

Chile

Key indicators

Population (millions)	18.2
GDP (\$ billions)	234.9
GDP per capita (\$)	12909.8
Share of world GDP (PPP\$, %)	0.4
Current account surplus/deficit, share of GDP (%)	-1.9
Tariff preference margin (percentage points)	3.0
Imports and exports (goods and services), share of GDP (%)	62.3
Services exports, share of total exports (%)	13.3
Geographic region	Americas
Country group	OECD
Income group	High income

SME Competitiveness Grid Summary

Average scores [0-100]	Compete	Connect	Change
Small	44.0	63.1	40.2
Medium	65.0	79.7	57.6
Large	61.6	90.8	81.1
All	57.9	76.1	59.9
BUSINESS ECOSYSTEM	52.2	60.8	46.5
NATIONAL ENVIRONMENT	74.9	77.8	68.6

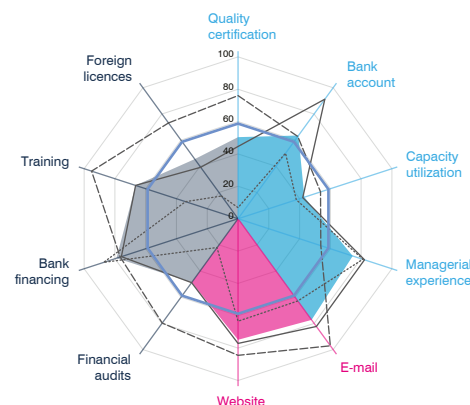
Reference level: 58.8 (a function of GDP per capita)

Weaknesses are scores below: 29.4 | **Strengths are scores above: 88.1**

SME Competitiveness Grid

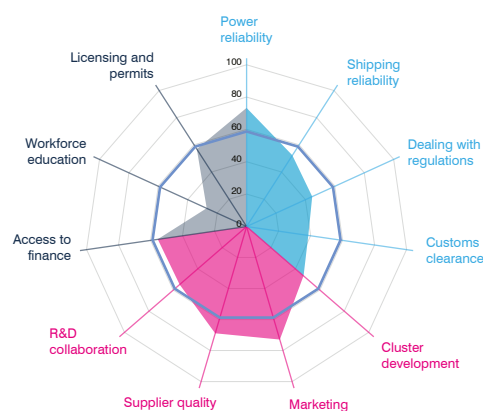
FIRM CAPABILITIES (Normalized scores)

Compete	Small	Medium	Large	All
International quality certificate	6.8	44.6	76.1	50.4
Bank account	50.0	91.3	62.8	63.6
Capacity utilization	37.8	42.1	53.6	43.2
Managerial experience	81.2	82.2	53.8	74.5
Connect				
E-mail	62.9	82.3	97.1	77.3
Firm website	63.4	77.1	84.4	74.8
Change				
Audited financial statement	22.1	48.8	79.7	48.7
Investment financed by banks	87.3	75.8	76.5	79.0
Formal training programme	34.1	66.5	95.2	66.5
Foreign technology licences	17.3	39.2	73.1	45.5



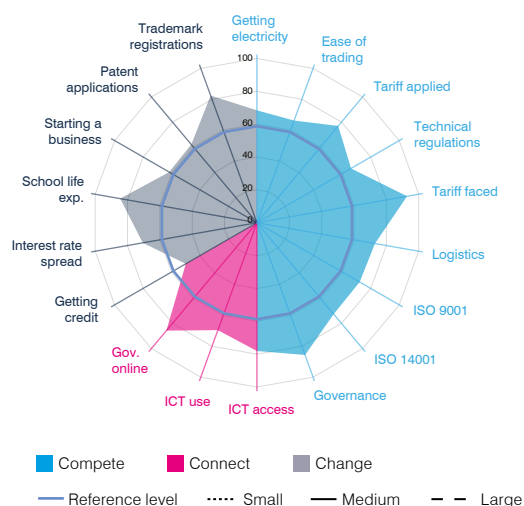
BUSINESS ECOSYSTEM (Normalized scores)

Compete	Small	Medium	Large	All
Power reliability	64.0	73.3	73.3	73.3
Domestic shipping reliability	52.4	55.1	47.9	52.4
Dealing with regulations	40.5	46.8	46.8	44.6
Customs clearance efficiency	26.7	53.0	36.2	38.6
Connect				
State of cluster development				46.6
Extent of marketing				72.9
Local supplier quality				68.8
University-industry collaboration in R&D				54.8
Change				
Access to finance	70.2	45.1	57.7	55.5
Access to educated workforce	26.6	25.1	30.6	27.1
Business licensing and permits	61.4	65.1	45.4	56.9



NATIONAL ENVIRONMENT (Normalized scores)

Compete	All
Getting electricity	68.4
Ease of trading across borders	66.2
Applied tariff, trade-weighted average	77.0
Prevalence of technical regulations	66.2
Faced tariff, trade-weighted average	92.8
Logistics performance index	72.9
ISO 9001 quality certificates	72.2
ISO 14001 environmental certificates	72.7
Governance index	85.7
Connect	
ICT access	78.1
ICT use	69.6
Government's online service	85.8
Change	
Ease of getting credit	50.0
Interest rate spread	70.6
School life expectancy	84.6
Ease of starting a business	61.7
Patent applications	62.2
Trademark registrations	82.4



Note: Scores range from 0 to 100, a higher score indicates a better outcome. Series with missing data are indicated as (-) in the tables and omitted from the radar charts.

Source: World Bank Enterprise Survey (2010) for firm level data; for other sources and methodology see Annex.

SME Export Potential

Chile is a high income country with a population of 18.2 million and GDP of \$234.9 billion. Goods and services account for 86.7% and 13.3% of exports, respectively.

The country's unrealized potential to increase existing exports lies within its home region and to Europe and Asia (see table below). *Copper* has an unrealized export potential of around \$687 million in the home region, \$4.6 billion to Asia, and \$732 million to Europe.

Regarding new export products, Chile has diversification opportunities in machinery as well as fish products, with products such as *parts of non-electrical engines and motors* and *wind-powered generating sets*. The production of the former good involves a relatively strong presence of SMEs. Other products for diversification include *machinery for the industrial preparation of meat or poultry* and *prepared or preserved lobster*.

Small firms in Chile perform well in having managerial experience and investments financed by banks. They underperform, however, in having international quality certificates, audited financial statements and foreign technology licences. The largest performance gap between small and large firms lies in owning international quality certificates. The country's national environment scores well in the trade policy-related indicator.

Unrealized potential: Existing export products

Product description	Product code	Exports (\$ million)	Value of unrealized potential exports by destination (\$ million)					Development indicators			
			Africa	Americas	Asia	Europe	Oceania	Price stability	SME presence	Women employed	Technology
			0	5000	0	5000	0				
Copper, refined, in the form of cathodes and sections of cathodes	740311	20362		~1000	~5000	~1000		Red	Red	Red	Red
Copper, unrefined; copper anodes for electrolytic refining	740200	3084			~1000	~1000		Red	Red	Red	Red
Wine of fresh grapes, incl. fortified wines, and grape must whose fermentation has been arrested...	220421	1558		~1000				Green	Green	Green	Red
Semi-bleached or bleached non-coniferous chemical wood pulp, soda or sulphate (excluding dissolving...	470329	1189		~1000	~1000	~1000		Green	Red	Red	Red
Fresh grapes	080610	1816				~1000		Green	Red	Red	Red
Frozen fish fillets	0304Xb	1014		~1000		~1000		Green	Green	Green	Red
Other frozen fish	0303Xa	716		~1000		~1000		Green	Green	Green	Red
Potassium chloride for use as fertiliser (excluding that in tablets or similar forms, or in packages with a...	310420	475			~1000			Red	Green	Green	Red
Semi-bleached or bleached coniferous chemical wood pulp, soda or sulphate (excluding dissolving...	470321	1330		~1000		~1000		Green	Red	Red	Red
Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excluding gold in...	710812	613			~1000			Red	Red	Red	Red

Notes: Unrealized potential table: Top 10 products in decreasing order of unrealized export potential to the world. **Exports:** Average value over 2011-2015. **Price stability, SME presence, and Women employed:** Green - performance above a country's trade-weighted mean. Red - the opposite. **Technology:** Green - transformed products exported by countries at least matching the country's per capita GDP. Red - the opposite. Blank spaces - data not available.

Source: ITC Export Potential Map, <http://exportpotential.intracen.org>