



Seminar
Expanding the role of SMEs in value chains between Asia and Latin America
April 29 2015
Celso Furtado Room – ECLAC, Santiago

08:30 – 09:00 **Registration**

Opening Session: Relations between Asia and Latin America

Chair: Nanno Mulder, International Trade and Integration Division, ECLAC

09:00 – 09:20 **Opening Remarks**

Antonio Prado, Deputy Executive Secretary, ECLAC

Ji-Eun Yu, Ambassador of the Republic of Korea in Chile

09:20 – 09:50 **Bilateral trade and investment between Korea and Latin America**

Oswaldo Rosales, Director, International Trade and Integration Division, ECLAC

09:50 – 10:05 **Comments**

Ignacio Bartesaghi, The Latin America-Asia Pacific Observatory, Uruguay

10:05 – 10:30 **Q&A**

10:30 – 10:50 Coffee break

Session I : The role of SMEs in biregional value chains

Chair: Keiji Inoue, International Trade and Integration Division, ECLAC

10:50 – 11:10 **Role of SMEs in Latin American exports to Asia**

Roberto Urmeneta, International Trade and Integration Division, ECLAC

11:10 – 11:30 **Trans-Latin value chains in Asia: the role of small and medium-sized enterprises (SMEs)**

Daniela Ramos, Centro de Investigaciones para la Transformación (CENIT), Argentina

11:30 – 11:50 **Supplier networks to Korean Multinationals in Latin America**

Jae Sung Kwak, Kyung Hee University, Korea

11:50 – 12:10 **SMEs in Korean electronics and pharmaceuticals value chains**

Si Un Yi, Korea Institute for International Economic Policy (KIEP), Korea

12:10 – 12:30 **Comments**

Diego Coatz, Centro de Estudios, Unión Industrial Argentina (UIA)

Christian Mendoza, Eagon Lautaro, Chile

12:30 – 13:00 **Q&A**

13:00 – 14:30 Lunch (by invitation)

Session II: Supplier Development Programs in Latin America

Chair: Sebastián Herreros, International Trade and Integration Division, ECLAC

14:30 – 14:50 **Supplier Development Programs in Latin America: The UNCTAD experience**
Fulvia Farinelli, United Nations Conference on Trade and Development (UNCTAD), Geneva

14:50 – 15:10 **Supplier Development Programs in Costa Rica and El Salvador**
Emmanuel Hess, Consultant, ECLAC, Costa Rica

15:10 – 15:30 **Comments**
Ricardo Finkelsztein, EMPRETEC Foundation, Argentina
Alicia Olivares, Production Development Corporation (CORFO), Chile

15:30 – 16:00 **Q&A**

16:00 – 16:15 Coffee break

Session III Roundtable: Expanding the role of SMEs in regional value chains exporting to Asia

Chair: Osvaldo Rosales, Director, International Trade and Integration Division, ECLAC

16:15 – 17:15 **Participants:**

1. Ricardo Finkelsztein, EMPRETEC Foundation, Argentina
2. Diego Coatz, Centro de Estudios, Unión Industrial Argentina (UIA)
3. Rolando Dobles, Foreign Trade Corporation (PROCOMER), Costa Rica
4. Alicia Olivares, Production Development Corporation (CORFO), Chile

17:15 – 17:45 **Q&A**

17:45 – 18:00 **Closing remarks**