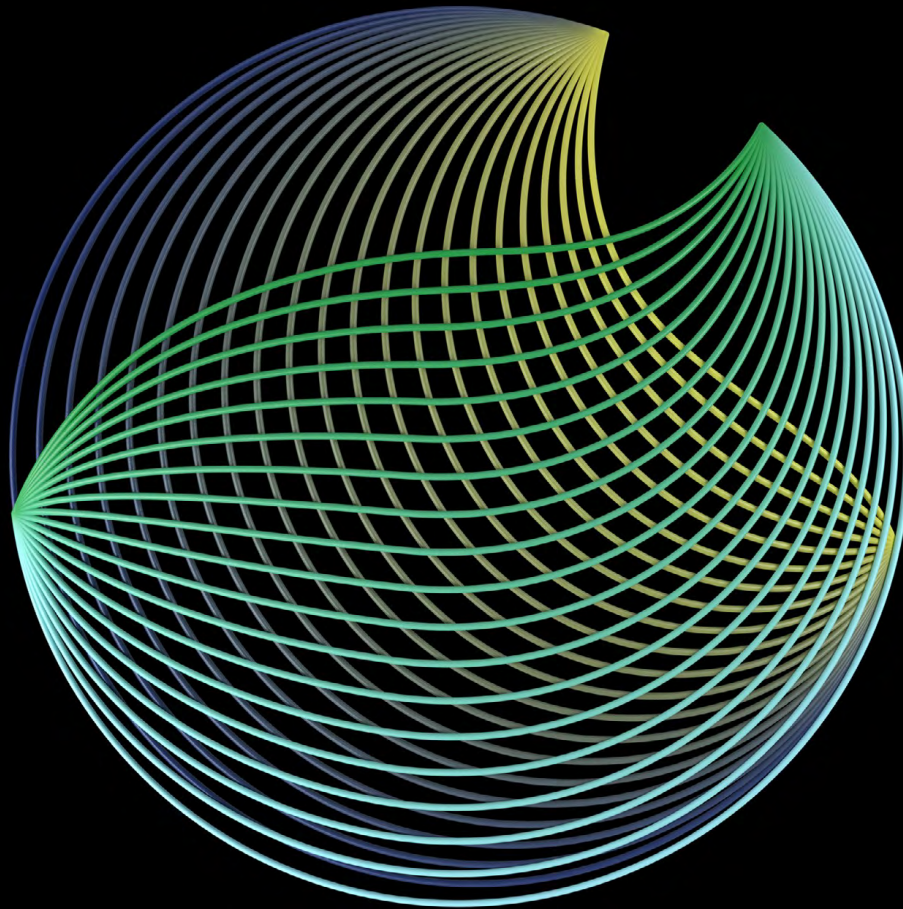


Deloitte.

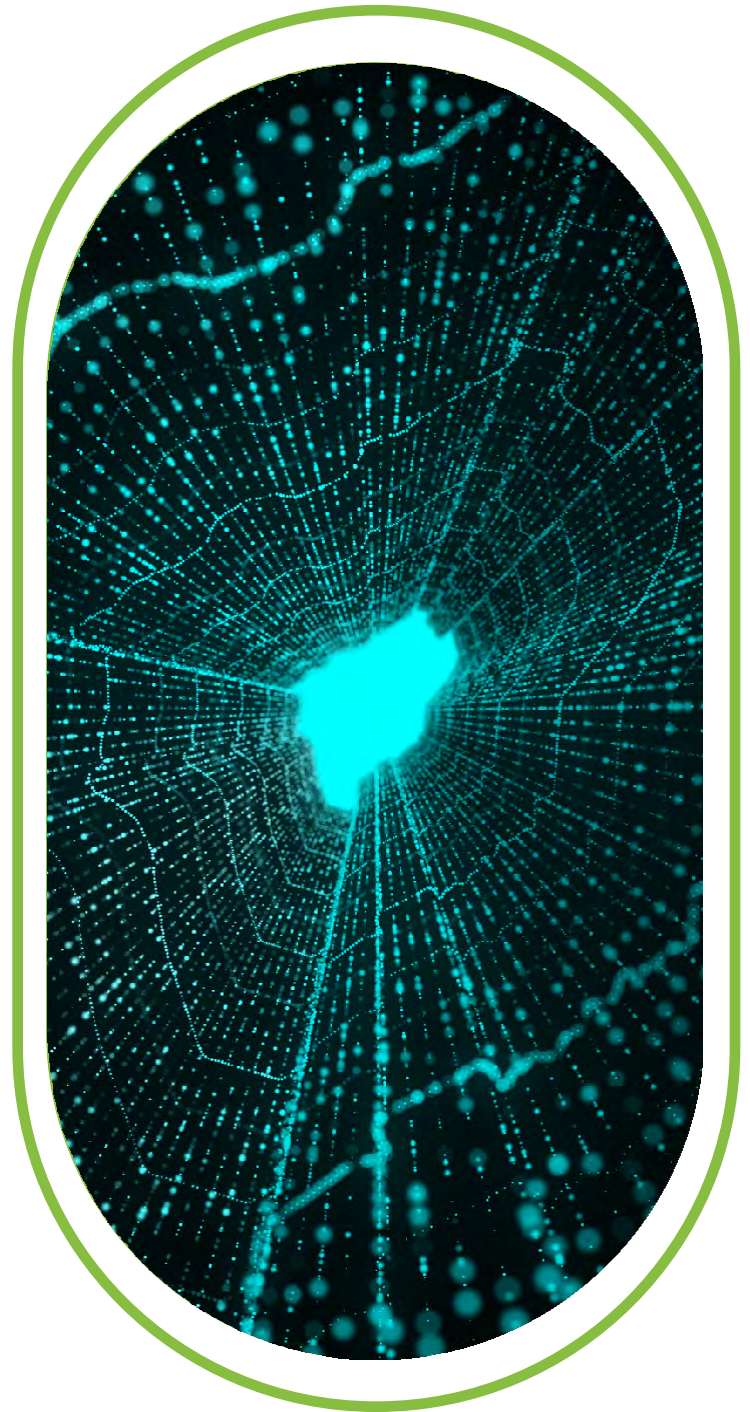


**Deloitte Global Trade
& Investment (GTI)**

Solutions to optimize trade operations

CHALLENGES / CONTEXT:

- Chile: 31 trade agreements or FTAs (the world's most comprehensive) and 33 Bilateral Investment Treaties (BITs)
- Firms effectively using these agreements and treaties in order to take full advantage of the benefits arising in terms of the trade operations and investment decisions, face a more and more challenging scenario, with risks and opportunities.
- Firms are exposed daily to various risks that can result in losses because of closed markets or inefficiencies due to the lack of optimal use of benefits, or violations of the rules established in FTAs and BITs. Among the various risks, the following are worth mentioning:
 - 1.** Regulations (i.e. customs, sanitary, technical) that can hinder trade flows;
 - 2.** Safeguards, anti-subsidies and anti-dumping measures adopted to protect certain sectors of their economies;
 - 3.** Anticompetitive conduct among firms, including state owned enterprises;
 - 4.** Various types of regulations (i.e. environmental, labor, financial) that cause material damage to foreign investment;
 - 5.** Trade disruptions that cause interruptions to the normal trade flows, including the supply chain.
- The monitoring, tracking and strategic planning of these risks and opportunities is essential to guarantee timely and effective trade operations.



Deloitte GTI has a specialized team and provides solutions to optimize trade operations through the following:

Optimization of the use of tariff preferences and rules of origin:



Attaining the most benefits to firms through tariff preferences contained in trade agreements and their corresponding origin schemes that allow the use of such preferences, identifying the best trade opportunities in the world, including latter stages of M&A transactions.

Relocation of Value Chains:



In the face of logistics, trade, regulatory or political disruptions, we advise our clients for a swift relocation from and to Chilean trade partners with whom it is most cost-efficient to operate, in terms of exports and imports, identifying, structuring and taking advantage of, in the best way possible, new value chains.

Effective use of Customs Procedures:



Trade operations require an efficient and timely performance, for which it is essential that clients receive a complete orientation regarding the various – procedural and regulatory – instruments and tools that are available to them, such as Authorized Economic Operators (AEO) Programs, Advanced Rulings, among others; to ensure success in their trade operations. Additionally, we develop Due Diligence of customs compliance.

Trade Remedies:



We provide support to clients that have been affected by alleged unfair trade practices or have suffered injury for such practices by global trade, or have been accused in third markets of participating in such practices and wish to defend themselves against those accusations. Also, we carry out periodic reviews of market trends and we elaborate legal-economic reports based on international and domestic legislation.

Build services export strategies:



In the context of the dynamic and diverse regulatory schemes – international and domestic – that regulate trade of services, we advise clients who seek to internationalize their service provision, maximizing the benefits contained in trade agreements and avoiding non-compliance that may hinder the development of the business plans.

Counselling foreign investors:



We design internationalization and soft-landing strategies for Chilean as well as foreign investors, covered by the rights and obligations established in FTAs and BITs. Furthermore, we advise our clients regarding presentations to and meeting with different authorities and foreign regulators, and we elaborate preventive reports as well as reports to defend against discrimination or expropriations that affect investments.

Support in public procurement processes covered by trade agreements:



Public procurement markets represent significant portions of the economies of various countries, which means that securing transparent and non-discriminatory conditions in each procurement process, is key to secure the participation of our clients.

Reports for boards of directors of companies:



Regarding international trade trends, regulatory risks linked to trade in specific sectors and market behavior, adjusted to the needs of each firm.



Rosario Norte 407
Las Condes, Santiago
Chile
Phone: (56) 227 297 000
Fax: (56) 223 749 177
deloittechile@deloitte.com

Av. Grecia 860
3rd floor
Antofagasta
Chile
Phone: (56) 552 449 660
Fax: (56) 552 449 662
antofagasta@deloitte.com

Alvares 646
Office 906
Viña del Mar
Chile
Phone: (56) 322 882 026
Fax: (56) 322 975 625
vregionchile@deloitte.com

Chacabuco 485
7th floor
Concepción
Chile
Phone: (56) 412 914 055
Fax: (56) 412 914 066
concepcionchile@deloitte.com

Quillota 175
Office 1107
Puerto Montt
Chile
Phone: (56) 652 268 600
Fax: (56) 652 288 600
puertomontt@deloitte.com

Ni Deloitte Touche Tohmatsu Limited, ni ninguna de sus firmas miembro será responsable por alguna pérdida sufrida por alguna persona que utilice esta publicación.

Deloitte © se refiere a Deloitte Touche Tohmatsu Limited, una compañía privada limitada por garantía, de Reino Unido, y a su red de firmas miembro, cada una de las cuales es una entidad legal separada e independiente. Por favor, vea en www.deloitte.com/cl/acercade la descripción detallada de la estructura legal de Deloitte Touche Tohmatsu Limited y sus firmas miembro.

Deloitte Touche Tohmatsu Limited es una compañía privada limitada por garantía constituida en Inglaterra & Gales bajo el número 07271800, y su domicilio registrado: Hill House, 1 Little New Street, London, EC4A 3TR, Reino Unido.

© 2022 Deloitte. Todos los derechos reservados.

Las partes aceptan que COVID 19 constuye Fuerza Mayor, conforme los términos del artículo 45 del Código Civil. Asimismo, Las partes reconocen los riesgos que implica la propagación de la COVID-19 y las repercusiones potenciales asociadas con la prestación de los Servicios. El personal de las partes cumplirá con las restricciones o las condiciones que impongan sus respectivas organizaciones en las prácticas laborales a medida que la amenaza de la COVID-19 continúe. Las partes intentarán seguir cumpliendo con sus obligaciones respectivas conforme a los plazos y el método establecido en la presente, pero aceptan que puede requerirse la adopción de prácticas laborales alternativas y la puesta en marcha de salvaguardas durante este periodo, tales como el trabajo a distancia, las restricciones de viaje relacionadas con destinos particulares y la cuarentena de algunas personas. Dichas prácticas y salvaguardas laborales pueden afectar o impedir la ejecución de diversas actividades, por ejemplo, talleres u otras reuniones en persona. Las partes trabajarán conjuntamente y de buena fe a fin acordar los eventuales cambios necesarios para atenuar los efectos negativos de la COVID-19 sobre los servicios, incluido el cronograma, el enfoque, los métodos y las prácticas laborales en la prestación de los mismos, y todos los costos asociados adicionales. En todo caso, Deloitte no será responsable de cualquier incumplimiento o retraso en la ejecución de sus obligaciones ocasionados o exacerbados por la propagación de la COVID-19 y sus efectos asociados.