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SPOILED FOR CHOICE: A VAST FIELD OF OPPORTUNITIES FOR INTERNATIONAL BUSINESS

Amid its determined effort to transition to a low-carbon economy, Japan is bolstering ties with a key partner thousands of miles across the Pacific.

Known for its vast reserves of copper and lithium — both essential to electrification and battery production — Chile has assumed a larger role in renewable energy and clean hydrogen.

For the many Japanese companies that seek predictable and stable access to clean resources, the South American country offers the vital combination of abundant natural resources and a reliable economic environment. Copper and lithium are indispensable in the production of electric vehicles, green energy infrastructure and advanced batteries.

But Chile's importance extends beyond mining. The extreme climate in the Atacama Desert (which receives the most intense sunlight in the world) and Patagonia (which experiences the strongest winds) has created ideal conditions to build solar and wind farms and produce green hydrogen for energy importers like Japan.

"Chile is an economically and politically stable environment. It gives world-class opportunities to invest in renewable solar, wind and green hydrogen," said **Austria Energy General Manager Helmut Kantner**.

Austria Energy has operated in Chile since 2013 and is developing projects to produce green hydrogen and ammonia, which could eventually be sold to Asian markets.

According to Kantner, partnerships with Japanese companies can take several forms — equity investment, project acquisition or long-term offtake agreements — and provide a more stable energy supply for Japan.

While mining remains the pillar of

Japanese-Chilean economic relations, Chile's agricultural sector has increased exports to Japan, a market that demands fresh, high-quality produce.

"First, we look for long-term relations. Japan is a special market but once you are in the market, it is very loyal," said **Gesex CEO Christian Gwynne**.

As more markets require traceability and high quality in their food imports, Chile has supported its agricultural sector to meet exacting standards in Japan and the rest of the world.

Complementing the export-centered goals of Chile's diversifying economy, Santiago-based Procomex, a trading and freight-forwarding company with more than 20 years of experience, plays an essential role in supplying hard-to-source components for Chile's mining and heavy industrial sectors.

"Our role is often to ensure that critical machinery keeps running. By sourcing specialized components internationally and moving them quickly through integrated logistics networks, we help keep Chile's mining and industrial operations operating without disruption," said **Procomex CEO Maximilian Terc Rowe**.

With operations in Chile and the United States through its affiliate Procomex America, the company provides integrated logistics services, including international purchasing, freight forwarding and supply chain management.

As it expands its renewable energy ambitions and strengthens trade networks, the Japan-Chile partnership has moved beyond resource extraction.

For Japan, which depends heavily on imports for energy and industrial materials, Chile has ceased to be merely a supplier. The South American nation has become a reliable partner in building the next generation of sustainable energy sources and resilient supply chains. ■

FRUIT EXPORTER EXPANDS RANGE OF PREMIUM PRODUCE FOR GLOBAL MARKET

Founded in 1998 by two agricultural entrepreneurs, **Gesex** was conceived to build an efficient, transparent and vertically integrated fruit-exporting business that would benefit Chile's growers and deliver quality produce around the world.

Gesex has satisfied its customers' needs by ensuring quality and freshness from the orchard to the table. To fulfill that commitment, it provides fruit growers with direct links to its three packing and cold storage facilities and commercial offices in key markets, including China, the U.S., Europe and the U.K. It also recently started operations in Peru with a 400-hectare orchard of table grapes.

Today, the group brings together eight producers to export more than 9 million boxes of fruit annually, delivering industry-leading revenues to growers. These efforts have helped make Chile the seventh-largest exporter by volume.

"We have a 'smart fruit' program. This means that when we start working with the grower, we look at the best options for their farms. We look into the correct commodity and land. We can consider every variable that goes into growing fruits and optimum management," said **CEO Christian Gwynne**.

"We are also the largest exporter of the autumn crisp and sweet globe grape varieties out of Chile, which has allowed us to serve the most demanding markets, like Japan. We also offer lemons and cherries to Japan. For this, we are looking for a partner to build a



Gesex CEO Christian Gwynne



strong and long-term relationship to satisfy the more demanding Japanese consumers," he added. ■

<https://www.gesex.cl/en/home-en>

A RELIABLE PROVIDER OF SEAMLESS LOGISTICS FOR THE CHILEAN MINING SECTOR

Founded in 1998, **Procomex** has remained one of Chile's most trusted partners in global trade and logistics. Headquartered in Santiago, the company has over two decades of experience in international purchasing, air and sea freight forwarding, U.S. consignee address services and international logistics.

Through its U.S. affiliate, Procomex America, the company also provides customs handling, inland pickup and delivery, e-commerce logistics and full supply chain management as an International Air Transport Association-certified and World Cargo Alliance member.

Procomex has carved out a vital niche in sourcing hard-to-find industrial parts for Chile's mining and heavy industries. This specialization ensures that critical machinery, essential to one of the world's largest resource economies, can operate smoothly without costly interruptions.

"Our strong ties with Japanese mining companies in Chile have been built on trust and responsiveness. When their machinery breaks down, they know we can deliver the specialized part they need within five days or fewer, something local suppliers often cannot guarantee," said **CEO Maximilian Terc Rowe**.

Guided by its mission to provide efficient, effective and highly personalized service, Procomex continues to expand its global reach. Its vision is simple yet ambitious: "Putting the world in the hands of our customers." ■

<https://www.procomex.cl>



RENEWABLE-ENERGY GROUP SCALES UP GOALS IN CHILE AND LATIN AMERICA

Austria Energy Group, a renewable-energy developer based in Vienna, has stepped up its operations in Chile, further strengthening its presence in Latin America since opening its Santiago office in 2013.

The company, which focuses on integrating photovoltaic, wind, battery storage and green hydrogen technologies, is positioning Chile as its flagship market outside Europe.

With more than 1,000 megawatts developed across Europe and Latin America and a current pipeline of over 10 gigawatts, Austria Energy has made Chile a core part of its growth strategy, leveraging the country's exceptional solar radiation and consistent wind patterns.

"We saw Chile not just as an expansion, but as a unique platform for innovation in renewables. Today, our projects are operated by different international investors, including Japanese ones. We are also advancing with further grid-connected solar and wind parks with battery systems and two large-scale green hydrogen projects," said **General Manager Helmut Kantner**.

One of those projects, HNH Energy, located in southern Chile's Magallanes region, is a joint venture with Copenhagen Infrastructure Partners and Oekowind. It aims to become one of the world's largest green hydrogen initiatives and will produce green ammonia for global export, an area of growing interest to Japanese investors.

"Chile offers world-class conditions backed



Austria Energy Group General Manager Helmut Kantner



by political and economic stability. It's a country where different forms of energy investment can truly take root," Kantner said. ■

<https://www.austriaenergy.com/en/home>



Procomex CEO Maximilian Terc Rowe (right) poses with his team.