



## **BUILDING AN INTRA-REGIONAL PLATFORM AIMED AT SUPPORTING INNOVATIVE SMEs**

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# Chile

CHILE

2019  
**FEALAC**  
TITM Seminar on Trade and SMEs

Wine

Fruits

**Copper**

Lithium

Wood





## CHILE, **LATAM HUB**

**1#** BUSINESS ENVIROMENT RANKING  
EIU 2018  
BEST COUNTRY FOR BUSINESS  
FORBES 2018  
ECONOMIC FREEDOM  
HERITAGE FOUNDATION 2018



“**MOST INNOVATE**  
**COUNTRY** FOR EARLY  
STAGE ENTREPRENEURS”

SOURCE: WEF 2017-2018 /  
GLOBAL ENTREPRENEURSHIP MONITOR



# CORFO

Chilean Economic  
Development Agency



GOAL - To turn Chile into a country driven by innovation to improve, sophisticate and diversify the Chilean productive matrix with a sustainable focus.

**Grants**

**Credits**

**R&D  
Tax  
Incentives**

**Guarantees**

## Low value added per unit of material consumed

**0,5 USD**

/ Kg Material consumed

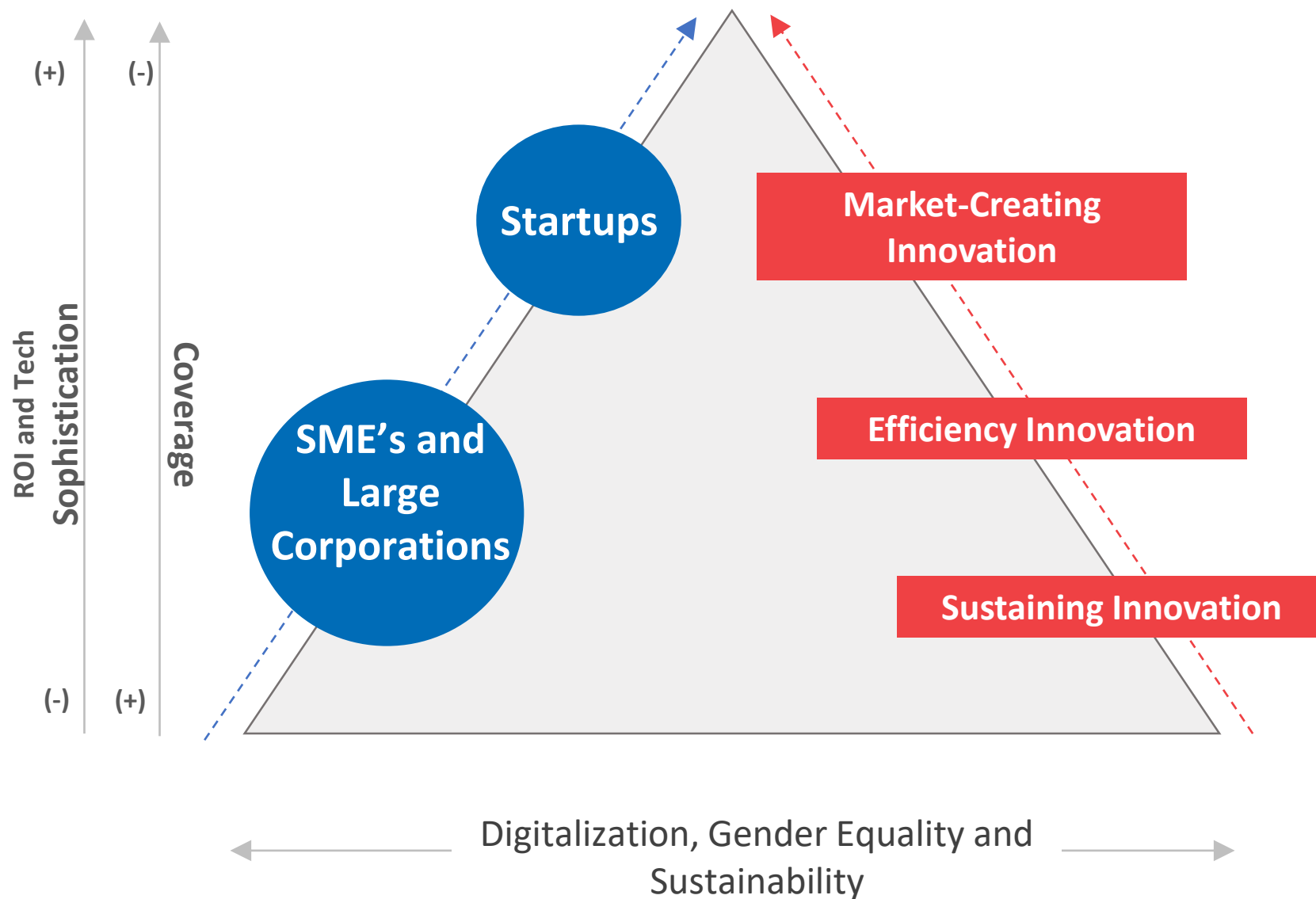


**2,3 USD**

/ Kg Material consumed



# NEW CHALLENGES





# Building an intra-regional platform aimed at supporting innovative SMEs



## Supporting Innovation Ecosystem



2010

# ST>RT-UPCHILE

**ONE OF THE BIGGEST AND MOST DIVERSE  
STARTUP COMMUNITIES IN THE WORLD**

Talented Entrepreneurs from all over the globe become attracted to Chile





**THE S FACTORY**

*PROTOTYPE*

**20-30 startups/batch**  
Approx. \$25,000 USD



**SEED**

*VALIDATION*

**60-70 startups/batch**  
Approx. \$80,000 USD



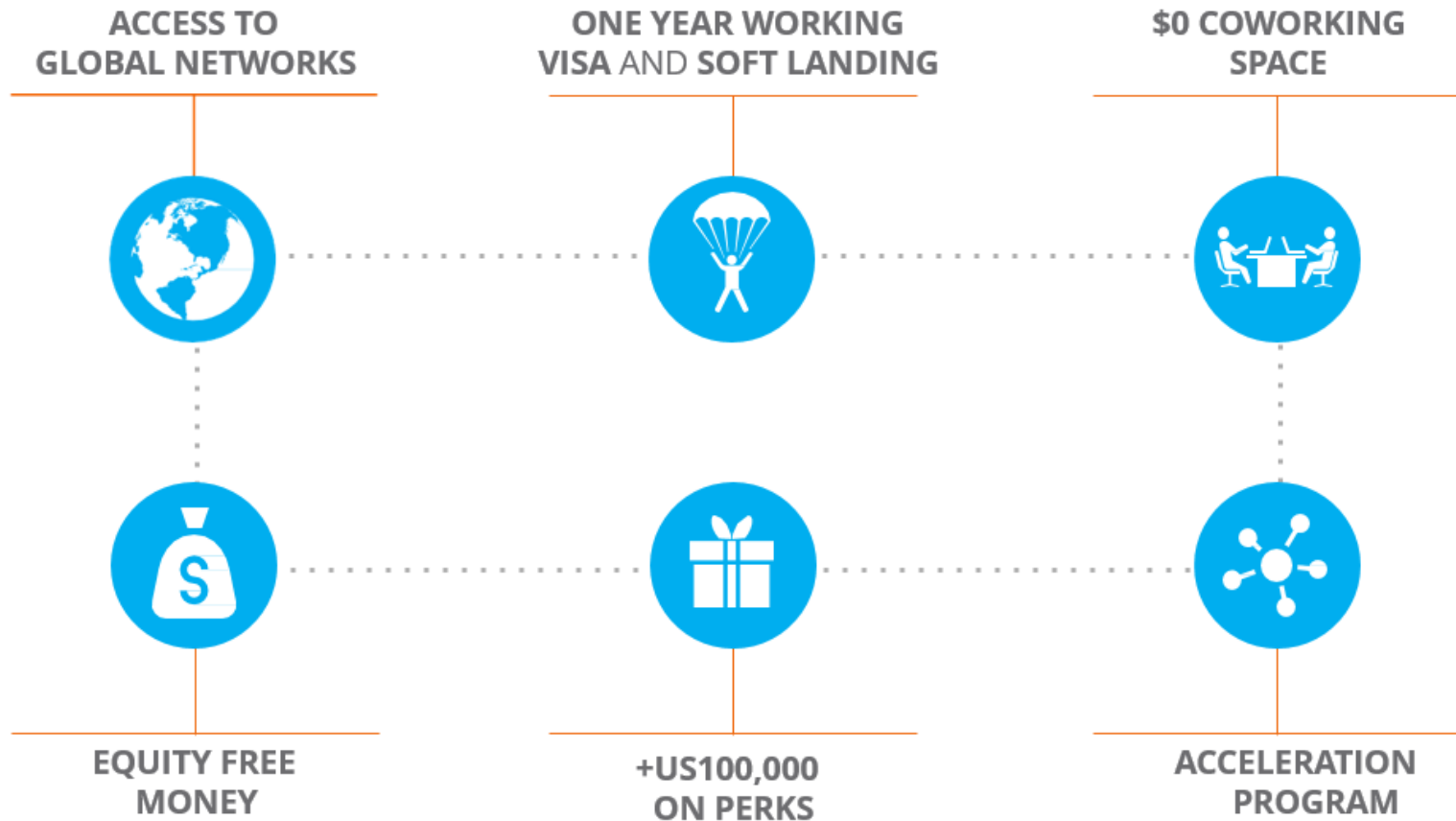
**HUELLA**

*TRIPLE IMPACT*

**10-12 startups/batch**  
Approx. \$80,000 USD



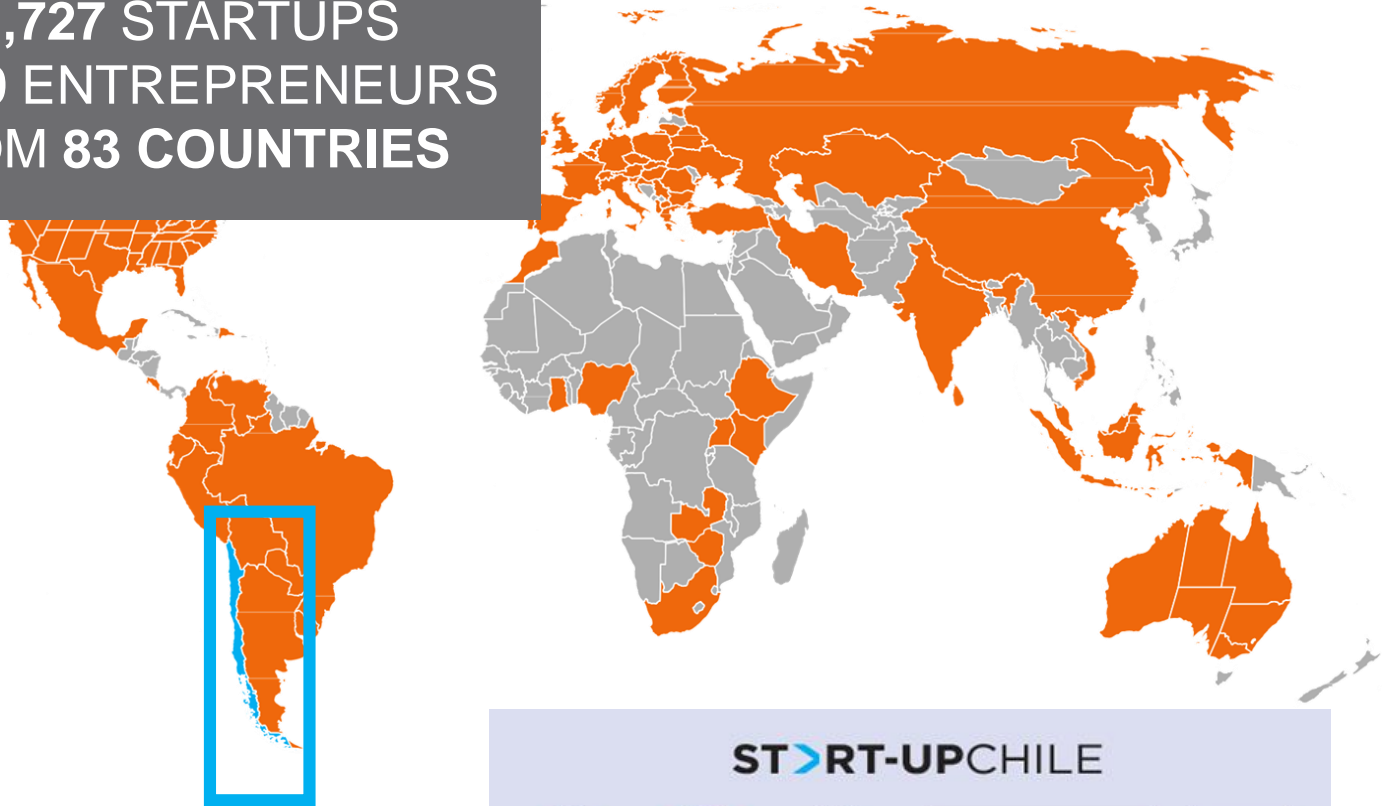
**200 STARTUPS/YEAR | 2 BATCHES/YEAR EACH**



# Start Up Chile

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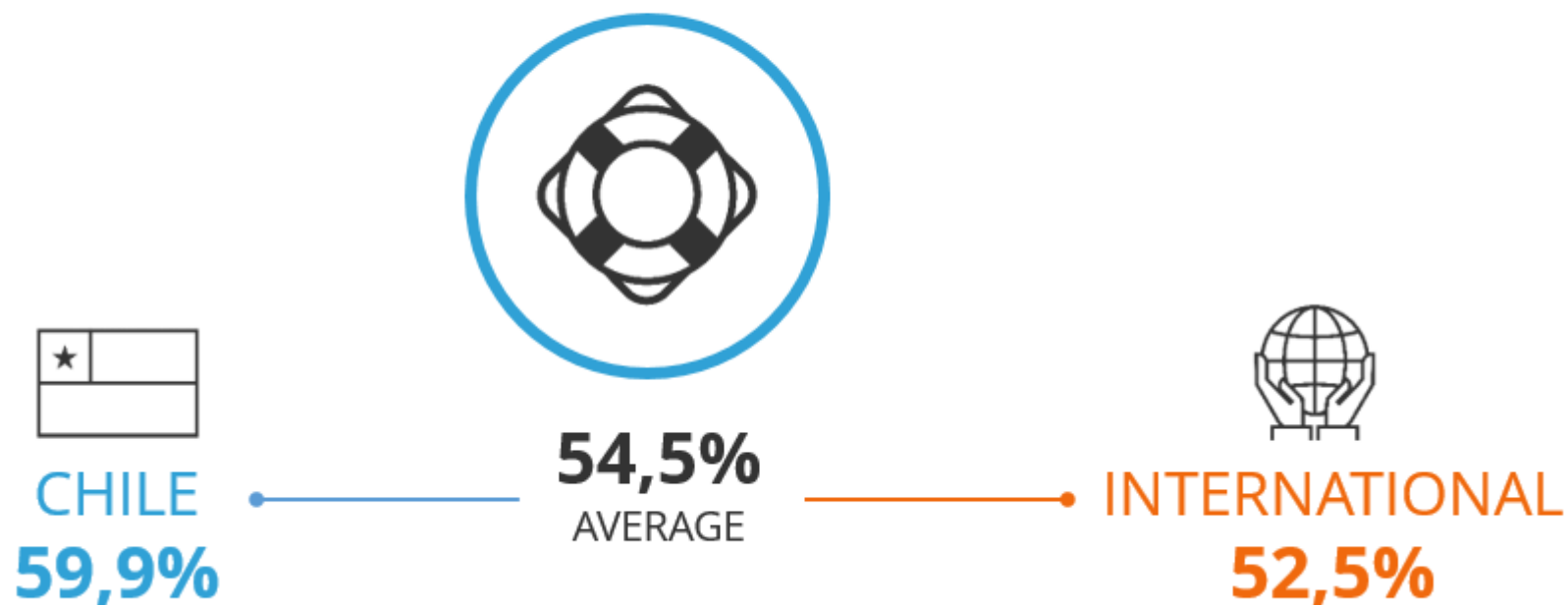
**+1,727 STARTUPS  
+3,500 ENTREPRENEURS  
FROM 83 COUNTRIES**



**ST>RT-UPCHILE**



## Survival rate



## Sales (MMUSD\$)



**\$121**  
CHILEANS



**\$569**  
INTERNATIONAL

**TOTAL: \$690**

**CHILE: \$140**

## Capital raised (MMUSD\$)



**\$201**  
CHILEANS



**\$796**  
INTERNATIONAL

**TOTAL: \$997**

## Portfolio Valuation (MMUSD\$)



**\$239**  
CHILEANS



**\$1,187**  
INTERNATIONAL

**TOTAL: \$1,427**

## Employment (Number)



**4,933**  
CHILEANS



**5,691**  
INTERNATIONAL

**TOTAL: 10,684**



## Collaboration: key to successful teams and projects



**Entrepreneurs**



**Investors**



**Academy**



**Government**



**R&D Centers**



**Co-work**



**Companies**



**Mentors**



**Support services/  
Suppliers**



**Media**



2010

**Main focus:** To create an ecosystem, position Chile as a startup hub and **transform the local mindset to a global culture**

2015

**Main focus:** To create economic impact through startup acceleration

## Lessons as best practices



Grants are not the key for success

CORFO is the broker, which supports and trains all entrepreneur in the program

Create better market conditions to attract foreign entrepreneurs and companies to invest in Chile

Entire Acceleration Program –  
Training and networks

Funds – Free subsidies for 1 year

**Equity gender, nationalities, ages, all are welcome to develop innovation in Chile**

## Lessons as best practices



### **Talented Entrepreneurs Strong Networks Training Acceleration Program**

Open innovation process in large companies seeking for StartUp solutions

Increase corporate venture capital operations

New investment funds

Adapt the startup method and use it in other programs that support SMEs

# CORFO and SMEs

## OPPORTUNITIES

**+286.000**

ENTERPRISE CREATED IN 5 YEARS WITH  
THE **COMPANY-IN-A-DAY-SYSTEM**  
(2013-2018)

**THAT IS +170 PER DAY!**

SOURCE: MINISTRY OF ECONOMY



**76%** CHILEAN PERMANENT  
INTERNET USERS

**N°1** THE COUNTRY WITH THE MOST INTERNET  
USERS AS A PERCENTAGE OF ITS TOTAL  
POPULATION IN LATIN AMERICA

**N°2** IN THE REGION WITH THE HIGHEST  
DOWNLOAD SPEED

SOURCE: ECLAC



## CHALLENGES

**INCREASE**  
business performance through  
**digitalization of processes**

Less than 30% of companies are  
over intermediate digitalization  
level

42% of companies have webpage

21% of companies sale on-line

# Extension Services Program

**SMEs**



Free diagnosis



Extension services



Technology adoption

Increase productivity

Redesign process

Reduce costs

Increase sales



# Extension Services Program

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## Focused on Digitalization



**+3,000 SMEs  
diagnosed**

**+2,000 SMEs  
implement  
extension services**

**77% SMEs declared  
productivity  
improvement**



## Lessons as best practices



**Customized extension services**  
**Ad-hoc technical advices**  
**Collaboration networks**

Technology adoption has positive effects on productivity

Developing new products and services

Increase access to financial support

Building local partnership networks

SMEs create more jobs

# APEC

## Opportunities for collaboration

Increasing the participation of  
women in the economy

## **Building SMEs for the Future:**

Economic integration of SMEs in  
international trade in the APEC region

Sustainable energy and  
smart cities



# Welcome to Chile

## APEC – agenda

<https://www.apecchile2019.cl/>



THANK YOU

대단히 감사합니다

MUCHAS GRACIAS

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