



## Summary

! GREENoneTEC unique chance for the Chilean energy sector and vice versa !

- incredibly lucrative opportunity for GREENoneTEC
- sunny Atacama desert -> perfect basis for generating solar power
- FDI incentives
- high start up investment costs but highly profitable on the long run
- renewable energy business  
-> guarantee long term success for the company

GREENoneTEC **1** go Chile!  
SOLAR COLLECTORS



# • Venture Capital Investment in the Clean Energy Sector

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# Structure

- GREENoneTec
- Chile
- Macro Environment
  - PEST
- Micro Environment
  - Porter`s 5 Forces
- SWOT
- Market Entry Strategy
- Financial Analysis
- Summary



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- St. Veit/Glan, Austria (1991)

high quality solar thermal collectors

- supplies key manufacturers of heating systems & providers of solar systems

-> 8 Product lines 100 customer-defined collector variations

- exports to 40 different countries -> export rate 85%
- market share 25% in Europe

mission -> maintain high standard of quality optimal use of resources -> quick implementation of customer focused solutions excellent delivery services & reliability

- annual turnover ~ € 54,35 Million (2011)

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## Republic of Chile (República de Chile)

"Chilli" --> where the land ends

-> independent since 1810

- among most economically developed
- among longest & narrowest nations  
average 177km wide
- extreme landscape
- 756,096.3 km<sup>2</sup> long
- 16,572,475 inhabitants





# Macro Environment

- steady & stable growth rate

“Doing Business Ranking” by World Bank --> business friendliest company’s worldwide --> Chile #37 worldwide --> #1 in Latin America

- high increase in foreign direct investment

Investors appreciate it

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# PEST

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# PEST

- democracy since 22 years

PINERA --> chief of state & head of democratic government  
!establish a well balanced democracy!

lowest political risk rating in LA

transparency #1 in LA

low level of corruption

economic Freedom # 11 worldwide --> 80% of economy free

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# tax, FDI

! lowest tax rate in LA !

corporate tax 20%

income tax either 42% if stable for 10 years or 35%

- tax advantages offered for FDI & investments in extreme regions including Atacama region

range of bilateral & trade agreements

- avoid double taxation
- 6% customs duty and free tax

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## Chances for FDI

- Chilean state signed "open" economy international trade agreements

- 100% FDI allowed for all (e.g. for high-tech investments...)

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