

Report on Buyer Seller Meet 2023 in Chile
22-23, March 2023

As a measure to enhance export of handwoven products from India, Handloom Export Promotion Council organised a Buyer Seller Meet at Santiago in Chile during 22-23 March 2023 availing financial assistance under MAI scheme of Ministry of Commerce & Industry.

India- Chile Trade scenario

The following extracts of the report as available in the website of Embassy of India in Chile are reproduced for the understanding of trade on Chilean market

India and Chile have signed Agreements/MoUs covering various fields of cooperation such as Sports, S&T, Antarctica, Defence, Air Services, Agriculture, New and Renewable Energy, Education, Outer Space, Geology and Mineral Resources, and Gainful employment of spouses and eligible dependents of diplomatic personnel. On 6 September 2016, an Agreement on the expansion of the India-Chile Preferential Trade Agreement (PTA) was signed in New Delhi which increased the scope of the agreement from about 474 tariff lines to 2829 tariff lines. Further expansion of the PTA is under discussion.. The Double Taxation Avoidance Agreement between India and Chile was signed on 9 March 2020.

Trade and Economic Relations:

India's exports to Chile had been growing steadily since 2009, with the exception of a slight decrease in 2014, when a new carbon tax on diesel vehicles in Chile adversely affected motor vehicle exports from India, but this sector has seen a big recovery. The expanded preferential trade agreement began implementation in May 2017 and since then India's exports to Chile have increased. While still higher than the amount in 2017, Indian exports to Chile in 2019 were less than 2018 because of the impact of the social crisis. In 2020 also, we saw a decline due to the pandemic. These figures however do not reflect the amount of trade in services, which is difficult to quantify, as Chilean statistics are difficult to obtain, and also because Indian IT companies have adopted Chilean identities. India's trade with Chile has registered a negative growth over a couple of years due to the global slowdown and the domestic social crisis and labour unrest in Chile. The trade has now picked up and recover in 2021-22.

India's export to Chile are diversified and constitute motor vehicles/cars, drug formulations, chemicals, products of iron & steel, manmade yarn, fabrics, cotton fabrics, made-ups, RMG Cotton including accessories, auto components, electric machinery and equipment, leather goods, rubber products, bulk drugs, drug intermediates, footwear of leather, iron and steel, aluminium & its product, ceramics & allied products, RMG manmade fibres etc. The top 25 principal commodities constitute 94% of India's total exports to Chile during 2021. The top 10 constitute the 70%.

A summary on Chilean Economic:

GDP (PPP)	US\$ 298.877 billion (2018); US\$ 282.733 billion (2019) US\$ 252.76 billion (2020) US\$ 252.94 billion (2021)
GDP Growth Rate	3.9% (2018): 1.1% (2019); -5.8% (2020), 11% (2021)
Major Sectors (% of GDP)	Food and hospitality (33.9%), Commerce (22.6%), Services (22.4%), Construction (13.6%), Corporate services (11.0%), Communications (8.9%), Manufacturing (8.3%). [Source: Annual Bulletin 2018 - 2021, Central Bank of Chile]

GDP Per Capita	US\$ 25,714 (2018); US\$ 25,395 (2019), US\$ 25,110 (2020) [Source: International Comparison Program, WorldBank]
Total Trade	US\$ 131.899 billion (2019); US\$ 123.123 billion (2020); US\$ 171.962 billion (2021);[Source: Chilean Customs]
Exports	US\$ 71.147 billion (2019); US\$ 71.129 billion (2020); US\$ 92.213 billion (2021);[Source: Chilean Customs]
Imports	US\$ 64.567 billion (2019); US\$ 55.851 billion (2020); US\$ 87.511 billion (2021);[Source: Chilean Customs]
Balance of Trade	US\$5.026 billion (2019); US\$ 12.240 billion (2020)
Major Trade Partners (Currency Unit billion)	China, USA, Brazil, Japan, South Korea, Argentina, Germany, Spain, Mexico, and Peru. (2019) Source: Customs Office. [India is 14th largest trade partner of Chile in terms of Chile's exports] (Source: Vice Ministry of Trade)
Bilateral Trade	US\$ 2227.35 mn (2018-19); US\$ 1969.10 mn (2019-20); US\$ 1475.60 mn (2020-21) US\$ 2358.21 mn (2021-22) (Source: Department of Commerce)
India's Exports to Chile	US\$ 989.80 million (2018-19); US\$ 793.43 mn (2019-20); US\$ 805.00 mn (2020-21), US\$ 1076.23 mn (2021-22) (Source: Department of Commerce)
India's Imports from Chile	US\$ 1237.55 million (2018-19); US\$ 1175.67 mn (2019-20); US\$ 670.60 mn (2020-21); US\$ 1281.97 mn (2021-22) (Source: Department of Commerce)
Major Items of Export and Import	India's exports to Chile – Motor cars exceeding 1000 cc, medical equipment, tubes and pipes, towels, industrial leather gloves, motor vehicles for transport of goods, footwear, motorcycles, auto parts, yarn of polyester fibres, articles of apparel, organic/inorganic and agro chemicals, home textiles & readymade garments, leather products. Imports from Chile: Copper ore and concentrates, Molybdenum concentrate, chemical wood pulp of coniferous, apples, iodine, walnuts, copper cathodes, ferrous waste and scrap, aluminium waste and scrap.
Indian Investments in Chile	Major Indian companies have a presence in Chile mainly in the mining/metallurgical, pharmaceutical, automotive and IT sectors, through acquisition of Chilean companies/or joint ventures and other collaborations. As per information provided by the companies, Indian investments till date are about US\$ 220 million.
Chilean Investments in India	Persons of Indian Origin is estimated around 2100 and the number of Indian students is estimated around 35-

About Buyer Seller Meet :

As a strategy to focus on LAC region and explore the market potential of this emerging market, HEPC proposed a Buyer Seller Meet in Chile during 2022-23 under Market Access Initiative Scheme of Ministry of Commerce & Industry. Further to the approval of the event, HEPC in coordination with the Embassy of India in Chile identified TradeChile as the event management company for organising the event in Chile based on their past successful association with the Council in organising a Virtual Buyer Seller Meet during pandemic lockdown time. This Consulting Firm earlier organised event for CII and CAPEXIL.

The Chilean VISA processing takes a minimum of 60 working days and involves various procedural requirement such as notarisation of documents, in-person interview at Chilean Embassy. However, with the valuable and timely support and coordination from Embassy of India in Chile and Chilean Embassy in New Delhi, our participants were granted E-visa for participating in the event.

Council had participated with 18 member exporters in the event based on the application received in response to the circular from the Council

The participants predominantly exhibited hometextile products such as table linen, kitchen linen, curtains, cushions, rugs, floor covering and apparel products

HEPC had a close coordination with Embassy of India in Chile who extended their full support right from identifying the event management agency, finalisation of venue, event schedule and VISA processing for our exhibitors. Further, the Indian Embassy had also advertised the event in the embassy's social media posts



The Council had also undertaken social media campaign especially in Instagram and also released advertisement in Newspapers namely “EI Mercurio” and “La Segunda” through the event management company appointed by the Council

The two days event held at **Hotel Marriot Santiago, Las Condes, Santiago** was inaugurated on 22-03-2023 jointly by **H.E.Mr. Subrata Bhattacharjee, Ambassador of India in Chile** and **H.E.Ms. Claudia Sanhueza Riveros, Vice Minister (Under Secretary) of International Economic Relations (SUBREI), Ministry of Foreign Affairs, Govt of Chile**

At the inaugural function held on 22-03-2023, Mr. P.Rangasamy, Joint Director, HEPC welcomed the dignitaries and participants. **H.E.Ms. Claudia Sanhueza Riveros, Vice Minister (Under Secretary) of International Economic Relations (SUBREI), Ministry of Foreign Affairs, Govt of Chile** delivered special address, wherein, the Hon'ble Vice Minister highlighted the existing trade relationship and also the Preferential Trade Agreement between India and Chile. Further, the Hon'ble Vice Minister also informed the ongoing trade negotiations between the two countries and ensuing visit of a high level delegation from Government of Chile to India.

Speaking on the occasion, **H.E.Mr. Subrata Bhattacharjee, Ambassador of India in Chile** highlighted the current trend in bilateral trade between the two countries and the market potential available in Chile as an importing country and India's potential as a supplier country particularly on textile products. The dignitaries released the exhibitors' catalogue brought out by the Council exclusively for the event.



Welcome address by Mr. P. Rangasamy, Joint Director, HEPC



Honouring of dignitaries



Address by H.E.Ms. Claudia Sanhueza Riveros, Vice Minister (Under Secretary) of International Economic Relations (SUBREI), Ministry of Foreign Affairs, Govt of Chile



Address by H.E.Mr. Subrata Bhattacharjee, Ambassador of India in Chile



Release of Fair Catalogue by the dignitaries

The above inaugural meeting was followed with a Ribbon cutting by the dignitaries to open the exhibition for the participants to transact business . The dignitaries had subsequently interacted with the exhibitors at the event and appreciated the display of products and also took note of the versatility of range of products displayed by the Indian exhibitors





On the evening of day one, a networking Meet was organised by the Council which had the participation of **H.E.Mr. Subrata Bhattacharjee, Ambassador of India in Chile, Mr. Jorge Guerrero, President, Indo Chilean Chamber of Commerce (CAMINDIA), Mr. Richard Von Appen , Chilean Federation of Industries (SOFOFA) and Mr. Diego Torres , Director for International Relations , SOFOFA** and the officials from Embassy of India , trade visitors and exhibitors. **Dr.K.N.Prabhu, Past Chairman, HEPC** welcomed all dignitaries and participants gathered at the networking meet



The event had the visit from **39 Chilean importing companies**. Few notable visitors included **Walmart Chile , RIPLEY, DIB,SMU, CANON TEX** etc The profile of exhibitors were compiled and circulated well in advance to potential importers and based on product profile and buyers' preference in total **194 one to one business meetings** were held for the exhibitors during 2 days of the event . The participants reported a total business of **Rs.5.98 crore** which included business enquiries worth **Rs.5.77 crore** and spot order of **Rs.0.21 crore**



Shri.N.Sreedhar , Executive Director and Shri.P.Rangasamy , Joint Director represented the Council at the event . The officials visited Embassy of India in Chile and met **H.E.Mr. Subrata Bhattacharjee, Ambassador of India in Chile** and **Shri. Karan Singh Bangari Second Secretary (Commerce & Culture), Embassy of India in Chile** and briefed them about the Indian handloom industry and the profile of the exhibitors and extended a formal invitation in-person to the Ambassador of India to inaugurate the event.

