



# Busines relationship with India.

Diego Torres Director for International Affairs July, 2013



International Division: Primary 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



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





### Chile - India Bilateral Relationship and SOFOFA

## Analysis of the bilateral relationship

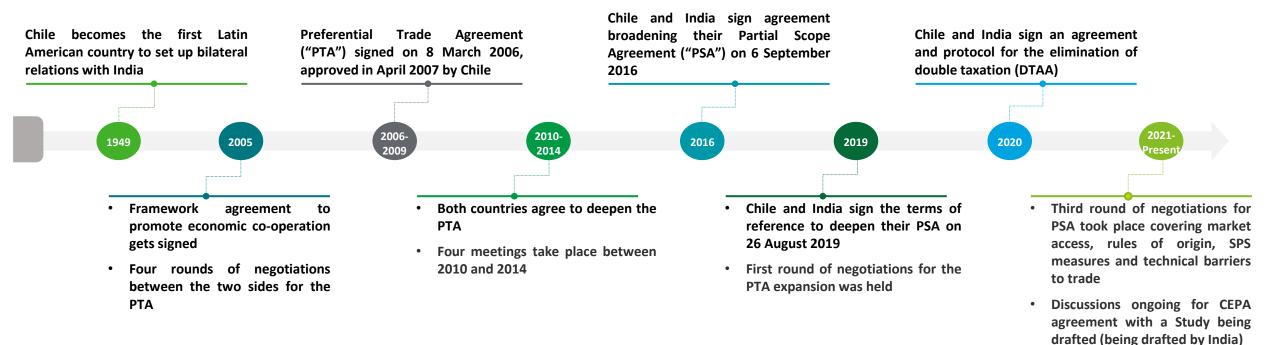
#### 1. Political/diplomatic:

- 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 SOFOFA



## Insights of the relationship between India and Chile SOFOFA

#### **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**







### **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.
  - Ministerial Visita.

### **Objectives**

- Position Chile as an attractive country for Indian businessmen and gateway to the LATAM market.
- 2. 2<sup>nd</sup> 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.
- 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.





# Busines relationship with India.

Diego Torres Director for International Affairs July, 2013