

CHALLENGES AND OPPORTUNITIES OF MSMES AND COOPERATIVES IN INTERNATIONAL TRADE

CHILE

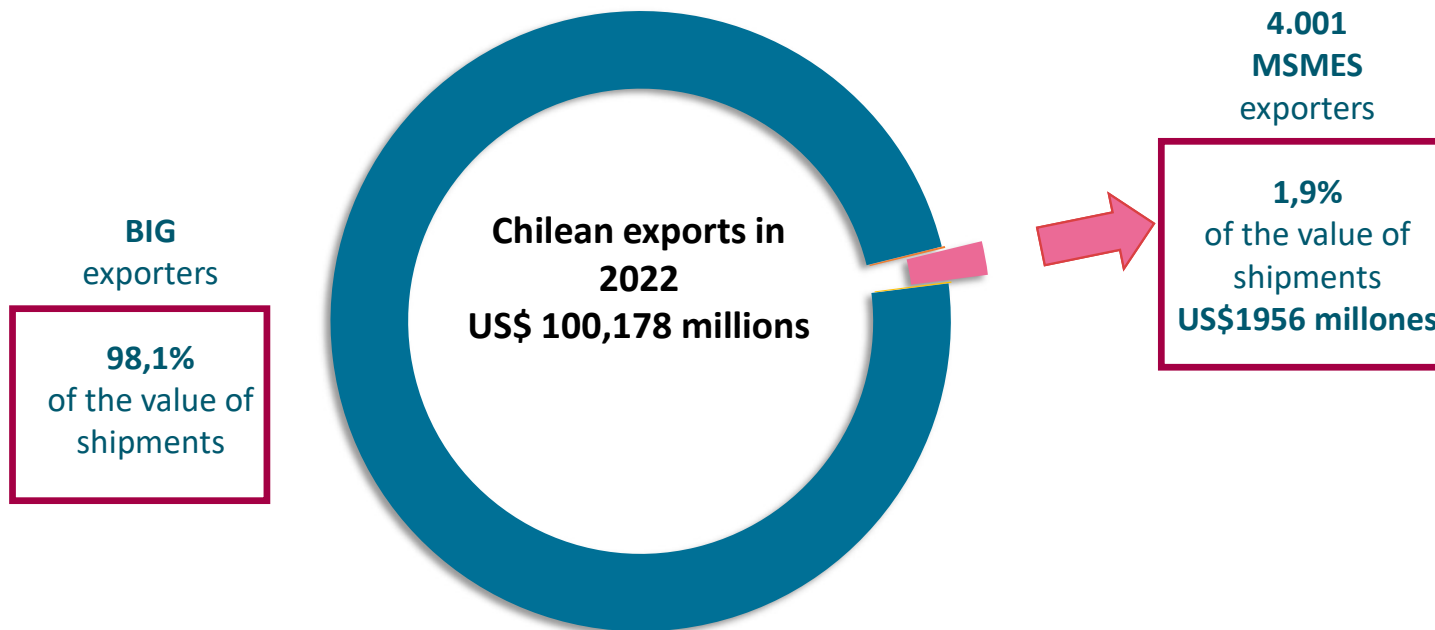


MISION DE CHILE OMC

MSMES IN CHILEAN EXPORTS

Concentration of exported value

7.781
TOTAL EXPORTING ENTERPRISES



Number of Exporting MSMES by Region
Year 2022, values in US\$ millions

Region	N° MSMES	US\$ Millions
Arica y Parinacota	55	13
Tarapacá	96	21
Antofagasta	46	48
Atacama	59	30
Coquimbo	151	53
Valparaíso	408	196
Metropolitana	2.089	712
O`Higgins	435	216
Maule	388	221
Ñuble	77	25
Biobío	207	69
La Araucanía	80	22
Los Ríos	16	2
Los Lagos	147	124
Aysén	14	5
Magallanes	42	47



Source: Departamento de Información Comercial y Análisis de Datos, Dirección de Estudios, SUBREI, con cifras del Servicio de Impuestos Internos y el Servicio Nacional de Aduanas.

MSMES IN CHILEAN EXPORTS

Persistent situations:

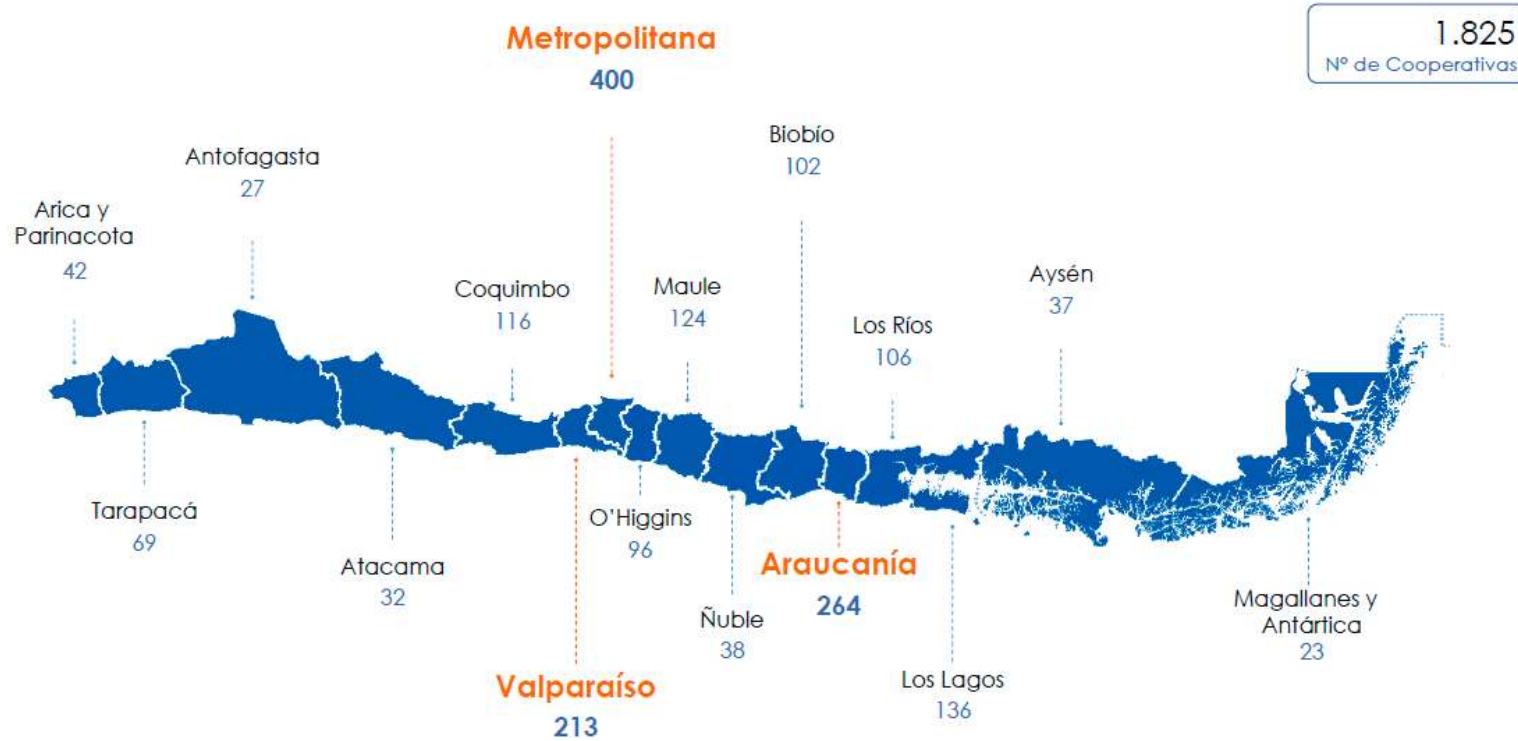
- ❑ 60% of MSMEs export a single product,
- ❑ 60% of MSMEs export to a single country,
- ❑ Only 17% of MSMEs that export have recorded consistent annual sales (10 years) and
- ❑ 52% of exporting MSMEs are concentrated in the Metropolitan Region.



Fuente: SUBREI, con cifras del Servicio Nacional de Aduanas y el Servicio de Impuestos Internos.

Current-active entities by Region (October 2023)

CHILE COOPERATIVES



Source: División de Asociatividad y Cooperativas del Ministerio de Economía de Chile

Current-active entities by economic categories (October 2023)

CHILE COOPERATIVES

1.825
Cooperativas



Gráfico 2. Entidades por rubro

		% Entidades	% Var. 12M
Servicios	655	35,9%	5,8%
Producción y Trabajo	411	22,5%	15,1%
Agrícola	206	11,3%	32,9%
Agropecuarias	161	8,8%	3,2%
Campesinas	159	8,7%	7,4%
Pesca	72	3,9%	20,0%
Extractivas y Mineras	59	3,2%	1,7%
Turismo	28	1,5%	64,7%
Tipos Fed. e Inst...	19	1,0%	5,6%
Consumo	16	0,9%	14,3%
Transp. de Pasajeros	13	0,7%	85,7%
Comercio	9	0,5%	200,0%
Transporte de Carga	5	0,3%	400,0%
Minería	4	0,2%	100,0%
Servicios Laborales	4	0,2%	33,3%
Salud	3	0,2%	200,0%
Educación	1	0,1%	0,0%
Industria	0	0,0%	-100,0%
		100,0%	12,6%

Fuente: División de Asociatividad y Cooperativas

The sector that concentrates the largest number of current and active **cooperatives** is **Services**, with **35.9%** (655). Followed by **Production and Labor** with **22.5%** (411) and **Agriculture** with **11.3%** (206).

Source: División de Asociatividad y Cooperativas del Ministerio de Economía de Chile

**COOPERATION BETWEEN PEOPLES:
MISSION OF BEEKEEPERS FROM RAPA NUI ISLAND TO NEW ZEALAND (APRIL 2018)**



PROMOTE KNOWLEDGE EXCHANGE
MAORĪ AND RAPA NUI



AYMAR SAWURI COOPERATIVE



Cooperative of weavers from the Tarapacá region, which has been selling its work in international markets since 2019 and participated in renowned fairs such as Tranöi in France and New York Now, in the United States.

Its sales abroad reflect the regional identity and its traditions.

The Alpaca fiber used in the garments can maintain its natural tones or be dyed with herbs and roots from the highlands using ancestral techniques.

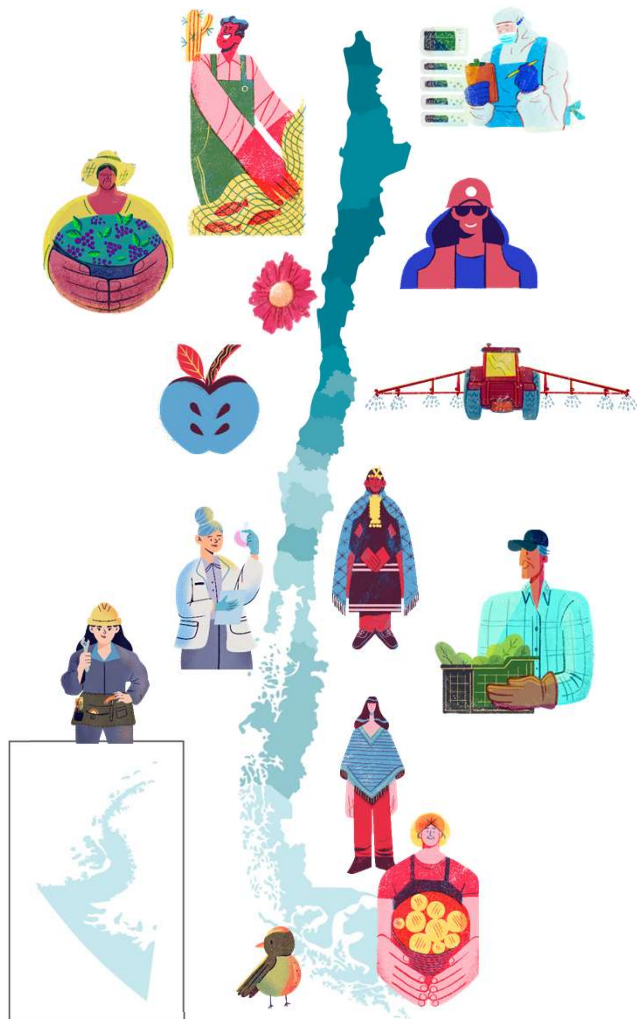




NEXT STEPS COOPERATIVES IN CHILE

**Creation of the National Institute of
Associativity and Cooperatives (INAC)**

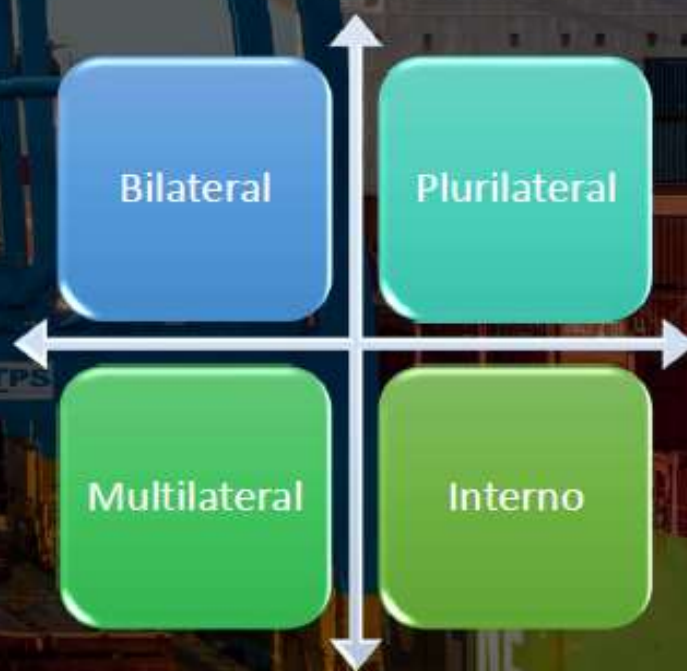
**Support for cooperatives
Greater potential in mentoring plans and
investment capital financing**



WHAT DOES CHILE DO TO PROMOTE THE INSERTION OF MSMEs IN INTERNATIONAL TRADE?

- Negotiate and implement specific provisions or chapters on MSMEs in Trade Agreements
- Participation in international organizations
- Inclusive Trade Roundtables Public Sector and Private Sector
- In-person and/or virtual seminars on matters of interest to MSMEs.

Chile y el comercio inclusivo



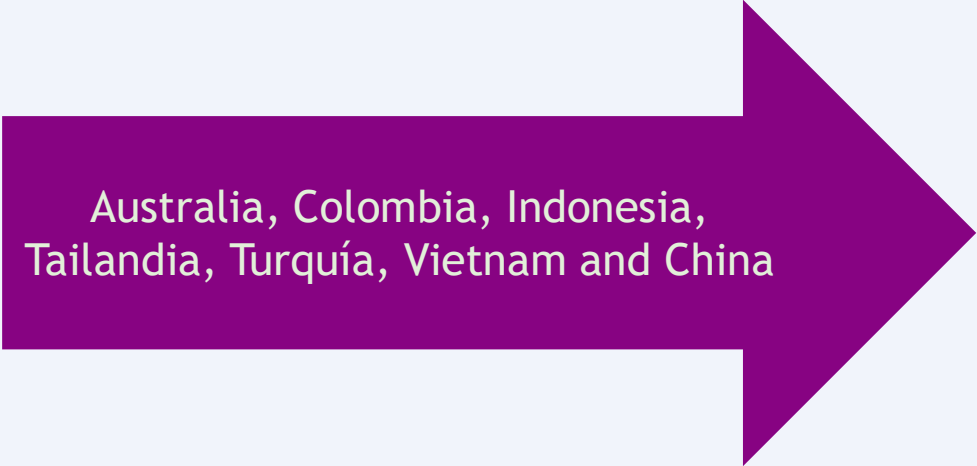
A photograph of three business professionals in an office. In the foreground, two people are shaking hands. One person is wearing a white shirt, and the other is wearing a dark blue blazer over a white top. In the background, a woman with glasses and a blue shirt is smiling. The scene is set around a wooden desk with papers and a blue folder. The image is framed by a grey border with decorative elements: a blue and red bar at the top right, and teal teardrop shapes on the left and right sides.

MSMES IN FREE TRADE AGREEMENTS

CHAPTERS AND PROVISIONS

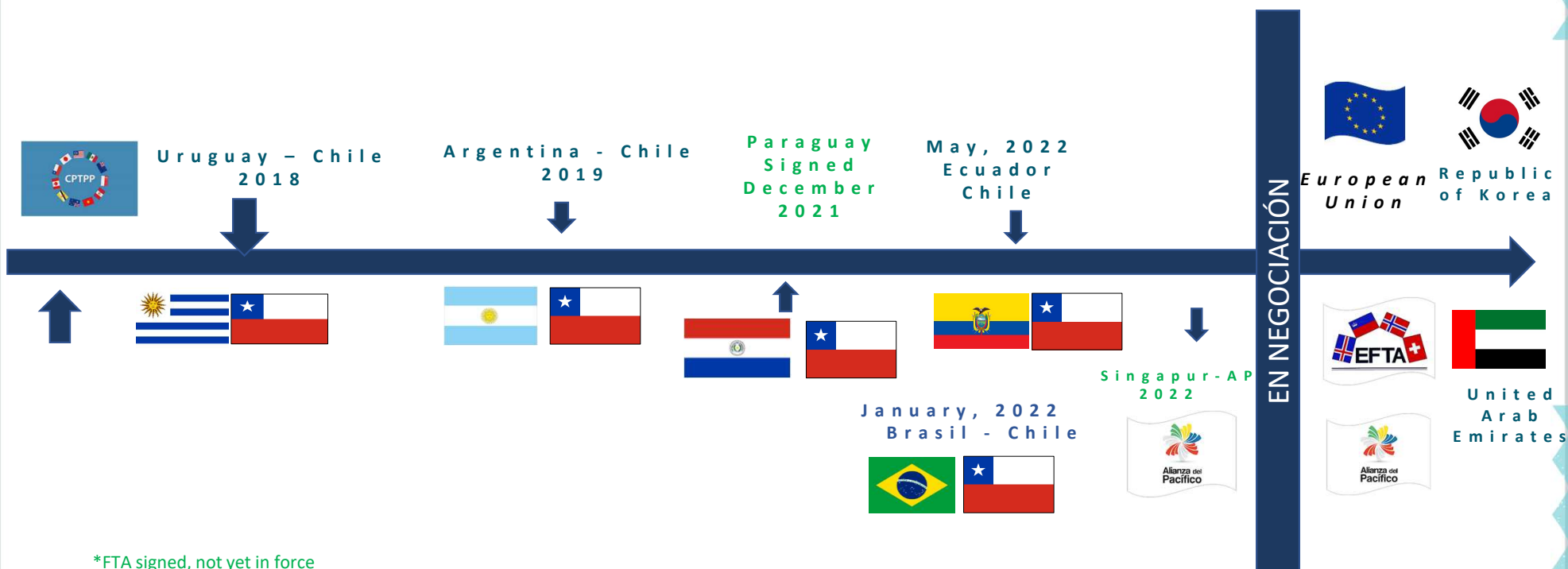
MSMES IN THE COOPERATION CHAPTERS OF FTAS

MSMEs provisions In COOPERATION Chapters



Australia, Colombia, Indonesia,
Tailandia, Turquía, Vietnam and China

MSME CHAPTERS IN TRADE AGREEMENTS



Fuente: División de Asociatividad y Cooperativas del Ministerio de Economía de Chile

Contents

Disposiciones Generales	Trato Nacional y Acceso a Mercados	Reglas de Origen	Facilitación del Comercio	Defensa Comercial	Buenas Prácticas Regulatorias
Medidas sanitarias y fitosanitarias	Obstáculos Técnicos al comercio	Comercio de Servicios	Comercio Electrónico	Telecomunicaciones	Compras Públicas
Política de Competencia	 Micro, Pequeña y Mediana Empresa	 Cadenas Regionales y Globales de Valor	 Comercio y Asuntos Laborales	 Comercio y Medio Ambiente	 Comercio y Género
Cooperación Económica y Comercial	Transparencia y Anticorrupción	Administración del Acuerdo	Solución de Controversias	Excepciones Generales	Disposiciones Finales

INCORPORATION OF NEW TOPICS AND DISCIPLINES
IN TRADE AGREEMENTS

MSME CHAPTERS IN TRADE AGREEMENTS



Reaffirm the importance of incorporating the perspective of MSMEs in economic and commercial issues.

Promote the exchange of information and good practices to improve the capacity of MSMEs and enhance their international trade.

Promote transparency of the obligations and rights of relevant FTAs for MSMEs.

Establishment of a committee in charge of issues related to MSMEs.

Promote dispute resolution through dialogue, consultation and cooperation.



Implementation: MSME Chapters



Activity FTA Chile – Brasil



Activity FTA Chile – Uruguay

Comittee on MSMEs

Working Plan

Anual Report to the Comission



MULTILATERAL AND REGIONAL FORUMS



Coordination at National level

**Implementation of Inclusive Trade Roundtables
with the Public Sector and Private Sector to
discuss, gather visions and establish collaborative
work.**





Thank you!