



# **Local to Global: Empowering SMEs For Inclusive Trade Growth**

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## 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





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  
Bolivia  
Brazil  
Colombia  
Ecuador  
Paraguay  
Peru  
Uruguay  
Venezuela

### CENTRAL AMERICA AND THE CARIBBEAN

Costa Rica  
Cuba  
Panama  
Dominican Republic  
Guatemala

### ASIA AND OCEANIA

Australia  
China  
South Korea  
Hong Kong  
India  
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.



With the support of  ProChile

	Exporters supported by ProChile	Exporters not supported by ProChile
 Reaching <b>more markets</b>	<b>6.7</b> Markets	<b>2.5</b> Markets
 Exporting <b>more products</b>	<b>5.5</b> Products	<b>3.5</b> Products

ProChile | CREATING AND CONNECTING OPPORTUNITIES



# PROMOTIONAL TOOLS AND PROGRAMS

## TRAINING

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

## MARKET INTELLIGENCE

- ✓ Digital Knowledge Center - CDC

## EXPORT PROMOTIONS

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



The background of the slide is a wide-angle photograph of the Atacama Salar in Northern Chile. The landscape is a vast, flat, and arid salt flat that reflects the colors of the sky. The sky is a mix of soft pinks, oranges, and blues, suggesting a sunrise or sunset. In the far distance, a range of low mountains is visible against the horizon. A large, solid red rectangle is superimposed over the center of the image, containing the title text.

# SUCCESS STORIES SMEs



S M E s

## 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.

GIN  
PROVINCIA<sup>®</sup>  
ALTO COLCHAGUA  
CHILE





S M E s

# 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.





S M E s

## Volcánica films

Based in the city of Iquique, Volcánica Films Ltda, 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.

**VOLCANICA**  
FILMS





S M E s

## 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.

INIA DAUJE



