Ministerio de Hacienda

Developments and prospects of the Chilean economy

New York September 2022

Mario Marcel Minister of Finance

Ministerio de Hacienda

Gobierno de Chile

Introduction

• Chile is undergoing a broad transition in three overlapping dimensions:

- <u>Productive transition</u>: a mining oil-dependent economy, evolving into a green-growth supplier and service hub

- <u>Political transition</u>: from a hierarchical, centralized society, to an inclusive society with institutionalized distributed power
- *Economic transition*: regaining equilibria after the Covid-19 crisis and disproportionate policy responses
- These features may be present in many other countries, but in Chile they became particularly acute due to a fast-growing middle class, enhanced transparency and stagnating productivity
- A large majority of the population wish for an institutionalized, ordered and effective change though a new Constitution
- Chile will continue being an open, market-based economy, and its future development will depend crucially on successfully completing these transitions
- Economic policy should be an enabler of change, securing the sustainability of structural reforms. This means well-functioning markets, economic stability and fiscal discipline

Agenda

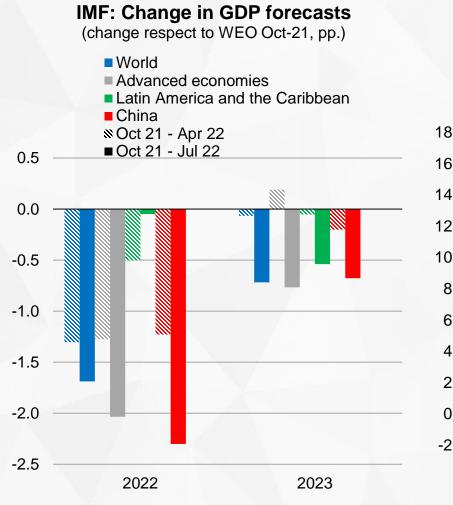
1. Recent Macro Developments

2. Constitutional Process

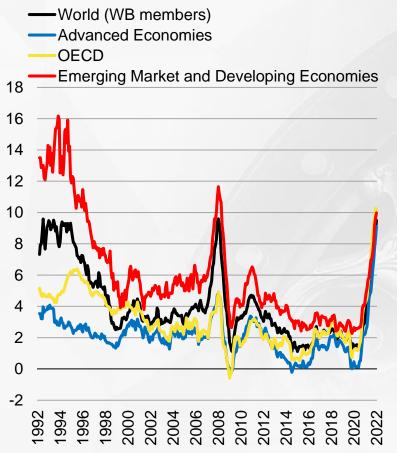
3. Economic Challenges and Work Agenda

Recent Economic Developments

After the Covid-19 unprecedented crisis, the economic recovery has suffered several setbacks. High inflation has become a global phenomenon and a new global recession has become more likely



CPI (YoY, percentage)

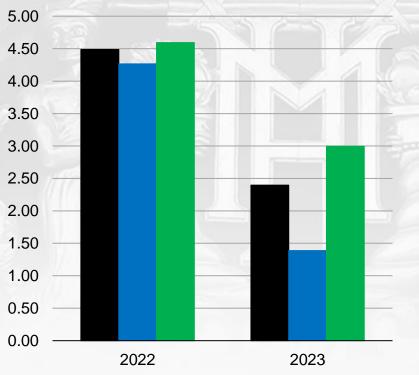


IMF: Change in inflation forecasts (WEO Oct-21 vs WEO Jul-22)

■ World

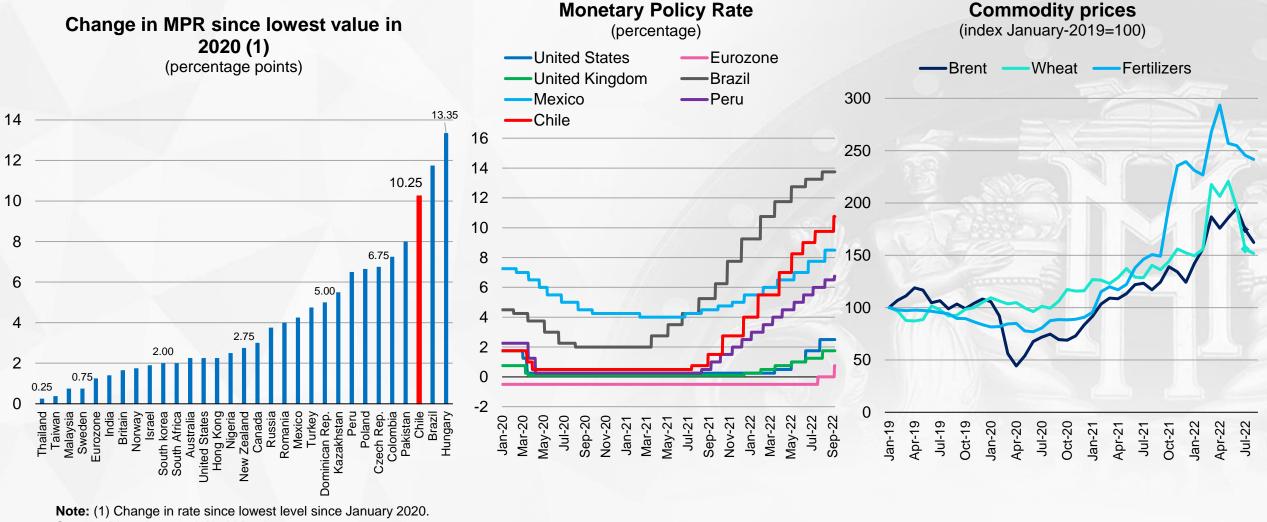
Advanced economies

Emerging Market and Developing Economies



Source: IMF, OECD and World Bank.

High inflation and fears that it will turn persistent, are putting pressure on policymakers. This, combined with higher probability of a global recession, have reversed the upward trend in commodity prices



Source: Bloomberg and World Bank.

Economic slowdown fears have had a negative impact on copper prices



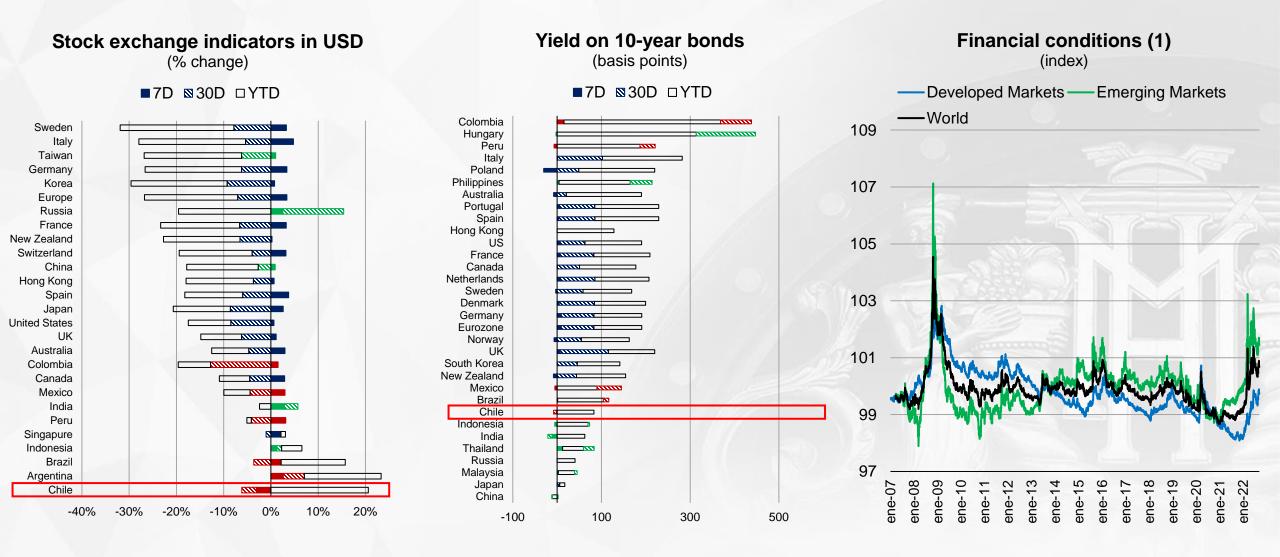
Reasons behind the recent drop in copper price:

- Future increases in the US interest rate could halt economic growth.
- Covid-19 development in China and Zero-Covid policy deteriorates demand prospects.
- Rapid dollar appreciation.
- Global slowdown in the manufacturing sector.

Reasons behind a positive outlook for copper price in the medium term:

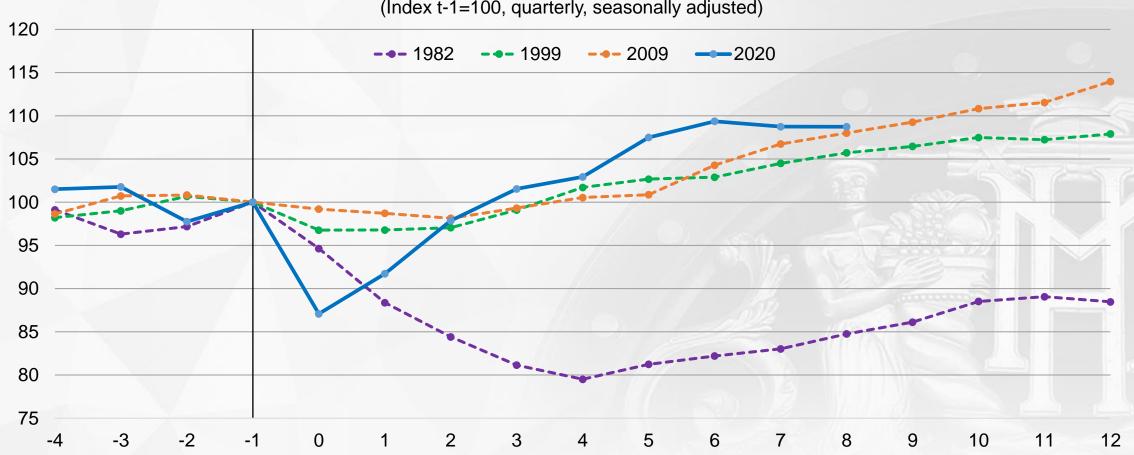
- Increased demand as a result of the green energy transition.
- Lower production performance and decrease in inventories.
- Lack of new large mining projects.

In this context, financial conditions have deteriorated sharply



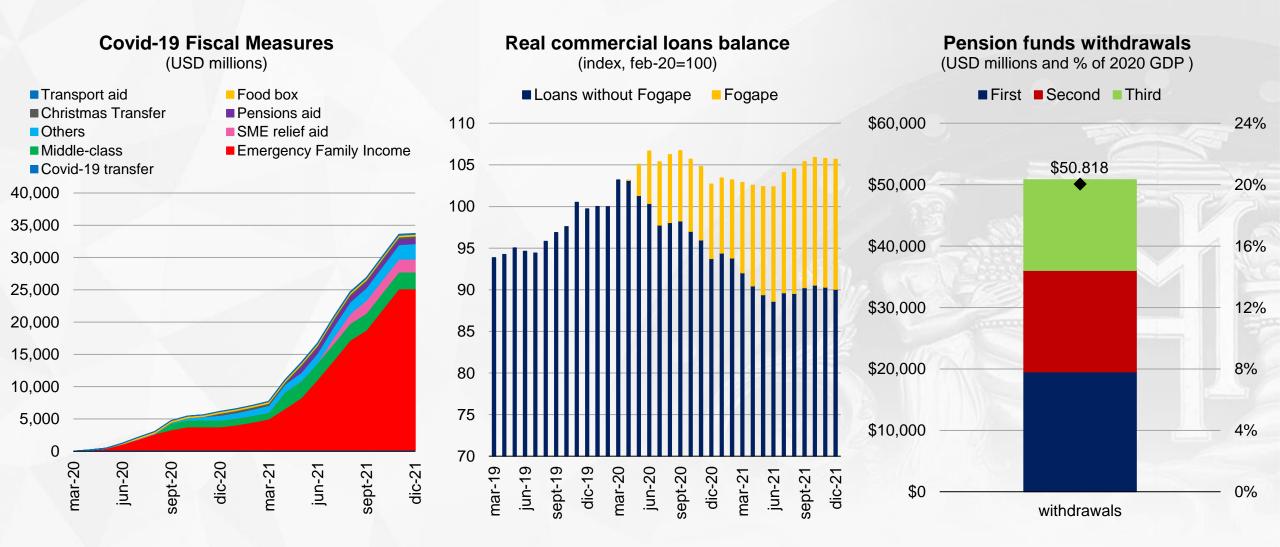
Note: Colors represent : Advanced, Emerging and ELatin America. Data actualized to September 13th. (1) A high value indicates worse financial conditions. Data actualized to September 12th. Source: Bloomberg, Central Bank of Chile and Goldman Sachs.

Chile recovered from the Covid-19 crisis faster than in previous episodes



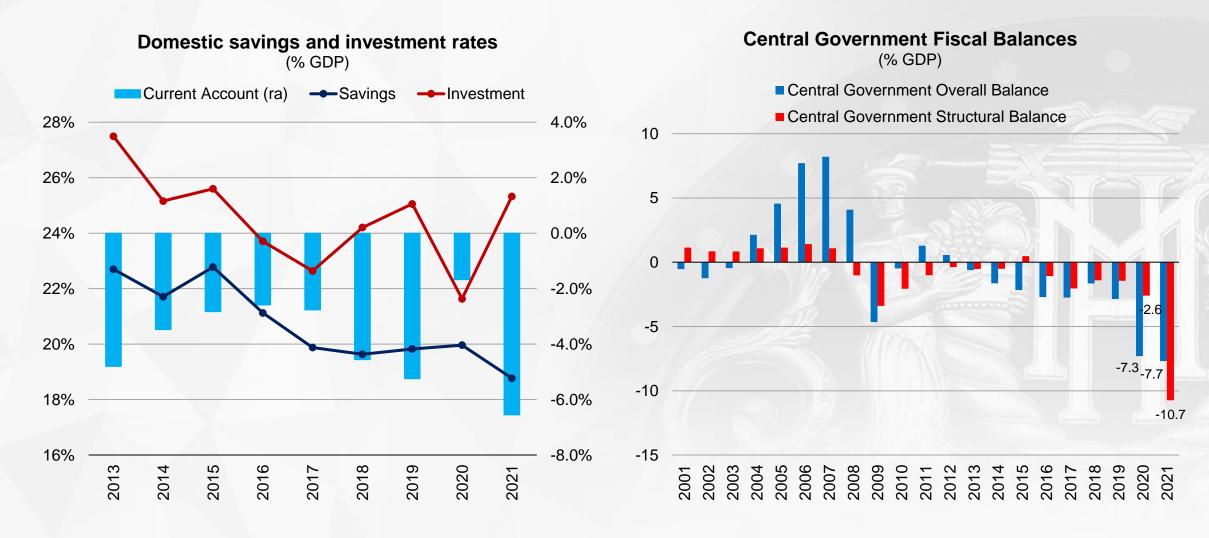
GDP and crisis (Index t-1=100, quarterly, seasonally adjusted)

Note: T=0 in periods, 1981Q4, 1998Q4, 2008Q4 and 2020Q2. Seasonally adjusted official series were spliced for all periods except 1982-1983. For this period, the series of "Social and Economic Indicators 1960-1988" was seasonally adjusted. Source: Central Bank of Chile. Fiscal transfers, accommodative monetary policy, measures to incentive credit, and pension fund withdrawals largely explain a consumption-led recovery



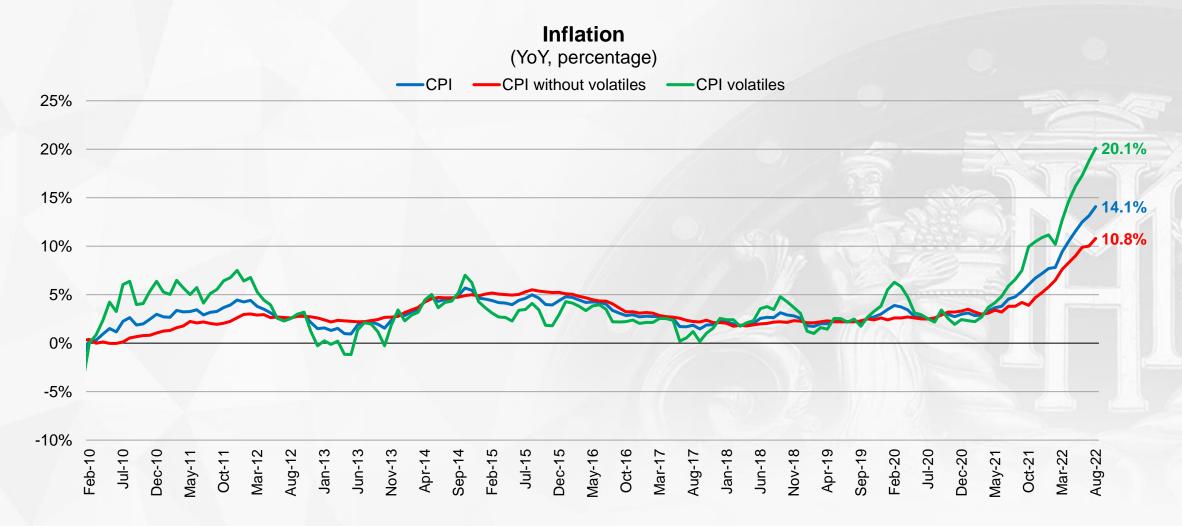
Note: Amounts in dollars, considering an exchange rate of 800 pesos per dollar. The amounts were updated to the March 25th Chilean Pension Supervisor report. **Source:** Central Bank of Chile, Chilean Pension Supervisor, and Ministry of Finance.

The sharp expansion in private consumption, supported by massive fiscal transfers, created a classical twin-deficit scenario and heavy demand pressures on inflation



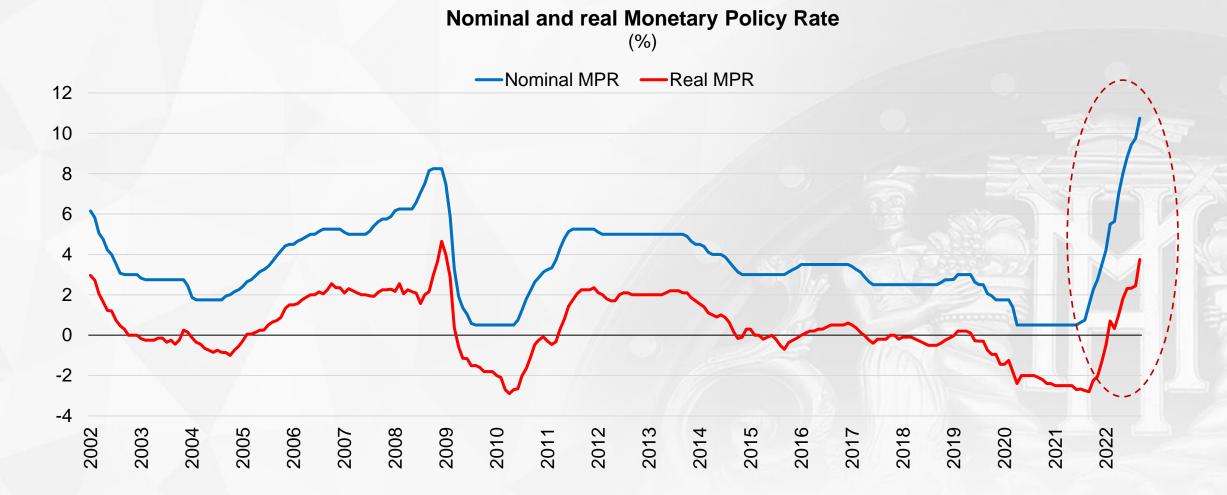
Source: Central Bank of Chile and Budget Office.

Inflation has surpassed 14%, affected by post-pandemic bottlenecks, the increase in commodity prices, the overheating of the economy caused by high private consumption in 2021, and an acute exchange rate depreciation



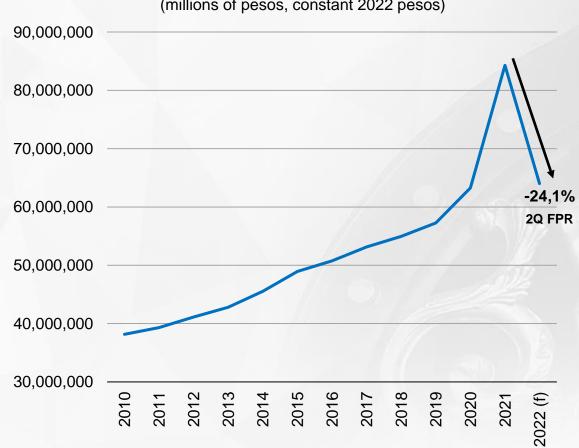
Source: Statistics National Institute and Central Bank of Chile.

The monetary policy adjustment began in 2021. The Central Bank responded on time, rapidly increasing the Monetary Policy Rate (MPR), which would be near its peak level



Note: Nominal MPR is the month average. Real MPR consider expectations to eleven months from the Economics Expectations Survey of Central Bank of Chile. Real RPM of September 2022 is calculate using MPR defined in the Monetary Policy Meeting of September (10,75%). Source: Central Bank of Chile.

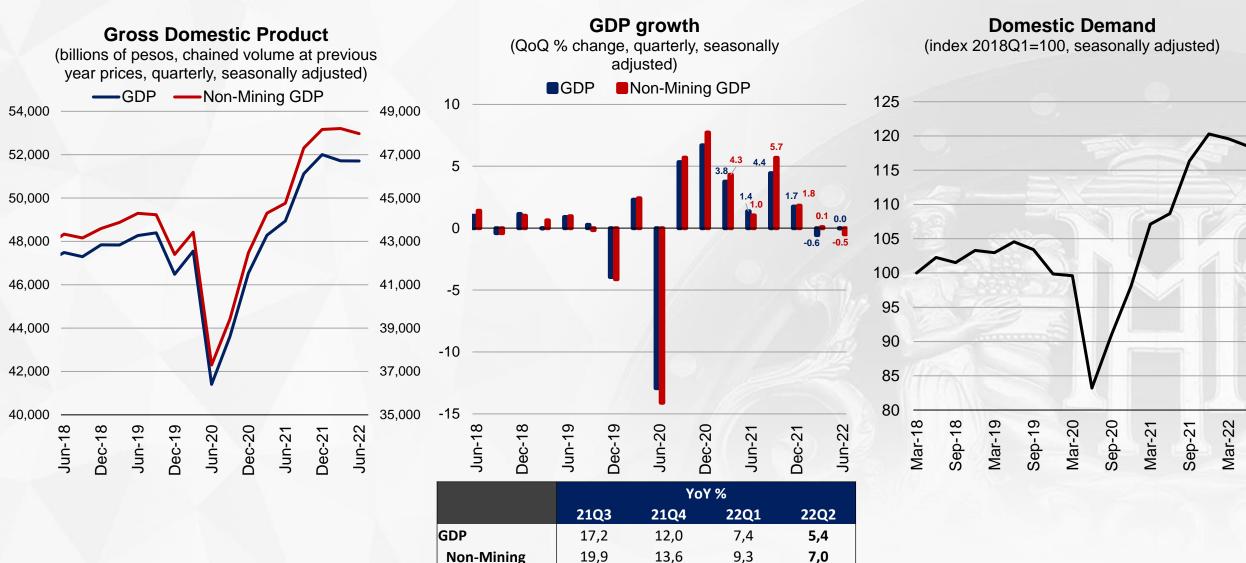
Fiscal policy consolidated sharply after overexpanding in 2021



Central Government real expenditure (millions of pesos, constant 2022 pesos)

Note: (f): forecasts. **Source:** Budget Office, Ministry of Finance

The economy is making the adjustment it needs. GDP stagnated in the second quarter, while domestic demand fell 0.9% q/q



0,3

-3,9

-4,1

Mining

-4,5

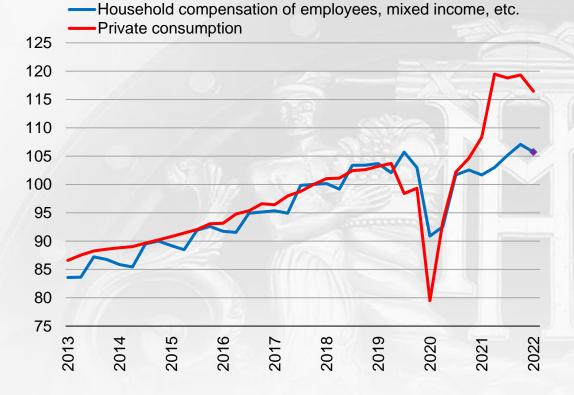
Source: Central Bank of Chile.

Household consumption has continued to slowdown. In 2Q22 it contracted 2.4% QoQ, mainly due to a sharp drop in durable goods consumption (-9.5% QoQ).

(index, 2018Q1=100, seasonally adjusted) -Private consumption -Durable -Non-durable -Services 160 140 120 100 80 60 Mar-19 Jun-19 Sep-19 Dec-19 Mar-20 Jun-20 Sep-20 Dec-20 Jun-22 Mar-22 Mar-21 Dec-21 Jun-21 Sep-21

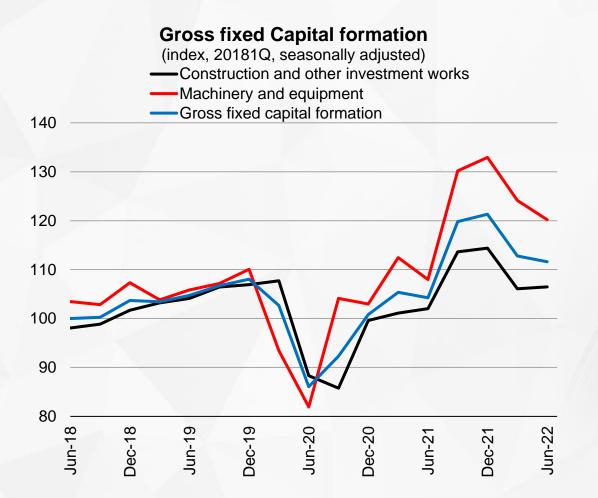
Private Consumption

Households income from production and Private Consumption (index, mar.18=100)

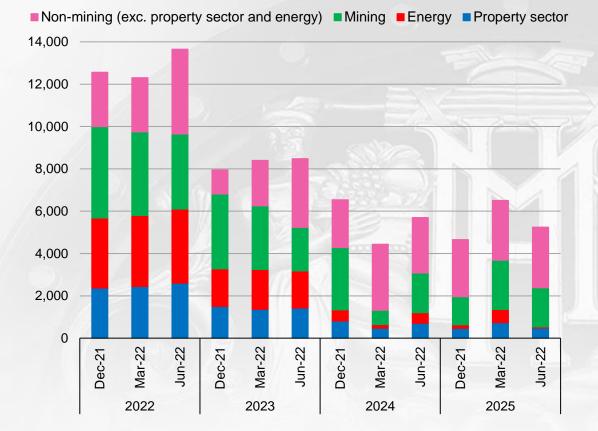


Note: Household compensation of employees includes remunerations, mixed income and gross surplus. Deflated by Unidad de Fomento (UF). 2022Q1 value estimated. Source: Central Bank of Chile.

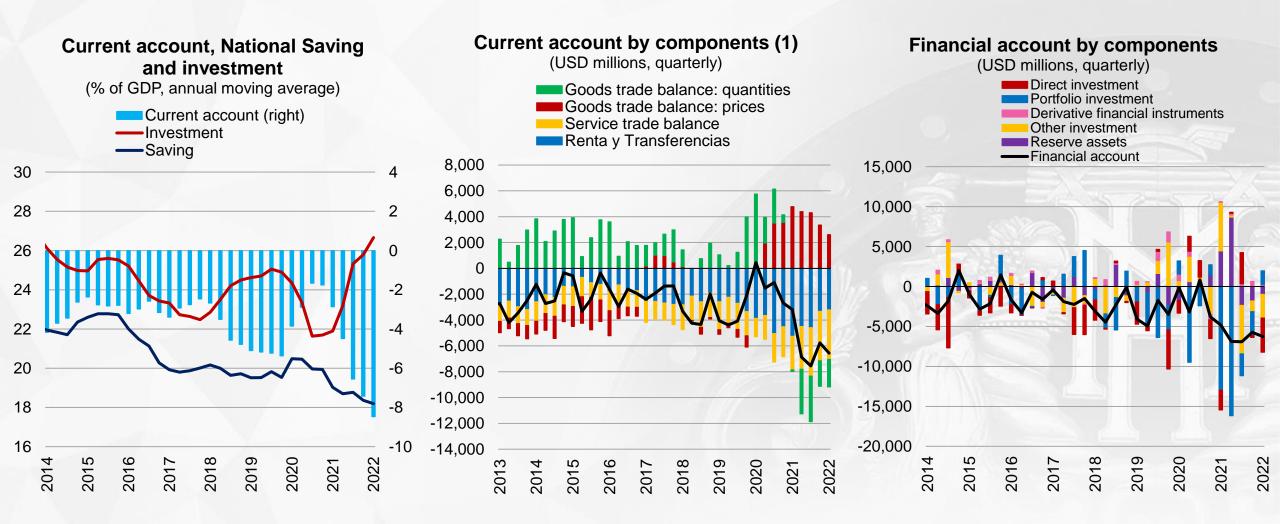
Investment fell in the first half of 2022 and leading indicators suggest a bleaker outlook



Annual investment estimation by sector, by quarter of CCG report (USD millions)

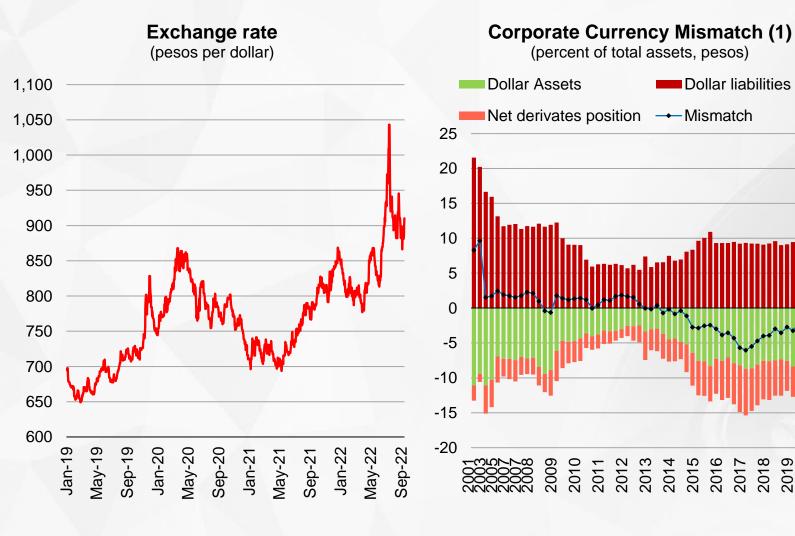


The current account continued to widen, due to a high level of imports, higher prices of energy imports and a service deficit. As domestic demand normalize, it will narrow again



Note: (1) The value of exports and imports of goods is deflated by their price indices, which use the year 2018=100 as a reference. For the calculation of the balance of goods in terms of quantity, imports of goods (FOB) are adjusted with CIF prices. Source: Central Bank of Chile.

The worsening of the current account has influenced in the exchange rate depreciation. The currency risk exposure of the Chilean economy is low



Note: (1) Mismatch refers to dollar liabilities minus dollar assets, minus net derivatives position, as percent of total assets. **Source:** Central Bank of Chile and CMF.

Households

Households do not hold USD liabilities

Government

 Government is regularly in FX surplus due to the importance of copper revenues

Corporate

- The level of corporate exchange mismatch has remained negative —net asset position in dollars.
- Higher external bond issuance comes from companies whose functional currency is the dollar

Banks

2020

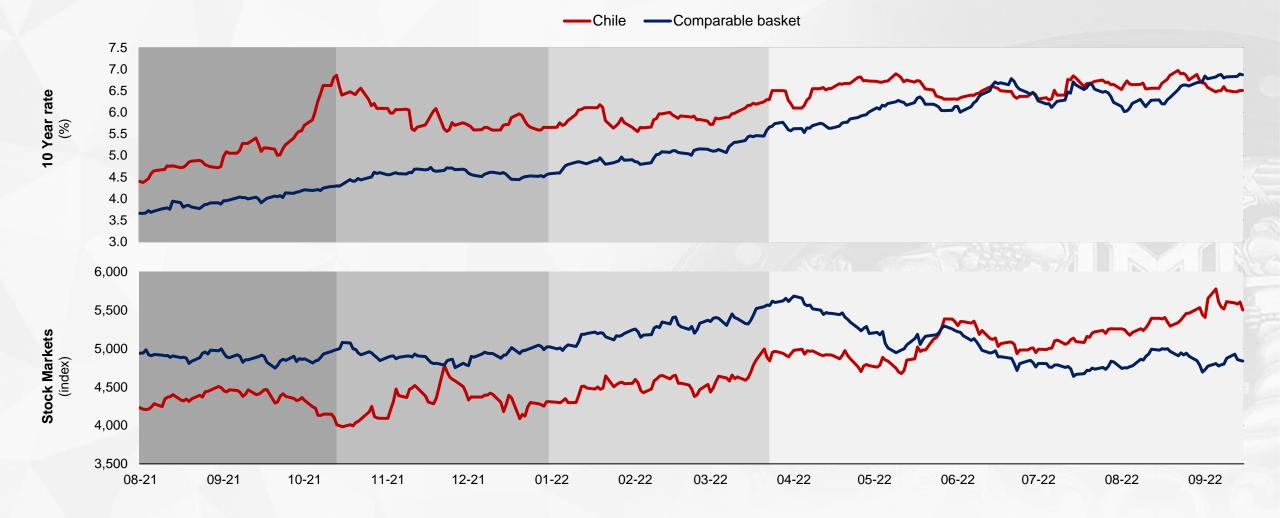
1Q-2021

 Banks maintain an active management of their foreign exchange position, generally staying hedge, which mitigates currency risks

Insurance companies

 Insurers have sources of liquidity (via debt or sale/collateralization of liquid assets) to meet the additional demands generated by potential increases in the exchange rate.

While global interest rates rate have raised and stock markets have declined, Chilean long-term rates have remained steady, and the market has had a positive performance

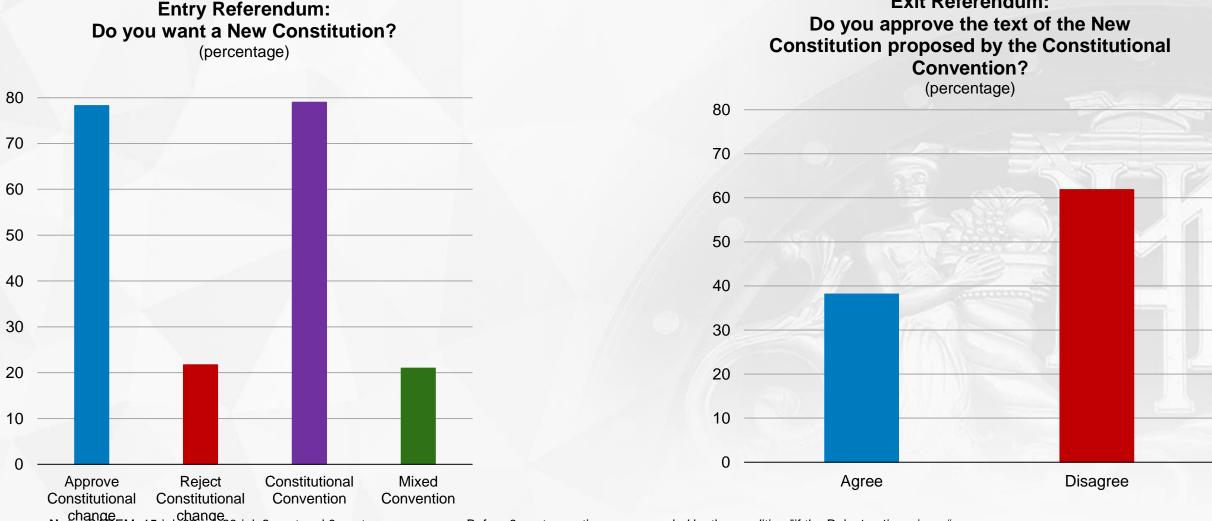


Note: The basket of comparable economies considers Latin American and commodity exporters countries (Brazil, Colombia, Mexico, New Zealand, and Peru). Weights are the coefficients of a cointegrating relationship with Chile's variables. Data up to September 15th. Source: Bloomberg, Central Bank of Chile and Ministry of Finance.

Constitutional Process

The process of rewriting a New Constitution is going through an orderly and democratic process. Even though a concrete proposal was rejected in a national referendum in early September, another process to draft a New Constitution is starting.

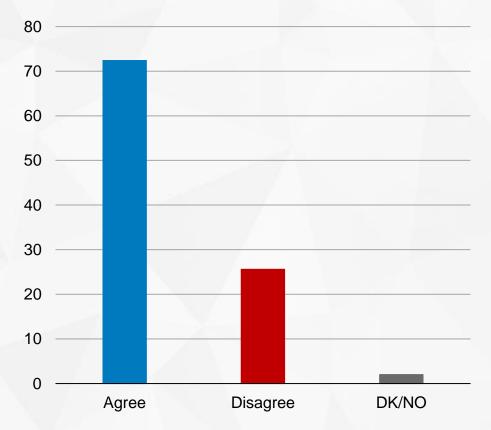
Exit Referendum:



Note: CADEM: 15-jul, 22-jul, 29-jul, 2-sept and 9-sept survey average. Before 9-sept, question was preceded by the condition "if the Reject option wins...". Source: Chilean Electoral Service, CADEM. The Congress is already working to reach an agreement on the next steps of the constitutional reform process.

Survey: Do you agree or disagree with starting a new process for Chile to have a new Constitution?

(percentage, survey average*)

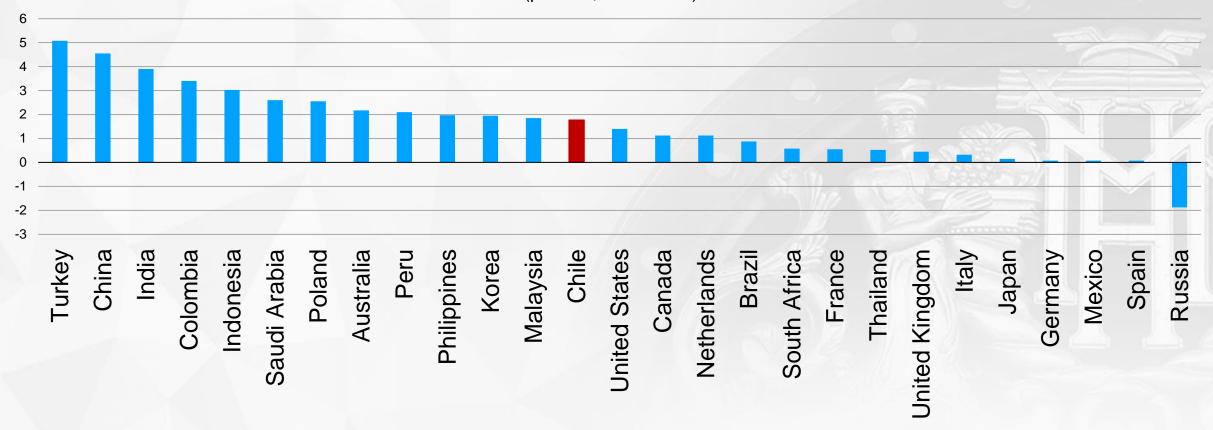


What values gathered by the rejected draft will continue to dominate?

- Social Rights State
- Gender parity
- Environmental protection
- Extension of citizen rights
- Recognition and respect for diversity
- Decentralization
- Rebalance between the role of the State and the private sector
- Constitutional recognition of Native Peoples
- Fiscal responsibility and Central Bank's autonomy

Economic Challenges

With this, the average growth of the Chilean economy during 2020-2023 would be in the median of a long list of countries.



GDP average growth (percent, 2020-2023)

Economic Challenges



To strengthen Chile's fiscal framework, the government presented a draft bill that improves the Fiscal Responsibility Law

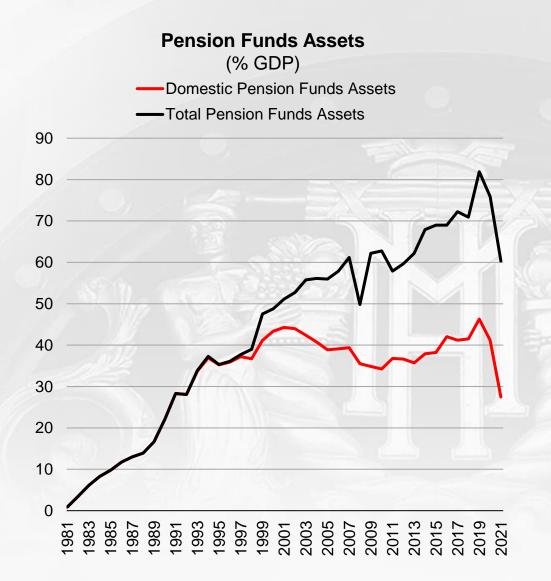
Some of the main topics of the proposal:

- A dual-fiscal rule: The structural fiscal balance rule is complemented with a debt anchor.
- Well-defined escape clauses starting from 2026: for extraordinary and transitory events in cases such as i)
 natural disasters, ii) when the conditions of the law that creates the automatic emergency family income are met,
 and iii) events that significantly deteriorate macroeconomic conditions.
- Clear path for returning to the rule in the event of a departure.
- Accountability.
- The creation of a Fund for Natural Disasters (FODEN) and an automatic emergency family income in case of lockdowns.
- The Economic and Social Stabilization Fund's (FEES) main objective is detailed, and some specifications on its accumulation and use rules.
- Financial reports' improvements.
- Market makers program.
- Strengthen the role of the Autonomous Fiscal Council.

The Chilean capital market lost more than 20% of GDP as a result of Pension funds withdrawals, but initiatives are being promoted to rebuild it. The pension reform will contribute significantly to this.

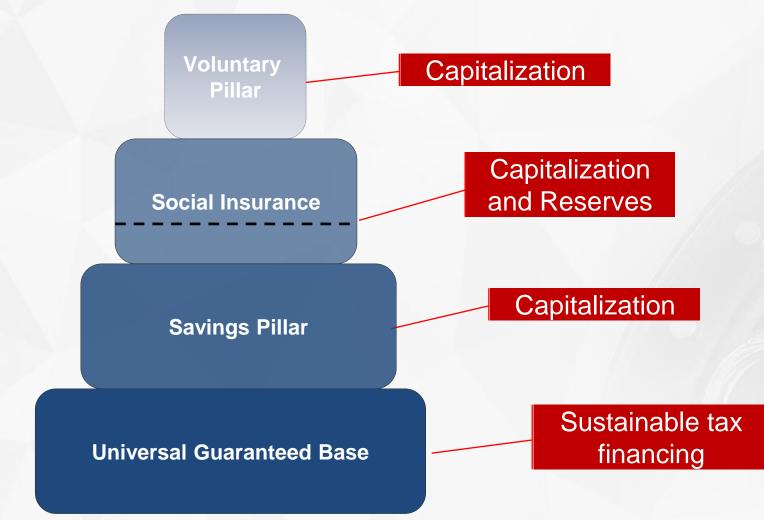
Several ongoing initiatives will promote further progress towards deeper, more stable, and inclusive capital markets:

- Financial Innovation Bill. (Fintech)
- Internationalization of the CLP (simplified RUT).
- **Resilience** of the financial system and its infrastructure. (allow the Central Bank to grant liquidity to non-bank financial players)
- Risk-based supervision on insurance companies.
- Consolidated **debt registry**.
- Legal protection and treatment of personal data, creation of Agency for the **Protection of Personal Data**.
- Market makers program for government bond issuances



Note: The red line shows the pension system's assets average between January 2010 and September 2019. **Source:** Chile's Pension Supervisor (SAFP) and Financial Market Commission (CMF).

Pension Reform bill will include a number of mechanisms to rebuild long-term domestic capital markets



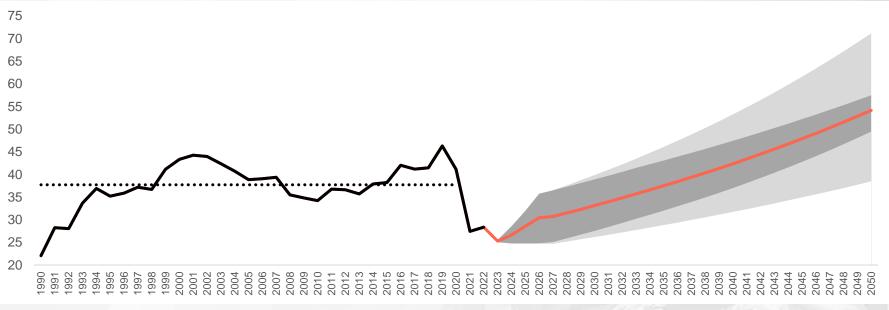
Pension reform is intended to change the architecture of the current system.

It will be supported by

- (i) a **universal** guaranteed base;
- (ii) a savings pillar via capitalization, with a quotation increase of 6%;
- (iii) social security; and
- (iv) voluntary savings via capitalization.

Recovering the long-term private savings' base in the economy

Domestic assets of Pension System (% GDP)



Note: Simulations assuming different scenarios of increases in pension contributions, growth, domestic investment, decrease in contribution gaps, etc **Source:** Ministry of Finance.

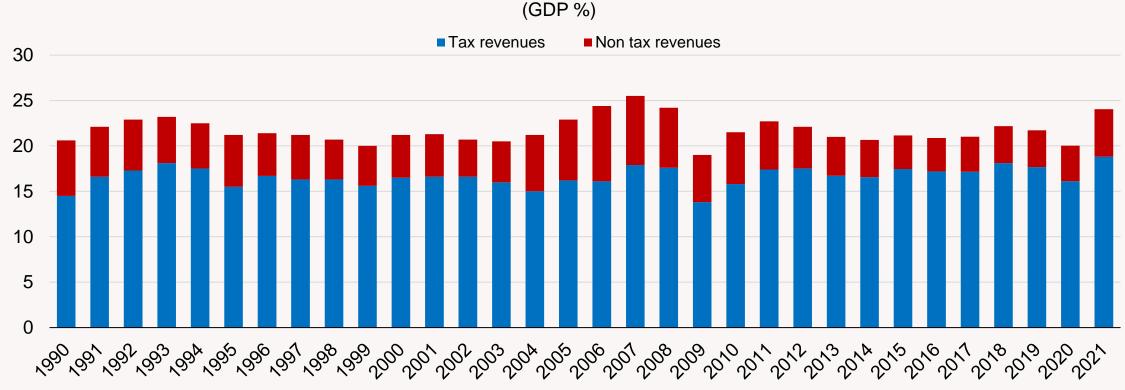
The pension system may contribute by:

- Capitalizing workers' contributions
- Reserve accumulation in the social security of defined benefit pillar, from employers contributions
- Increasing density of contributions
- Reducing under-declaration and raising wage top

Tax Reform: A New Fiscal Pact



Tax burden in Chile is comparatively low and has changed very little over the last 30 years

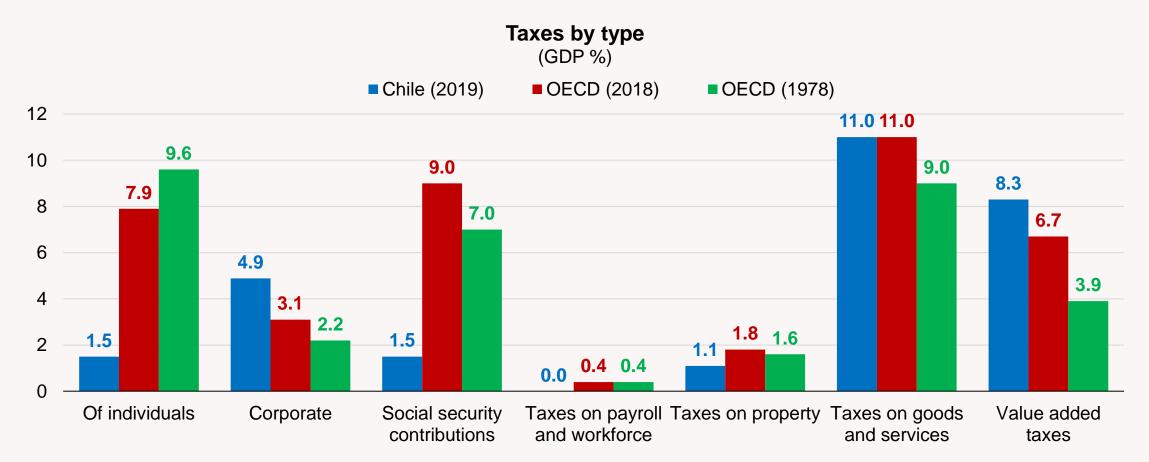


Central Government operating income



Justicia y futuro **Source:** Ministry of Finance.

Chile's tax structure is atypical in comparison with OECD countries. There are large gaps on personal income taxes, property tax, and social security contributions.



Reforma **Tributaria**

Justicia y futuro **Source:** OECD (2022), OECD Tax Policy Reviews: Chile 2022.

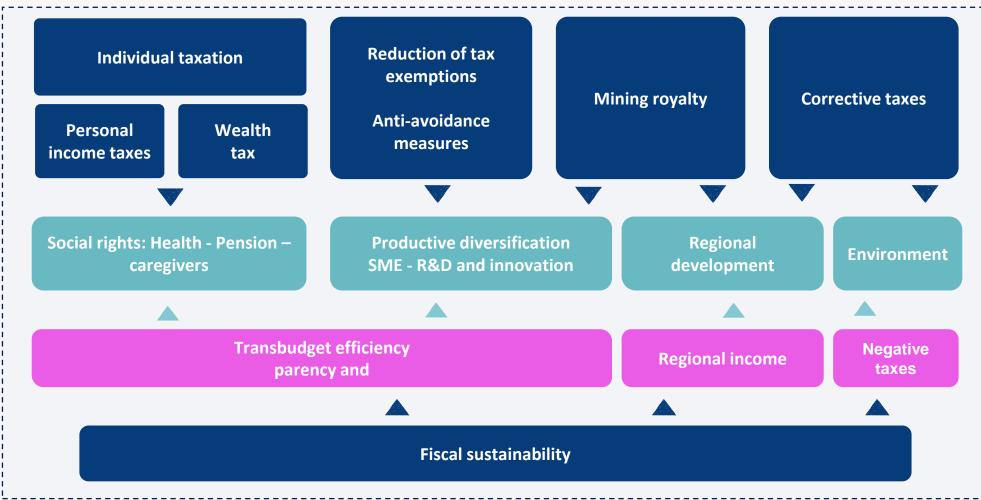
A new fiscal pact: Tax Reform objectives

Tax revenue	 Increase tax-to-GDP ratio by 4.1 percentage points
Fair Distribution	 Raise the progressivity of the tax system Reducing tax loopholes and opportunities for aggressive tax planning
Tax revenue legitimacy	 Good use of resources Transparency in the use of resources
Tax Modernization	 Incorporate global trends in taxation Taking into account the globalization of taxpayers Financial development
Efficiency	 Simplify and reduce compliance costs Reduce incentives for aggressive tax planning with avoidance purpose



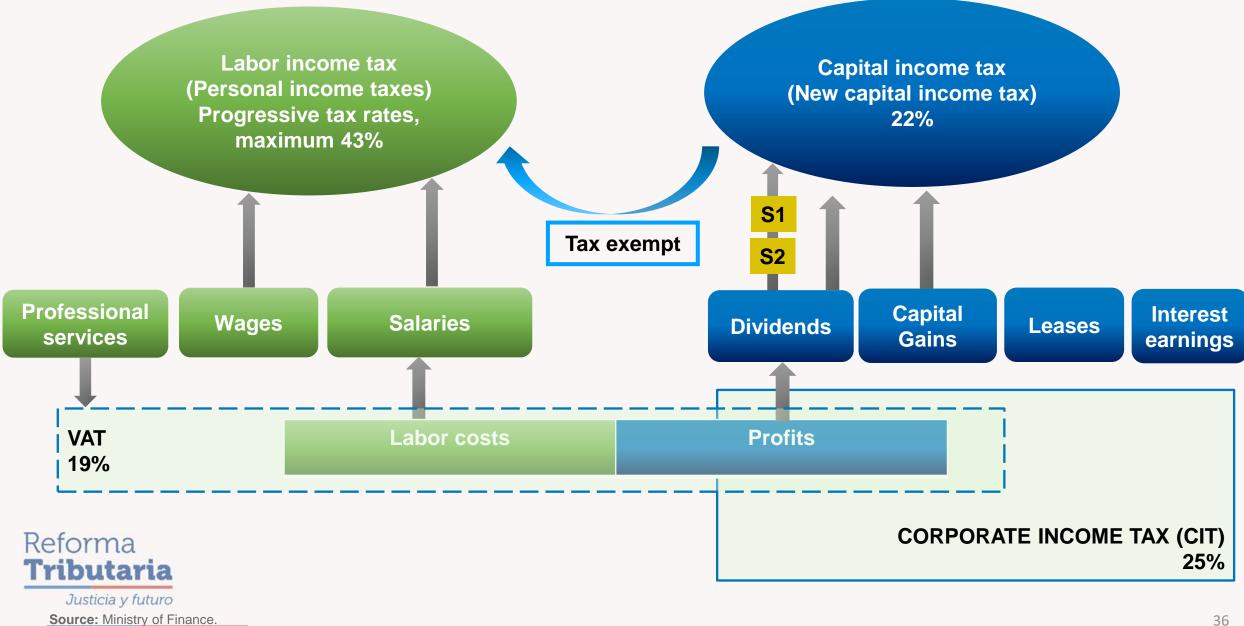
Justicia y futuro **Source:** Ministry of Finance.

Tax Reform Structure

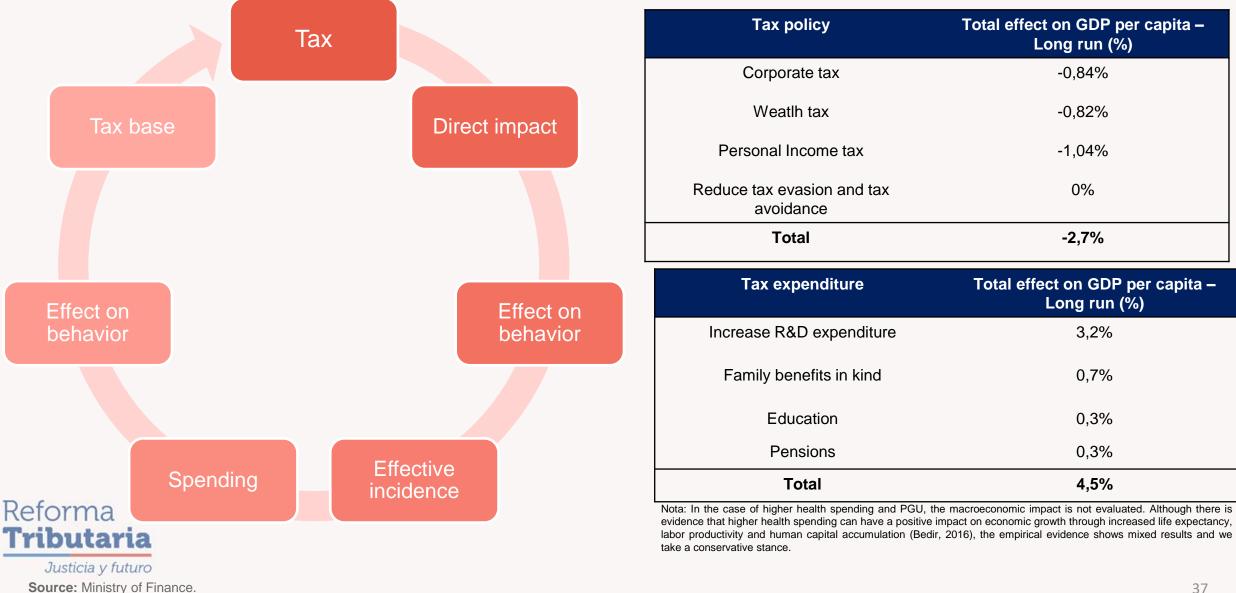




Restructuring Income Tax



Economic impact must consider both the revenue and the spending side



The Executive has been working with different stakeholders to reach a consensus on elements to be improved underscoring a flexible and pragmatic approach towards passing a good legislation:

- 27 changes were introduced to the draft bill:
 - Investment incentives: 4
 - Anti-avoidance: 8
 - New income tax system: 8
 - SMEs regime: 4
 - Wealth tax: 3
 - Some future changes are still under discussion and drafting (investment funds, VAT on real estate and adjustments to the text).
- In parallel, changes to the Mining Royalty are under work (based on talks with Parliament advisors and industry actors).

Reforma **Tributaria**

Justicia y futuro **Source:** Ministry of Finance. Pro-Investment Agenda: with the purpose of stimulating private and public investment, the government has proposed a Pro-Investment Agenda that will accelerate and promote the investment processes in the country

- Investment is essential for our country to transform its current productive matrix, from one vulnerable to the impact of climate change and with low rates of innovation and productivity, to one that integrates the necessary balances with the environment, which fosters growth of sustainable productive sectors, supplies decent work and promotes more equitable development.
- This agenda is in line with the diagnostic provided by national and international institutions, and includes various proposals presented by business associations in meetings held over the last few months with the Government.
- The lines of work of this agenda bring together management efforts, public resources and some regulatory and normative changes that are directly aimed at **quickly reactivating and unlocking investment in Chile**, in order to see most of its effects during the next year.



The "Invirtamos en Chile" Plan includes six lines of action

Invirtamos en Chile



Tax Incentives for Private Investment

Access to financing improvements

Proposals to Improve Public Investment

Foreign Investment Promotion

Improvements to the Efficiency of Procedures in Regulations and Permits

Public-Private Partnerships for Investment

It is estimated that the materialization of this agenda will allow **total investment to be boosted by at least 5 percentage points during 2023**, with additional spillovers into 2024 and create 50,000 to 70,000 new jobs.

Source: Ministry of Finance.

Some of the 28 measures

1. Tax Incentives for Private Investment

- Create a tax incentive for investment projects with a multiplier and green effect.
- Apply temporary semi-instantaneous depreciation mechanism during 2023.
- Lower the Ad-Valorem rate for new and expansion copper projects.
- Extend the reduction in the first category tax for SMEs for two years:

2. Access to financing improvements

- State guarantee in financing 10% of the mortgage credit down payment for the acquisition of a first new home.

3. Proposals to Improve Public Investment

- Increase public investment in 2023 and improve administrative processes.
- Recovery of unfinished public works.
- Expansion of polynomial readjustment coverage.
- Accelerate the construction of high standard bike lanes.

4. Foreign Investment Promotion

- Reopening of investment attaché offices abroad.

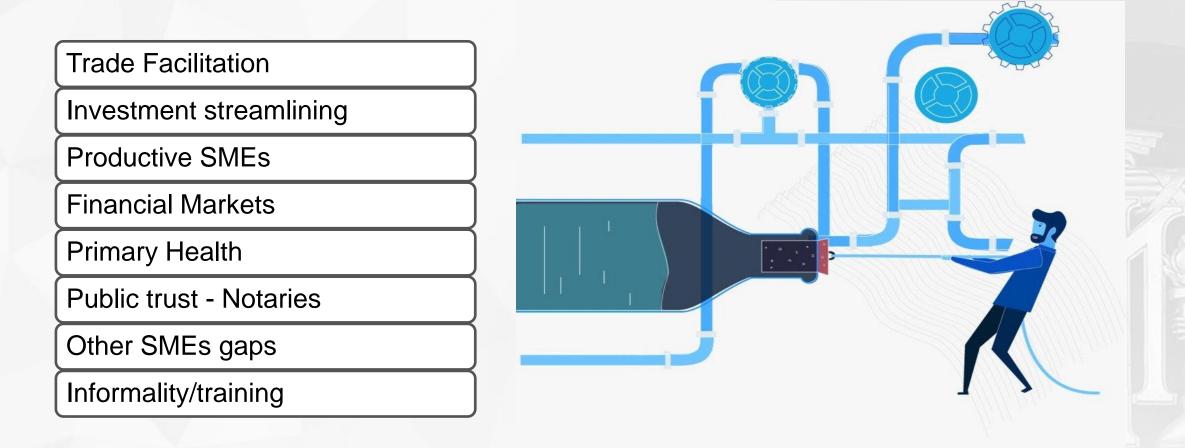
5. Improvements to the Efficiency of Procedures in Regulations and Permits

- Fund for the strengthening of critical services in the processing of projects.

6. Public-Private Partnerships for Investment



Productivity Agenda: Since the beginning of June, the government established a Productivity roundtable, which has systematically reviewed improvement options

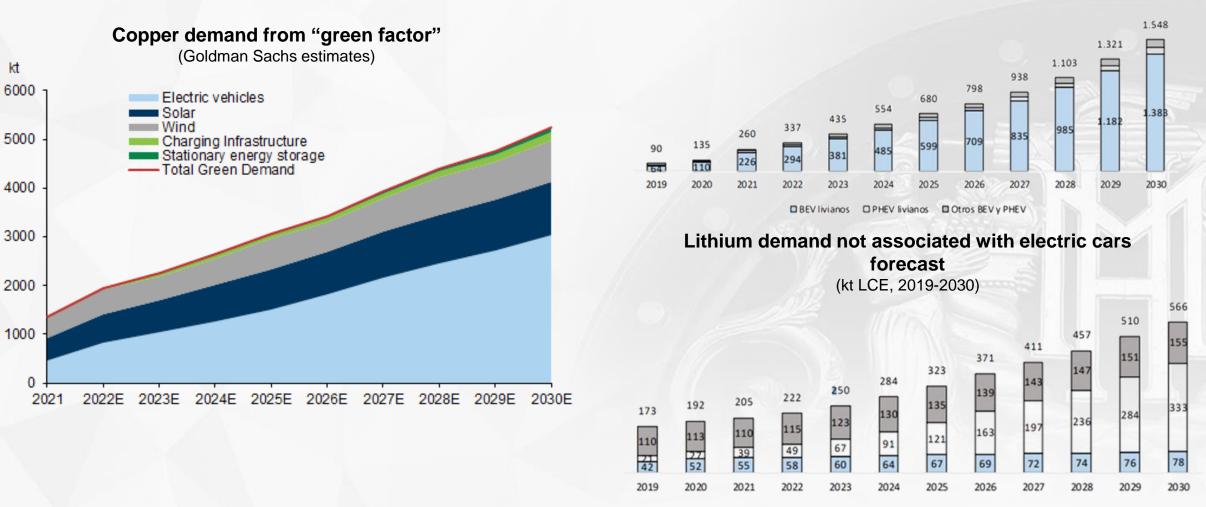


At the end of the cycle, administrative, regulatory and legislative **proposals will be prepared to** increase productivity.

Source: Ministry of Finance.

The potential of green growth: A greener global economy has direct benefits from an increased demand for Chilean commodities

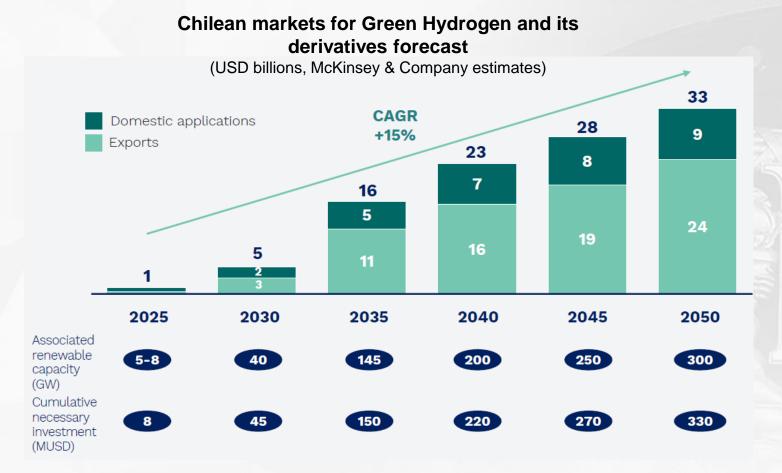
Lithium demand for electric vehicles forecast (kt LCE, 2019-2030)



Artículos electrónicos
Otras baterías y almacenamiento energético
Otros

Source: Goldman Sachs Global Investment Research, Cochilco.

The competitiveness of Chile in renewable energy production and the global need for clean energy carriers will open the door for Green Hydrogen to match the size of the Chilean mining sector



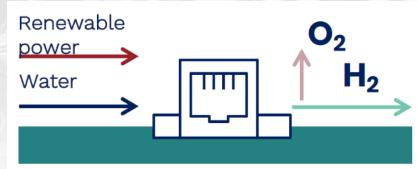
Source: National Green Hydrogen Strategy, Energy Ministry of Energy.

The Green Hydrogen Industry development project is an emblematic case that reveals various aspects of the coming productive transition

- Chile has privileged conditions worldwide for energy production:
 - Sunlight reception, rare earths, wind potential
 - Potential to produce renewable energy at a **much lower cost** than in other countries.
 - Projections of significant growth in the capacity to generate this type of energy, especially **solar (concentration) and wind power**
- State-level priority: Interministerial Committee (11 ministries and Corfo), with the aim of developing the industry.
- National strategy includes recognition of territoriality and sustainability, environmental assessment, planning of common infrastructure, engine of innovation and incorporation of technologies
- Energy Independence: Transition from an economy that imports fossil fuels, to one capable of producing, being self-sufficient, and eventually exporting Green Hydrogen, a source of green energy.
- **Public-private alliances**, and the role of multilaterals, for development, accompaniment and financing. Support for companies that in turn support "green", as part of a coordination with the industry and local demand. Strategic alliances with potential buyer countries and technology providers



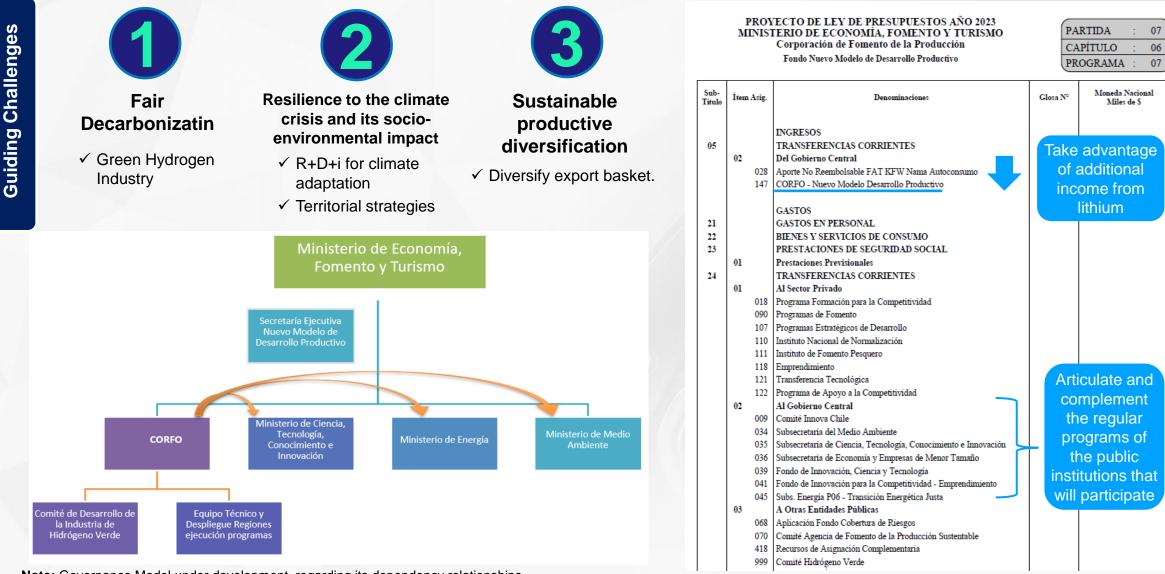
NATIONAL GREEN HYDROGEN STRATEGY



Green hydrogen

Source: National Green Hydrogen Strategy, Energy Ministry of Energy.

The 2023 Budget Law will include a budget program to allocate tax revenues from lithium to the development of Green Hydrogen and sustainable productive diversification



Note: Governance Model under development, regarding its dependency relationships.

Chile is committed to confront Climate Change, with relevant changes in the energy matrix that will lead renewable sources, including hydroelectric generation, to surpass hydrocarbons during the next five-year period. In ten years, Chile would stop depending on imported hydrocarbons entirely

• Framework Law on Climate Change : setting goals, institutions and tools. Regulatory

Framework

- Energy Efficiency Law: focus on the industrial, mining and transport sectors, in order to reduce emissions by 2% per year.
- NDC 2020.
- Chile committed to a gross carbon budget of no more than 1,100 MtCO2eq for the period 2020-2030, reaching a peak in 2050, and a level of 95 MtCO2eg in 2030.

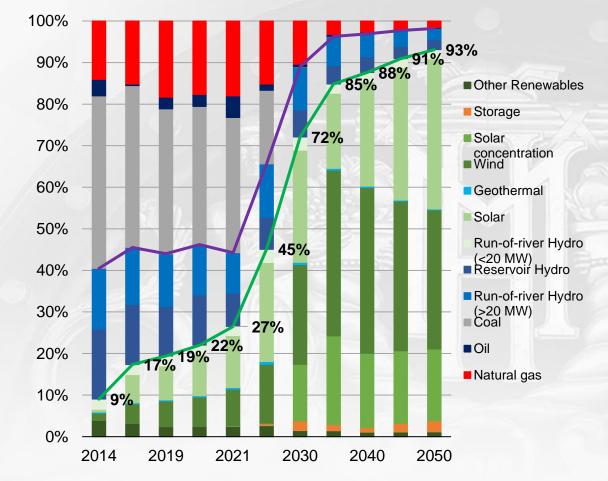
Objectives and Goals

Public

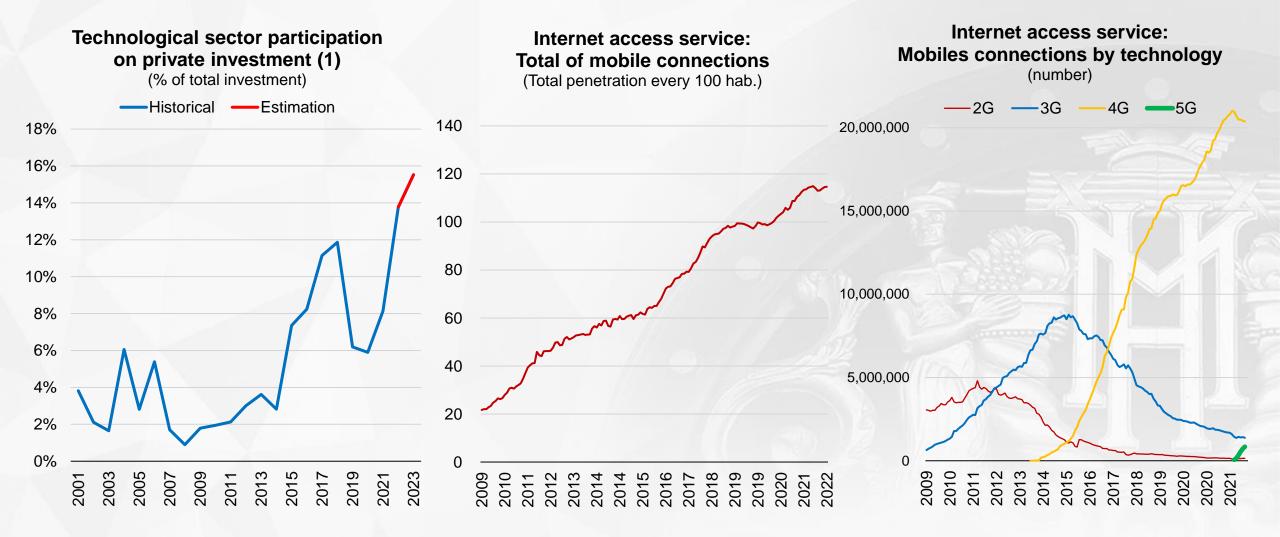
Policies

- Others: reduce at least 25% of carbon emissions by 2030; sustainable management and recovery of 1,100 hectares of native forest by 2030; creation of marine protected areas.
- Long-Term Climate Strategy, with goals to 2050.
- Long-Term Energy Planning: every five years, in order to foresee long-term scenarios (30 years).
- Electromobility Law.
- National Green Hydrogen (H2V) Strategy:
 - (i) Domestic consumption.
 - (ii) Transportation and export. •





Regarding the development of the digital economy, private investment projects related to the technology area have increased, mainly data centers and 5G



Note: (1) forecast was corrected to pesos of June 2022.

Source: Register of private investment of June 2022 of Capital Goods Corporation and Subsecretary of Telecommunications.

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