



# || PERU & CHILE ||

September 21 - 27, 2008



The Greater Miami Chamber of Commerce and the Jay Malina International Trade Consortium of Miami-Dade invite you to participate in their first ever joint outbound mission to **Lima, Peru** and **Santiago, Chile** to connect with business and government leaders, participate in briefings, networking events and to facilitate business relations between Florida and Latin-American companies.

### WHY PERU?

The Peruvian economy has grown at more than four percent per year from 2002-2006. Total bilateral trade between the United States and Peru has more than doubled in the last three years. Peru is currently enjoying a strong and stable exchange rate and is benefiting from low inflation. Investor optimism has grown as the U.S.-Peru Trade Promotion Agreement was ratified by an overwhelming majority in the Peruvian congress.

### WHY CHILE?

Sustained GDP growth, low inflation, macroeconomic stability and growing integration with international capital markets make Chile a preferred destination for U.S. business. The U.S. continues to be the largest investor in Chile and opportunities for suppliers are growing constantly. Official estimates forecast a growth on GDP of 5.5% with domestic demand outpacing output growth.

### Registration

**Early Bird (Before August 15, 2008):**  
\$600 per person (\$500 guest/companion)

**After August 15, 2008:**  
\$695 per person (\$600 guest/companion)

Deadline to finalize travel arrangement is 8-15-08

### Airfare +

*+ Subject to availability; plus taxes and fees*

**\$776(MIA-LIM; LIM-SCL; SCL-MIA) – LAN**

### Hotels per person/per night (breakfast included)

Lima: Los Delfines | \$165 + 10% service tax

Santiago: InterContinental | \$130\*

*\*Foreigners paying in USD are exempt from 19% tax in Chile*

### For information contact:

Liane Ventura  
305-577-5445  
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Americas Linkage 2008 is supported by the following organizations:





## REGISTRATION

Chile & Peru | September 21-27, 2008

### EARLY BIRD:

Delegate: \$600 pp  
Guest/Companion \$500

### AFTER AUG. 15, 2008

Delegate: \$695pp  
Guest/Companion \$600

### REGISTRATION INCLUDES:

- In-Country briefing by U.S. Embassy and U.S. Commercial Service
- Briefings with key Peruvian & Chilean economic development organizations
- Group appointments with local business organizations.
- Networking events
- Ground Transportation in Peru and Chile to official mission events
- Airport transfers to and from hotels
- Two official lunches
- Access to discounted airfare & hotel

*OPTIONAL: The U.S. Commercial Service in Santiago will offer a limited number of Gold Key Service appointments to companies interested in pre-screened matchmaking.*

*Fees: USD \$350 for New-to-Export per country for SMEs (USD \$700 for all other companies). For Gold Key Service information contact 305-577-5477*

*AmCham Lima will offer matchmaking appointments for USD \$250. Contact: Renato Poire. Tel. +51-1-705-8000*

*The Santiago Chamber of Commerce in Chile will also offer matchmaking appointment services for USD \$390. Contact: Carmen Fuentealba Tel. +56-2-3607106*

*All prices are per city per company. **Appointments should be scheduled 3-6 weeks in advance.***

### One city travel:

Participants have the option of participating in only one of the two-city programs. Registration for one city is: \$500 delegate / \$400 companion (After 8/15/08: \$600 / \$500 respectively)

## TRAVEL ARRANGEMENTS

Discounted round trip air travel rates will be provided for this mission. Reduced nightly hotel rates will be also provided through special partnerships.

All flights depart from Miami. In order to obtain the reduced airfare delegates must complete the travel registration forms provided by the Greater Miami Chamber of Commerce and ITC. Discounted rates are exclusively for mission delegates. Providers will not honor these rates if contacted individually. All hotels include breakfast.

## MISSION REGISTRATION

- Please complete **one registration form** per participant.
- Fax completed forms to Greater Miami Chamber of Commerce ATT: International - at (305) 374-7156.
- The Greater Miami Chamber will send a mission confirmation communication once registration along with payment is received and cleared (allow 5 business days).

## Mission Travel Registration

- Upon receipt of your **completed registration form** (page 3) and once payment has been cleared, **the hotel and air travel registration forms will be sent to you.**
- Hotel and air travel forms are to be returned to the Chamber no later than August 15. Please fax your completed forms to **305-374-7156**
- Airfare must be paid directly to Express Travel and hotel fees must be paid directly to the providers upon check-out a credit card is required to hold your room reservation.
- Hotel and flight availability is on a first come first serve basis. SPACE IS LIMITED.

***CHILE:** U.S. Citizens are required to pay USD \$131 per-person reciprocity fee upon arrival in Chile.*

***PERU:** Travelers to Peru will have to pay an international flight airport fee of USD \$30.50 upon departure (subject to change)*

***When making travel arrangements, please be aware of the specific airline and hotel cancellation penalties applicable.***

*If you are not a U.S. citizen please note that you might be required to obtain a visa. Please contact the appropriate consulates in Miami directly.*

## Cancellations & Refunds

All registrations are non-refundable

# REGISTRATION AMERICAS LINKAGE 2008 – PERU & CHILE

Company Name: \_\_\_\_\_  
Industry Sector: \_\_\_\_\_  
Participant: \_\_\_\_\_ Title: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_  
Website: \_\_\_\_\_  
Companion: \_\_\_\_\_ Title: \_\_\_\_\_

## COMPANY INFORMATION (check those that apply):

New to Market     Small Business     Minority     Rural Based  
Annual Sales:  < \$1 million     \$1-\$50 million     > \$50 million  
Interested in:  Buying \_\_\_\_\_  Selling \_\_\_\_\_  Other \_\_\_\_\_  
Briefly describe your company's product/services: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

State your main objective for participating in this mission: \_\_\_\_\_  
\_\_\_\_\_

Indicate types of companies you wish to meet: \_\_\_\_\_  
\_\_\_\_\_

## REGISTRATION

I am registering with the following group (check only one):  Greater Miami Chamber of Commerce  
 Jay Malina International Trade Consortium

| LIMA, PERU & SANTIAGO, CHILE  |  |
|-------------------------------|--|
| September 21-27, 2008         |  |
| (Please check all that apply) |  |
| <input type="checkbox"/>      | Delegate \$600 [Lima, Peru & Santiago, Chile] (\$695 after 8/15) |
| <input type="checkbox"/>      | Companion/Guest [Lima & Santiago]: \$500 (\$600 after 8/15)      |
| <input type="checkbox"/>      | Lima only: \$500 (\$600 after 8/15)                              |
| <input type="checkbox"/>      | Companion/Guest: \$400 (\$500 after 8/15)                        |
| <input type="checkbox"/>      | Santiago only: \$500 (\$600 after 8/15)                          |
| <input type="checkbox"/>      | Companion/Guest: \$400 (\$500 after 8/15)                        |

(By checking any box above, I agree to adhere to the Chamber's cancellation policy on page 2 - All registrations are non-refundable)

## PAYMENT INFORMATION

Amount: \_\_\_\_\_  Check enclosed payable to the Greater Miami Chamber of Commerce  
 Amex     MasterCard     Visa | Credit Card #: \_\_\_\_\_ Exp.: \_\_\_\_\_  
Name on Card: \_\_\_\_\_ Signature: \_\_\_\_\_  
Billing Address: \_\_\_\_\_

**Please complete and fax to (305) 374-7156**  
**By mail: Greater Miami Chamber of Commerce | 1601 Biscayne Blvd., Ballroom Level, Miami, FL 33132**

# TENTATIVE ITINERARY<sup>+</sup>

Lima, Peru & Santiago, Chile

September 20 - 27, 2008

## **Saturday, September 20, 2008**

- Delegation departs Miami to Lima, Peru – Lan Airlines - overnight flight

## **Sunday, September 21, 2008**

- Delegation arrives in the morning to Lima – Bus transfer to Los Delfines Hotel
- Hotel Check-in
- Afternoon and evening: Lima on your own

## **Monday, September 22, 2008**

- Morning: Presentation by the U.S. Embassy – Peru, ITC branding presentation and meetings with Peruvian business organizations
- Networking Lunch with Peruvian key organizations
- Afternoon: Program with local businesses & visitations to government offices
- Evening: Networking Reception

## **Tuesday, September 23, 2008**

- Morning: Institutional/Governmental visits (private, by invitation only)
- All day: Business meetings scheduled by delegates on their own

## **Wednesday, September 24, 2008**

- Depart Lima, Peru to Santiago, Chile
- Arrive to Santiago, Chile – Bus transfer to InterContinental Hotel - Santiago
- Evening: Own your own

## **Thursday, September 25, 2008**

- Morning: Presentation by the U.S. Embassy – Chile, ITC branding presentation and meetings with Chilean business organizations
- Networking Lunch with Chilean key organizations
- Afternoon: Program with local businesses & visitations to government offices
- Evening: Networking Event

## **Friday, September 26, 2008**

- Early morning: Institutional/Governmental visits (private, by invitation only)
- All day: Business meetings scheduled by delegates on their own
- Evening: On your own

## **Saturday, September 27, 2008**

- Depart Santiago to Miami (overnight flight)

## **Sunday, September 28, 2008**

- Early morning: arrive to Miami -end of mission

<sup>+</sup>*Draft - Subject to change*

DRAFT  
(subject to change)

# COUNTRY PROFILES



## PERU

### I. Market Facts:

- Real GDP expanded by 9.3% in the first quarter of 2008, higher than the full-year 2007 growth rate of 9%. Economic growth continued to be fuelled by double-digit domestic demand growth.
- The Ministry of Economy and Finance (MEF) released its multi-annual macroeconomic framework for 2009-11. The MEF forecasts average annual GDP growth of around 7% and average annual inflation of 2.1%.
- A. Private investment reached 25% of the GDP in 2007. High technological investment is growing fast in Peru, and will be 10% of the GDP by 2010.
- The Free Trade Agreement (FTA) with the US should continue to spur investment in the export field. Two more FTAs were signed in May 2008 with Canada and Singapore.

### II. Key industries which should attract domestic and foreign investment:

Mining and refining of minerals  
Steel  
Metal fabrication  
Petroleum extraction and refining  
Natural gas  
Fishing and fish processing  
Textiles  
Clothing  
Food processing

### III. Trade Data:

| Major exports 2007   | US\$ m     | Major imports 2007     | US\$ m     |
|----------------------|------------|------------------------|------------|
| Copper               | 7,241      | Intermediate goods     | 10,416     |
| Gold                 | 4,157      | Capital goods          | 5,885      |
| Fishmeal             | 1,456      | Consumer goods         | 3,191      |
|                      |            |                        |            |
| Leading markets 2007 | % of total | Leading suppliers 2007 | % of total |
| US                   | 18.4       | US                     | 21.7       |
| China                | 11.5       | China                  | 11.5       |
| Switzerland          | 7.9        | Brazil                 | 10.4       |
| Canada               | 6.8        | Ecuador                | 6.3        |

Source: The Economist, Online ([www.economist.com](http://www.economist.com)); CIA World Fact Book

# COUNTRY PROFILES



## CHILE

### I. Market Facts:

- GDP growth will record an annual average of 3.9% in 2008-12 on the back of continued solid investment and a good export performance. This will be supported by firms seeking to take advantage of new opportunities opened by existing and prospective FTAs.
- Inflation is likely to ease from its March high, but remain above the ceiling of the 3% ( $\pm 1$  percentage point) target throughout the year, ending 2008 at 6.3%.
- Fiscal policy will be more expansionary in the forecast period, but continued high prices for copper will enable Chile to post strong surpluses.
- With an open economy and a fiscal policy based on a structural fiscal surplus rule, Chile's macroeconomic policies will remain mostly sound in 2008-09.

### II. Key markets of opportunity:

Express shipping and delivery services  
Database development, data processing, and related services  
Franchising  
Internet services  
Architectural services  
Engineering, surveying  
Environmental engineering and public utilities  
Equipment and machinery leasing, installation, and maintenance  
Maritime transportation services  
Education and training

### III. Trade Data:

| Major exports 2007   | % of total | Major imports 2007     | % of total |
|----------------------|------------|------------------------|------------|
| Copper               | 55.5       | Intermediate goods     | 57.4       |
| Cellulose            | 4.5        | Capital goods          | 15.3       |
| Fresh fruit          | 4.1        | Consumer goods         | 19.2       |
|                      |            |                        |            |
| Leading markets 2007 | % of total | Leading suppliers 2007 | % of total |
| China                | 14.8       | US                     | 15.5       |
| US                   | 12.4       | China                  | 10.4       |
| Japan                | 10.5       | Brazil                 | 9.6        |
| Netherlands          | 5.8        | Argentina              | 9.2        |

Source: The Economist, Online ([www.economist.com](http://www.economist.com)); CIA World Fact Book, US Commercial Service - Chile