

I want to start by thanking CorpAraucanía for allowing us to share the vision that we have at Empresas CMPC and from the forestry industry, about the region, its challenges and opportunities.

I also want to add that our vision corresponds to that of a local actor, like the vast majority of you. Because although we are a company present in many countries, we are at the same time a regional company, with 180,000 hectares of forests in Araucanía, a pulp mill (which accounts for most of the regional exports), another plywood mill, a sawmill and an initiative to support local entrepreneurs and artisans called Fibra Local and that you surely know for its store and coworking center located on Calle Prat, in the heart of Temuco.

And I also want to start by saying that our vision of the region, as local actors, is positive and optimistic. That is why we are here and that is why we consider our presence in the region essential, where we will continue to invest, generate employment, development and local entrepreneurship.

Because we are and can be an even greater contribution to development, to the production chain, to combating the climate crisis through carbon capture and the production and marketing of sustainable products that come to replace more polluting ones.

There are those who classify us as an industry with little added value, even "old-fashioned". But it is simple lack of knowledge. The whole world increasingly demands products originating from natural, renewable and certified solutions, which are biodegradable and promote a circular economy.

High standard structured wood to build in height instead of concrete. Paper bags to replace single-use plastics. Biomass for the generation of clean and sustainable energy. And so on.

In other words, we are an industry of the future that has its origins here, in Araucanía, and that demonstrates the technical and professional capabilities of the region.

For this reason, I insist: what I have come to share today is our optimistic, local and future vision.

Let me read my next words. We have limited time assigned and I would like to be precise and cover everything I want to say.

I open quotes: "If the forestry industry were to end, the possibility of solving the Mapuche conflict would advance," said a Deputy of the Republic a couple of months ago.

What's more: he himself added: "the main conflict of the Mapuche people is with the forestry companies".

No, Honorable Deputy, you, like others, are wrong.

In addition to ending up encouraging – intentionally or not – the attacks against forest workers and tasks, which in our case this year have already claimed the lives of three valuable people, I must

remind those who foolishly point to our industry as a critical factor in the – in my opinion - misnamed “Mapuche conflict” that this is a long-standing problem, fundamentally political in nature and that has the State, represented by its successive governments, as the main protagonist.

I quote the writer Eulogio Robles Rodríguez: “The treasury disposed of what it wanted and the rest was assigned to the Indians. Hence the scarce space of land that he touched them, which motivates the pilgrimage of Araucanians who periodically go to the capital to file complaints about the dispossession of their land.

This sad description of events is 140 years old.

Nor are we responsible for the destruction of native forests. Please look at these photographs that show very representative places in the area: Curanilahue, Bajo Malleco, Carahue. They were all taken at the end of the 19th century. Look at the surrounding hills. They are bare floors.

At that time, Chile had about 18 million hectares of native forests. At the beginning of the 1970s, that area had been reduced to about 14 million hectares. Fifty years later, we can proudly affirm that our country has been able to stop this massive loss of native forests, maintaining those 14 million hectares, basically because it has a renewable, sustainable and certified forestry industry, capable of meeting the needs of people and a world that demands products from the forest.

Does anyone want to end this industry?

Could you explain to me how you intend to replace it?

Where would we obtain the products that this greener and more sustainable future demands?

Don't tell me either that we are the work of the Military Government. Of course, DL 701 was important and contributed, listen carefully, to many of the private sector investing 20 pesos for each peso that the State put in. Today, new incentives are required for small and medium-sized owners, including mapuche communities, to be able to plant again on land that is eminently suitable for forestry and that today suffers the consequences of erosion.

But all these promotion policies had a much earlier origin, when in 1931 President Ibáñez enacted the so-called Forest Law.

“Whoever travels through the Cordillera de la Costa from Coquimbo to Llanquihue and appreciates the open wound in the earth, a product of the erosion that has left the rock alive, will not think that this is the forest country that we have read and heard so much about”, said at the beginning of the '70s the then Minister of Agriculture, Jacques Chonchol.

We are a young industry, because as you well know, in the case of Pine we barely accumulate more than two rotations of trees in our plantations. Every time we plant, as we are doing today in many places in the region, we do so with the confidence that we will be able to harvest those trees in 22 more years.

Because we are an industry of the future with a vision of the future, we firmly believe in coexistence. In social, cultural and productive coexistence. We see and verify it daily in our relationship with more than 450 Mapuche communities.

No one is left over here in Araucanía.

Except for an industry that was born from a visionary central vision and was able to grow and position itself as a world leader.

I quote the work of the Commission for the Future of the Senate of the Republic: the forestry industry "represents a field of opportunities and challenges, as it is a key player in achieving new global balances, helping to reduce emissions and mitigate the effects of the climate crisis in different sectors".

That is why we have played for dialogue. We were the only company that participated in the Vargas Commission and we subscribed to each of its recommendations.

I take this opportunity to sincerely acknowledge Monsignor Héctor Vargas, Bishop of the Diocese of Temuco, who took great care and dedicated all his efforts, despite his painful illness, to restore peace in the region.

We participate in all the instances of dialogue that former Minister Moreno generated and now we have been part of every meeting in which we have been called by the Ministries of the Interior and Social Development.

Indeed, they have called us to talk about land. Land delivery to communities. We have said it in the past and I repeat it today: this is not only a land problem, but it is also a land problem.

But I want to make something clear, especially to those who say that the only solution is to "negotiate with the foresters."

According to the figures that Conadi itself has given us on different occasions, the industry as a whole does not represent more than 10% of the community land demands.

Moreover, according to a study by the consulting firm Atisba Monitor, there are more than 420,000 people who live in territories where Merced Titles were awarded between 1884 and 1929, which means that there is a third of the inhabitants of Araucanía who live in areas under those Titles, including an important part of this same city.

So, again, be careful when pointing almost exclusively to the forestry industry as a key factor in the conflict or in its eventual solution.

Dialogue is welcome, without restriction of topics or interlocutors, but always keeping in mind that we are a necessary industry and that, at least in our case, we have no intention of abandoning our operations.

For the same reason, no fruitful dialogue can be limited only to the conversation about the eventual purchase and sale of land.

The dialogue process, very necessary to have an effective diagnosis and local solutions, must consider all the actors in the territory and it is in this sense that we have made our knowledge available to the government so that any eventual purchase of land takes into account the reality of

the requesting communities, the productive characteristics of each farm, the situation of its neighbors and the availability of water, among other factors.

We cannot repeat past experiences of handing over land that has ended up unused or underutilized due to lack of productive conditions or advice to the communities.

We believe in the historical recognition of the Mapuche people, as well as in the need to improve their economic conditions, respecting of course their holistic vision of the territory, which does not prevent the possibility of planting pine or eucalyptus trees, as many communities have pointed out to us, the most of which end up giving up due to the threats they receive from violent groups, which in recent years have come to fruition, resulting in deaths and injuries.

Senator Huenchumilla understood my words very well some time ago when I stated that we are interested in wood or trees before land.

This is how most of our competitors operate in countries such as Canada, the United States, Sweden or Finland.

But that requires at least three basic conditions:

- 1) First of all, consensus that we are a necessary industry. Of course we can do things better. For this, we have technical and scientific knowledge accumulated during our years of development. Today we are, for example, introducing the first biological corridors that will unite areas of high conservation value, allowing the passage of animals and favoring biodiversity in our plantations. We are also increasing the conservation areas in watercourses and protecting the springs that are inside our properties. We have committed to the restoration of an additional 100,000 hectares of native forests and have prepared our nurseries for the recovery of species at risk, such as the Ruil or the Araucaria.
- 2) Second, incentives for productive plantations for small and medium owners, including communities that wish to do so. A few weeks ago they asked the new director of CONAF for neighbors gathered in Empedrado, an emblematic forest commune in the Maule Region. But the answer was that instruments will only be designed for afforestation with native species.  
It is very good that native forestry is encouraged and that nature is protected from its main current threats, such as the illegal extraction of firewood or the proliferation of real estate lots.  
But to preserve the native forest and allow the production of wood, paper, cardboard and cellulose, productive plantations are required. Monocultures, as some like to say, just like apple or grape plantations or the growing European hazelnut industry.  
We are totally available to generate public-private efforts aimed at generating the support that small and medium-sized owners require, just as we discussed with Corfo during the government of President Bachelet or as we do every year to fight rural fires.
- 3) The third condition, and without a doubt the most important in the troubled times we live in, is security.

We are not a security company. We do not have and do not want to have armed guards. Our priority is the safety of our collaborators and we take all necessary measures to take care of them, but the responsibility for public safety falls on the security forces that have the exclusive monopoly on the use of weapons.

We have a tremendous opportunity to converge on a virtuous and participatory model of forestry development that takes advantage of the comparative advantages of this region, that respects and coexists with other activities and visions, and that responds to the needs of a greener and more sustainable world.

But we need to reach consensus. We can talk about land if we know and agree on the scope of that conversation (which we will hardly achieve with a commission lasting up to 6 years). And we can talk about new models of coexistence if we assume that we are all valuable and necessary in our beloved region of La Araucanía.

Thank you very much