

# International Exhibition for Technologies and Innovations in Mining & Energy.

Junio 2022.  
Antofagasta, Chile.



**+900**  
Exhibiting  
companies



**US\$ 850**

Million in  
business  
projected from  
the last  
version of  
Exponor.



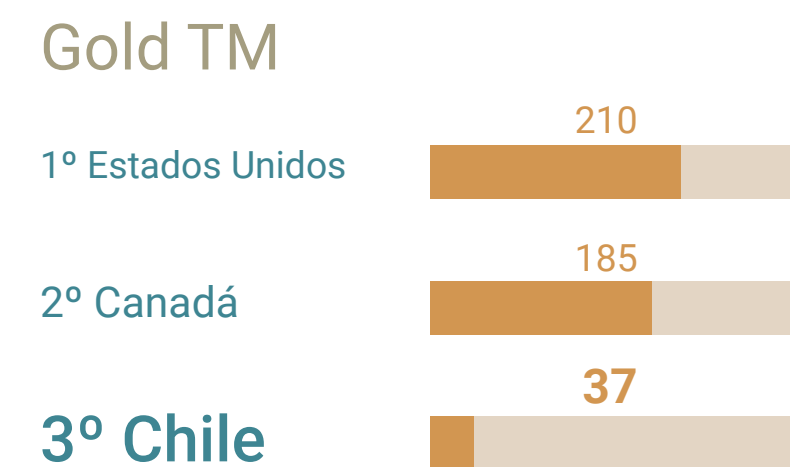
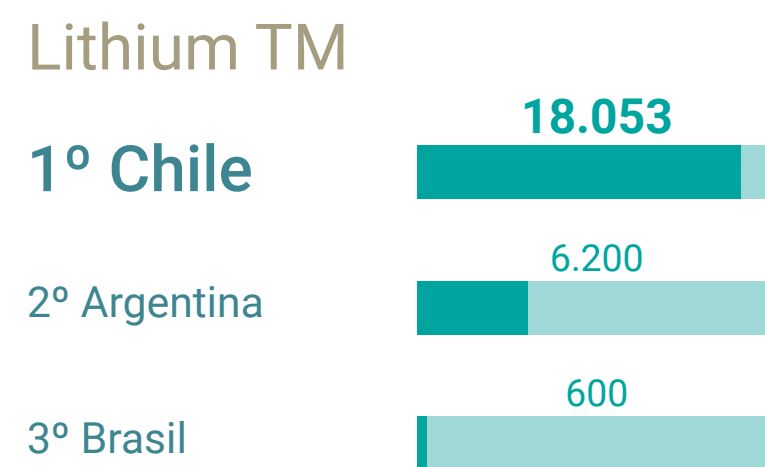
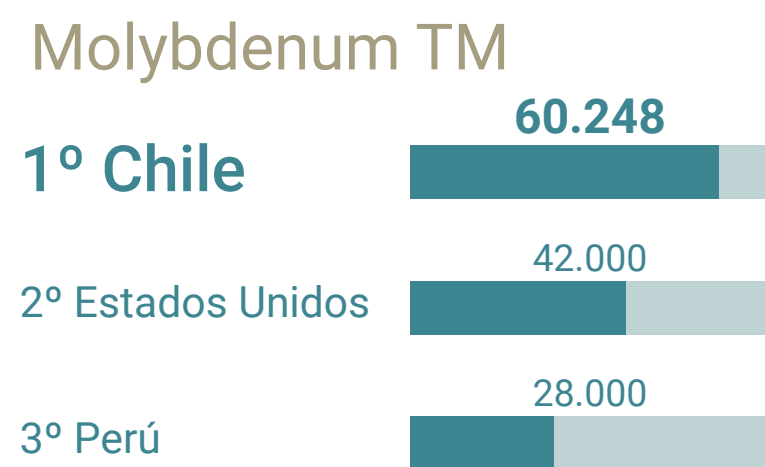
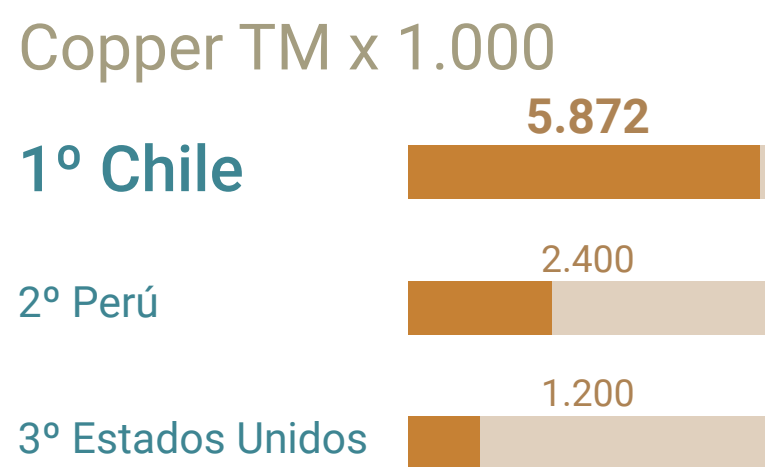
**30**  
Countries



**10**  
International  
pavilions

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

# If you are going to invest in Latin America, choose Chile.



**1°**  
Place ranking for "The best countries to do business in 2019". Forbes Ranking.

**1°**  
Place ranking in Latin America "Most attractive countries to invest in the mining sector", Fraser Institute.

**US\$ 72.503**  
million portfolio of mining projects until 2027.

## Mining companies present in the Antofagasta Region.

**54%** of Chile's mining production is extracted in the Antofagasta Region.

**US\$ 19.802** billion in mining projects until 2024.

**16%** of global copper production.

### Chile



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## Profile of the Exhibitors at Exponor.

We gather and bring together the main companies and suppliers for the mining and energy sectors, both national and international. Being part of Exponor 2022, you will be able to connect with the sector in Chile and the World. Allowing you to interact with a significant number of buyers and decision-makers, in order to build business relationships and to generate a portfolio of potential clients that will allow you to measure the return on investment over an efficient and effective period of time.



- Heavy equipment, process equipment, machinery, components, and parts (32.3%)
- Energy, engineering services and electrical goods, automation, and control (13.3%)
- Logistics, telecommunications, and ancillary services (10.7 %)
- Other mining consumables (8.2%)
- Engineering in processes and construction (7.2%)
- Government institutions and associations (7%)
- Hardware and tools (5.6%)
- Industrial and civil safety and security (4.6 %)
- Media (3,2%)
- Others (2,5%)
- Exploration, development, soundings & drilling (2.1%)
- Mining companies (1.5%)

## Book your stand

and position your brand in the global mining and energy capital joining the main suppliers and companies to the mining and energy industry.

**RESERVATIONS AND INFORMATION**  
 reservas@exponor.cl • +56 9 5766 4949



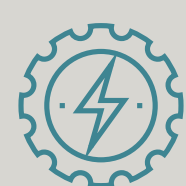
# The Energy Sector has its own dedicated business platform at Exponor.

The energy industry is already part of Exponor. And you, what are you waiting for to join? With the objective of generating new business opportunities, we have an exclusive energy pavilion for companies in the energy sector supply chain, with a dedicated programme of activities that sets the stage for you and your company to interact with potential customers, players and stakeholders in the sector.

Link up with the energy industry, increase your awareness of its challenges, foster technology transfer, expand your client portfolio, and grow your business globally. These are the opportunities that the Energy Pavilion will give you and where your company should be present.

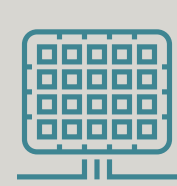
## We're waiting for you!

## Strategic Information for the Energy Industry in the Region of Antofagasta:



US\$ 24.000

billion in energy projects.



6.187,6 MW

of installed energy capacity.



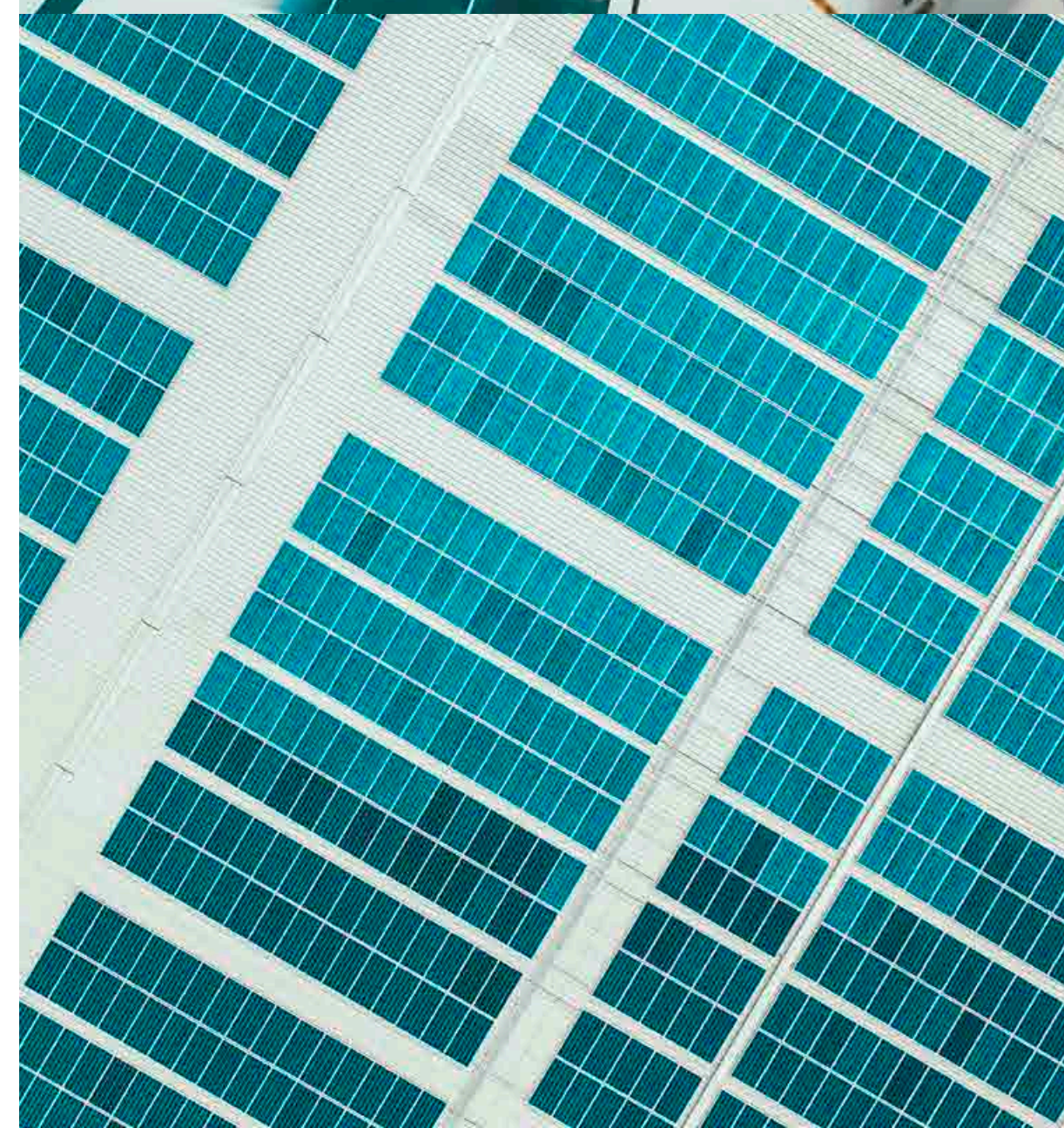
19,9%

generated by renewable energies (photovoltaic, wind and geothermal).



### Exhibitor's profile.

- + Energy Generating Companies.
- + Suppliers with solutions for energy efficiency.
- + Universidades y centros de investigación orientadas a las energías renovables.
- + Energy industry suppliers.
- + Energy industry trade associations.
- + Public institutions, associations, organisations, and media related to energy.



# Business opportunities in Exponor 2022.

## International Exhibition

Showcase your brand at the world's leading mining event. Exhibiting at Exponor will allow you to link up with the mining and energy industry, generate contacts and an important portfolio of clients.

## Business Roundtables

Present your portfolio of products and/or services in bilateral meetings with executives from the main mining, energy and industry companies.

## Site visits

Through field visits we invite you to learn about Chile's main mining and energy projects and their operational challenges.

## Technical Talks

An opportunity to present in detail your latest technologies, innovations and launches of new products and services. There is the great technical congress that advances new industry trends, where you are the protagonist.

## Technical Delegations

We receive visits from business delegations consisting of technical, operators and industry professionals to learn about your technological and innovative offers for products and services, to meet their operational challenges.

## Networking After-Office

Get to know the tender and bidding processes and purchasing needs of the main mining companies direct from their Supply and Contract managers.

## Seminars

Access strategic information on their challenges, investments and projects in the mining and energy sector via presentations by leading players from the private sector and government officials.

## Innovation Zoom

We promote our exhibitors' innovations and technologies through our website and mailings sent to the supply and contract areas of the main mining companies in Chile.



## WHO VISIT EXPONOR?

### Visitor's profile.

Did you know that Exponor is the technical field exhibition par excellence on the international circuit? The Antofagasta Region, is the mining capital of the world with 18 active mining projects, which, combined with the main suppliers for the sector, send technical delegations of workers to Exponor in search of new technologies and innovative solutions to meet their operational challenges.

At the previous version of Exponor, we had 41,000 visitors. And you, what are you waiting for to promote your brand at this national and international mining and energy sector exhibition?



Mine, plant, operations and processes.



Electrical and mechanical maintenance.



Quality, safety, environment and community.



Services, logistics, administration, HR, communications and systems.



Exploration, exploitation, geology, construction and engineering.



Sales, business and marketing.



Management control, costs, accounting and finance.



Supply, contracts, acquisitions, purchases and warehouse.



Project, planning and development.



Education.



Press.



### Visitors

The industrial mining exhibition is visited by CEOs, presidents, VPs, directors, general managers, area managers, technicians, operators, supervisors, administrative officers, executives, professionals, specialized technicians and representatives of companies supplying the area, academics and students.



# International Representation.

Contact our international sales agents and participate in Exponor 2022 by means of the International Pavilion for your country:

## Germany

German Chilean Chamber of Commerce and Industry, Mining Business Center  
Sara Borst  
Project Manager  
+56 9 6156 9995  
Email: sborst@camchal.cl  
Web: www.camchal.cl

## Asia

Asia Reps  
Yung Chiung, Shen  
Sales Manager  
+56 2 2589 1802  
Email: yungchiung@asiareps.cl  
Web: www.asiareps.cl

## Brazil

ABIMAQ  
Tábata Silva  
Co-ordinator for the promotion of international trade  
+55 11 5582 5755  
Email: tabata.silva@abimaq.org.br  
Web: www.abimaq.org.br

## Canada

MSTA - Mining Suppliers Trade Association  
Dolores Wharton  
Director - Global Event  
+1-647-929-6782 # 305  
Email: wharton@mstacanada.ca  
Web: www.mstacanada.ca

## Spain

Economic and Commercial Office of the Spanish Embassy in Chile  
Alejandro Laborda  
Market analyst  
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Web: chile.oficinascomerciales.es

## USA

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Email: claudiac@kallman.com  
Web: www.kallman.com

## France

Business France  
Patricia Aravena  
Comercial Attaché  
+56 2 2756 32 57  
Email: santiago@businessfrance.fr  
Web: www.businessfrance.fr

## Peru

Peruvian-Chilean Chamber of Commerce  
Mariela González  
General Manager  
00 (511) 421 5915  
Email: ferias@camaraperuchile.org  
Web: www.camaraperuchile.org

## Other countries

Exponor  
Soffa Otero  
Sales  
+56 (55) 2454 335  
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Web: www.exponor.cl

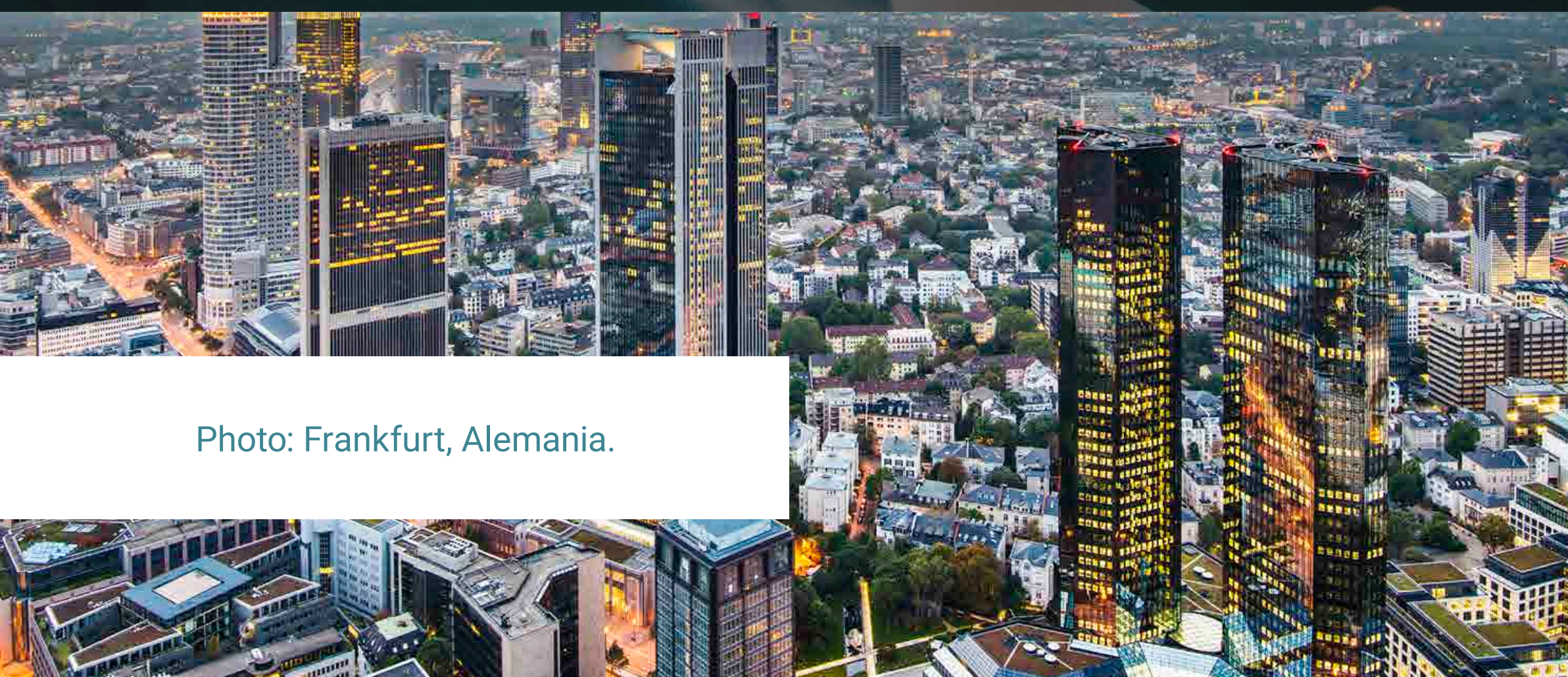
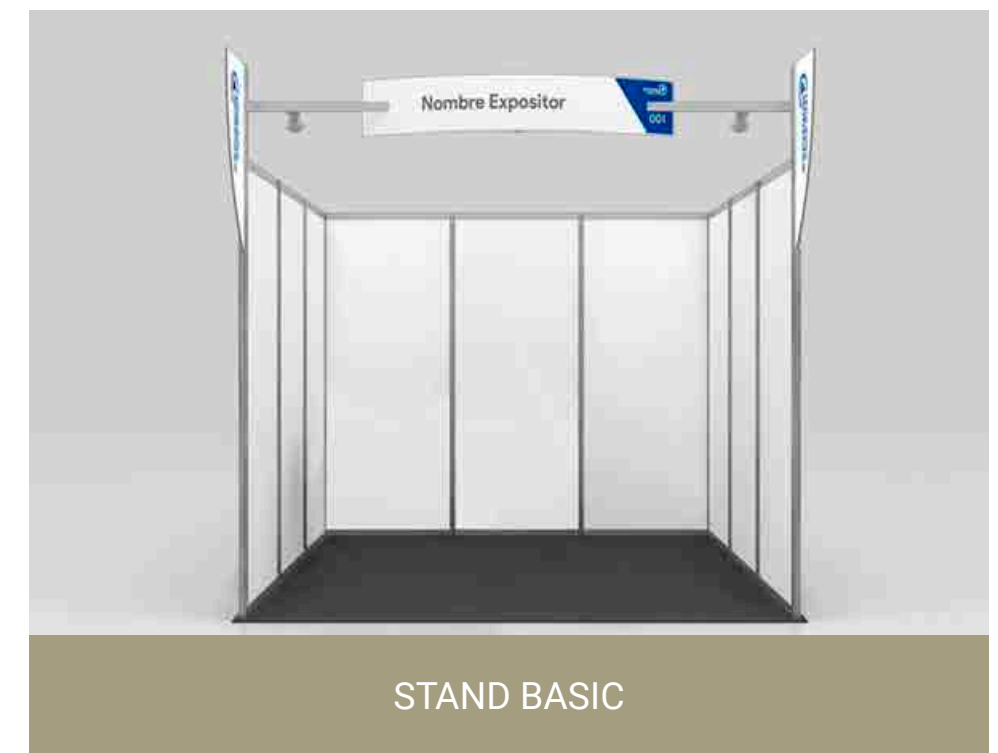
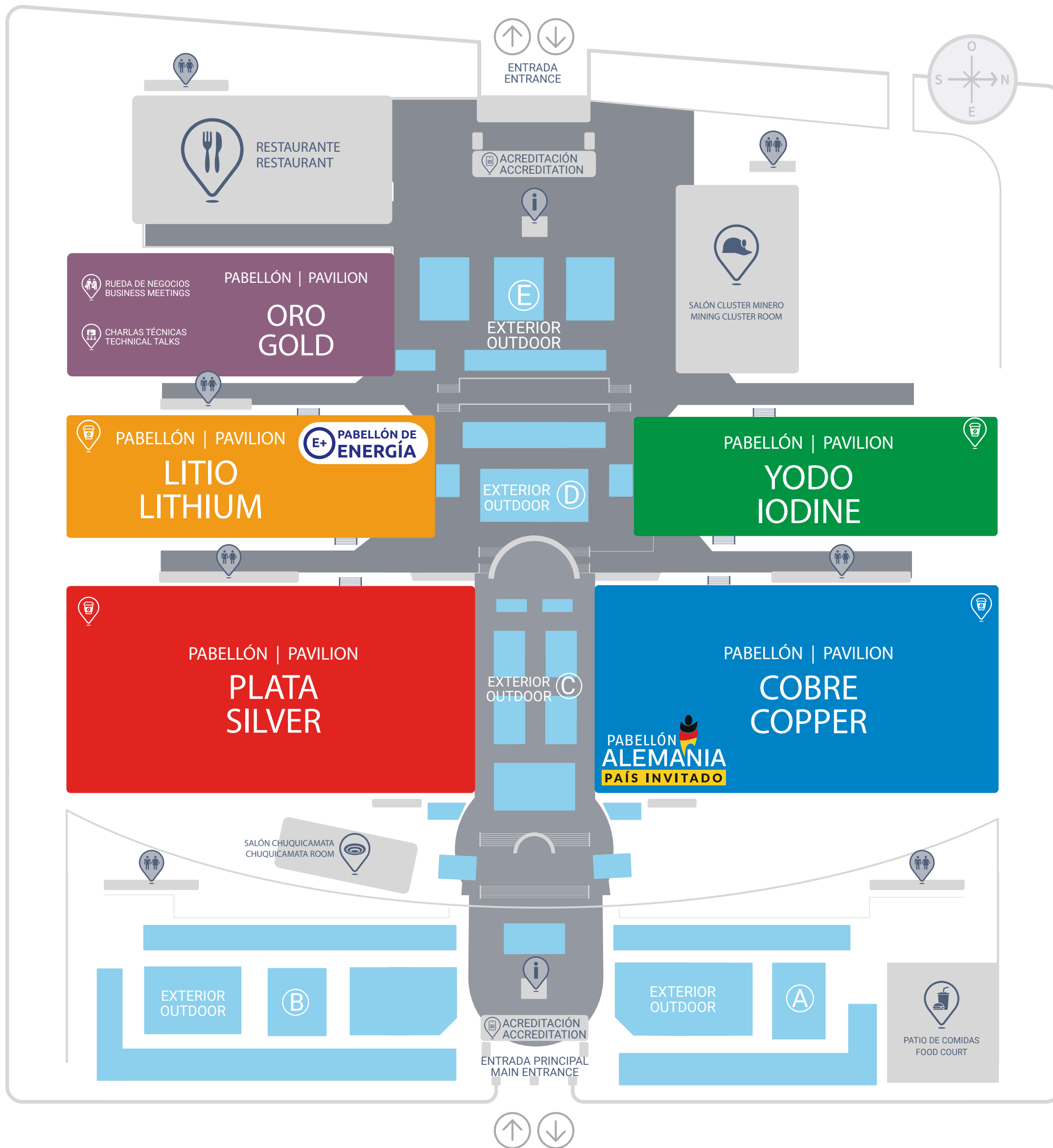


Photo: Frankfurt, Alemania.

GERMAN  
PAVILION  
GUEST COUNTRY

EXPONOR 2022



9,8 UF/m<sup>2</sup> + VAT

Specifications: White melamine panels. Grey floor covering. Valance with the name of the exhibiting company. Lighting with 3 lights. An electrical connection (230W/m<sup>2</sup>). Useful space for panel graphics 0.97 m x 2.47 m.



3,6 UF/m<sup>2</sup> + VAT

Specifications: Uncovered terrain. Floor of compacted material (except plaza central oriente which is concrete). Electrical connection (20W / m<sup>2</sup>).

## Furniture Pack



\$ 98.000 (+VAT)  
USD 115 (+VAT)

Furnishings: 1 round table, 3 metal chairs, 1 rubbish/trash bin.



\$ 180.000 (+VAT)  
USD 210 (+VAT)

Furnishings: 1 round table, 3 metal chairs, 1 rubbish/trash bin, 1 counter.



\$ 225.000 (+VAT)  
USD 265 (+VAT)

Furnishings: 1 round table, 3 metal chairs, 1 rubbish/trash bin, 1 counter, 1 stool. 1 storeroom 1 m x 1 m.

Exclusively for exhibitors.



EXTERNAL ADVERTISING

### Flags at the main entrance to the exhibition ground

10 Flags of 2 x 1 m, located at the front of one of the two main entrances. Exhibitors must supply the flag.



EXTERNAL ADVERTISING

### Distribution of promotional material

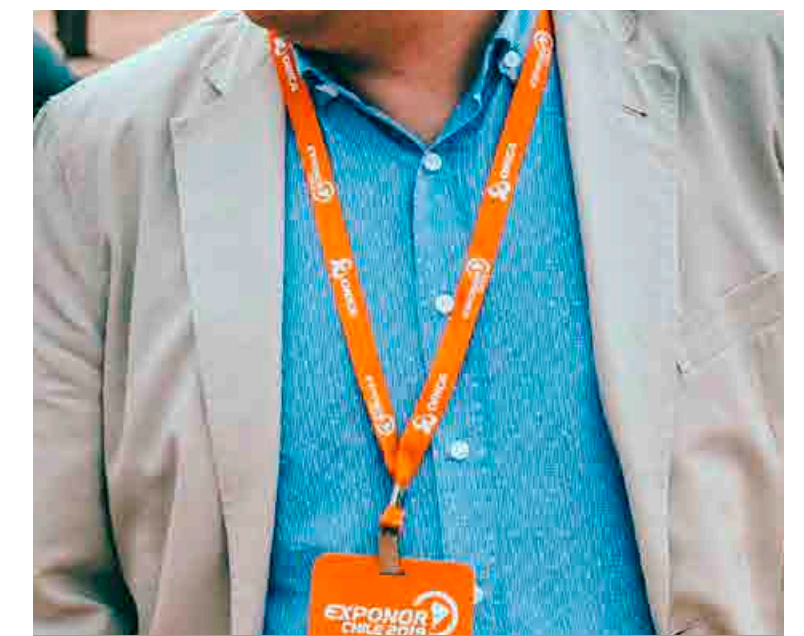
Permission to deliver promotional material with a representative/host(ess) in the outdoor areas.



EXTERNAL ADVERTISING

### Hot Air Balloon installation

Installation of a hot air balloon inside the exhibition. Location to be established in common agreement depending on the size of the balloon. Equipment and maintenance the responsibility of the contracting company.



GRAPHIC MATERIAL ADVERTISING

### Visitor badge on the tape holder for visitors available

Printing of a logo in colour on the exhibition visitor badge tape, along with the logo of the organiser, that will be distributed with the credential to technical visitors.



GRAPHIC MATERIAL ADVERTISING

### Notice in the Catalogue of exhibitors

Advertising in the Catalogue that is distributed to technical visitors and exhibitors. Virtual version on the [www.exponor.cl](http://www.exponor.cl) site.



GRAPHIC MATERIAL ADVERTISING

### Promotion in Visitor's Guide

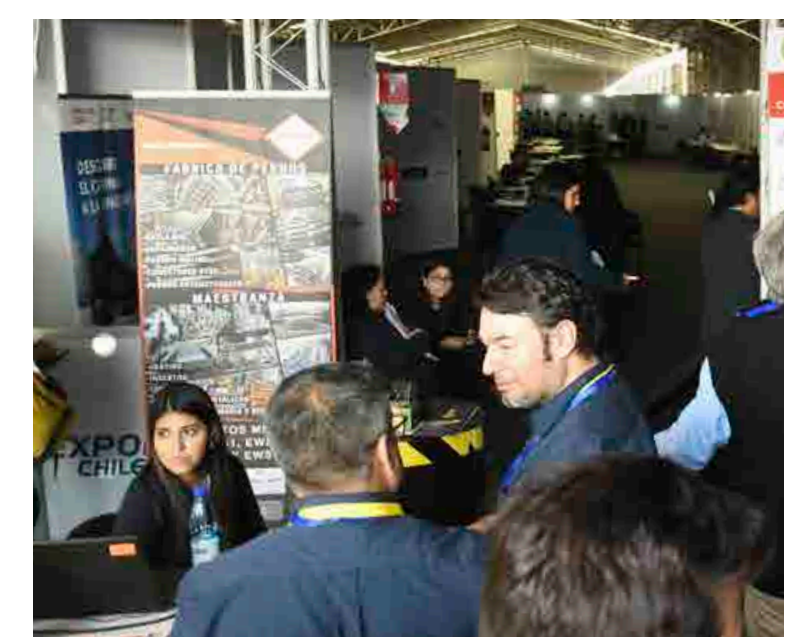
Promotional notice in the Visitor's Guide that is given to all those who visit Exponor. Provide location maps and exhibitor list, 10,000 copies.



DIGITAL ADVERTISING

### Banner in the Newsletter

Advertising banner published in the newsletter for exhibitors. Approximately 10 issues. Business Round Table.



SPONSORED ACTIVITIES

### Business Round Table

Presence of a corporate banner of 1x2 meters in the waiting area during the meeting days.



SPONSORED ACTIVITIES

### Networking After Office

Brand presence at the After Office event (table at the entrance to the hall and banner at the side of the stage). Includes publication of logo on 6 screens, mention as a sponsor during the event.



EXTERNAL ADVERTISING

### Entry to pavilions

Advertising at the entrance gates to the pavilion. Format 1.5 x 3 m in colour.

POSTSHOW

# Exponor 2019 in figures



US\$ 850 MM

Estimated in  
businesses



41.000

Technical  
visitors



1.000

Exhibiting  
companies



2.285

Business  
meetings



5

Strategical  
seminars



3

Networking  
After Office



115

Technical  
talks



9

Visits  
to worksites



10

Foreign  
Halls



30 | 5

Countries |  
Continents



30

Technological  
Entrepreneur



375

Innovations

# EXPONOR CHILE 2022

## June 2022

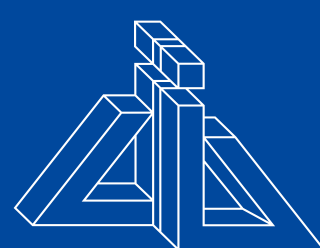
Antofagasta, Chile.

## Book your Stand

### RESERVATIONS AND INFORMATION

reservas@exponor.cl • +56 9 5766 4949

www.exponor.cl • Antofagasta, Chile.



ORGANIZED BY :

ASOCIACIÓN  
DE INDUSTRIALES  
ANTOFAGASTA

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#### STRATEGIC PARTNERS:



ESCONDIDA | BHP



#### SPONSORS:



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