



Business relationship with India.

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International Division: Primary Areas of Focus

Areas of Focus

International Negotiations

Create a strategic agenda to support Chile's trade policy, which includes the dissemination of agreements, active participation in relevant forums and the generation of trade information for SOFOFA members.

Business Councils

Develop and implement work plans for each of the Councils with the aim of enhancing their significance as effective tools for creating business and investment prospects.

Business promotion and facilitation

Implement the planned activities to address and disseminate matters of strategic importance to the members of SOFOFA.

Political Management and Institutional Relations

Enhance the relationship with government authorities and strengthen connections with SOFOFA's international network.

Business Council Network

Consolidados

1. Japan
2. South Korea
3. China
4. Thailand
5. India
6. Indonesia
7. Australia
8. Spain
9. Germany
10. Argentina
11. Brazil
12. Ecuador
13. Perú
14. Bolivia
15. Colombia
16. México



Por implementar

1. Paraguay
2. Francia



En evaluación

1. EE.UU.
2. Canadá
3. UK
4. Sudáfrica



Chile - India Bilateral Relationship and SOFOFA

Analysis of the bilateral relationship

1. Political/diplomatic:
 1. Two countries that share a vision of rule of law and are committed to multilateralism. Stable diplomatic relations. Political consultations are held periodically between the two countries. Notwithstanding the latter, there is a lack of official visits.
 2. Significant cultural and language barrier.

2. Economic/commercial:
 1. Incipient relationship. Limited commercial framework. PPA 2007 and 2016.
 2. Important geographic barrier. Transportation and logistics.

Insights of the relationship between India and Chile

Chile becomes the first Latin American country to set up bilateral relations with India

1949

2005

- Framework agreement to promote economic co-operation gets signed
- Four rounds of negotiations between the two sides for the PTA

Preferential Trade Agreement (“PTA”) signed on 8 March 2006, approved in April 2007 by Chile

2006-2009

2010-2014

- Both countries agree to deepen the PTA
- Four meetings take place between 2010 and 2014

Chile and India sign agreement broadening their Partial Scope Agreement (“PSA”) on 6 September 2016

2016

2019

- Chile and India sign the terms of reference to deepen their PSA on 26 August 2019
- First round of negotiations for the PTA expansion was held

Chile and India sign an agreement and protocol for the elimination of double taxation (DTAA)

2020

2021-Present

- Third round of negotiations for PSA took place covering market access, rules of origin, SPS measures and technical barriers to trade
- Discussions ongoing for CEPA agreement with a Study being drafted (being drafted by India)

Insights of the relationship between India and Chile

Fostering co-operation



PTA **expanded tariff lines** to offer concessions on **meat and meat products**, fish and fishery products, amongst others



Launched the **Chile-India Business Council** to foster business and explore possibilities of joint ventures or mutual understanding in the entrepreneurial communities



Focus on bilateral trade of **agricultural organic products**

Key imports from Chile to India

Sectors	Products	Import rank (2016) (by traded value)	Import rank (2021) (by traded value)
Minerals	Copper ore	1	1
	Molybdenum ore	8	2
Edible fruits and nuts	Nuts	17	3
Paper goods	Sulfate chemical woodpulp	3	4
Edible fruits and nuts	Apple and pear	5	5
Chemical products	Halogens	4	6
Alcoholic beverage	Wine	19	15

While the demand for minerals and fresh fruits continues to grow, in recent times, the demand for Chilean nuts and wine has witnessed a significant boost in India.

Potential sectors of synergy



Alcoholic beverages

Wine



Animal products

Meat



Fresh fruits and nuts

Apple, walnuts, kiwis, cherries, pear and prunes

Chile - India Business Council

1. Established in 2019 together with CII.
 1. Chaired by Iván Marambio President of ASOEX.

2. Visit June 2023: Public-private delegation.
 1. New Delhi and Mumbai. Meetings with authorities, trade associations, companies. Field visits.
 2. Main conclusions: Shift in trade policy and public opinion towards free trade and FDI.

3. Visit August 2023.
 1. Work agenda.
 2. Ministerial Visita.

Objectives

1. Position Chile as an attractive country for Indian businessmen and gateway to the LATAM market.
2. 2nd Enhancement Process of the PTA.
3. Increase bilateral trade and Indian investments in Chile.
4. Diversification of the export basket to India.

Four-pronged strategy

1. Identify India's interests and advance in their implementation and/or solution.
 1. Visas.
 2. Services.
 3. Investments.
2. Coordination with MINREL, SUBREI and ProChile.
 1. Carry out a public-private prospecting mission with the objective of making known Chile's transversal interest in strengthening ties with the Indian government and industry.
3. Contextualize Indian stakeholders regarding the potential benefits of a rapprochement with Chile. Sectoral trade associations.
4. Proposal made for the creation of a strategic roundtable on Chile-India.



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