

Latin American Day



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ECONOMY AND TRADE POLICY

Chile Open to the world

26 Free Trade Agreements in Force

Germany



Chile

64%
ECONOMIES

86%
WORLD GDP

63%
WORLD
POPULATION

In 2017, **95%** of our exports were sent to countries with FTA

Modernization of the Chile-EU Association Agreement

Entry into force on February 1st of 2003.

After 15 years of successful implementation the Agreement is being modernized

Topics included, among others, in the process of modernization:

- Improve liberalization of Tariff.
- An investment chapter for Chile and the 28 countries of the EU.
- Customs cooperation and trade facilitation.

The Chile – EU Agreement on Trade in Organic Products

Both sides mutually recognize the equivalence of their organic production rules and control systems,

Integration Mechanism

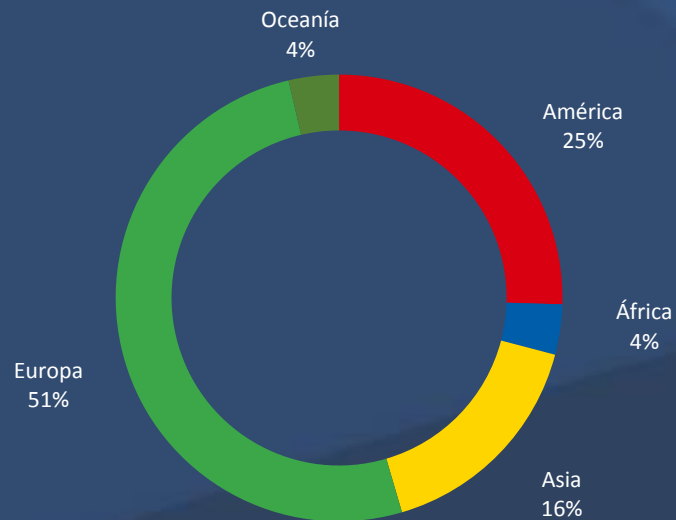


Pacific Alliance

Regional integration Mechanism open to the World.
55 Observer States.

Foreign Direct Investment USD 370.2 (2013-2017).

Source Central Banks of de Chile, Colombia, Perú and México.



Main investor countries



Comprehensive and progressive agreement for the Trans-Pacific Partnership (CPTPP)

Chile offers to German companies a platform for productive transformation and the access to third markets.



International Rankings

Nº1
IN LATIN AMERICA

2018

Index of
Economic
Freedom

World: 20 of 180
*Heritage
Foundation*

2017-18

Global
Competitiveness
Index

World: 33 of 144
*Cornell University
INSEAD*

2017

Global
Innovation
Index

World: 47 of 126
globalinnovationindex.org

2017

Corruption
Perception
Index

Score 26 of 180
*Transparency
International*

2017

Global
Competitiveness
Report

World: 33 of 144
*World Economic
Forum*

2017

Latin America's Nº1
in connectivity and
tech infrastructure

World: 25 of 50
*Huawei Global
Connectivity Index*



World Exporter

1st

Fresh Grapes
Fresh Blueberries
Fresh Plums
Dried Apples
Mussels
Salmon Fillets
Iodine, Lithium
Copper Cathodes



2nd

Fresh Cherries
Walnuts in Shell
Lilliums Bulbs
Frozen Mackerel
Grinding balls for mining



3rd

Raisins
Shelled Walnuts
Agar-agar
Inuline
Bulk Wine
Frozen Raspberries





PROCHILE 3.0



ProChile 3.0

→ MODERNIZE PROCHILE

We will become a single government entity, with upgraded legal status, and will play a leading role in promoting our country.

→ OUR OBJECTIVES

- Increase and diversifying exports, with focus on value added, in goods and services.
- SME'S and regional work.
- Boost innovation and entrepreneurship.
- Digital ProChile.
- Promote country image.



56 Offices in 45 Countries and in every region of Chile



16

REGIONAL
OFFICES

Seeking out
exportable
**GOODS AND
SERVICES**

56

TRADE

OFFICES AROUND
THE WORLD

Discovering

OPPORTUNITI

ES



ProChile in Germany

Our 2 offices in Germany (Berlin and Hamburg) provide logistical support and market information to more than 80 trade missions.

In Germany, ProChile seeks to create partnerships between German and Chilean companies. This process is enhanced by the participation of Chile in several trade affairs held in Germany

So far, in 2018, our offices in Germany have worked in:

- 30 trade missions.
- A networking event during Berlinale.
- Venture Capital.
- Startups ecosystem.





CHILE – GERMANY TRADE RELATIONSHIP

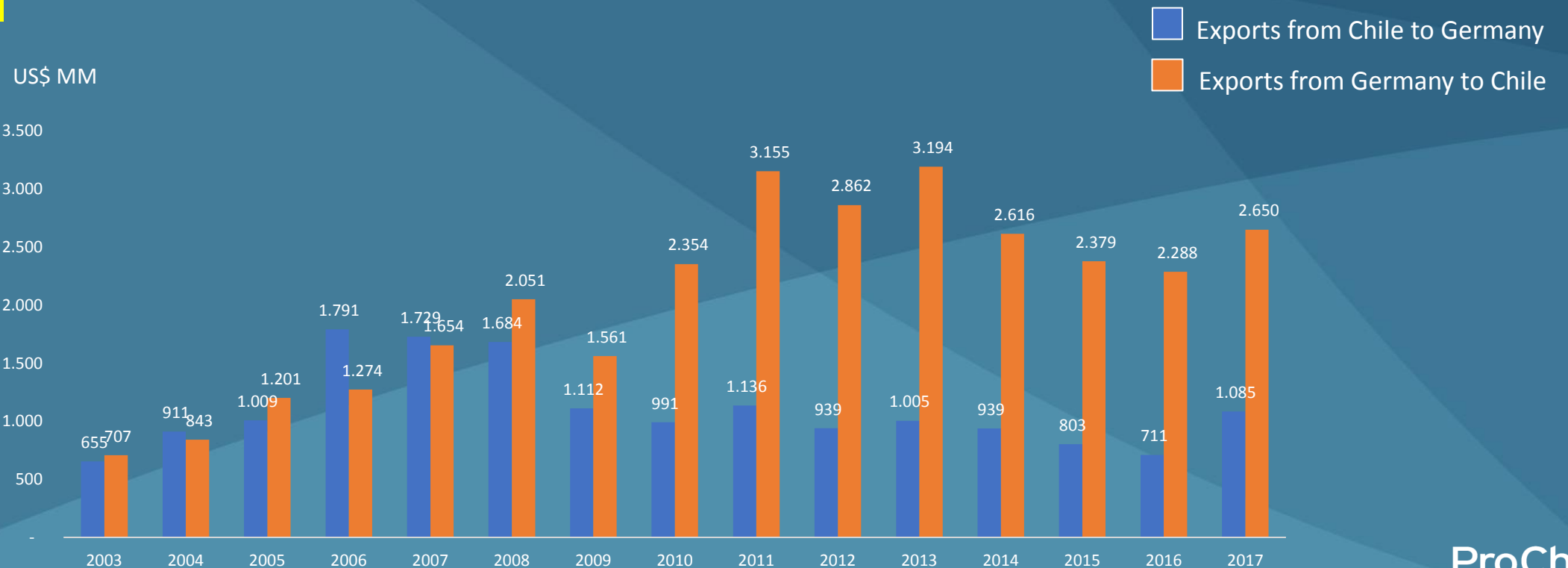
Trade Exchange Chile-Germany

Main exports from Germany to Chile 2017

- Mechanical machinery, equipment and parts.
- Automobiles, other vehicles and their parts.
- Electrical machinery, equipment and parts.
- Medicines for human use.
- Tractors and their parts.

Main non-copper products exported to Germany in 2017

Lithium carbonates, Chlorides, Abalone, Nuts, Salmon, fresh apples, poultry, dehydrated plums, honey, among others.



Chile as a Partner

Chile offers a unique field of research and development in areas such as energy, mining (copper and lithium), fisheries, biotechnology, organic and functional foods, etc.

Chile is making efforts to unite science, innovation and economy. Being a platform for Germany in the Pacific Alliance and Latam.



Where are the opportunities?

→ OPPORTUNITIES IN GOODS

Organic food and wines

The acreage under organic cultivation in Chile exceeds 130 thousand hectares and the German market being the n°2 importer worldwide (US\$ 11.4 billion in 2017).

Dried fruits

In 2018, Chile became Germany's N°1 supplier in walnuts

→ OPPORTUNITIES IN SERVICES

Videogames

Audiovisual productions

An Audiovisual Co-Production Agreement between both countries will be signed.



Chile: Your next Innovation and Digital partner



**Chile is considered a Hub of innovation and entrepreneurship.
Leader in Latin America according to the Global Innovation Index 2017.**



Softlanding Program ProChile – CORFO:

A program that coaches and accompanies the entrepreneur

- Innovative solutions in the fields of software and automation are increasingly finding acceptance among companies.

Chile has 17 of the
50 best universities
in Latin America.


Wide diversity
of skilled
professionals in
different fields.

Recognized as
having the best
programmers in
Latin America.

Chile is Pioneer
in Digital
Government.

Santiago is
considered one of
the top five hubs in
terms of density of
startups.

Education World
University Rankings
2016-2017.



What we will talk about later today!

- Digitalization in SMEs;
- Sustainability in the food industry;
- Entrepreneurship and Venture Capital.



