



CHILEAN SMEs IN INTERNATIONAL TRADE

1.294.136 companies in Chile, of which 235.569 are SMEs, 3.788 are exporting SMEs. In other words, only 1.6% of the country's SMEs export.

SMEs represent 3.7% of the value of the country's exports.

- In Chile, SMEs account for 42.2% of the country's exporting companies
- 49 thousand jobs generated by exporting SMEs

PROCHILE



We are the Foreign Affairs Ministry institution that promotes Chile's offerings of goods and services around the world. Our broad international network allows us to share investment opportunities in Chile and promote tourism.

NETWORK OF OFFICES



55

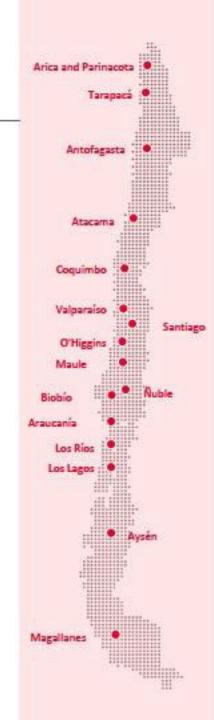
Commercial Offices

Strategically located in the most important markets in the world

16

Regional Offices

We work closely with Chile's export portfolio, promoting all of the country's productive sectors.





CREATING AND CONNECTING OPPORTUNITIES

EUROPE
Germany
Spain
France
Netherlands
Italy
Poland
United Kingdom
Russia
Sweden
Turkey

MIDDLE EAST United Arab Emirates

AFRICA Morocco NORTH AMERICA Canada United States Mexico

SOUTH AMERICA Argentina

Brazil Colombia Ecuador Paraguay Peru Uruguay Venezuela

Bolivia

Fouth Korea
Hong Kong
India
Indonesia

Australia

China

CENTRAL AMERICA

Dominican Republic

ASIA AND OCEANIA

Costa Rica

Cuba

Panama

Guatemala

AND THE CARIBBEAN

Indonesia Japan Malaysia Thailand Chinese Taipei Vietnam

PROCHILE'S RESPONSIBILITIES



To promote the export of goods and services.





To collaborate on promoting tourism abroad and to attract foreign investment to Chile.





To position Chile's Country Image.











TRAINING

- ✓ Virtual Classroom
- ✓ Coaching
- ✓ Mentoring
- ✓ Workshops and Training Cycles
- ✓ Audiovisual Material

MARKET INTELLIGENCE

✓ Digital Knowledge Center - CDC

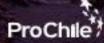
PROMOTIONS

- ✓ Bussines Roundtable
- ✓ E- Commerce programs
- ✓ Digital Catalog
- ✓ Business Agendas
- ✓ Importers agendas
- ✓ Export Promotion Contests
- ✓ Sectorial Brand
- ✓ Trade shows



SUCCESS STORIES SMEs





SMES

Provincia Gin

SME exporter to France and Italy; distillery located in the region of Colchagua, O'Higgins Region. Produces gin in copper stills. Beneficiary of ProChile since 2020, it has managed to internationalize with the support of various ProChile tools such as the Silvoagropecuario Contest, activations, commercial promotions in the United Kingdom, commercial consultancy, etc.





NADALIÉ

Tailor-made Chilean cooperage.

Manufacture of oak barrels and supplies that offers innovative solutions for the production of high-quality wines and distillates. Beneficiaries of ProChile since 2015, they have achieved exports to Mexico, Venezuela, Argentina, Brazil, Peru and Bolivia, supported through the Silvoagropecuario Contest, Business Roundtables, and business agendas prepared exclusively for this national SME.





SMES

Volcánica films

Based in the city of Iquique, Volcánica Films Itda, was born under the wing of the founders of the Iquique International Film Festival, Katherina Harder and Elliot Morfi.

Its short film Estrellas del Desierto has been presented in various international markets, winning more than 87 awards. It participated in the Havana Festival in Cuba, winning the jury's award. Additionally, it has been internationalized in several European markets. Beneficiary of ProChile since 2022.





SMES

Vuelan las Plumas

VLP Agency trades COPYRIGHT of 13 Chilean publishers, becoming one of the main companies focused on the commercialization of copyrights. VLP Agency represents publishers of excellence, who do not have the capacity to manage their rights in international markets. It's the first Chilean agency focused on Asia-Pacific that has sold rights in: China, Vietnam, Chinese Taipei, and South Korea. Thanks to ProChile VLP has been able to communicate its value proposition in the Asian market. It's a great example of prospecting and entering a market in Asia.









