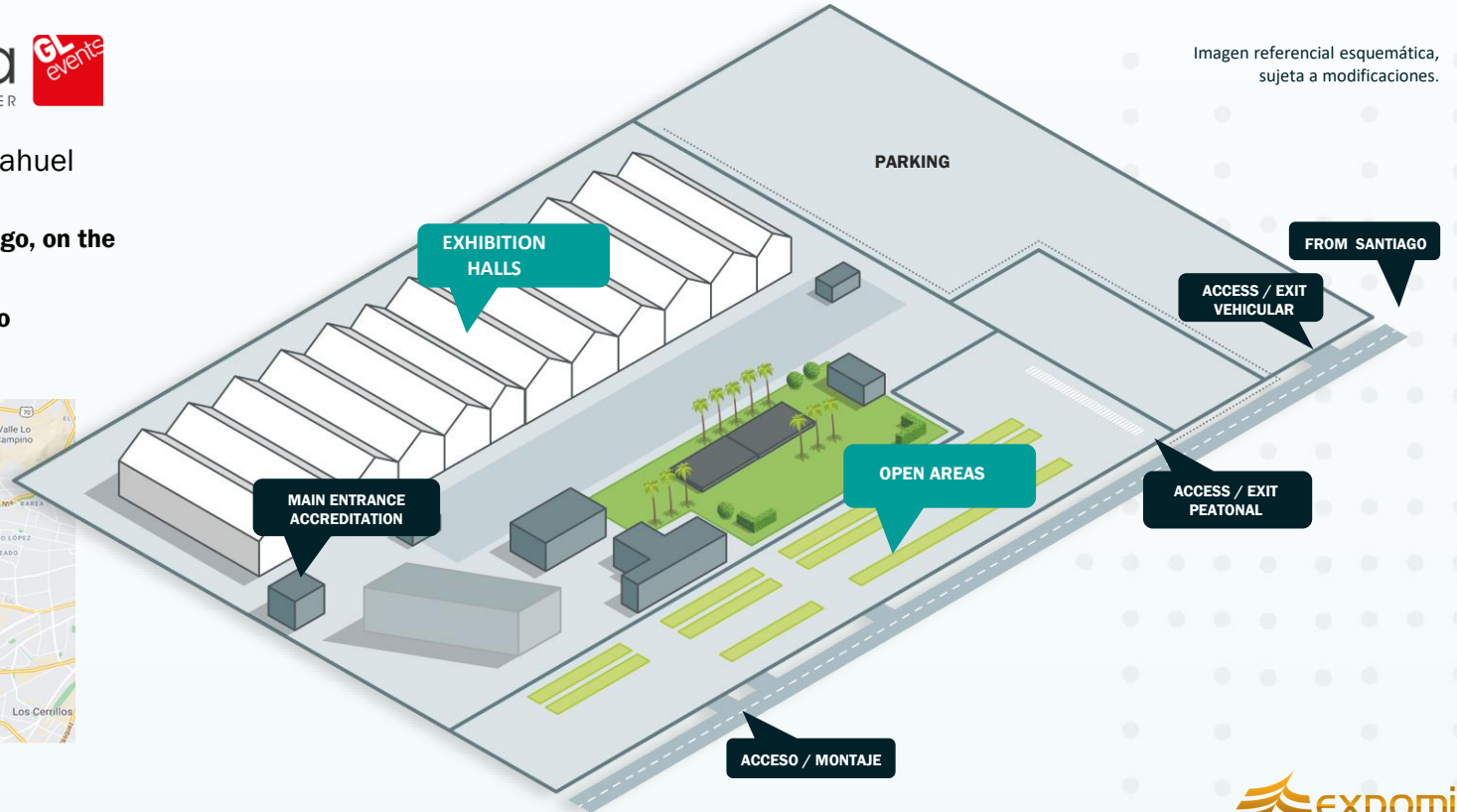
The largest international trade fair park in Santiago

ParqueFisa   
EXHIBITION & CONVENTION CENTER

 Ruta 68, Km 16, Pudahuel

**Privileged location in Santiago, on the way to Valparaiso.**

**A few minutes from Santiago International Airport.**



## 2. EXPOMIN 2023: RATES

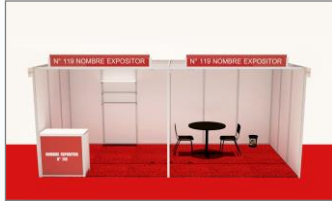


### BASIC BOOTH

USD 515 x m<sup>2</sup> + IVA

From 9 sqm

- White panels
- Aluminum pillars
- Floor color carpet according to exhibition hall
- Exhibitor's fascia
- 1 electric outlet
- 3 spotlights
- Electrical point 100w x sqm

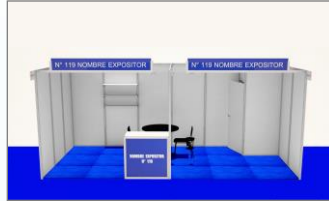


### EQUIPPED BOOTH

USD 568 x m<sup>2</sup> + IVA

From 12 sqm

- White panels
- Aluminum pillars
- Floor color carpet according to exhibition hall
- Exhibitor's fascia
- 1 electric outlet 300w
- 3 spotlights
- Electrical point 100w x sqm
- 1 small trash can
- 1 round table + 2 chairs
- 1 lockable cabinet
- 3 Reclining shelves



### FULL EQUIPPED BOOTH

USD 582 x m<sup>2</sup> + IVA

From 12 sqm

- Considera:
- White panels
  - Aluminum pillars
  - Floor color carpet according to exhibition hall
  - Exhibitor's fascia
  - 1 electric outlet 300w
  - 3 spotlights
  - Electrical point 100w x sqm
  - 1 small trash can
  - 1 round table + 2 chairs
  - 1 lockable cabinet
  - 3 Reclining shelves
  - Lockable storage room 1.0x1.0mt



### NET ÁREA

USD 423 x m<sup>2</sup> + IVA

From 200 m<sup>2</sup>

- Floor color carpet according to exhibition hall
- Electrical point



### OPEN AREA

• De 100 sqm a 199 sqm

USD 200 x m<sup>2</sup> + IVA

• Over 200 m<sup>2</sup>

USD 180 x m<sup>2</sup> + IVA

- Electrical point

### Additional fees for preferential location for halls and open areas

- 3 open face: USD 1,800
- 2 open face : USD 1,070
- complete island: USD 2,000

# CONTRACT YOUR SPECIAL PROJECTS WITH US


FISA, we offer exhibitors to take care of the design and construction of their project, to deliver it ready to be occupied by their staff. In this way, we guarantee that the stands we build comply with all trade show standards and technical regulations, eliminating exhibitor's worries and facilitating their experience.

Contact us !!

**Macarena Dominguez**  
[mdominguez@fisa.cl](mailto:mdominguez@fisa.cl)

Tenderini 187  
Santiago - Chile  
Tel: (+56 2) 2530 7000



GENERAL SPONSORSHIP EXPOMIN 2023	PRESENTA (exclusive)	AUSPICIA (2 slots available)	INVITA (4 slots available)
<b>1. PARTICIPATION IN THE EXHIBITION</b>			
Mention of special text at the inauguration (provided by the company and with a maximum of 50 words)	YES	-	-
Welcoming remarks by sponsor company at official lunch.	YES	-	-
Courtesy ticket for free access to the show	300	200	75
Courtesy ticket to attend the Opening Ceremony	10	5	5
Participation in Congress (Panel of approximately 1 hour shared. Topic to be defined together with the organization)	2	1	1
Delivery of company promotional material during the protocol lunch (at the exhibitor's expense).	YES	-	-
Corporate stand (basic two fronts)	36 m2	24 m2	12m2
Space to place 2x1 module in the welcome hall of the opening ceremony	-	-	-
Advertising activation of the company within the show for the 4 days of duration (to be defined with the organization).	YES	-	-
Parking passes	3	2	1
<b>2. BRAND PRESENCE</b>			
Executive access to Expomin VIP Lounge	YES	YES	-
Banner 150 X 80 px on <a href="http://www.expomin.cl">www.expomin.cl</a>	YES	-	-
Company logo, highlighted in official header and welcome on <a href="http://www.expomin.cl">www.expomin.cl</a> home page.	YES	-	-
Logo on screens in the hall of the opening ceremony.	YES	YES	YES
Company logo on the official invitation and digital graphics of the opening ceremony (highlighting category)	YES	YES	YES
Company logo on the fair's App (highlighting category)	YES	YES	-
Company logo on exhibitor credentials, visitors (highlighting category)	YES	YES	-
Logo on visitor registration form and accreditation voucher	YES	YES	YES
Company logo on EXPOMIN congress loop (highlighting category)	YES	YES	YES
<b>3. DIGITAL: SOCIAL MEDIA</b>			
Official sponsor on LinkedIn, Instagram, Twitter and Facebook where the company will be able to highlight its image in the context of the event.	3	2	2
Exhibitor's welcome on the event's official social media channels	YES	YES	YES
An advertorial of the company published on <a href="http://www.expomin.cl">www.expomin.cl</a> . It is also replicated in official social networks (company provides content).	YES	YES	-
Logo in an advertisement within the fair's media plan.	YES	YES	YES
<b>RATES (+TAX)</b>			
EXPOMIN CONGRESS GENERAL SPONSORSHIP		USD 21,000	USD 15,000



## 2. EXPOMIN 2023: OFFICIAL SPONSORSHIP

### SPONSORS BENEFITS (Maximum 2 companies per category with exclusivity)

LOUNGE VIP EXPOMIN 2023	SHARED
• Featured logo in graphics of each meeting room	✓
• Logo in VIP Lounge welcome graphics	✓
• Possibility of locating promotional material in the meeting rooms that have been implemented for business meetings (mini banners, pencils, notepads, others)	✓
• Use of meeting room for scheduled meetings	✓
• Banner in <a href="http://www.expomin.cl">www.expomin.cl</a>	✓
• Logo in mailing that will spread the Lounge for meeting agendas between exhibitors and visitors	✓
• Logo in VIP Lounge special sing	✓
• Image in Visitor Guide, shared with sponsor logos	✓
• Logo in Led screens located in the registration areas	✓
• Parking passes	2
<b>RATES (+ TAX)</b>	<b>USD 4,650.-</b>

### LOUNGE VIP



gtd

## 2. EXPOMIN 2023: ADVERTISING SPACES

### OFFICIAL LANYARD



It is a high impact promotional element of the exhibition, distributed to all professional visitors (Full production management by the organizer).

RATES (+ TAX)  
USD 21,000

BOOKED

### FLAGS PARKING LOTS



The first access point to this great exhibition, located in parking perimeters (Full production management by the organizer).

RATES (+ TAX)  
USD 18,000

BOOKED

### PARKING LOT PARASOLS



The first access point to this great exhibition, located in parking perimeters (Full production management by the organizer).

RATES (+ TAX)

SOLD OUT

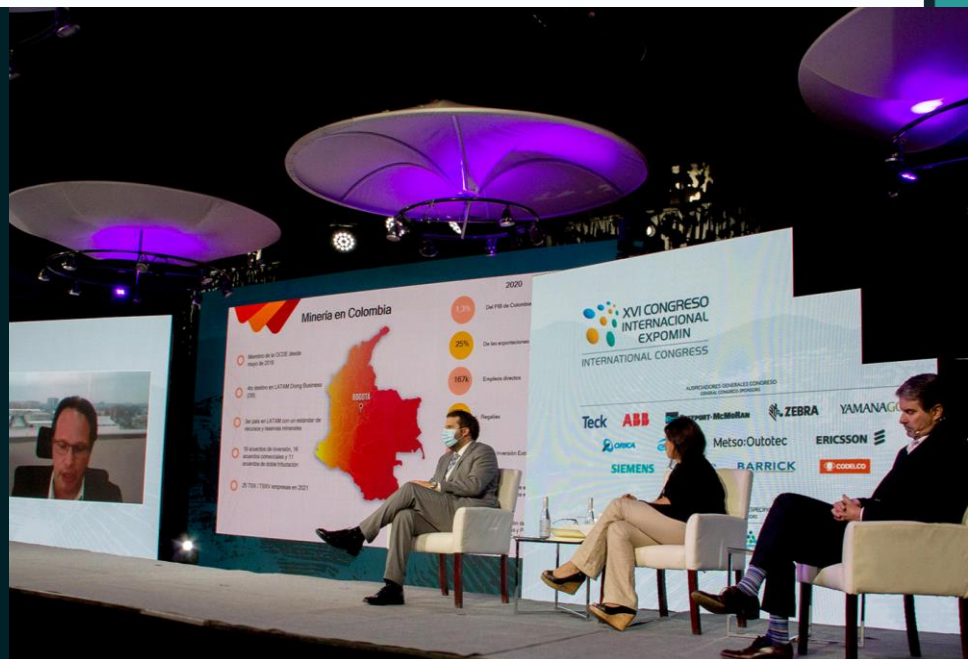
### 3. XVII INTERNATIONAL CONGRESS EXPOMIN

#### Objetives & General Schedule



## CONGRESO INTERNACIONAL EXPOMIN

- 15 sessions in 4 days (April 24 to 27)
- Strategic issues for the sector will be analyzed.
- Speakers and panelists from government, industry and technology companies from +20 countries.
- English – Spanish simultaneous translation available.
- 2021 program available on: [https://www.expomin.cl/wp-content/uploads/2021/10/v20.10.21\\_EXPOMIN\\_Programa-de-Conferencias.pdf](https://www.expomin.cl/wp-content/uploads/2021/10/v20.10.21_EXPOMIN_Programa-de-Conferencias.pdf)



# 3.SPONSORSHIP INTERNATIONAL CONGRESS

BENEFITS	GENERAL CONGRESS	BY SEMINAR
<b>1. PRIOR TO THE EVENTS</b>		
Logo during Congress's publicity campaign (print and online)	•	•
Logo on promotional brochure or presentation	•	•
Banner on the Expomin Congress section in <a href="http://www.expomin.cl">www.expomin.cl</a>	•	•
<b>2. DURING THE EVENTS</b>		
Words of appreciation during opening speech	•*	•
Passes for one or more Seminar(s) according to sponsorship category	5*	5
Digital courtesy codes for Expomin fair	80	20
Logo on presentation and/or transmission screens	•	•
Possibility to deliver gifts to attendees with a hostess in hall access	•*	•
Delivery of brochure or other material along with the work material of the attendees	•*	•
Logo in Congress or Seminar program	•*	•
Words of appreciation at the end of the activity	•*	•
Logo on graphics at congress room	•*	•
Executive access to Expomin VIP Lounge	3	•
1-2min video capsule on presentation screen and/or transmission between panels		
Advertising activation of the company within the show for the duration of the show (to be defined with the organization).		
<b>3. POST EVENTS</b>		
Logo in thank you email to attendees + Note published on the official Expomin website	•	•
<b>VALUES (+ VAT)</b>		
FOR NOT EXPOMIN EXHIBITORS	USD 16,000	USD 7,600
FOR EXPOMIN EXHIBITORS	USD 10,200	USD 4,100

- Staff and corporate gifts provided by the sponsor.

- (\*) Benefit in each of the Expomin Congress Seminars.

- Capsules and promotional videos by the sponsor



### 3. INTERNATIONAL CONGRESS: ADVERTISING SPACES

#### PLENARY LOUNGE CHAIR COVERS Exclusive



Logo on the congress chairs (qty. 300)  
(Complete production is managed by the organization)

**TOTAL (Values + TAX)**  
**USD 2,500**

**SOLD**

#### VIDEO ON SCREEN



1-2min video capsule on presentation screen and/or transmission between panels (capsules and promotional videos at client's expense).

**TOTAL (Values + TAX)**  
**USD 1,990**

- a) Launch event in Santiago, Chile
- b) Promotional activities in Lima (Peru), Buenos Aires (Argentina), among others.
- c) Organization of webinars on topics related to construction: Green construction: the future of materials; infrastructure investments in mining, railways, ports, hospitals, etc..
- d) Participation in national and international shows and congresses such as BICES (China); EXPONOR (Chile), Expomina and EXTEMIN (Peru), PDAC (Canada), among others.
- e) Dissemination for Exhibitors and Visitors :
  - ✓ Network of GL events, ProChile and Invest Chile offices around the world
  - ✓ Commercial campaign through email marketing to a broad base of national and international contacts.
  - ✓ Press, radio & TV advertising
  - ✓ Digital: Google ADS & RRSS (LinkedIn, Facebook and Instagram)



## **PROMOTION AND MARKETING CAMPAIGN 2022 - 2023**

# 24 - 27 ABRIL

PARQUE FISA SANTIAGO - CHILE

[www.expomin.cl](http://www.expomin.cl)



CONGRESO  
INTERNACIONAL  
EXPOMIN

17TH INTERNATIONAL EXHIBITION AND  
CONGRESS FOR THE LATIN AMERICAN  
MINING INDUSTRY

*!Let's talk!*

MARIA DE LOS ANGELES TRONCOSO

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ORGANIZA Y PRODUCE

