

## Seminar

### Export Promotion Policies in Asia and Latin America: What lessons for Chile?

October 11, 2017

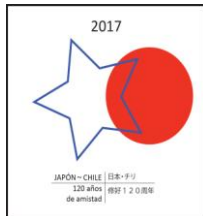
Salón Enrique Iglesias, CEPAL, Santiago

Although small and medium sized enterprises (SMEs) comprise the majority of exporting companies in both Asia and Latin America, their share in total exports remains low. SMEs in both regions face obstacles when selling abroad, such as accessing information on trade barriers, consumer tastes, certification requirements and distribution channels, introducing product and business process improvements, obtaining credit and export financing, and complying with customs and other procedures. In this context, countries in both regions have established export promotion agencies and other support programs to help SMEs overcome barriers to export.

Goals of this seminar are to: i) exchange experiences and views of SMEs export promotion policies in medium-sized and small countries in both regions, and ii) promote debate among public and private actors in Chile on possible lessons for Chile.

## Programme

- 14:30 – 15:00 **Registration**
- 15.00 - 15.10 **Opening remarks**  
Mario Cimoli, Officer in charge, International Trade and Integration Division, ECLAC
- 15.10 - 15.55 **Export promotion policies: Experiences of Asian small economies**  
Yukiko Fukagawa, Professor at the School of Political Science and Economics, Waseda University, Tokyo, Japan and Visiting Fellow at Cambridge University
- 15.55 - 16.40 **Export promotion policies: Experiences of Latin American economies**  
Nanno Mulder, Head, International Trade Unit, International Trade and Integration Division, ECLAC
- 16.40 – 17.00 Coffee break
- 17.00 - 17.45 **Roundtable: Chilean export promotion in the context of international experiences**  
Rafael Sabat, International Director, ProChile  
Manuel José Prieto, Manager, Foreign Trade and International Economic Relations, SOFOFA  
Yukiko Fukagawa, Waseda University
- 17.45 – 18.00 Questions and answers



### Guest speaker

- Yukiko Fukagawa is Professor at the School of Political Science and Economics, Waseda University and Visiting Fellow at Cambridge University. She received her Ph.D from the Waseda Graduate School of Business Studies. Her major interest lies in economic development and the role of industrial and trade policies in East Asia, with a special interest in Korea. She worked for the Japan External Trade Organization (JETRO) and Long-Term Credit Bank Research Institute (LTCBR). Afterwards she became a faculty member at Aoyama Gakuin University, and at the University of Tokyo, before returning to Waseda. She also advised the Committee for Foreign Exchange, Ministry of Finance and the Committee for Industrial Structure, Ministry of Economy and Industry, and served as the Chairman of the Economics Section in the “Japan-Korea Joint Study for the New Era” project opened in 2013. Recent publications include *Economic Development in East Asia (2017)*, *Japan’s Future International Cooperation (2015)*, and *Northeast Asia and Japan-Korea Relations in Post Financial Crisis (2013)*.