

PACIFIC ALLIANCE: INTEGRATION, GROWTH AND OPPORTUNITIES



**The Pacific
Alliance**

What is the Pacific Alliance?

The Pacific Alliance is an economic and cooperative integration mechanism between Chile, Colombia, Mexico, and Peru. Its main goal is to create a deep integration area that

fosters growth, development, and competitiveness for its member countries, by increasing the free movement of goods, services, capital, and people.



Humpback whales, Pacific Ocean



What is the combined economic significance of the Pacific Alliance?

The combined population of the four member countries of the Pacific Alliance amounts to 216 million people, nearly 37% of the population in Latin America and the Caribbean, making it the fifth most populated sub-region in the world.

In 2014, the combined GDP of Pacific Alliance member countries represented 37% of the total for Latin America and the Caribbean, which placed it as the 9th largest economy in the world.

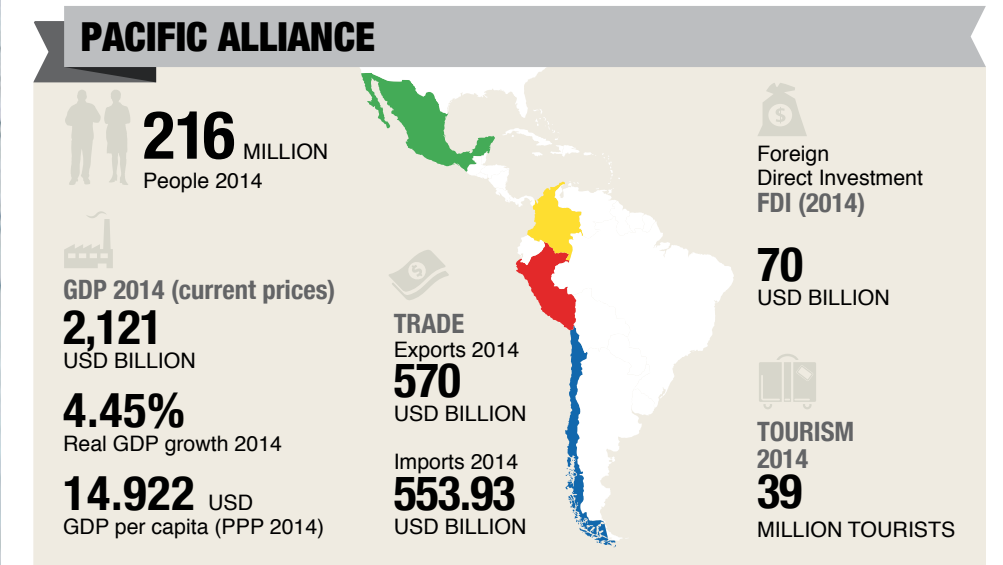
Also in 2014, the GDP showed an average

growth of 2.8%, while for the rest of the world, this figure increased by 3.4%.

The GDP per capita average of the Pacific Alliance amounted to approximately \$14,922 USD in 2014.

The unemployment rate of the member countries was 6.6%, and the average inflation rate was 3.9%, which was lower than the region's average of 5.5%.

In 2014, the Pacific Alliance hosted 38.5 millions of travelers from abroad.



Sources: International Monetary Fund (IMF), Trade Map, Ministry of Foreign Trade and Tourism of Peru, Mexican Secretariat of Tourism, Ministry of Commerce, Industry and Tourism of Colombia, National Tourism Service of Chile, and central banks of Mexico, Peru, Chile and Colombia.

NOTE: The Real GDP Growth, unemployment and inflation rate has been calculated as the average for the four countries.

Members

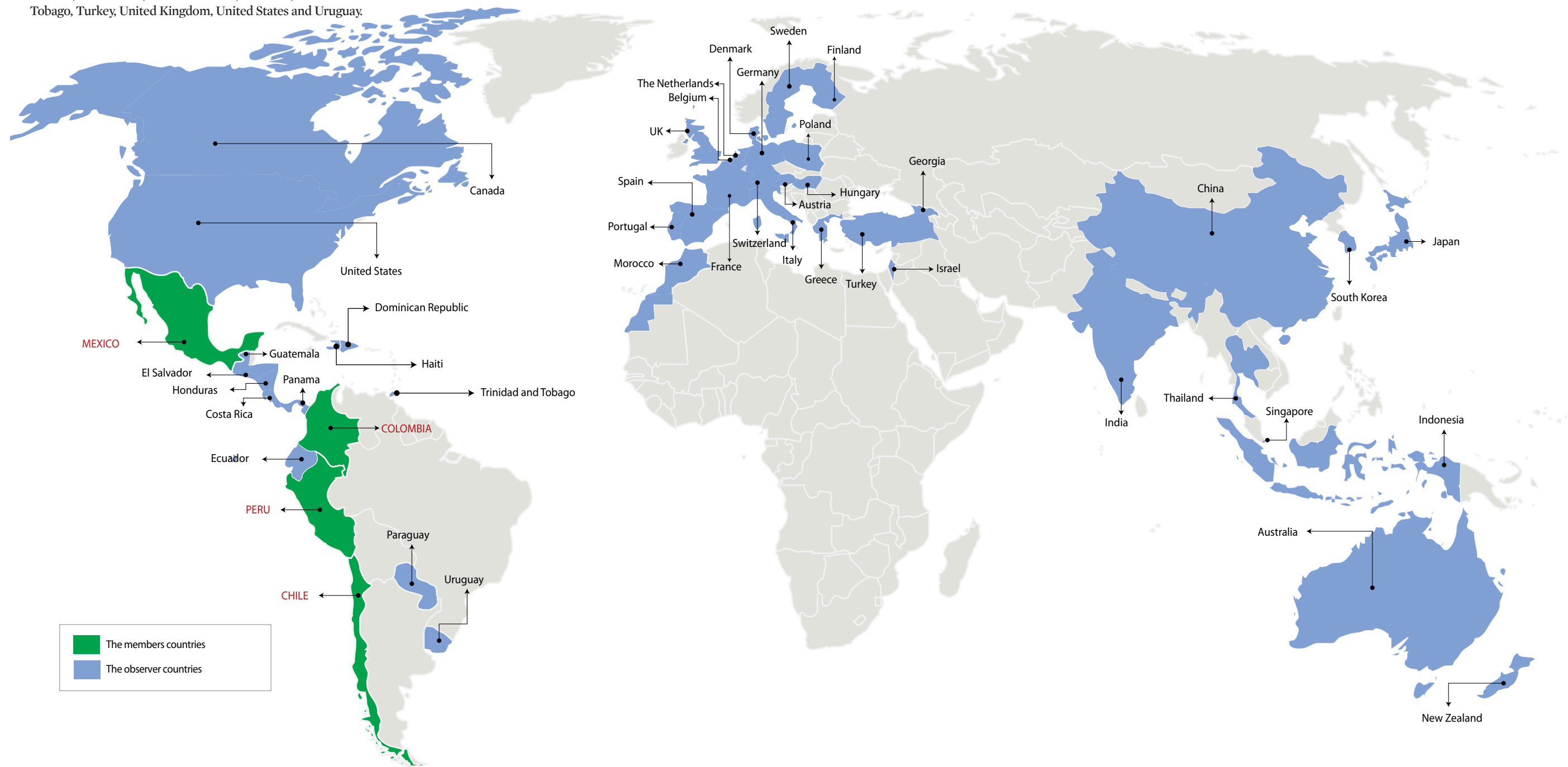
- » The member countries of the Pacific Alliance are Chile, Colombia, Mexico, and Peru.
- » The observer countries include Australia, Austria, Belgium, Canada, China, Costa Rica, Denmark, Dominican Republic, Ecuador, El Salvador, Finland, France, Georgia, Germany, Greece, Guatemala, Haiti, Honduras, Hungary, India, Indonesia, Israel, Italy, Japan, Morocco, New Zealand, Panama, Paraguay, Poland, Portugal, Singapore, South Korea, Spain, Sweden, Switzerland, the Netherlands, Thailand, Trinidad and Tobago, Turkey, United Kingdom, United States and Uruguay.
- » Panama and Costa Rica are candidates to become member countries.
- » Joint work schedules will be prepared with each observer country to address various topics, including the economy, education, innovation, science and technology, micro-, small- and medium-sized enterprises, and social development, among others.



THE PACIFIC ALLIANCE MEMBERS ARE: CHILE, COLOMBIA, MEXICO AND PERU.

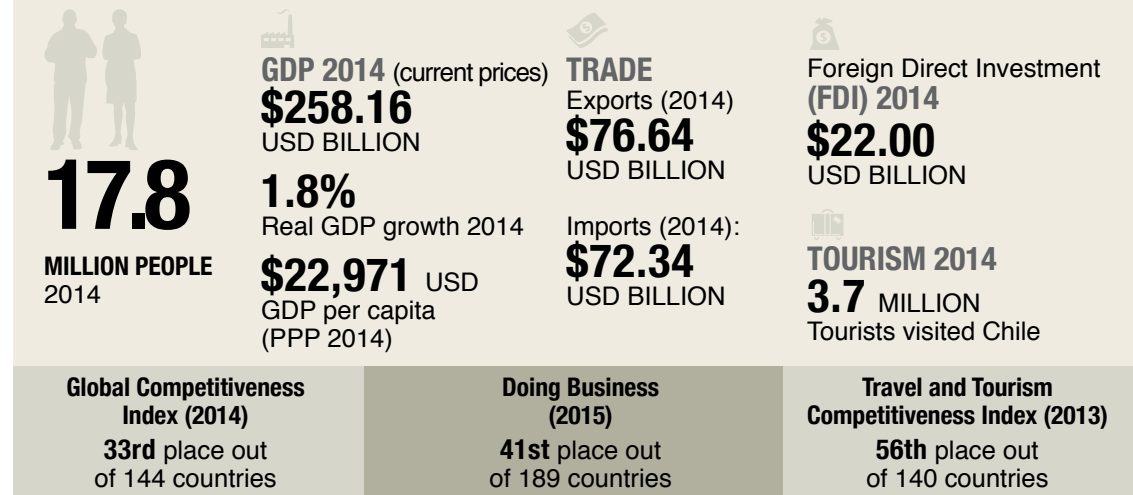


TODAY THE ALLIANCE HAS 42 OBSERVER COUNTRIES.



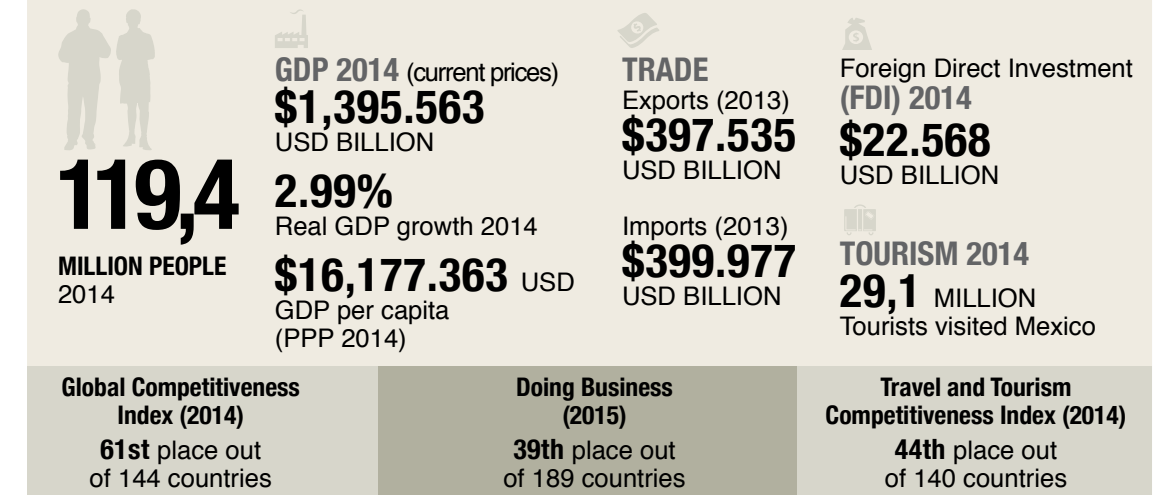
What does the Pacific Alliance represent?

CHILE



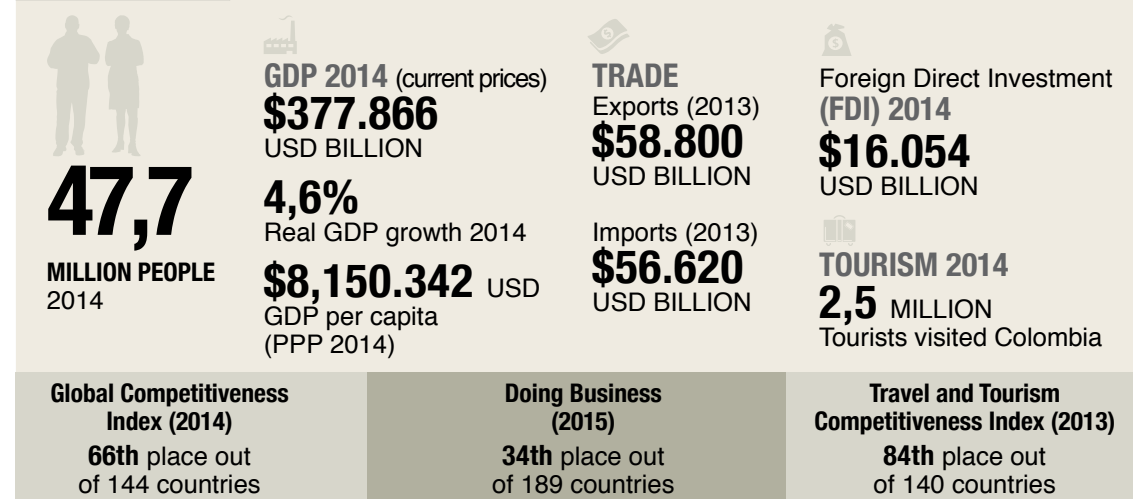
Sources: International Monetary Fund (IMF), EU, 2014, Central Bank of Chile, FDI markets, 2014

MEXICO



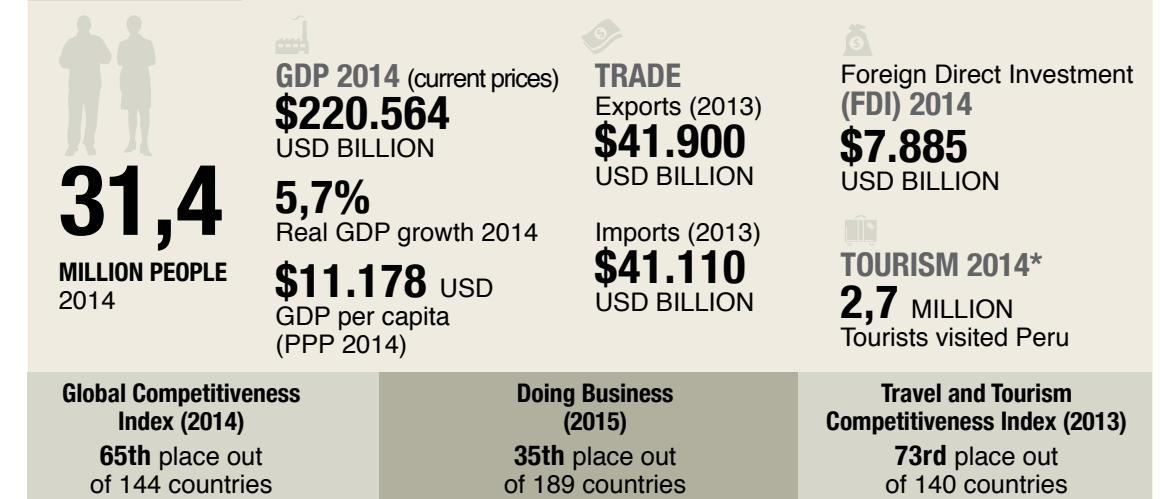
Sources: Consejo Nacional de Población, cifras estimadas con datos de INEGI y Bank of Mexico, ProMéxico, Secretaría de Gobernación, SIOM, World Economic Forum, Doing Business.

COLOMBIA



Sources: International Monetary Fund (IMF), EU, 2014, DANE, FDI markets, 2014

PERU



Sources: International Monetary Fund (IMF), EU, 2014, Central Bank of the Republic of the Peru, FDI markets, 2014. mincetur.gob.pe *Cifra a Octubre 2014.

Trade agreements entered into by the Pacific Alliance member countries

Among its top features, the Pacific Alliance is an inclusive integration mechanism that further integrates its member economies allowing the generation of production chains and global value chains, and leveraging of the FTAs that each member country has signed in the past. Therefore, it is important to list the trade agreements for each of its member countries:

Chile's Trade Agreements

In force: Free Trade Agreements (FTA): Australia, Canada, Central America (Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua), China, Colombia, EFTA, Hong Kong, Japan, Malaysia, Mexico, Panama, Peru, South Korea, Turkey, United States, Vietnam.
Economic Association: P4 (Brunei, Singapore, New Zealand) and European Union.
Partial Scope Agreements: Bolivia, Cuba, Ecuador, India, Mercosur and Venezuela.
Trade Agreement not yet in force: Pacific Alliance.

Colombia's Trade Agreements

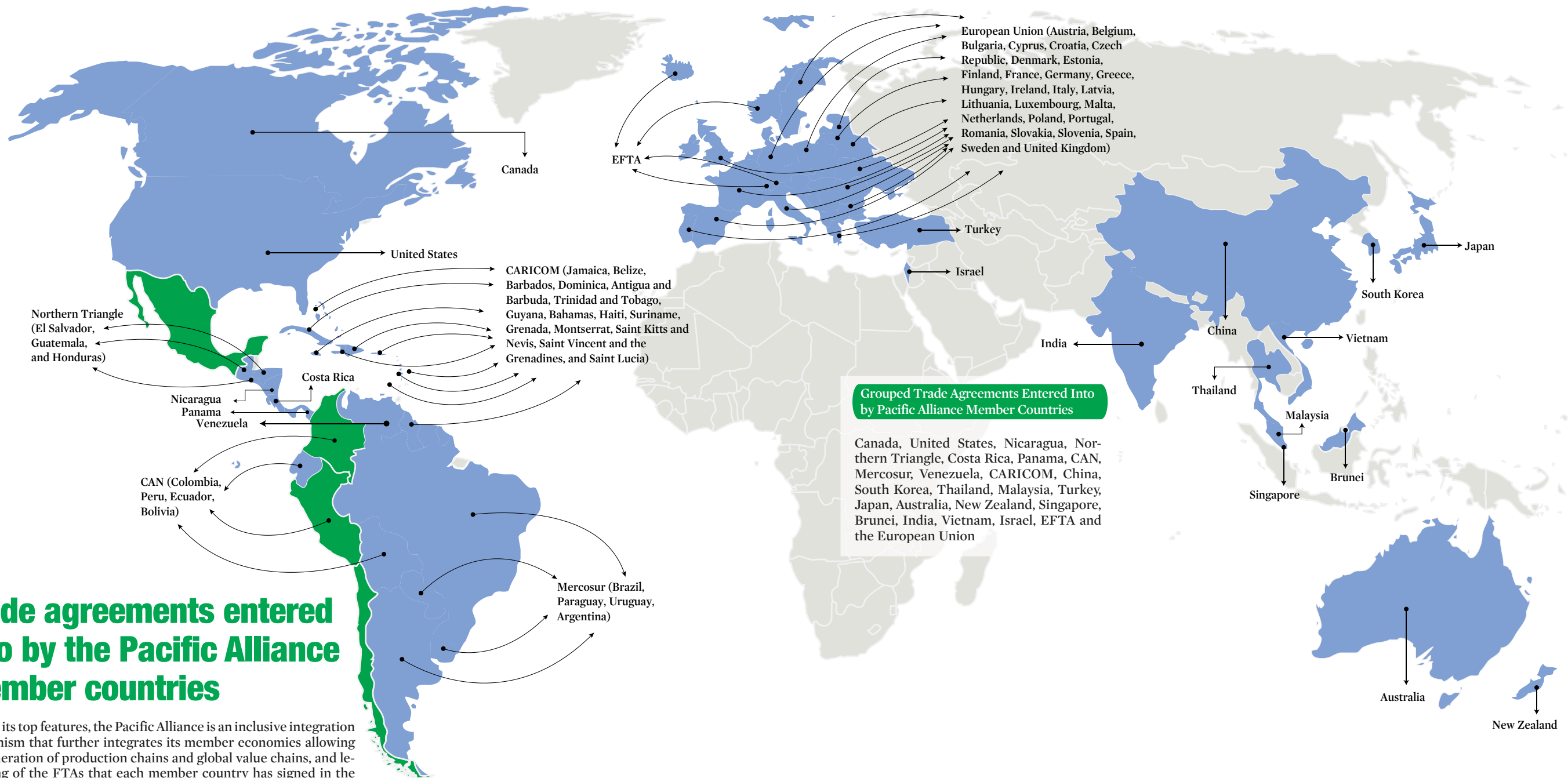
In force: Free Trade Agreements: The Andean Nations Community (CAN), EFTA, Canada, Chile, United States, Mexico, Northern Triangle (El Salvador, Guatemala and Honduras), European Union and Partial Scope Agreements: CARICOM, Venezuela, Panama, Mercosur, Costa Rica, Nicaragua.
Trade Agreements not yet in force: Republic of Korea, Costa Rica and Pacific Alliance.

Mexico's Trade Agreements

In force: Free Trade Agreements: Central America (Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua), Peru, Bolivia, Japan, Uruguay, European Union, EFTA, Northern Triangle (El Salvador, Guatemala and Honduras), Israel, Chile, Nicaragua, Costa Rica, Colombia, NAFTA (Canada, United States) and Partial Scope Agreements: Argentina, Ecuador, Panama, Brazil, Mercosur, Paraguay.
Trade Agreement not yet in force: Pacific Alliance.

Peru's Trade Agreements

In force: Free Trade Agreements: CAN, Costa Rica, European Union, South Korea, Japan, Panama, Mexico, EFTA, China, Canada, Singapore, Chile, United States, Mercosur, Thailand, Cuba and Venezuela.
Trade agreement not yet in force: Guatemala, Pacific Alliance and Honduras.



Important achievements

Capital Market Integration:

Integrated Latin American Market (Mercado Integrado Latinoamericano, MILA). It is the integration of the stock markets of the member countries. This currently operates between Chile, Colombia, and Peru. Once Mexico joins, the MILA will be the second largest stock market in Latin America, after Bovespa, in Brazil.

Interagency Agreement for the Establishment of Cooperation Measures in Consular Assistance:

The Agreement allows citizens of the four countries to receive consular assistance in countries where there is no diplomatic or consular representation of their country of origin.

Visa Elimination: Elimination of tourist visa for nationals of other Pacific Alliance countries travelling to Mexico. Elimination of business visa for nationals of the Pacific Alliance travelling to Peru.

Shared Embassies: Opening a shared embassy in Ghana; Agreement between Chile and Colombia to share embassies in Algeria,

Morocco, Azerbaijan and a diplomatic mission to the OECD in Paris; Peru and Colombia agreed to share embassy premises in Vietnam.

Cooperation as a Tool for Social and Economic Development:

The Pacific Alliance Cooperation Fund Agreement was signed, thus securing resources for cooperation projects aimed at leveraging the advantages of integration.

Health Cooperation: The Inter-institutional Cooperation Agreement between Health Authorities will remove hurdles and facilitate trade, with a focus on protecting the health of the populations of the member countries.

Student Mobility Platform: 100 scholarships per country are currently in process, some of them have already been granted: 75 undergraduate scholarships and 25 for doctoral faculty and the academic mobility of teachers. Scholarships will be gradually awarded over several contests.

Promotion Entities: Promotion activities include the following:

- » Opening of two joint promotion offices in Istanbul, Turkey, in 2012, and Casablanca, Morocco, in 2014.
- » Developing 75 joint activities since 2012 with a positive impact on 7,586 entrepreneurs in 25 countries.
- » Joint promotion at international fairs such as: Fine Food in India, Sial in France, Flavors of the Alliance in Mexico, Seoul Food.
- » Business Meeting of the Pacific Alliance as part of the VII Presidential Summit, with 400 entrepreneurs from member and observer countries.
- » First Business Matchmaking Forum (June 19-20). 486 exporters and 236 buyers from the Pacific Alliance.
- » Business Forum in New York city with 356 participants.
- » I Tour Operators Tourism Encounter
- » II Business Matchmaking Forum in Puerto Vallarta, Mexico
- » I Tour Matchmaking Forum of the Pacific Alliance



Achievements

First Additional Protocol to the Framework Agreement:

Signed on February 10, 2014, the First Additional Protocol, includes matters that are traditionally included in FTAs, supplementing, improving, updating and deepening the bilateral agreements. Thus, advances in some of the goals outlined by the four countries, such as increasing trade and investment within the Alliance, achieve scale economies, develop supply chains, and promote greater trade integration in the region to attain higher levels of competitiveness in third markets.

The protocol agreed to eliminate tariffs for 92% of the goods from the four member countries as soon as the trade agreement comes into force. The remaining 8% will have "short term and medium term" fade out.

Pacific Alliance Business Council (CEAP)

Businesspeople from of the four countries make recommendations to improve the integration process. They also promote economic-trade cooperation between the member countries and encourage joint actions towards third-party markets, particularly in Asia Pacific. The Council was formed in Mexico City on August 29th, 2012, and has held five additional sessions, due to presidential meetings: January 24th, 2013 (Santiago de Chile), May 22nd, 2013 (Cali, Colombia), September 25th, 2013 (New York, USA), February 10th, 2014 (Cartagena, Colombia), and December 8, 2014 (Veracruz, Mexico).

CEAP specific goals include the following:

- » Promote the Pacific Alliance within the member countries and within the international business community.
- » Submit recommendations before the relevant governments to improve the integration process and economic-trade cooperation among the member countries.
- » Drive and recommend joint actions and plans regarding third-party markets, particularly in the Asia Pacific region.
- » Make recommendations to business associations in the member countries, concerning cooperation topics that the Council deems advisable.

NEXT STEPS



THE NEXT STEPS FOR THE ALLIANCE INCLUDE SEVERAL PROMOTION ACTIVITIES: PARTICIPATION IN TRADE SHOWS AND INVESTMENT PROMOTION EVENTS IN DIFFERENT COUNTRIES AROUND THE WORLD.

1 Agenda - Action Plan

- » From now forward, the Alliance will continue working on the Cooperation projects, the movement of natural people strategy, and the joint labor of the four promotion agencies.
- » Additionally, the Alliance will create new working groups to discuss the following topics:
 - Intellectual Property
 - Good regulatory practice
 - SMEs
 - Experts committee to analyze the recommendations of the CEAP
 - International tax transparency
 - Technical Group for External Relations: this Group will be coordinated by Colombia and will work to consolidate the external relations strategy with both third countries and Observer States - that currently reach a number of 20.
- » In addition, the Alliance will work to jointly harness all the business opportunities arising as a result of the integration.
- » Finally, the Alliance will continue working to promote Investment and services amongst the four Member Countries.

2 Promotion Activities

- » III Business Macroround of the Pacific Alliance.
- » III Innovation and Entrepreneurship Forum LAB4+.
- » More than 20 joint investment promotion events in: Australia, Canada, China, Belgium, Germany, India, Japan, Morocco, Poland, Russia, Singapore, South Korea, Spain, Switzerland, Taiwan, the Netherlands, Turkey, United Arab Emirates, and the United Kingdom.
- » Joint participation in International Agribusiness fairs, such as: Sial China, Seoul Food, Food Taipei, World Food Istanbul, Annapoorna India, Sial Paris.



Export opportunities

The member countries of the Pacific Alliance represent a world of export possibilities: mining, agribusiness, flowers, plants, agricultural, livestock, and aquaculture and fishery products. As for manufactured goods, export opportunities include handicrafts, containers and packaging, supplies, cosmetics and toiletries, construc-

tion materials, electrical appliances, auto parts and automobiles, aerospace, biotechnology, textile and apparel, leather, jewelry and costume jewelry. And, there are also great opportunities in services, such as engineering, construction, health, software, digital animation, video games, mobile apps, and audiovisual, among many others.



AGRIBUSINESS

Chile, Colombia, Peru, and Mexico offer a wide variety of products, and leverage their complementarity, competitiveness, and value-added advantages.

Thanks to the geographical distribution of these countries, there is a wide variety of high-demand agricultural products available all year round, including:



1 » Citrus fruits, grapes, apples, kiwis, palm fruit, organic bananas, mangos, avocado pear (also known as alligator pear in some countries), and olives.

2 » A wide variety of live plants and seeds.

3 » Exotic fruits like the Cape gooseberry, known as the uchuva in Colombia, the uvilla in Ecuador and the aguaymanto in Peru. Other major fruits include the passion fruit, granadilla, yellow pitahaya, tamarillo, and yellow maracuya.



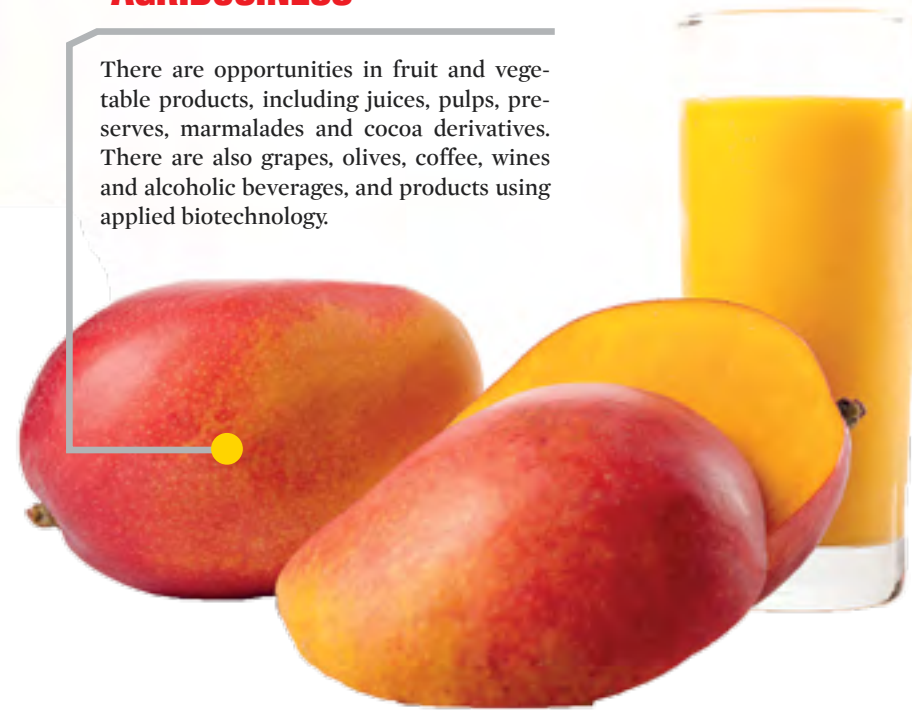
4 » Nuts such as almonds and hazelnuts.

5 » Grains like Andean grains, cocoa and beans.

6 » Fresh legumes and vegetables like asparagus.

AGRIBUSINESS

There are opportunities in fruit and vegetable products, including juices, pulps, preserves, marmalades and cocoa derivatives. There are also grapes, olives, coffee, wines and alcoholic beverages, and products using applied biotechnology.



LIVESTOCK SECTOR

There are beef, pork, lamb and chicken products, and excellent quality milk, honey and eggs, which follow strict food health and safety standards for all production processes.



AQUACULTURE AND FISHERY SECTOR

Fishery products are available all year round. This industry is renowned for its high productivity and competitiveness, thanks to research, innovation, technological development, quality, and sanitation. Some of the most popular fishery products include shrimp, salmon, tilapia, trout, prawns, anchovies, humboldt (jumbo) squid, parrotfish, scallops, horse mackerel and Atlantic mackerel, and a variety of bivalve mollusks. All of these products are in high demand on the international market.



MANUFACTURING

MANUFACTURING PRODUCTS START WITH SIMPLE MANUFACTURING TO HIGHLY COMPLEX AND INNOVATIVE ITEMS.

ORNAMENTAL ITEMS AND HAND-MADE GIFTS

Pre-Hispanic cultures and their crafts inspire countless high-quality artistic pursuits, such as ceramics, stained glass, home textiles, furs, woodcrafts, and products of precious metals. These products are authentic cultural expressions of each country.

Moreover, these products are primarily hand-made; new technical innovations are added continuously but do not seek to industrialize the process. Rather, high importance is placed on maintaining traditional craftsmanship practices while seeking to increase productivity, in order to meet the growing demand from the international market.

ELECTRICITY SECTOR

The member countries of the Pacific Alliance have benefited from technology transfer from the sector's multinationals. This includes aspects of wiring, structures, ironwork, insulators, transformers, lighting, conduction and protection, manufacturing and commercialization of goods, supplies or related services within the activities related to the generation, transmission, distribution, and commercialization of electric power, as well as the production of electronic devices, such as flat screen televisions and computers, among others.

BIOTECHNOLOGY

The industry includes research in the areas of biotechnology, biology, chemistry, medicine, health sciences, agricultural sciences, and engineering.

AEROSPACE

The aerospace sector is renowned for the manufacture of aerospace parts.

JEWELRY AND COSTUME JEWELRY

Products of this industry include anything from unique works to mass produced pieces in gold, silver, and emeralds, as well as other precious and semiprecious stones, and seeds and folk craft materials. Traditional techniques, such as filigree, are inspired by both modern designs and Classical Pre-Hispanic influences.



CONTAINERS AND PACKAGES

The Pacific Alliance countries produce and print value-added packaging, with cutting edge designs. The most important of these include flexible, printed and disposable packages, shrink-wrap and self-adhesive labels, and container and packaging materials, with high technical and quality control equipment, among others. The sector is flexible and can adapt and innovate to compete in markets with demand.

COSMETICS AND TOILETRIES

Chile, Colombia, Peru, and Mexico manufacture high-quality cosmetics and toiletries, thanks to their natural wealth, adaptability to market trends, high production volumes, experience in the development of proprietary brands, and international certifications that support their production processes.

SUPPLIES

The supplies industry includes hotels, hospitals, and home and office supplies. Considering the diverse and continuous needs for these products, the supplies market has great business opportunities, in such items as toiletries, home plastics, diapers, ceramic dishware, refrigerators, paper, adhesive bandages, catheters, harnesses and bindings, among others.

AUTOMOTIVE AND AUTO PARTS SECTOR

The industry produces both auto parts and vehicles, including trucks, buses, and motorcycles, with excellent designs and innovation. The sector consists of domestic and foreign companies certified to the highest international quality standards.

This industry includes the assembly and manufacture of parts and pieces used in assembly and spare parts, involving suppliers from other industries, such as metalworking, petrochemical (plastics and rubber), and textile industries. These include such products as wheels and tires, batteries, cables, seatbelts, transmission and cooling systems, filters, accessories, air conditioning, safety glass, parts and spare parts, among others.

APPAREL

This is an industry with tradition, recognized for its high quality, design versatility, and production flexibility. It is renowned for its competitive lead times, constant innovation, and vertical integration of production. It includes underwear, swimsuits, shapewear, jeanswear, children's clothing, sportswear, household linen, uniforms, casual clothing, sweaters, and accessories, etc.

CONSTRUCTION MATERIALS

The construction materials and finishes sector has many key products, given the availability of raw materials, abundant resources, high quality standards, proximity to major markets, innovation, and services. Products with high potential include coatings, hardware products, pipes and accessories, metal structures, frameworks, paint, covers, formwork, and fittings, among others.

LEATHER, FOOTWEAR AND RELATED PRODUCTS

The products of this industry are unique and adhere to the highest quality standards, with cutting-edge designs that are in line with international trends. They include products such as wallets and leather accessories. The footwear industry is cutting edge and has a proven track record, with high production capacity. It creates specialized jobs and generates added value, with a focus on details, finishes, and innovative designs that are in accord with international trends.

FIBERS – TEXTILES, ACCESSORIES AND TRIMS

The sector produces a large volume of apparel supplies, accessories and trims, and natural fibers of the highest quality, such as cotton (Pima and Tangüis, among others) and fine hair (alpaca and vicuña). It is world renowned for its luxury fibers, natural fiber plain weaves, elastic fibers, and knitted fabrics. The presence of companies with high production capacity, investment in innovation, and vertical integration has fostered versatility and quality in the sector. For this reason, the textile and apparel industry caters to and includes major global brands, and has access to the most demanding markets.

SERVICES

THE SERVICE SECTOR IS A KEY PRIORITY IN CREATING A SKILLED WORKFORCE, BRINGING IN FOREIGN CURRENCY, AND DRIVING INVESTMENT INTO THE DIFFERENT COUNTRIES. ITS PORTFOLIO IS WIDELY VARIED AND CAPABLE OF ONGOING ADAPTATION.

ARCHITECTURE, ENGINEERING AND CONSTRUCTION

The most relevant services are in architecture, construction and consulting, but sector activities include advisory services, design, architecture, technical inspection or work site supervision, structuring, project management, electromechanical assembly, and project execution, among others.

HEALTH TOURISM

Health services are provided by highly qualified professionals, with strict quality standards and through certified institutions. The sector has a modern infrastructure with state-of-the-art technology. The health services include cardiology, hemodynamics, neurosurgery, ophthalmology, dental care, oncology, orthopedics, weight loss surgery, plastic and cosmetic surgery, executive check-ups, and fertility treatments.

SOFTWARE

The software sector has a highly qualified and available workforce, with specialized technology parks and strategic alliances between the private, public, and academic sectors, as well as industry hubs and competitive operating costs.

DIGITAL ANIMATION AND VIDEO GAMES

The digital animation and video games industry employs creative talent and has the experience and capacity to export its products. Its human resources ably handle graphic design, industrial design, visual arts, multimedia engineering, audiovisual and multimedia communication, and advertising and marketing, etc.

AUDIOVISUAL MEDIA

This sector offers an interesting platform for international production studios and television stations, given their high quality work, excellent locations, and skilled directors. Likewise, member countries also offer excellent hotel infrastructure, diverse ecosystems (snow-capped mountains, wild moorlands, valleys, plains, tropical rainforests, deserts, and oceans), specialized local talent, and all sorts of equipment and studios (television, audio, and recording.)



PUBLISHING AND GRAPHIC COMMUNICATION

Services in the graphic communication subsector include book publishing and the printing of promotional materials. The industry is known for its competitive prices, language skills, availability of labor, and high quality standards.

MOBILE APPS

The mobile applications sector represents extensive opportunities for the development of corporate solutions, thanks to its state-of-the-art technology, competitive production costs, and the growth of human resources in the industry. Its skilled workforce covers systems engineering, programming, graphic design, industrial design, and advertising.

Investment opportunities

According to the record of the FDI Markets database, between January 2003 and March 2015 Pacific Alliance recorded a total of 5,992 projects with 509,282 million dollars. Most of these projects were developed in Mexico, followed by Colombia, Chile and Peru.

The main investment sectors among the member countries are Software and TI Services (594 projects), Metals (467), Business Services (409 projects), Automotive Components (391) and financial Services (336).



Legal Investment Framework and Business Environment in the Pacific Alliance Member Countries

The member countries of the Pacific Alliance foster a legal environment that encourages the attraction of Foreign Direct Investment (FDI).

Regarding investment, Chapter 10 of the Framework Agreement established the creation of a joint committee among the member countries, consisting of an investment subcommittee and a services trade committee, which aim to improve the investment environment through information exchange and cooperation on related issues.

The duties of the investment subcommittee are to share information and promote cooperation regarding investment; discuss any other matter relating to the in-

vestment climate between the member countries including, whenever appropriate, the private sector, and make recommendations for a more effective operation and the achievement of Alliance objectives.

Seminars were held during 2012 and 2013 to promote investment opportunities. These were attended by approximately 5,136 businesspeople. Some examples are "The Pacific Alliance: Pivoting to Asia Council of the Americas," held in New York in May 2013; the "L'Alliance du Pacifique: Le Nouvel El Dorado Pour Les Entreprises Françaises," held in Paris in the same month, and "La Alianza del Pacífico, Chile-Colombia-México-Peru, avances y oportunidades para la empresa española" held in Madrid in June 2013.

CHILE 

Chile has an investment potential of \$79 billion USD in contracts awarded by the State for public, road, port, and railroad works. Major projects include the improvement and conservation of approximately 138 kilometers of intercity roads with an estimated investment and the Nahuelbuta Road, this concession project involves an upgrading of the current single lane road configuration to two lanes, also improving its standard by building overpasses with transversal road network, and improving safety, lighting and road signage conditions.

SOME INVESTMENT PROJECTS IN CHILE

PROJECT	DESCRIPTION	AMOUNT	STARTING DATE (APPROXIMATE)
G-66 la Fruta Road	The project consists in the improvement and conservation of approximately 138 kilometers of intercity roads. The Concession starts at the intersection with Route 5 highway South (Pelequen sector) in the sixth Region, crosses through some areas of the Metropolitan Region and ends at the San Antonio Port access area in the Fifth Region.	USD 420 mill	2015 (expected)
Nahuelbuta Road	The 55-kilometers-Nahuelbuta Road (Road 180) currently allows for direct connectivity between the Negrete and los Angeles municipalities in the Bio Bio Region and those of Angol and Renaico in the Araucania Region. This concession project involves an upgrading of the current single lane road configuration to two lanes, also improving its standard by building overpasses with transversal road network, and improving safety, lighting and road signage conditions	USD 237 mill	2015 (expected)
Bicentennial Cable Car	Cable car will connect two important business districts. The cable-care consists of 10-people capacity cable cars, mounted on cables and sustained by towers spaced at approximately every hundred meters. The project addresses the need to supplement commuter transportation in a sector with heavy vehicle traffic and difficult pedestrian transit. The system will have an estimated capacity of 3.300 passengers per hour with a frequency of a cable car every 27 seconds.	USD 76 mill	2015 (expected)
Public tender for electricity for distribution companies	The tender is expected to be called in May 2015, and the bids must be presented until April/ May 2016 (exact date to be determined). The results of this public tender will be announced in 2016. The power that will be associated with the tender will be required as of 2021. The electricity contracts will be for periods up to 20 years.	12,500 GWh (6,000GWH in the first year)	2021 (expected)

Source: Investment Committee of Chile

COLOMBIA 

In Colombia, public spending in infrastructure grew an annual average of USD 1.1 billion between 2002-2012 to an average of 3.5 billion from 2011-2014. On the other hand, the estimated for 2018 on public spending in transportation will exceed the 2% GDP. (Ministry of Transport, 2014).

4G highway plan, aims to transform more than 8,000 km of roads, over 1,200 km of dual carriageway to reach a total of 3,500 km at the end of the program. This, with the aim to reduce the average travel time by 30% nationally. Added to this, within the improvement plan for logistic infrastructure, an investment of more than US \$ 2 billion is expected between 2015-2018, in several projects to improve airports, ports and railway projects, among others. (Ministry of Transport, 2014).

VARIOUS INVESTMENT PROJECTS IN COLOMBIA

PROJECT	DESCRIPTION	INVESTMENT AMOUNT US\$ MILLIONS
Golfo de Morrosquillo Port - Córdoba	Oil port located next to the country's largest oil export terminal and a naval base to provide security and protection. The construction of a free trade zone and an industrial park to offer all the complementary services, are under development.	1.8
Deep Water Port - Barranquilla	River Terminal with two loading and unloading positions, and maritime access canal 1,500 meters long. It has 815 hectares and a level of depth of 20 meters.	876,4
Puerto Brisa - La Guajira	Industrial complex with a strategic location along the Caribbean Sea. It has the country's biggest free trade zone (354 hectares) and a conveyor belt that facilitates loading and unloading coal.	500
Aguadulce -Buenaventura	Multi-user container terminal with 30-year concession to develop, build and operate a port facility that provides coal handling capacity to 1.2 million containers and 90 thousand tons.	400
Pacific Railroad	Project that aims to connect via the central railway to mobilize local load from the Pacific Ocean to the Atlantic Ocean to the ports on the Caribbean.	1.8
Los Llanos Railroad	Strategic work covering the Rubiales Apiay-route. It also foresees the construction of a railway provided with steel plates to transport oil in tractor-trailers.	120

Source: National Infrastructure Agency (NIA)

INFRASTRUCTURE PROJECTS DEVELOPMENT IN ALLIANCE MEMBER COUNTRIES

INFRASTRUCTURE PROJECTS ARE DEVELOPED IN VARIOUS SECTORS, SUCH AS TRANSPORTATION, ROADWAYS, ENERGY, AGRICULTURE, AND TELECOMMUNICATIONS. THIS REPRESENTS DIVERSE INVESTMENT OPPORTUNITIES FOR THE WORLD:

MEXICO 

It is estimated that by 2028 the additional installed capacity for electricity generation from renewable energies will increase by 28,000 MW, of which, hydro electric will have more than 73% of share.

VARIOUS INVESTMENT PROJECTS IN MEXICO

PROJECT	DESCRIPTION	INVESTMENT AMOUNT (BILLION USD)	START DATE (APPROXIMATE)
Telecommunications	Installation of a shared network	\$3.097	-
Construction of Mexico-Toluca passenger railroad	136 miles long.	\$2.779	2015
Port modernization	Modernization of the ports of Mazatlan (Sinaloa), Isla del Carmen and Seybaplaya (Campeche); expansion and modernization of the deep-sea port in Progreso, and expansion of the Port of Altamira (Tamaulipas).	\$1.191	2013

PERU 

The Peruvian government promotes the participation of private investment in infrastructure projects through the PPP modality. In 2014, projects were awarded for an amount close to US \$ 10 billion being the most iconic: Line 2 of Metro de Lima and the South-Peruvian Pipeline. Projects to be awarded over the period 2015 - 2016 account for US\$ 12 billion.

VARIOUS INVESTMENT PROJECTS IN PERU

PROJECT	DESCRIPTION	INVESTMENT AMOUNT (MILLION USD)	EXPECTED CONTRACT AWARD DATE
Line 3 of the Lima metro	Concession (DFBOT), of the Line 3 of the network of the Metro of Lima and Callao (38 Km), which serves a city of more than 10 million of inhabitants.	To be defined	2016
Electric power supply from new hydroelectric power plants (1,200 mw)	Selection process for the purchase and incorporation of 1,200 Mw of power to the "National Electric Power Grid". This power must be generated by new hydro plants.	2,750	IV Q 2015
Mass use of natural gas for the center and south of peru	Concession for the design, financing, construction, operation and maintenance of the Gas Natural Distribution System by pipe network in 7 regions of Peru	350	III Q 2015
Main works and conduction of drinkable water supply for Lima	Concession for the design, finance, build, operate and maintain of: 2 dams (approx. 100 MM cubic meters), 10 km of trans Andean tunnel, a water purification plant (5 m3/s), a conduction line (approx. 40 km), 7 reservoirs (total storage volume: 49,000 m3), interconnection lines (90 Km approx); among other works.	600.0	III Q 2015
LPG for Lima and Callao	Concession for the design, financing, construction, operation and maintenance of a transport system of LPG for Lima and Callao.	250.0	III Q 2015

Source: ProInversion, Peru

Tourism

CHILE

ATACAMA DESERT

Northern Chile is home to the world's most arid desert, as well as salt flats, hot springs, geysers and large deposits of copper and other minerals, which can be found in Chuquicamata, Calama, and other parts of the altiplano. It also boasts fertile ravines and oases whose unique fruits make for excellent culinary tours in areas which are inhabited by some of the country's most indigenous peoples. Both Inca and Spanish influences can be seen in its villages and religious festivities, which attract visitors throughout the year.

Your visit to places such as San Pedro de Atacama will allow you to view valuable vestiges of native cultures at archeological sites and museums. Coastal cities such as Arica, Iquique, Antofagasta, Coquimbo and La Serena will delight you with their beaches and warm, temperate climate. Winter in the desert is another story: the temperature can go as low as 7°C at night but as high as 26°C during the day.

Near Copiapó, the desert becomes fertile, thanks to the "camanchaca," a mist that rises from the sea and allows life to bloom in impressive natural reserves, such as the Pan de Azúcar and Fray Jorge National Parks. Also, you'll find some of the country's best wine and pisco valleys between the cities of Copiapó and La Serena (the latter being 470 km from Santiago).

While northern Chile is known for its mining, it is also home to a number of astronomical observatories. The most impressive are the Cerro Paranal and the Alma Project, which confirm the region's status as a land of discovery.

FEATURED DESTINATIONS:

- » San Pedro de Atacama: This is one of the top destinations for cosmopolitan tourism and also the best place from which to explore the altiplano.
- » Arica: This is the first city that appears on the Chilean map, and its beaches and quasi tropical climate are inviting all year long.
- » Antofagasta and Calama: Tourists from around the world come to the two cities most closely identified with the Chilean mining industry.
- » Iquique: This modern city will charm you with its hotels, beaches and excursions to oases and hot springs.
- » Copiapó: The city of Copiapó is the perfect starting point for discovering spectacular beaches and nature parks, with abundant flora.
- » La Serena and Coquimbo: Enjoy the desert, beaches, and beautiful wine-growing valleys of central and northern Chile.



The Coffee Cultural Landscape was declared World Heritage Site by ONU in 2011.

ACTIVITIES THAT WE RECOMMEND:

Sports and adventure:

- » Trekking
- » Cycling
- » Mountain Climbing
- » Surfing and Water Sports
- » Diving
- » Kayaking
- » Horseback Excursions
- » Sand boarding
- » Air Sports

Culture and Heritage

- » Native People
- » Folkloric Traditions
- » History and Heritage
- » Archeology
- » Paleontology
- » Museums
- » Churches

Business Tourism

- » Convention bureau

Nature

- » Natural Parks and Reserves
- » Birdwatching
- » Overland
- » Flora and fauna
- » Beaches

Astronomy

- » Tourist Observatories

Wine and Food

- » Traditional Cuisine

City Life

- » Casinos
- » Night Life
- » Shopping

Wellness and Relaxation

- » Hot Springs
- » Resorts

HERITAGE DESTINATION

Comprised of the departments of Caldas, Quindío, Risaralda, and Northern Valle del Cauca, this region represents the coffee tradition of Colombia, framed by a mountainous landscape and characterized by beautiful Spanish style architecture, with its mud, adobe walls and clay tile roofing, surrounded by coffee plantations. These departments have their rich traditions reflected in their crafts, gastronomy, and in their fairs and festivities, which preserve their heritage and rural folklore. The Coffee Cultural Landscape was declared a World Heritage Site by the UNESCO in 2011, thanks to its landscapes, biodiversity, and cultural wealth.

THE MANIZALES FAIR

Regarded as a National Cultural Heritage, the Manizales Fair is a great celebration where the Colombian coffee culture is displayed in full for seven days. It is celebrated together with the bullfighting season, along with spectacular events, including a huge concert with internationally acclaimed artists. The Manizales Fair is famous for the International Queen of Coffee beauty pageant held in the second week of January.

THE YIPAO (JEEP) PARADE AND RACE IN CALARCA

Every year during June and July, the people of Calarca decorate the streets, houses, and balconies with elements of their culture. This event pays homage to the Willys Jeep and its historical role traversing the mountains of Colombia's Coffee Region, as it carried people, coffee, goods, and various other cargos

WELLNESS TOURISM

Colombia's privileged geographic location means that it has a great capacity to produce a wide variety of products all year round, including fruits, flowers, and plants with unique medicinal properties. These products are used as ingredients for beauty and health treatments in specialized facilities, such as spas. In fact, there are several spas located in the departments of the Coffee Cultural Landscape. (Source: Proexport Tourism Brochure)

ADVENTURE TOURISM

Mountain biking in this region is a real adventure, with bike rides through locations such as the Valle del Cocora, an imposing natural landscape, adorned with 70-foot high palm trees. High-mountain tourism is also available in the Los Nevados highlands, with hiking up to the peaks and the 17,388-foot summit of the snow-capped mountains. Tourists can enjoy horse riding surrounded by nature while learning about the region's equine culture and tradition.



Astronomical Observatories

COLOMBIA

THE COFFEE CULTURAL LANDSCAPE

Take the opportunity to visit the coffee-producing lands, which have been declared World Heritage Sites. Experience the production process, from planting to harvesting, and taste some of the finest and smoothest coffee in the world, but be sure to take some time to discover the rich and fascinating culture of the local communities. These are the experiences that can be found in the Coffee Cultural Landscape, within the departments of Quindío, Risaralda, Caldas, and the Northern Valle del Cauca.

CULTURAL TOURISM

Fairs, festivals and cultural events: The Manizales Fair, the Yipao (Jeep) Parade, and the Race in Calarca.

NATURE TOURISM

GENERAL NATURE

This region is home to the Otun Quimbaya Flora and Fauna Sanctuary, featuring the sub-Andean tropical rainforest where you can find a wide variety of orchids and bromeliads. Bird-watchers can find 300 species, 3 of which are indigenous to the region, and mammal-watchers can find the spectacular bear and mountain tapir. Los Nevados National Park is another awe-inspiring attraction, with its 131,512 acres of natural reserve offering opportunities for hiking, mountain biking, rock climbing, and ice climbing.

AGRITOURISM

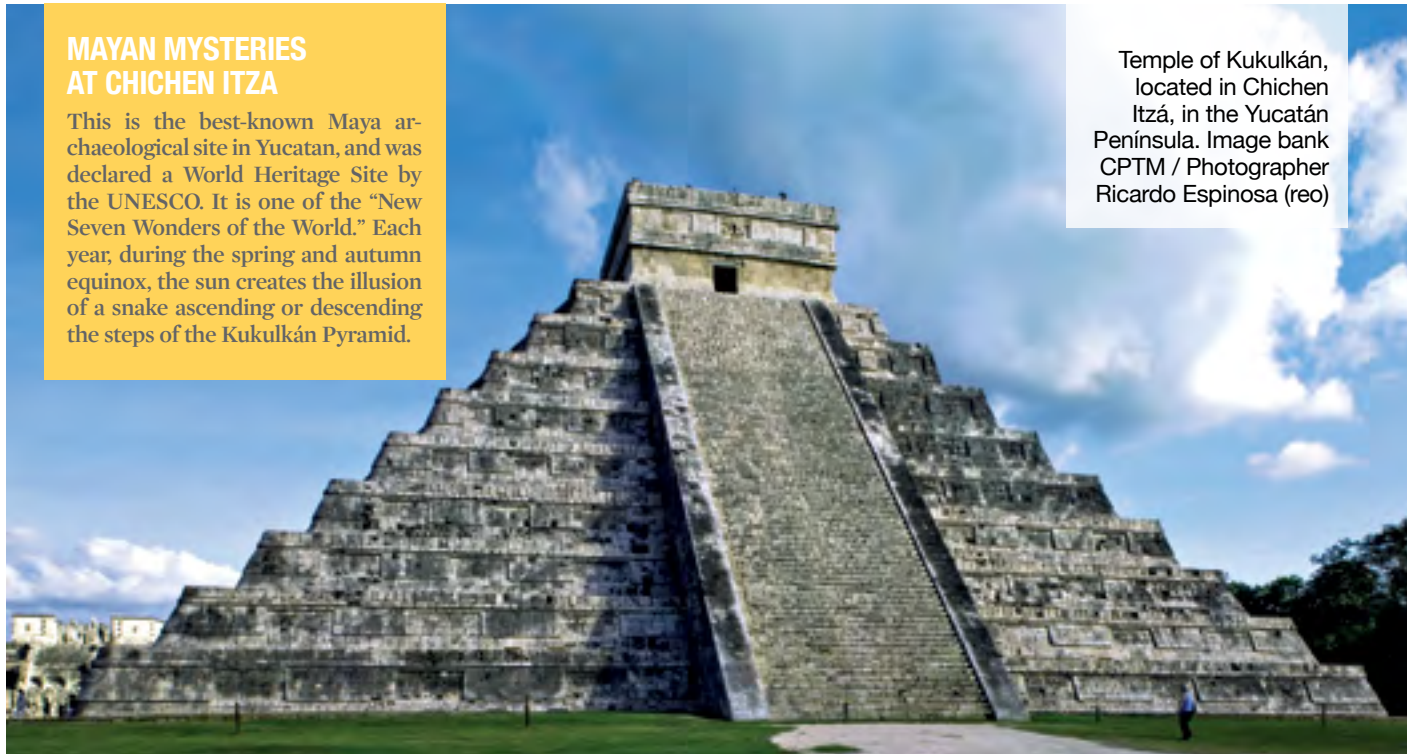
The smoothest coffee in the world is grown and harvested in this region, making it a popular destination for international rural tourism. Behind the region's coffee culture lies a successful and world-renowned agribusiness sector, which is embodied in the image of Juan Valdez.

The coffee of the cultural landscape is remarkable because of its handpicked beans, which are sorted at family-owned haciendas. Caldas, Quindío, Risaralda, and Northern Valle del Cauca provide room and board at these locations where the landscape, tranquility, gastronomy, and the people's warmth steal the show.

Visitors can enjoy walks through green coffee plantations, rides on horseback, peaceful fishing, mountain biking, or visit nearby towns. Theme parks, such as the Coffee Park and the National Park of Farming Culture (Parque Nacional de Cultura Agropecuaria, PANACA), are shining examples of local cultural values. They offer fun for the whole family.

MAYAN MYSTERIES AT CHICHEN ITZA

This is the best-known Maya archaeological site in Yucatan, and was declared a World Heritage Site by the UNESCO. It is one of the “New Seven Wonders of the World.” Each year, during the spring and autumn equinox, the sun creates the illusion of a snake ascending or descending the steps of the Kukulcán Pyramid.



Temple of Kukulcán, located in Chichen Itzá, in the Yucatán Península. Image bank CPTM / Photographer Ricardo Espinosa (reo)

MEXICO

MAYA WORLD

One of the top tourist attractions in Mexico is the Maya World. Visitors have a chance to discover the mysteries of this civilization, its culture, pyramids, ruins and their world-renowned legacy.

IMPRESSIVE ARCHEOLOGY IN COZUMEL

The Maya built more than 36 cities here, most of which are open to the public. North of the island, remnants of the pyramids of San Gervasio are scattered over a large area, being the largest and best-preserved archaeological site of Cozumel.

CALAKMUL

This is a spectacular archaeological site. Calakmul is surrounded by thick jungle. The UNESCO declared it Campeche's second World Heritage Site in 2012.

TONINA, WITNESS OF MAYA SPLENDOR

The golden age of Tonina happened during the late Classic period between 600 and 900 A.D. This city, which means “the house of stone” or “large houses of stone” in Tzeltal, was a military power as shown in its engravings about prisoners.

CHENES, IN THE MAW OF ITZAMNA

The Chenes Route is one of the most fascinating tours in Campeche.

Its buildings are very well-preserved and blend mysteriously with its natural surroundings.

TULUM, AN UNFORGETTABLE POSTCARD

This destination combines culture, history, and one of the best beaches in Mexico. As the only archaeological site beside the sea, it is also the most picturesque site in the region, if not the entire country. Tulum was a Maya stronghold that rose to power toward the end of the Classical Period (around 1000 A.D.)

EDZNA, CITY OF THE ITZAS

Edzna, which is Mayan for “the house of the wise water men”, is one of the most important archaeological sites of the Maya World. The Five Story Pyramid (standing 102-feet tall) looms over the horizon, as one approaches the site.

THE RUINS OF UXMAL IN THE JUNGLE

A majestic layout, spectacular jungle setting and pink-hued limestone pyramids and temples make Uxmal one of the most colorful ancient cities in the Puuc region.

Uxmal means “thrice-built” in Yucatan Maya. The site was declared a World Heritage Site by the UNESCO.

BALAMKU, PREHISPANIC JOURNEY

Located in the municipality of Hopelchen, Campeche, it is famous for being the home of the “universe frieze,” an archaeological piece made of polychrome stucco, unique in the area, and with engravings of stylized and alternating jaguars, serpents, and a saurian.

ENJOY THE VIEW IN COBA

Wander around the temples of one of the largest Maya cities of the Classical Period. In Maya, Coba means “water stirred by the wind.” This was one of the largest cities of the Classic Maya period. Nohuch Mul, which means “big hill” in Mayan, is the tallest Mayan pyramid in Mexico, on the Yucatan Peninsula, standing over 131-feet tall.

COMALCALCO, PORTAL TO THE MAYA WORLD

Comalcalco, which is “House of Frying Pans” in Nahuatl, is one of the most important ancient cities in Tabasco, and the only Maya city built with bricks of baked clay rather than stone. The layout of the scattered pyramids and temples at the site is unique.

PERU

CUSCO – MACHU PICCHU

The terrain in Cusco is steep, combining fertile inter-Andean valleys with impressive mountains that descend to the outer edge of the jungle where the temperature rises and the landscape is transformed through a variety of vegetation.

The city of Cusco, the ancient capital of the Inca Empire, was included in the World Cultural Heritage List by UNESCO in 1983, and it is without a doubt one of the most important destinations in Peru. Between the city's cobblestone streets, there still are buildings from the Inca Empire waiting for you to rediscover them, like the Koricancha and the palace of Inca Roca, as well as Andean Baroque structures from the colonial period, such as the Cathedral and the Church of the Company of Christ. In addition, you can visit the picturesque neighborhood of San Blas where the best artisans of the region have set up their workshops. This magical city also has an exciting nightlife with cafes, restaurants, and bars for

all tastes. Just ten minutes away from the city, you can find the massive walls of the Sacsayhuamán fortress, and a few kilometers from there, the archeological sites of Qenko, Pukapukara, and Tambomachay, Inca buildings made entirely out of stone.

There are also the towns of Písac, Maras, Chinchero, and Ollantaytambo, which are spread throughout the Sacred Valley of the Incas, one hour away from Cusco. From there, it is possible to catch the train to Machu Picchu. Another way to get to the citadel is following one of the Inca Trails, a spectacular network of pathways that meander their way among the snow-covered mountains, rivers, and overwhelming countryside landscape. This is one of the best trekking routes in the world, since scattered throughout it, you can find remarkable archeological sites and areas rich in unique flora and fauna.

The enigmatic complex of Machu Picchu, the most important and beautiful

legacy of the ancient Peruvians, is part of the Historic Sanctuary of the same name, which is also one of the few places in the Americas named in both the World Cultural and Natural Heritage Lists by UNESCO. It is located high on top of a mountain complementing the exuberant nature that surrounds it, making it a one of a kind destination.

The city of Machu Picchu is the most important tourist attraction in the Cusco region. Discovered in 1911 by the American explorer, Hiram Bingham, this city is considered to be one of the most extraordinary examples of scenic architecture in the world.

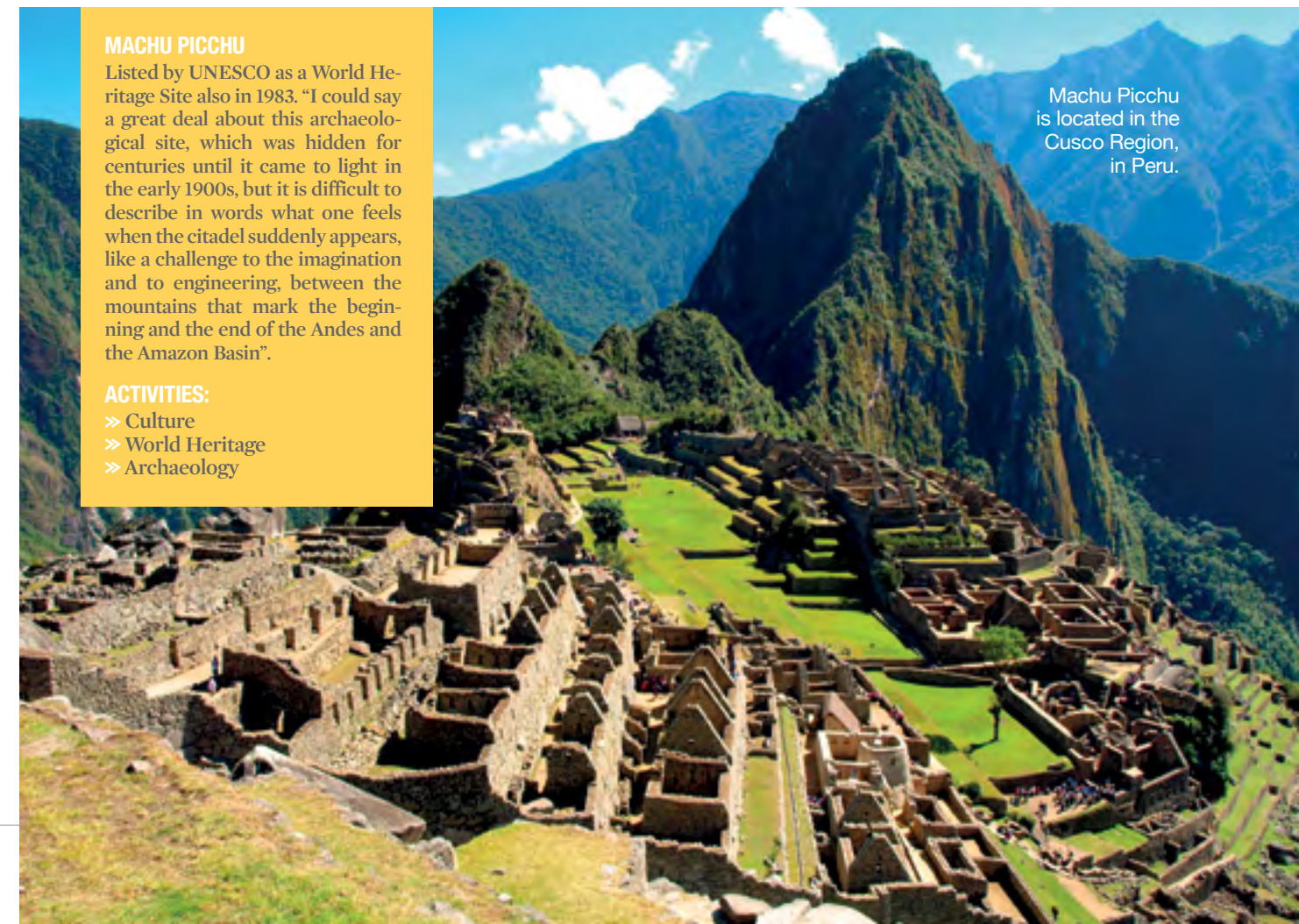
The city of Machu Picchu itself was built at the top of a granite mountain. The Incas, using ingenious engineering techniques, were able to transport heavy stone blocks up the mountain side, and once there, they used their excellent masonry skills to produce amazingly polished stones that fit together perfectly.

MACHU PICCHU

Listed by UNESCO as a World Heritage Site also in 1983. “I could say a great deal about this archaeological site, which was hidden for centuries until it came to light in the early 1900s, but it is difficult to describe in words what one feels when the citadel suddenly appears, like a challenge to the imagination and to engineering, between the mountains that mark the beginning and the end of the Andes and the Amazon Basin”.

ACTIVITIES:

- » Culture
- » World Heritage
- » Archaeology



Machu Picchu is located in the Cusco Region, in Peru.

Pacific Alliance, Facilitation and Security

Trade facilitation and customs cooperation

TECHNICAL BARRIERS TO TRADE:

The guidelines of an Inter-institutional Cooperation Agreement between health authorities of the Pacific Alliance member countries, regarding medications, were defined together with the creation of workgroups that would simplify and facilitate trade in the cosmetics sector.

PROGRESS HAS BEEN MADE

In trade facilitation and customs cooperation with the development of a framework for interoperability of the One-stop Windows to Foreign Trade between the member countries, aiming towards the digitalization of certificates of origin for countries implementing them and health certificates for import purposes, in the medium term.

MEMBER COUNTRIES

Of the Pacific Alliance established the guidelines towards signing mutual recognition agreements for authorized economic operator (AEO) programs, which would help establish a regional strategy to facilitate the transit of goods. This includes the following: Mexico has an AEO program known as the New Certified Companies Scheme (Nuevo Esquema de Empresa Certificada, NEEC); Peru has begun operating its AEO program for export companies and logistics operators; Chile has a regulatory framework; and Colombia has an AEO, which has been in place since September 2011.

COLOMBIA'S AEO IS THE PROGRAM

With the highest level of integration in the region, with other governing authorities involved in international trade processes, namely the Colombian Agricultural Institute (Instituto Colombiano Agropecuario, ICA), the National Institute for Drug and Food Surveillance (Instituto Nacional de Vigilancia de Medicamentos y Alimentos, INVIMA) and the Anti-Narcotics Police.

Total tons exported to the world from Pacific Alliance.

PACIFIC ALLIANCE

IN 2014, PACIFIC ALLIANCE EXPORTED MORE THAN 570 BILLION DOLLARS, WHICH REPRESENTED 52% OF TOTAL EXPORTS OF THE 37 COUNTRIES IN LATIN AMERICA AND THE CARIBBEAN.

CHILE

76
USD BILLION

COLOMBIA

58
USD BILLION

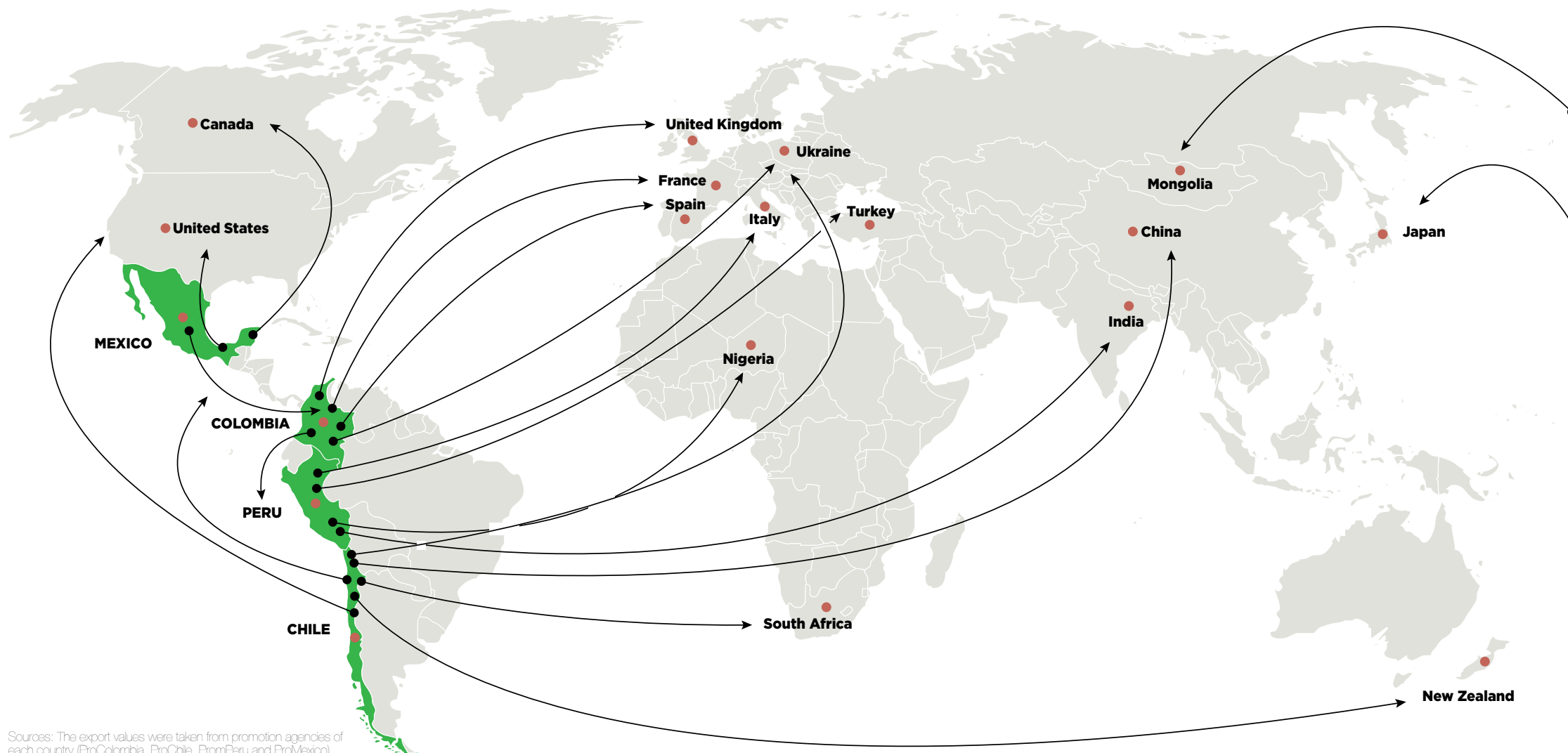
MEXICO

398
USD BILLION

**

PERU

39
USD BILLION



Sources: The export values were taken from promotion agencies of each country (ProColombia, ProChile, FromPeru and ProMexico).



CHILE



CHILE



COLOMBIA

PROCHILE

Teatinos 180, Piso 10
Phone: +56 2 28275287
Santiago, Chile
alianzapacifico@prochile.gob.cl
www.prochile.gob.cl



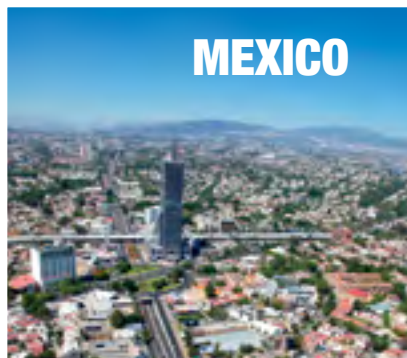
COLOMBIA

PROCOLOMBIA

Calle 28 No. 13A-15. Pisos 35 y 36
Phone: + (57) 1 560 0100
Bogotá, Colombia
alianzapacifico@procolombia.co
www.procolombia.co



MEXICO



MEXICO

PROMEXICO

Camino a Sta. Teresa 1679, Col. Jardines del Pedregal
Del. Álvaro Obregón, México, D.F
C.P. 01900
Phone: +52 (55) 5447-7000
alianzapacifico@promexico.gob.mx
www.promexico.gob.mx



PERU



PERU

PROMPERU

Calle Veintiuno N° 713, Lima 27
Phone: +511 616 7400
alianzapacifico@promperu.gob.pe
www.promperu.gob.pe



The Pacific Alliance

www.alianzapacifico.net



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@A_delPacifico