

ESPACIO RIESCO,  
SANTIAGO CHILE



—  
**SANTIAGO**  
OCTOBER 2ND - 3RD, 2019

**ENEXPRO**  
EXPORTER MEETING  
**A E C** | ARCHITECTURE,  
ENGINEERING & CONSTRUCTION



# ENEXPRO AEC

---

**ENEXPRO AEC (Architecture/Engineering/Construction)** is the most important meeting organized by ProChile as part of the Expo EDIFICA 2019 ([www.edifica.cl](http://www.edifica.cl)), for specialty exporters for this sector with support from the Chilean Chamber of Building Development (CCHC), the Association of Architectural Firms of Chile (AOA) and the Association of Engineering Consulting Firms of Chile (AIC).

It is a large-scale public-private initiative that aims to build a bridge between 150 Chilean architectural, engineering, building and SmartCity firms from across the country, with with more than 30 potential clients and strategic partners from 15 markets in Europe, Oceania, North America, Central and South America.

---

Chile is internationally recognized as a world-class, reliable and quality service provider. For this reason, ENEXPRO AEC is a unique opportunity to learn about the expertise of Chilean companies in integral solutions and their wide range of goods and services to offer.

Enexpro AEC will also offer a space to meet and build networks to analyze business opportunities and generate strategic alliances.

Enexpro AEC is presented as a great platform to strengthen the role of infrastructure as a pillar of development and competitiveness in the region.

# CHARACTERISTICS OF THE CHILEAN AEC INDUSTRY EXPORTABLE OFFER

The **AEC Industry** in Chile has developed in a context of economic growth and institutional stability, with public policies favorable to its development.

The combination of economic growth, housing policies, and real estate financing strategies has allowed the development of an AEC industry anchored in quality and rigor, directly contributing to the country's identity and image.

High technological standards and great connectivity in Latin America, as well as a competitive real estate market, are inherent components of this sector.

The professionals of this industry stand out for their seriousness, reliability, and innovative nature. They have the necessary experience to face the development of all kinds of projects, as well as a vast trajectory of associative work, with international consortiums and public-private alliances.

Combining architecture, design, engineering and sustainability in one work of art is a permanent challenge for professionals in these disciplines. This, along with the natural conditions that must be faced in Chile, such as the climate and the risk of earthquakes, make the need to join forces and complement expertise a necessity.

We look to solve the challenges of this industry by developing services in order to improve the quality of life of citizens in an efficient, participatory and sustainable manner.





# ARCHITECTURE

---

In recent years, **contemporary Chilean architecture** has greatly developed and has stood out in the global context for its autonomy, sophistication and solid academic formation.

Multiple international recognitions have been awarded to Chilean individual architects as well as to architectural firms. The 2016 Pritzker Prize Award to Alejandro Aravena stands out, as well as his appointment as curator of the Venice Biennale, the most important architecture world event. Other names such as Smiljan Radic, Mathias Klotz, José Cruz, Germán del Sol, Oficina Izquierdo Lehman, Oficina Pezo von Ellrichshausen, Teodoro Fernández, etc. join this select group.

All of the above has allowed for the consolidation of an important export of services by Chilean offices, its main destination being Latin America.

The level of Latin American architecture has kindled great interest among young Latin American architects to come and study in Chile, particularly in architectural postgraduate programs. Chile boasts thirty-three schools of architecture through thought out 12 regions in the country.

**Architectural** offices are able to provide a wide range of services for a variety of specialized sectors of the architecture industry, such as: urban planning, social housing, development of residential and non-residential architecture projects; interior architectural design, design for public and private works for the construction of hospitals, education/schools, sports, industrial, tourist, retail, institutional and patrimonial infrastructure; as well as specific consultancies in related aspects: real estate, energy efficiency, among others. There is also the increasing use of technological platforms that optimise the design and articulation of projects (e.g. BIM).

# ARCHITECTURE



**These services incorporate cutting-edge architecture that addresses geographic and climatic diversity, sustainability and earthquake safety as inherent components of each project.**

More than 90% of the architecture firms are located in the Metropolitan Region of Santiago (Región Metropolitana in Spanish). Other representative centers are located from the Central to Southern regions of Chile. However, the map of our country, and its geographical and climatic diversity, itself determines the potential of Chilean architecture and the permanent emergence of development poles, for example in extreme regions.

**The development of social/affordable** housing has made great progress, where components such as low cost, sustainability, durability and economy of scale are central axes in the development of projects.

On the other hand, we have **tourism and industrial architecture** of high building and creative standards, given that the morpho-geological particularities (plains, mountain ranges, slopes, etc.) in Chile and the great diversity of climatic conditions throughout the country, have allowed us to develop innovative constructions that lead to places of greater attractiveness and interest.

**Business and retail architecture** has rapidly developed over the last twenty years, generating great interest in neighboring countries such as Peru, Colombia and Ecuador. Architectural firms currently work hand in hand with the construction sector, especially in this sub-sector.

# ENGINEERING

**The Chilean engineering** industry, is a mature industry with more than fifty years of experience, providing services in every field. It has achieved recognition and prestige mainly in the areas of seismic design of structures, engineering of mining and energy projects, development of roads, ports and airport infrastructure, software development as well as in the development of industrial projects associated with cellulose, agro-industry and fishing, among others. It plays an outstanding role in the conceptual, basic and detail engineering stages, as well as in inspection, management, construction and acquisition, assembly, maintenance and consulting contracts, developing projects under the EPC (Engineering, Procurement and Construction) and EPCM (Engineering, Procurement, Construction and Management) formats.

Throughout the history of Chile, the **Engineering industry** has greatly contributed to the development of the country, which has marked milestones of great importance, impact and innovation.

The unique characteristics of our country have allowed for the exceptional development of capabilities and experience of world-renowned engineering firms. Chilean engineering has managed to consolidate export projects integrating, in addition to engineering, construction, equipment and other national goods.

Over 95% of the exportable supply of engineering services is concentrated in the Metropolitan Region. Other regions with important supply poles correspond mainly to Valparaíso and Biobío





# CONSTRUCTION

The **construction** industry corresponds to a mature and very competitive industry, with high standards in the quality of construction and processes. Its contribution to the national GDP corresponds to around 7%, and it represents approximately 9% of the country's employment and accounts for 64.4% of total investment in the economy.

It is one of the most important sectors of the Chilean economy, not only for its contribution to aggregate production, but also because it is one of the most sensitive to the cycles of activity, both for the speed with which it reacts and for the magnitude of its response.

The above has led to the establishment and growth of related goods and services which have developed hand in hand with this important sector. Globalization and the increasing participation of multinational companies in the development of infrastructure have modified the industry. Large-scale projects are contracted all over the world regardless of borders.

This phenomenon of geographic expansion was initially stimulated by the installation of retail companies, which privileged to have the same engineering companies that developed their projects in Chile, as well as the hiring of construction companies and

suppliers of building technologies with which they built their shopping centers. After this phase, medium and large companies have continued to enter neighboring markets, mainly in real estate.

The Chilean **construction** industry, in all its facets, stands out for its quality and the seriousness of its companies, which constitutes valuable capital for its expansion in the region.

The accumulated experience, in addition to a robust financial situation, have driven a growing and solid international expansion, which is exporting its model that is based on the following pillars: constructive quality and strong in management efficiency, both from a point of view of resource optimization.

Currently, building companies develop their international activity in Latin America mainly with Peru and Colombia as the main markets. There is also presence in Brazil, Argentina, Paraguay, Spain, the United States, Uruguay, Panama, among others. In Peru there are approximately fifty established Chilean building companies. The international activity is mainly concentrated in housing, public works and assembly.



# CONSTRUCTION

---

What Chile has to offer in this sector consists of construction companies for building and housing projects and for construction of public works and assemblies for infrastructure projects: mining and energy; ports, airports, roads, tourism, Industry in general (forestry, petrochemical, etc.).

They also include Real Estate Developers and offer services that using technology contribute to generating more efficient constructions, such as software for optimisation of construction processes and works' management, platforms for real estate sales, condominium management, etc.



# INTERNATIONALIZATION EXPERIENCES

---

- Mining facilities, tunnels, bridges, hydroelectric power plants and roads in Peru, Ecuador, Colombia and Bolivia.
- Factories, industries and development of real estate projects in Argentina, Peru, Paraguay, among others..
- Real estate developments and building projects in the United States (Florida), Spain (Marbella, etc). Tourism projects, second homes, etc.
- Residential housing in Central America

# SIGNIFICANTS MILESTONES

---

- **Archdaily** Most read architecture website in Spanish
- **Costanera Tower**, architectural icon of Santiago; the tallest building in Latin America, 300 metres in height.
- **The Santiago subway system (Metro)** is regarded as the most modern system of its kind in Latin America and one of the best in the world.
- **The Costanera Norte urban highway**, which consisted in the building of a five-kilometer tunnel under the Mapocho River was both the biggest challenge for the industry as well as one of the most important projects in recent years. Since its inauguration in 2005, it has received several awards for its vision and creativity in the development of infrastructure projects in Latin America.
- **The “La Farfana” Wastewater Treatment Plant** is considered the most important environmental investment in the history of Chile.





## WHY IT IS IMPORTANT TO BE PRESENT - AN OPPORTUNITY FOR THE FOREIGN BUYER

---

- Meeting point and networking with the most national public and private leaders of the AEC industry.
- To establish direct contact with more than 150 Chilean companies interested in offering their services and/or establishing strategic alliances with potential foreign partners for projects in Chile, Latin America and third markets.
- A “one stop shop” to learn about the best that Chile has to offer in the architecture, engineering and construction sectors; the main innovations and current tendencies.
- First-hand specialized information.
- Networking and Business Opportunities.
- Meeting the best strategic partners for businesses in Chile, Latin America and third markets.
- Get to know the main emblematic projects of Chilean architecture, engineering and construction in the field.
- Privileged space to share experiences regarding the contribution of these sectors to improve the quality of life of citizens in an efficient, participatory and sustainable manner.
- Visit the International Building Fair ([www.edifica.cl](http://www.edifica.cl)) and the XXI Biennial of Architecture and Urbanism of Santiago <https://www.bienalarquitectura.cl/>

# PRELIMINARY PROGRAMME

## TUESDAY OCTOBER 1st

- AM :** ARRIVAL IN CHILE
- 19.30 pm :** COORDINATION MEETING AND OFFICIAL  
GUESTS WELCOME. NETWORKING ACTIVITY

## WEDNESDAY OCTOBER 2nd

- 08.00am :** OFFICIAL OPENING ENEXPRO (\*)
- 10.15 am :** PRESENTATION CHILEAN COMPANIES  
PITCH FORMAT
- 12.00pm :** OFFICIAL OPENING OF EDIFICA (\*)
- 1.00- 2.00pm :** LUNCH
- 2.00 - 6.00pm :** PRESENTATION CHILEAN COMPANIES  
(PITCH FORMAT)
- 6.30pm:** NETWORKING ACTIVITY ENEXPRO- EDIFICA

(\*) The main public and private sector authorities in the country participate.

## THURSDAY OCTOBER 3rd

- 08:30am- 1:30pm:** BUSINESS ROUNDTABLE PLACE:  
ESPACIO RIESCO
- 1:30pm- 3:00pm:** LUNCH OFFERED BY RESPECTIVE  
TRADE-UNION ASSOCIATIONS
- 3:30pm - 6.30pm :** SITE VISITS
- 8:00hrs :** HOTEL DINNER

## FRIDAY OCTOBER 4th

- RETURN TO THEIR COUNTRIES



# ENEXPRO

---

2019





# ENEXPRO

EXPORTER MEETING

A E C | ARCHITECTURE,  
ENGINEERING & CONSTRUCTION

