



**JAPON-CHILE**



**ECONOMIC PARTNERSHIP AGREEMENT**

**Improvement of business opportunities  
in ICT sector**

*"Expand to latin america using the  
environment of new partner agreement  
Japan-Chile: a guide vision"*

August 14th 2007

Jaime Alée G -Eskorpion consulting

Jalee@eskorpio.com

# Summary Jaime Alée experience

*Graduated like Electric Engineer in U. De Chile in 1977. working from 1978-1993 (15 years) in Telefonica group in different positions from project manager to engineer general manager in Telefonica empresas.*

*In 1993 left Telefonica to found his own Company, "TELEMULTIMEDIA" **the first ".com" in Chile** in early 1994. From 1994-1997 developed business based in the just borning internet.*

*In 1997 Telemultimedia was sold and ..*

*In 1997 Jaime started to work in NEC Chile, first 3 years like Commercial Director and from 2000 to 2007 was CEO of NEC Chile and board member. **From 1988 to 2007 has visited 17 times to Japan and has learning the japanese culture as well the japanese business style***

*Also from 2002 was **Board member and Vicepresident in ACTI** (Technology Information Chilean association) and many activites in press and broadcasting was realized. Was part of the pioneer group who start up the iniciatives, negociations with government and inicial documents of **Agenda Digital**, today the base of Chilean ICT program and who is following by many LA countries.*

*Currently has founded the company "**eskorpión consulting**" (ESK) focused in **ICT strategic adviser** , **strategic organization management** and **Japan-Chile business** focused in the understanding of both cultures and acting like bridge of productive business negotiation& conversations.*

*From July is proffesor in U. De Chile in Industrial Engineer career and consulting to Peñalolen Major for micro enterprise development.*

# **Environment of agreement evolution**

# a point: Japan's FTA Strategy (Summary)

October 2002

Economic Affairs Bureau  
Ministry of Foreign Affairs

<http://www.mofa.go.jp/policy/economy/fta/strategy0210.html>

## 5. Strategic priorities for free trade agreements

(1) Criteria for judgement

These include (a) economic criteria, (b) geographic criteria, (c) political and diplomatic criteria, (d) feasibility criteria, and (e) time-related criteria.

...Preliminary considerations regarding other countries and regions

**Chile:**

*In light of Chile's tariff structure, its volume of trade with Japan, and its major exports to Japan, the conclusion of an economic partnership agreement or FTA with Chile could be considered a mid to long-term task, rather than an urgent task of the highest importance.*

**Mercosur:**

This customs union is a driving force for economic integration in Latin America, and we must pay attention to its movement toward a Free Trade Area of the Americas and negotiations on concluding an FTA with the European Union.

**Russia:**

Any comprehensive move to strengthen economic relations, such as through an FTA, would be considered after the strengthening of relations through realization of individual projects.

**South Asia:**

We should continue to explore the best approach to partnership while watching to see how India is integrated into the international economy.

**Africa:**

While it is theoretically possible to employ FTAs as a means of assisting developing countries, we must also consider whether or not there would be any advantages for Japanese businesses.

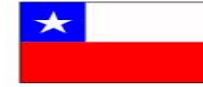
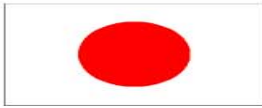
**North America and the European Union:**

The conclusion of an FTA with either would be a very difficult task in light of issues such as the handling of agricultural, forestry, and marine products. An FTA between Japan and the United States would bring about a major trade conversion effect. For the present it will be beneficial to strengthen the bilateral relationship through formulating frameworks in specific areas (such as mutual recognition) and promoting dialogues in such areas as regulatory reforms.

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# Trade balance



## JAPON-CHILE

### Información General

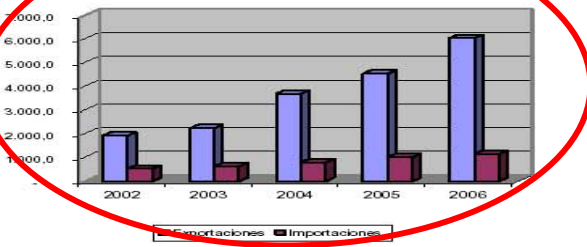
**Capital:** Tokio  
**Idioma oficial:** Japonés  
**Superficie:** 377.873 Km².  
**Población:** 128,1 millones aprox.  
**Moneda:** Yen

**Tasa de cambio:** JPY 1= 4,3 Pesos Chile (mayo 2007)  
 USD 1= 119,8 Yen (mayo 2007)  
**Principales Exportaciones:** Productos manufacturados y tecnología. Entre estos principalmente vehículos, artículos electrónicos e industria del acero.  
**Jefe de Estado:** S.M. Emperador Akihito  
**Jefe de Gobierno:** Primer Ministro Sr. Shinzo Abe

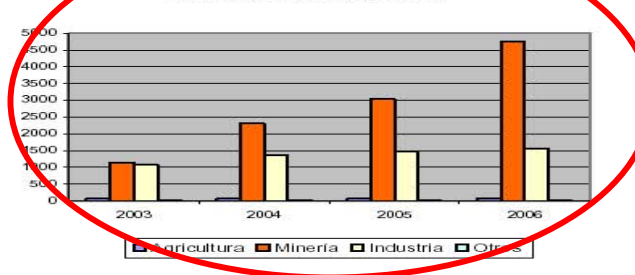
	2002	2003	2004	2005	2006
PGB (en billones de US\$)	3925,1	4234,9	4608,1	4557,1	4367,5
Ingreso per cápita*	30.809	33.180	36.076	35.672	34.188
Crecimiento real del PGB (%)	0,3	1,4	2,7	1,9	2,2
Inflación (%)	-0,9	-0,2	0,0	-0,6	0,2
Tasa de desempleo (%)**	5,4	5,3	4,8	4,5	4,2

\* Cifras en dólares de EE.UU.  
 Fuente: Department of Foreign Affairs and Trade, Government of Australia. \*\*FMI 2005 \*\*\*Estimación del FMI

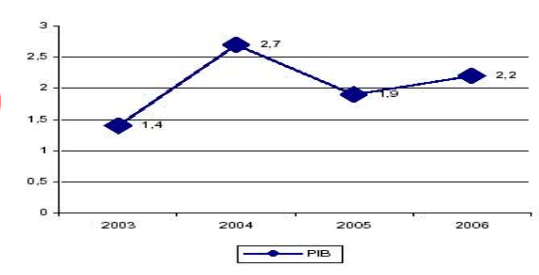
INTERCAMBIO COMERCIAL CHILE-JAPON



Canasta Exportadora a Japón



CRECIMIENTO PIB REAL JAPON



\*Montos en millones de dólares a primer trimestre 2006  
 Fuente: DIRECON

### Mayores Exportaciones Chilenas a Japón (millones de US\$) 2006

Minerales de cobre y sus concentrados	57,9
Concentrados tostados de molibdeno	9,6
Los demás salmones descabezados	3,7
Cátodos y secciones de cobre	3,2
Filetes de Trucha congelados	2,5

### Mayores Importaciones Chilenas desde Japón (millones de US\$) 2006

Automóviles de turismo cil. > 1500cm3 y <= a 3000cm3	16,1
Automóviles de turismo cil. > 1000cm3 y <= a 1500cm3	12,0
Camionetas motor de embolo diesel o semidiesel	10,2
Las demás turbinas de gas potencia > 5000kw	4,3
Automóviles turismo cil. > a 3000cm3	2,7

### Principales destinos de las exportaciones Japonesas 2006

Estados Unidos	22,5
China	14,3
Corea del Sur	7,8
Taiwán	6,9
Hong Kong	5,7

### Principales fuentes de importaciones Japonesas 2006

China	20,1
Estados Unidos	11,8
Arabia Saudita	6,4
Emiratos Arabes	5,4
Australia	4,8

### Principales relaciones comerciales de Japón con terceros países

TLC con México  
 TLC con Chile (firmado el 27 de marzo)  
 Acuerdo de Asociación Económica (AAE) con Filipinas

EPA (Economic Partnership Agreement) con Malasia (vigente)  
 EPA (Economic Partnership Agreement) con Singapur (vigente)  
 Negociaciones para TLC con Tailandia

Gap is about US\$ 6.000 MILLs favorable to Chile and is very difficult to change that tendency.  
 Japanese products are not pricing competitive related with Korean, Chinese and other countries

## ASEAN-Japan Comprehensive Economic Partnership Agreement



Japan-Brunei Economic Partnership Agreement



Japan-Indonesia Economic Partnership Agreement



Japan-Malaysia Economic Partnership Agreement



Japan-Philippines Economic Partnership Agreement



Japan-Singapore Economic Partnership Agreement



Japan-Thailand Economic Partnership Agreement



Japan-Australia Economic Partnership Agreement



Japan-Chile Economic Partnership Agreement



Japan-India Economic Partnership Agreement



Japan-Mexico Economic Partnership Agreement



Japan-Republic of Korea Free Trade Agreement



Japan-Switzerland Economic Partnership Agreement

**13 agreement signed**

País o Grupo de Países	Tipo de Acuerdo	Fecha Firma	Entrada en Vigencia
P-4 (1)	Acuerdo de Asociación Económica	18 de julio de 2005	08 de noviembre de 2006
Unión Europea (2)	Acuerdo de Asociación Económica	18 de noviembre de 2002	01 de febrero de 2003
Canadá	Tratado de Libre Comercio	05 de diciembre de 1996	05 de julio de 1997
Corea	Tratado de Libre Comercio	15 de febrero de 2003	01 de abril de 2004
China	Tratado de Libre Comercio	18 de noviembre de 2005	01 de octubre de 2006
Costa Rica (TLC Chile - Centroamérica)	Tratado de Libre Comercio	18 de octubre de 1999	14 de febrero de 2002 (Protocolo Bilateral)
El Salvador (TLC Chile - Centroamérica)	Tratado de Libre Comercio	18 de octubre de 1999	03 de junio de 2002 (Protocolo Bilateral)
Guatemala (TLC Chile-Centroamérica)	Tratado de Libre Comercio	18 de octubre de 1999	Bilateral en negociación
Honduras (TLC Chile-Centroamérica)	Tratado de Libre Comercio	18 de octubre de 1999	Falta concluir tramitación parl
Nicaragua (TLC Chile-Centroamérica)	Tratado de Libre Comercio	18 de octubre de 1999	Bilateral en negociación
Estados Unidos	Tratado de Libre Comercio	06 de junio de 2003	01 de enero de 2004
México	Tratado de Libre Comercio	17 de abril de 1998	01 de agosto de 1999
EFTA (3)	Tratado de Libre Comercio	26 de junio de 2003	01 de diciembre de 2004
Panamá	Tratado de Libre Comercio	27 de junio de 2006	Falta concluir tramitación parl
Perú	Tratado de Libre Comercio	22 de agosto de 2006	Falta concluir tramitación parl
Colombia	Tratado de Libre Comercio	27 de noviembre de 2006	Falta concluir tramitación parl
Japón	Tratado de Libre Comercio	27 de marzo de 2007	Falta concluir tramitación parl
Ecuador	Acuerdo de Complementación Económica N° 32	20 de diciembre de 1994	01 de enero de 1995
Mercosur (4)	Acuerdo de Complementación Económica N° 35	25 de junio de 1996	01 de octubre de 1996
Bolivia	Acuerdo de Complementación Económica N° 22	06 de abril de 1993	07 de julio de 1993
Venezuela	Acuerdo de Complementación Económica N° 23	02 de abril de 1993	01 de julio de 1993
India	Acuerdo de Alcance Parcial	8 de marzo de 2006	Falta tramitación parlamentari
Cuba	Acuerdo de Alcance Parial	21 de agosto de 1998 (5)	Falta tramitación parlamentari



(1) Pacífico-4, integrado por Chile, Nueva Zelanda, Singapur y Brunei Darussalam.

(2) Los países miembros de la Unión Europea son: Alemania, Austria, Bélgica, Dinamarca, España, Finlandia, Francia, Grecia, Italia, Irlanda, Luxemburgo, Países Bajos, Portugal, Reino Unido y Suecia y desde el 1º de Mayo de 2004, los 10 nuevos países miembros son: Chipre, Eslovaquia, Eslovenia, Estonia, Hungría, Lituania, Polonia y República Checa. A partir de enero de 2007 son miembros: Rumania y Bulgaria.

(3) La Asociación Europea de Libre Comercio (EFTA) Está integrada por: Islandia, Liechtenstein, Noruega y Suiza.

(4) El Mercado Común del Sur está integrado por Argentina, Brasil, Paraguay y Uruguay. Chile participa como país asociado.

(5) La Fecha sólo se refiere al cierre de las negociaciones.

# Inside the agreement



## FTA v/s ETA

### Free Trade Agreement v/s Economic Partnership Agreement

Unlike an FTA, which is limited to slashing or eliminating import tariffs for products, an EPA is a more comprehensive trade pact, including an elimination of restrictions on foreign investment, a dispute-settlement mechanism and protection of intellectual property rights, as well as an FTA

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This is the new priority of agreement of Japan Government...

Chapter 1  
General Provisions

Article 1  
Establishment of a Free-Trade Area

The Parties hereby establish a free-trade area.

Article 2  
Objectives

The objectives of this Agreement are to:

- (a) liberalize trade in goods between the Parties, in conformity with Article XXIV of the GATT 1994;
- (b) liberalize trade in services between the Parties, in conformity with Article V of the GATS;
- (c) increase investment opportunities and strengthen protection for investments and investment activities in the Parties;
- (d) enhance opportunities for suppliers of the Parties to participate in government procurement in the Parties;
- (e) provide an adequate protection of intellectual property and promote cooperation in the field thereof;
- (f) promote cooperation and coordination for the effective enforcement of competition laws and regulations in each Party;
- (g) improve business environment in the Parties; and
- (h) create effective procedures to prevent and resolve disputes.

objectives  
Overview

First page  
of EPA

Chapter 8

Chapter 12

Chapter 15



Chapter 8

Chapter 12

Investment

Public procurement

**Basically NON Discrimination rules**

Article 173  
Committee on Improvement of Business Environment

1. For the purposes of the effective implementation and operation of this Chapter, the Parties hereby establish a Committee on Improvement of Business Environment (hereinafter referred to in this Article as "Committee").
2. The functions of the Committee shall be:
  - (a) discussing ways and means to improve business environment in the Parties;
  - (b) making, as needed, recommendations to the Parties on appropriate measures to be taken by the Parties;
  - (c) receiving information on the implementation of such recommendations from the relevant authorities of the Governments of the Parties;
  - (d) making public, as needed, such recommendations in an appropriate manner;
  - (e) reporting the findings of the Committee to the Commission; and
  - (f) carrying out other functions as may be delegated by the Commission in accordance with Article 190.
3. The Committee shall be composed of government officials of the Parties.
4. The Committee may, by consensus, invite representatives of relevant entities other than the governmental agencies of the Parties with the necessary expertise related to the issues to be discussed.
5. The Committee shall meet at such venues and times as may be agreed by the Parties.
6. The Committee shall cooperate with other relevant committees or working groups with a view to avoiding unnecessary overlap with the works of such committees or working groups.

Not quantified effects

participation

IMPLEMENTING AGREEMENT  
BETWEEN THE GOVERNMENT OF JAPAN  
AND THE GOVERNMENT OF THE REPUBLIC OF CHILE  
PURSUANT TO ARTICLE 27  
OF THE AGREEMENT  
BETWEEN JAPAN AND THE REPUBLIC OF CHILE  
FOR A STRATEGIC ECONOMIC PARTNERSHIP

Preamble

The Government of Japan and the Government of the Republic of Chile (hereinafter referred to as "Chile"),

In accordance with Article 27 of the Agreement between Japan and the Republic of Chile for a Strategic Economic Partnership (hereinafter referred to as "the Basic Agreement"),

HAVE AGREED as follows:

Chapter 1  
Trade in Goods

Article 1  
Working Group on Fish and Fishery Products

1. For the purposes of fostering better mutual understanding of the fishery market of each country and enhancing close relationship between fishery industries of both countries, the functions of the Working Group on Fish and Fishery Products (hereinafter referred to in this Article as "the Working Group") established in accordance with Article 27 of the Basic Agreement shall be to exchange:

- (a) information on supply and demand of fish and fishery products, especially salmon and trout, in the market of each country;
- (b) information on export of fish and fishery products, especially salmon and trout, from each country; and
- (c) other relevant information, especially on salmon and trout.

2. The Working Group shall be composed of representatives of the Parties, and may invite representatives of relevant entities other than the Parties with the necessary expertise relevant to the issues to be discussed.

3. The Working Group shall meet once a year or at such other frequency as may be agreed by the Parties.

**Implementation agreement**  
*signed in March 2007*

4. Each Party shall designate a contact point to facilitate communications between the Parties in the intervals between meetings of the Working Group.

Chapter 2  
Customs Procedures

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Article 2  
Cooperation

1. Both Parties shall endeavor to assist each other through their customs authorities to ensure proper application of customs laws, and to prevent, investigate and repress any violation or attempted violation of customs laws.
2. Both Parties shall endeavor to cooperate on:
  - (a) the implementation and operation of this Chapter and the relevant provisions of Chapters 3 through 5 of the Basic Agreement;
  - (b) the implementation and operation of international agreements relating to customs matters to which both Parties are parties; and
  - (c) such other customs matters as the Parties may agree.
3. Both Parties shall endeavor to cooperate through their customs authorities in the area of research, development, and testing of new and simplified customs procedures and new enforcement aids and techniques, training activities of customs officers, and interchange of personnel between them.

Article 3  
Information and Communications Technology

The customs authorities of the Parties shall make cooperative efforts to promote the use of information and communications technology in their customs procedures including sharing best practices, for the purpose of improving their customs procedures.

Article 4  
Risk Management

1. In order to facilitate customs clearance of goods traded between the countries, the customs authorities of the Parties shall maintain risk management systems that enable them to concentrate inspection activities on high risk goods and that simplify the clearance and movement of low risk goods.
2. The Parties shall endeavor to promote, through seminars and courses, the use of risk management and the improvement of risk management techniques in both countries.
3. The customs authorities of the Parties shall share best practices on risk management techniques and other enforcement techniques.

Article 5  
Enforcement against Illicit Trafficking

1. The customs authorities of the Parties shall cooperate in the field of enforcement against illicit trafficking of goods.
2. The Parties shall endeavor to promote regional cooperation under the Customs Co-operation Council in the field of fighting illicit trafficking of goods.

Article 6  
Intellectual Property Rights

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The customs authorities of the Parties shall endeavor to cooperate in the field of enforcement against the importation and exportation of goods suspected of infringing intellectual property rights.

Article 7  
Committee on Customs Procedures

1. Pursuant to Article 60 of the Basic Agreement, the Committee on Customs Procedures (hereinafter referred to in this Article as "the Committee") shall comprise:
  - (a) with respect to Japan, officials from the Ministry of Finance and the Ministry of Foreign Affairs, and other government officials with the necessary expertise relevant to the issues to be discussed who may be included on an ad hoc basis; and

(b) with respect to Chile, officials from the National Customs Service (Servicio Nacional de Aduanas) and the Ministry of Foreign Affairs (Ministerio de Relaciones Exteriores), and other government officials with the necessary expertise relevant to the issues to be discussed who may be included on an ad hoc basis.

2. The Committee shall be co-chaired by:

(a) with respect to Japan, an official from the Ministry of Finance; and

(b) with respect to Chile, an official from the National Customs Service.

3. The Committee may, by mutual consent of the Parties, invite representatives of relevant entities other than the Parties with the necessary expertise relevant to the issues to be discussed.

### Chapter 3 Final Provisions

#### Article 8 Implementation

This Agreement shall be implemented by the Parties in accordance with the laws and regulations in force in their respective countries and within the available resources of each Party.

#### Article 9 Headings

The headings of the Chapters and Articles of this Agreement are inserted for convenience of reference only and shall not affect the interpretation of this Agreement.

#### Article 10 Entry into Force

This Agreement shall enter into force at the same time as the Basic Agreement and shall remain in force as long as the Basic Agreement remains in force. The Parties shall, at the request of a Party, consult with each other as to whether to amend this Agreement.



# Strategical analisis

# Chilea –Korea FTA evolution 3 years

Cuadro 3.1  
Comercio de Chile con Corea del Sur  
(Cifras en millones de dólares)

	2000	2001	2002	2003	2004	2005	2006
Exportaciones (FOB)	806,3	583,2	710,5	1.023,4	1.821,3	2.230,9	3.546,2
Importaciones (CIF)	535,2	540,0	438,8	540,8	699,7	1.077,3	1.641,9
Intercambio Comercial	1.341,5	1.103,3	1.149,4	1.564,3	2.521,0	3.308,2	5.188,1
Balanza Comercial	271,1	23,2	271,7	482,6	1.121,6	1.153,6	1.904,3

Fuente: Departamento de Estudios e Información, DIRECON (Febrero 2007), en base a cifras del Banco Central de Chile

April 2004

## US\$ Millions trade 3 years

Chile- Korea

From 1.800 to 3.500

Korea-Chile

From 700 to 1.650

} double

Previous 5 years growth was 50% to Chile and 20% to korea

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# Chile –USA FTA evolution 3 years

	2000	2001	2002	2003	2004	2005	Enero - Septiembre 2005	2006
Exportaciones (FOB)	3.183,7	3.351,7	3.664,7	3.705,7	4.834,5	6.531,6	4.526,3	7.323,7
Importaciones (CIF)	3.338,4	2.888,6	2.568,6	2.576,5	3.402,2	4.722,6	3.664,7	4.113,8
Intercambio Comercial	6.522,1	6.240,2	6.233,3	6.282,2	8.236,6	11.254,2	8.191,0	11.437,4
Balanza Comercial	-154,7	463,1	1.096,2	1.129,2	1.432,3	1.809,0	861,6	3.209,9

Fuente: Departamento de Estudios e Informaciones, DIRECON (Noviembre 2006), en base a cifras del Banco Central de Chile

## US\$ Millions trade 3 years

Chile- USA

From 4.800 to 7.400 → 54%

USA-Chile

From 3.400 to 4.113 → 20%

Previous 5 years growth was 19% to Chile and -25% to USA

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# visits to Chile

	half of 2007	2006	2005	2004	2003	2002	2001	2000	1999
CHINA	3017	7707	6397	6356	2857	705	1045	2314	1514
COREA DEL SU	4050	7333	5951	6181	4291	2765	2761	2707	2426
FILIPINAS	4355	7078	5356	5024	1907	1399	673	958	1448
INDIA	1436	3499	3474	3148	1647	1296	1207	1376	1343
JAPON	6430	13230	13882	14335	12409	11694	11555	11628	10492
CANADA	23639	39240	33618	28118	21417	17830	19390	18888	16789
EEUU	104139	199524	183833	166321	147321	130568	137700	134117	124259
MEXICO	15724	40781	36325	34275	32088	22316	20465	19631	19286
ALEMANIA	36713	65139	68225	58857	54402	41598	44800	43936	42434
ESPAÑA	25146	62201	60078	50472	42841	34655	36231	36290	32885
FINLANDIA	1716	3417	3018	3198	2902	1994	2132	2136	2124
FRANCIA	26572	55357	53492	48098	42644	38241	36221	32809	31226
INGLATERRA	34487	58337	52809	50084	50708	37124	35944	28436	24799
IRLANDA	3387	6595	6260	4976	4677	3000	2335	2154	1922
ITALIA	12994	27615	26060	25986	21506	18111	19323	20041	20137
NORUEGA	3298	6174	5527	5335	4912	3861	3904	3975	3831
SUIZA	10246	18090	16659	16694	14344	10818	12178	11647	11075

300%

50%

400%

100%

50%

80%

# **EPA indirect opportunities**

- 1.- Sensibility of trade between countries change and new spirit is created. growth visits of tourist and business men**
- 2.- Approach between countries is supported and impuled by governments. Economics missions are subsidied**
- 3.- Investment opportunities are opening**
- 4.- In some mid-term , new add-on to agreement benefit to new business opening**
- 5.- Academic areas (I&D) and political relations take advantages of the agreements**

**...A new environment impulse economic relation**

# **Strategy to improve business**

# Statements

Japan is recognized in the world and of course in Chile like the leader in technology ... but

Japanese don't take aggressive advantage of this position in the mind of people (marketing brand)

Japanese trading companies only is focused in commodities and basic goods from Chile to Japan. (traditional business)

Japanese export to Chile only could growth with other type of products or new strategy like Services, Investment and Influences in region.

This short term vision is accountable based in current real business but:

- a) New business expansion should be leadership by local based japanese companies
- b) Japanese in Chile should change the mind and view/move the future and understand the Chilean life style and culture. Chile is not only a part of LA as well Japan is not only a part of Asia.

# Key points to improve Japanese business using EPA

- Growth exports from Japan to Chile (cars, tech, pc, etc)



- Use Chile to growth export to region LA
  - Using Chile to bypass sales good to region
  - Using Chile to growth Influence in region



- New Business and investment



- Investment of Chilean Companies in Japan.





# finding opportunities to trading

## Seeing Chile like LA region door

- a) **Investment**
- b) **Services (outsourcing, offshore, consulting)**
- c) **Add-value products sales (mainly Japan-Chile)**

# ¿ How japanese companies can use Chile like base to expand in region (Brazil, Argentina, Colombia, Peru , mainly) ?

**Statement: No convenient and impossibility to “export” through Chile (Origin rules) and limits of trades because tax barriers inside region of LA.**

## KEY WAY (influences and brand)

*Regional companies headquartes(\*) in Chile could be used:*

- *Retails regional companies (Falabella, Ripley; Cencosud, Etc)*
- *Airlines regional companies (Lan)*
- *Mining regional companies*
- *ICT regional companies (Sonda, Quintec)*

*(\*) Most of this companies control is under economic groups in Chile*

# Other non traditional opportunities who can developed using new environment of EPA

## Investment of Chilean Companies in Japan

Some Chilean economic groups has good position of cash flow and financial liquidity because huge profit past years . They need to invest this profit and they are trying to find second level business (more add value business) to invest part of earning and take some risk in new growth activities. Japan is a similar to Chile good base to expand business in Asia.

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http://diario.elmercurio.com/2007/08/14/economia\_y\_negocios/\_portada/noticias/9AEBE18E-E0AE-463E-88CB-B9746447524E.htm?id={9AEBE1

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# EL MERCURIO

www.emol.com

Santiago de Chile, martes 14 de agosto de 2007, actualizado a las 6:14 hrs.

Secciones	Inicio	Revistas	Clasificados	Ediciones Anteriores	BuscAvisos	Ayuda
Editorial	<b>ECONOMÍA Y NEGOCIOS</b>					
Nacional	Martes 14 de agosto de 2007					
Claves	Al primer semestre:					
Internacional	<b>Empresas han reportado un aumento de 12% en sus utilidades</b>					
Economía y Negocios	José Troncoso Ostornol					
Deportes	Codelco y Escondida, las mayores firmas del país, entregan hoy sus resultados.					
Vida Social	JOSÉ TRONCOSO OSTORNOL					
Actividad Cultural	Un aumento de 12% registran las utilidades de las empresas que hasta el momento han reportado sus estados financieros al primer semestre a la Superintendencia de Valores y Seguros.					
Espectáculos	La cifra corresponde a 343 compañías de las más de 700 que deben entregar sus resultados a más tardar hoy. Aún falta que informen las mineras					
Internet						
Ciencia y Tecnología						
Vida y Salud						
Educación						
Línea directa						
Reportajes						
Artes y Letras						
Revista de Libros						
Blog Editorial						
Blog Cartas						
Blog Deporte						
Blog Tecnología						
Noticias en fotos						
Opinión						
Cartas al Director						
Foros						



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1 Half 2007  
**PROFIT:US\$ 7.065 Mills**  
**Sales : US\$ 119.714 Mills.**  
*Non considering Mining companies results*

Ahora: Predominio de nubes, 6° C Mar: 9° C Mie: 7° C

Inicio eMule v0.48a temp El Mercurio.com - Moz... ES NEGRO NEGRO 9:35

# PRINCIPAL ECONOMIC GROUPS IN CHILE

(From presentation Mr. Jorge Arancibia past meeting)

**US\$ 5.814 Millions PROFIT 1H 2007**

- It is difficult to set the criteria to define the principal groups: Tradition, importance of the companies owned, public relevance.
- For the purpose of this exposition, we consider:

- Angelini Group US\$ 1.280 Millions profit in 1H- 2007
- Luksic Group US\$ 604 Millions profit in 1H- 2007
- Matte Group US\$ 1.850 Millions profit in 1H- 2007
- Solari Group US\$ 282 Millions profit in 1H- 2007
- Hurtado Group – Fernandez Leon Group US\$ 1.187 Millions profit in 1H- 2007
- CGE/Gasco Group US\$ 206 Millions profit in 1H- 2007
- Cencosud (Paulmann) US\$ 239 Millions profit in 1H- 2007
- SAID group US\$ 110 Millions profit in 1H- 2007
- Claro Group US\$ 56 Millions profit in 1H- 2007

# Other non traditional opportunities who can developed using new environment of EPA

## Investment of Chilean Companies in Japan

Some Chilean economic groups has good position of cash flow and financial liquidity because huge profit past years . They need to invest this profit and they are trying to find second level business (more add value business) to invest part of earning and take some risk in new growth activities. Japan is a similar to Chile good base to expand business in Asia.

*Should be (where Japan could be less advanced than Chile):*

- *Pension on line services*
- *People identification services (national ID, customs, banks)*
- *Taxes on line services*

# Action Plan

- 1.- To buy a japanese consulting local company (Acquire Japanese style and culture)
- 2.- Customize chilean solution to japanese possibilities (create japanese solution using only know how)
- 3.- Strategy should be supported by Jetro and Japanese goverment and Chilean government also(see:article 173 of committee of improvement business)
- 4.- Wait for the just in time moment . Go ahead with a partnership of Japanese trading company. In fact, Japanese trading company must to iniciate this process with local support

# **Rules to approach Chilean economic groups**

- 1. Understand the culture of groups (long history and practices is very established)**
- 2. Use personal approach through confidence local people**
- 3. Understand the power under the power (No necessary the leader)**
- 4. Teach them Japanese culture (long distance, they coming from Europe and USA training is very hard)**
- 5. Japan has a good position in the mind of groups, only are difficult in culture translation .**



ありがとう