



**Asia-Pacific
Economic Cooperation**

2017/SOM3/CTI/WKSP5/007

Pacific Alliance: Micro Small and Medium Enterprises in the Pacific Alliance

Submitted by: Chile



**Workshop on Free Trade Area of the Asia-Pacific
Building Blocks: The Pacific Alliance Contribution
to APEC Work in Services, MSMEs and Trade
Facilitation**

**Ho Chi Minh City, Viet Nam
26 August 2017**



PACIFIC ALLIANCE:

MICRO SMALL AND MEDIUM ENTERPRISES IN THE PACIFIC ALLIANCE



DIRECON
Ministerio de
Relaciones Exteriores

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General Directorate of International Economic Relations
Ministry of Foreign Affairs
2017



01 Background MSME in the PA

02 Incorporation of MSME in the Pacific Alliance

03 Challenges of the MSMEs in the Pacific Alliance



PEOPLE



GOODS



SERVICES



CAPITALS



PACIFIC ALLIANCE
BACKGROUND MICRO SMALL AND MEDIUM ENTERPRISES



December 2011, Mérida

DECLARATION: Priority SME



June 2013, Cali

1st BUSINESS ROUNDSHOW

TECHNICAL GROUP OF SMALL AND MEDIUM ENTERPRISES

May 2013, Cali



27
TECHNICAL
GROUPS

The Presidents emphasized the importance of small and medium-sized enterprises as engines of economic growth and job creation, and instruct to define support mechanisms to ensure that they benefit from the opportunities offered by the PA

PACIFIC ALLIANCE
MSME IN PA COUNTRIES



37% GDP
(average)

4 COUNTRIES
WITH THE BEST
BUSINESS
ENVIRONMENT IN
LATAM
(Doing Business 2016)



55% of the
employment in the
region (average)

Access to Funding

- Many MSME have difficult to have resources to start or continue a business.

Internationalization

- Just few of the MSME have exported

Representativeness

- MSME do not face the same issues of the bigger companies

Regulations

- Procedures could be difficult to accomplish for the MSME

Paperwork

- To start a business you have to go to different institutions



01 BACKGROUND MSME IN THE PACIFIC ALLIANCE

02 INCORPORATION OF THE MSME IN THE PA

03 CHALLENGES OF THE MSMEs IN THE PACIFIC ALLIANCE

**PACIFIC ALLIANCE
PROMOTE MSMEs INCORPORATION**



					
MSME CONFERENCES	EXPORT FACILITATION	DEVELOPMENT CENTERS	CAPITAL FUND	REGIONAL OBSERVATORY	BUSINESS ROADSHOWS



PACIFIC ALLIANCE
MSME CONFERENCES



Teaching about the advantages of the Free Trade Agreement (Additional Protocol) of the Pacific Alliance.
More than 12 Seminars in different regions of our countries.



**PACIFIC ALLIANCE
EXPORT FACILITATION**



Distinctive logo, "ExportaFácil" of the Pacific Alliance. Postal logistical operators of member countries will have this logo. Benefit of MSMEs for the facilitation of international trade.



PACIFIC ALLIANCE
DEVELOPMENT CENTERS NETWORK



Platform for technical assistance services.

- Expand the set of resources available for business development.
- Improve access to business advisory services for entrepreneurs by providing a networking business across the hemisphere.
- Promote and support job creation in MSMEs and encourage greater trade between them.
- Encourage alliances and productive linkages between companies of the PA.

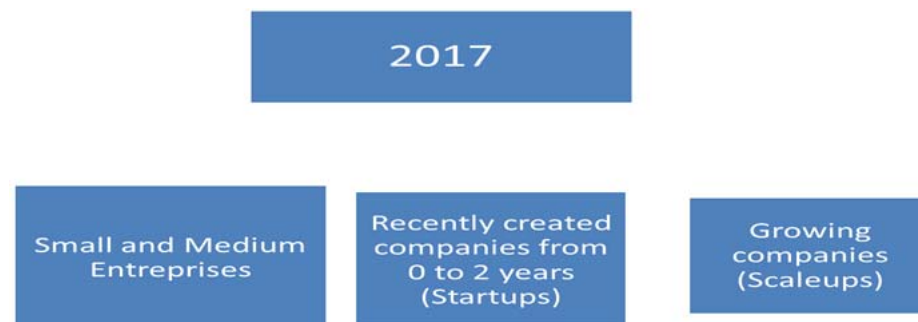
**DEVELOPMENT CENTER NETWORK
OF THE PACIFIC ALLIANCE**



**PACIFIC ALLIANCE
CAPITAL FUND**



To facilitate the financing and investment of MSMEs and enterprises, in order to contribute to their growth and competitiveness by ensuring that they benefit from the opportunities offered by the Pacific Alliance. The implementation of the Fund was carried out with the collaboration of IDB-FOMIN and will be administered by Angel Ventures of México.



PACIFIC ALLIANCE
REGIONAL OBSERVATORY MSME



Is a space of effective cooperation that promotes access to information relevant to entrepreneurs, will combine the experience of Chile, Colombia, Mexico and Peru, in entrepreneurship issues for the strengthening of public policies and regional development



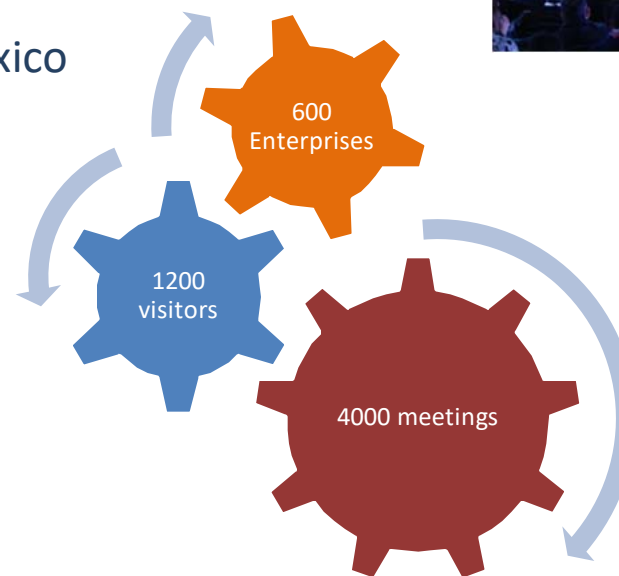
<https://alianzapacifico.net/observatorio-regional-pymes/>

**PACIFIC ALLIANCE
BUSINESS ROADSHOWS**



**V Business Roadshows, 28 & 29 august 2017
Pereira, Colombia**

- ✓ 2013: Cali, Colombia
- ✓ 2014: Puerto Vallarta, México
- ✓ 2015: Paracas, Perú
- ✓ 2016: Santiago, Chile





01 BACKGROUND MSME IN THE PA

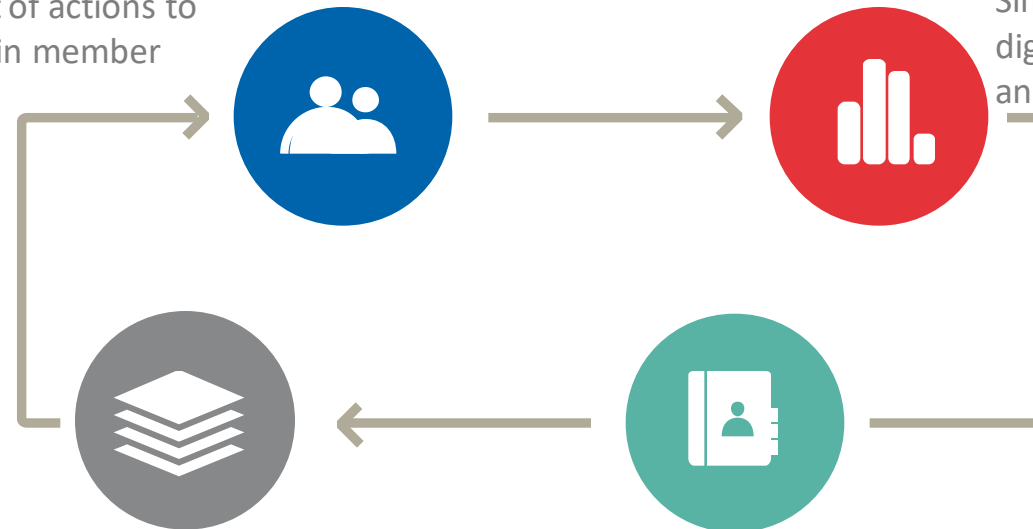
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PACIFIC ALLIANCE
CHALLENGES OF THE MSMEs IN THE PA



Public Policy Index (OECD),
which will serve as an input for
the development of actions to
improve policies in member
countries.



**Technology Platforms for
Business Procedures:**
Simplification and
digitization of requirements
and procedures.

Continue working for MSME in the
Pacific Alliance.

Entrepreneurial Education Program for
young people to generate an
entrepreneurial culture in them.



PACIFIC ALLIANCE NEGOTIATIONS



ASSOCIATED STATE

The State with which all Parties to the Pacific Alliance Framework Agreement celebrate and bring into force a binding agreement of high commercial and economic standards that contributes to the achievement of the objectives of the Pacific Alliance Framework Agreement.

On September 2017, PA chief negotiators and chief negotiations from Australia, Canada, New Zealand and Singapore will hold their first meeting to agree on the Terms of Reference (TdR) of the negotiation.



PACIFIC ALLIANCE
MSME ARE INCLUDED IN NEGOTIATIONS



MSME issues

Terms of Reference for the negotiations include the MSME issues in terms of cooperation and forward.



THANK YOU



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Gobierno de Chile

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