

EU-Chile Trade SIA: Targeted Consultation - Business, including SMEs

Fields marked with * are mandatory.

A Introduction

About the modernisation of the Chile-EU trade agreement

In 2003, Chile was the first South American country to have a trade agreement with the EU, as part of the EU-Chile Association Agreement. Since then, the global economy has changed profoundly, and trade agreements have also become much broader and deeper. Therefore, Chile and the EU have decided to modernize the existing agreement. Negotiations on the modernisation have started in November 2017 and are currently ongoing. Details about the negotiations, including the issues covered and text proposals are available from the [European Commission DG Trade](#) (in English) and the [Government of Chile](#) (in Spanish, with text proposals in English).

About Sustainability Impact Assessments (SIAs)

SIAs analyse the potential economic, social, human rights and environmental impact of trade agreements being negotiated by the European Union (EU). They are based on a robust analysis of the changes that are likely to be caused by the trade agreement in the EU, the partner country and specified other countries. Equally important, they include wide-ranging consultations with stakeholders in the EU and the partner country. SIA findings and recommendations feed into the negotiations, helping negotiators to optimise the related policy choices.

The SIA in support of the modernisation of the trade pillar of the existing EU-Chile Association Agreement is implemented by BKP Development, a German-based economic research and consulting firm, in cooperation with Vincular, the Center for Social Responsibility and Sustainable Development at the Catholic University of Valparaíso in Chile. More information about the SIA is available on a [dedicated website](#).

About trade between Chile and the EU

The EU is Chile's third largest trading partner, after China and the US, in 2017 representing some 14% of Chile's total trade. Conversely, Chile accounts for 0.5% of total EU trade in goods. Trade between Chile and the EU in 2017 stood at € 17 billion (€ 8.2 billion EU imports and € 8.8 billion EU exports), with the EU's main exports to Chile being machinery and transport equipment (52% of total EU exports to Chile in 2017), manufactured goods (22%) and chemical products (15%). Chile's main exports to the EU are food and live animals (33%), raw materials (32%, mainly copper), and manufactured goods (23%). In addition, bilateral trade in services in 2016 amounted to € 5.5 billion (€ 3.7 billion EU exports and € 1.8 billion EU imports). Finally, the EU is Chile's first Foreign Direct Investment (FDI) provider. Total EU FDI stock in

Chile in 2016 stood at € 47.2 billion.

About this survey

We would like to hear from you how you think the modernisation of the trade agreement between Chile and the EU might affect SMEs in Chile and the EU. What are the positive and negative aspects? What issues are particularly important for you? We are not asking for you to specify issues that are currently a problem or a positive aspect, we are only asking you to reflect on the potential effects coming from the modernisation of the trade agreement. Do let us know!

This survey has been specifically designed for companies (SMEs and others). If you are not a company, then please fill in the [general questionnaire](#) and/or the [questionnaire on consumer issues](#).

The questionnaire is available in English, Spanish, French and German. Completing it should take you no more than 15 minutes. If you wish to add further information (such as a position paper), you can do so at the end of this questionnaire.

The survey will be open until 31 October 2018.

* A.1 Please indicate your preference when replying to this questionnaire:

- I consent to the publication of all information in my contribution in whole or in part, **including my name or my organisation's name**. I declare that nothing within my response is unlawful or would infringe the rights of any third party in a manner that would prevent publication.
- I consent to the publication of any information in my contribution in whole or in part (which may include quotes or opinions I express) provided that it is done **anonymously**. I declare that nothing within my response is unlawful or would infringe the rights of any third party in a manner that would prevent publication. In this case, respondents should not include in their submissions any data or information that would allow themselves, or their organisations, to be identified.

Please note that regardless of the option chosen, your contribution may be subject to a request for access to documents under the EU Regulation 1049/2001 on public access to European Parliament, Council and Commission documents. In such cases, the request will be assessed against the conditions set out in the Regulation and in accordance with applicable data protection rules.

B About your company

B.1 Please provide the name of your company

B.2 Please provide the name of a contact person for us in your company

B.3 Please provide the e-mail address of the contact person in your company

B.4 Where is your company based?

- Chile
- EU - Austria
- EU - Belgium
- EU - Bulgaria
- EU - Croatia
- EU - Cyprus
- EU - Czech Republic
- EU - Denmark
- EU - Estonia
- EU - Finland
- EU - France
- EU - Germany
- EU - Greece
- EU - Hungary
- EU - Ireland
- EU - Italy
- EU - Latvia
- EU - Lithuania
- EU - Luxembourg
- EU - Malta
- EU - Netherlands
- EU - Poland
- EU - Portugal
- EU - Romania
- EU - Slovakia
- EU - Slovenia
- EU - Spain
- EU - Sweden
- EU - United Kingdom
- Afghanistan
- Albania
- Algeria
- Andorra
- Angola
- Antigua and Barbuda
- Argentina
- Armenia
- Australia
- Azerbaijan
- Bahamas
- Bahrain
- Bangladesh
- Barbados
- Belarus
- Belize

- Benin
- Bhutan
- Bolivia
- Bosnia and Herzegovina
- Botswana
- Brazil
- Brunei Darussalam
- Burkina Faso
- Burundi
- Cabo Verde
- Cambodia
- Cameroon
- Canada
- Central African Republic
- Chad
- China
- Colombia
- Comoros
- Congo
- Costa Rica
- Cuba
- Côte D'Ivoire
- Democratic Republic of the Congo
- Djibouti
- Dominica
- Dominican Republic
- Ecuador
- Egypt
- El Salvador
- Equatorial Guinea
- Eritrea
- Ethiopia
- Fiji
- Gabon
- Gambia
- Georgia
- Ghana
- Grenada
- Guatemala
- Guinea
- Guinea Bissau
- Guyana
- Haiti
- Honduras
- Iceland
- India

- Indonesia
- Iran
- Iraq
- Israel
- Jamaica
- Japan
- Jordan
- Kazakhstan
- Kenya
- Kiribati
- Kuwait
- Kyrgyzstan
- Laos
- Lebanon
- Lesotho
- Liberia
- Libya
- Liechtenstein
- Madagascar
- Malawi
- Malaysia
- Maldives
- Mali
- Marshall Islands
- Mauritania
- Mauritius
- Mexico
- Micronesia
- Monaco
- Mongolia
- Montenegro
- Morocco
- Mozambique
- Myanmar
- Namibia
- Nauru
- Nepal
- New Zealand
- Nicaragua
- Niger
- Nigeria
- North Korea
- Norway
- Oman
- Pakistan
- Palau

- Panama
- Papua New Guinea
- Paraguay
- Peru
- Philippines
- Qatar
- Republic of Moldova
- Russian Federation
- Rwanda
- Saint Kitts and Nevis
- Saint Lucia
- Saint Vincent and the Grenadines
- Samoa
- San Marino
- Sao Tome and Principe
- Saudi Arabia
- Senegal
- Serbia
- Seychelles
- Sierra Leone
- Singapore
- Solomon Islands
- Somalia
- South Africa
- South Korea
- South Sudan
- Sri Lanka
- Sudan
- Suriname
- Swaziland
- Switzerland
- Syrian Arab Republic
- Tajikistan
- Tanzania
- Thailand
- The former Yugoslav Republic of Macedonia
- Timor-Leste
- Togo
- Tonga
- Trinidad and Tobago
- Tunisia
- Turkey
- Turkmenistan
- Tuvalu
- Uganda
- Ukraine

- United Arab Emirates
- United States of America
- Uruguay
- Uzbekistan
- Vanuatu
- Venezuela
- Viet Nam
- Yemen
- Zambia
- Zimbabwe

B.5 How many employees does your company have?

- Less than 10
- 10 – 49
- 50 - 249
- 250 or more

B.6 What was your company's turnover in 2017?

- Up to EUR 2 million
- More than EUR 2 million and up to EUR 10 million
- More than EUR 10 million and up to EUR 50 million
- More than EUR 50 million

B.7 How many employees does your company have?

- Less than 10
- 10 – 49
- 50 - 199
- 200 or more

B.8 What was your company's turnover in 2017?

- Up to UF 2,400
- More than UF 2,400 and up to UF 25,000
- More than UF 25,000 and up to UF 100,000
- More than UF 100,000

B.9 Is your company woman-led (i.e. the top manager is a women, or women have a majority among top management)?

- Yes
- No

B.10 Is your company woman-owned (i.e. women own more than 50% of the company)?

- Yes
- No

B.11 In which sector or sectors does your company operate?

B.12 Are businesses in Chile affiliated with your company (e.g. through common ownership or long-term cooperation or subcontracting contracts)?

- Yes
- No

B.13 What is the type of cooperation with the Chilean company?

- They are (part-)owned by us
- We are (part-)owned by them
- We have a joint venture
- They are subcontractors for us
- We are subcontractors for them
- Other

B.14 Are businesses in the EU affiliated with your company (e.g. through common ownership or long-term cooperation or subcontracting contracts)?

- Yes
- No

B.15 What is the type of cooperation with the EU company?

- They are (part-)owned by us
- We are (part-)owned by them
- We have a joint venture
- They are subcontractors for us
- We are subcontractors for them
- Other

B.16 Please provide some details about the cooperation

B.17 Do you have a formal policy statement which sets out the commitment of your business to meeting its responsibility to respect human rights?

- Yes
- No

B.18 Is the policy statement published/publicly available?

- Yes
- No

B.19 What is the coverage of the policy? (multiple answers possible)

- The country where your business is based
- Selected foreign sites/localities/countries/markets

- All countries
- Operations in Chile are covered
- Operations in the EU are covered

B.20 Does your business have an on-going human rights due diligence process addressing actual or potential adverse human rights impacts linked to the business operations?

- Yes, for your own business operations only
- Yes, also for operations through your upstream or downstream value chain relationships (e.g. subcontractors, related businesses)
- No

B.21 Which aspects of actual or potential adverse human rights impacts are covered by the due-diligence process? (multiple answers possible)

- Identification of human rights impacts
- Communication of human rights impacts
- Prevention of human rights impacts
- Mitigation of human rights impacts
- Monitoring of the effectiveness of measures undertaken to prevent or mitigate adverse human rights impacts

B.22 Does your business have processes in place for the effective remedy of adverse human rights impacts which your business has caused or contributed towards through its operations?

- Yes
- No

B.23 What is the coverage of these remedial processes? (multiple responses possible)

- The country where your business is based
- Selected foreign sites/localities/countries/markets
- All countries
- Operations in Chile are covered
- Operations in the EU are covered

B.24 Have there been any reported incidences of adverse human rights impacts caused by your business operations in the EU or Chile?

- No
- Yes, in the EU but not Chile
- Yes, in Chile but not the EU
- Yes, in Chile and the EU

B.25 Please briefly describe

C Your trade experience

C.1 Has your company been involved in international trade recently?

- No
- Yes, as importer (including sourcing of raw materials/inputs) only
- Yes, as exporter only
- Yes, as an importer and exporter

C.2 What is the share of imports (from anywhere) in your total turnover?

- Less than 25%
- 25% to less than 50%
- 50% to less than 75%
- 75% or more

C.3 What share of your imports comes from Chile?

- Less than 10%
- 10% to less than 50%
- 50% or more

C.4 For how long have you been importing from Chile?

- Less than 5 years
- 5 years or more

C.5 What are the three most important bottlenecks you face when importing from Chile?

- Tariffs and border taxes in the EU
- Technical barriers (e.g. requirements in terms of standards, labelling, food safety, animal and plant health)
- Paperwork related to imports (e.g. certificates of origin)
- Logistics issues (e.g. availability of transport, delays)
- High logistics/transport costs
- Trade finance
- Issues related to the supplier (e.g. quantities available, problems with product quality)
- Others

C.6 Please describe which "other" bottlenecks you face

C.7 What is the share of exports (to anywhere) as % of your total turnover?

- Less than 25%
- 25% to less than 50%
- 50% to less than 75%
- 75% or more

C.8 What share of your exports goes to Chile?

- Less than 10%
- 10% to less than 50%
- 50% or more

C.9 For how long have you been exporting to Chile?

- Less than 5 years
- 5 years or more

C.10 What are the three largest bottlenecks you face when exporting to Chile?

- Tariffs and border taxes in Chile
- Technical barriers (e.g. requirements in terms of standards, labelling, food safety, animal and plant health)
- Paperwork related to exports (e.g. certificates of origin)
- Logistics issues (e.g. availability of transport, delays)
- High logistics/transport costs
- Trade finance
- Issues related to the buyer (e.g. payment issues, complaints)
- Others

C.11 Please describe which “other” bottlenecks you face

C.12 What are the most important issues affecting EU investment in Chile? Please choose a maximum of three.

- Conditions imposed on foreign investments (such as limits on foreign ownership, requirements to hire local staff, etc.)
- Procedural rules related to establishing foreign investment (application and approval process, need for permits, etc.)
- Limitations in national treatment (different rules applying to foreign invested firms compared to domestic firms, e.g. in access to subsidies, public procurement, etc.)
- Obtaining residence and work permits for expatriates, and related issues
- Financial and tax issues
- Others

C.13 Please provide more details and describe which “other” issues for investment are important

C.14 Has your company been involved in international trade recently?

- No
- Yes, as importer (including sourcing of raw materials/inputs) only
- Yes, as exporter only
- Yes, as an importer and exporter

C.15 What is the share of imports (from anywhere) in your total turnover?

- Less than 25%
- 25% to less than 50%
- 50% to less than 75%
- 75% or more

C.16 What share of your imports comes from the EU?

- Less than 10%
- 10% to less than 50%
- 50% or more

C.17 For how long have you been importing from the EU?

- Less than 5 years
- 5 years or more

C.18 What are the three most important bottlenecks you face when importing from the EU?

- Tariffs and border taxes in Chile
- Technical barriers (e.g. requirements in terms of standards, labelling, food safety, animal and plant health)
- Paperwork related to imports (e.g. certificates of origin)
- Logistics issues (e.g. availability of transport, delays)
- High logistics/transport costs
- Trade finance
- Issues related to the supplier (e.g. quantities available, problems with product quality)
- Others

C.19 Please describe which "other" bottlenecks you face

C.20 What is the share of exports (to anywhere) as % of your total turnover?

- Less than 25%
- 25% to less than 50%
- 50% to less than 75%
- 75% or more

C.21 What share of your exports goes to the EU?

- Less than 10%
- 10% to less than 50%
- 50% or more

C.22 For how long have you been exporting to the EU?

- Less than 5 years
- 5 years or more

C.23 What are the three largest bottlenecks you face when exporting to the EU?

- Tariffs and border taxes in the EU
- Technical barriers (e.g. requirements in terms of standards, labelling, food safety, animal and plant health)
- Paperwork related to exports (e.g. certificates of origin)
- Logistics issues (e.g. availability of transport, delays)
- High logistics/transport costs
- Trade finance

- Issues related to the buyer (e.g. payment issues, complaints)
- Others

C.24 Please describe which “other” bottlenecks you face

C.25 What are the most important issues affecting Chilean investment in the EU? Please choose a maximum of three.

- Conditions imposed on foreign investments (such as limits on foreign ownership, requirements to hire local staff, etc.)
- Procedural rules related to establishing foreign investment (application and approval process, need for permits, etc.)
- Limitations in national treatment (different rules applying to foreign invested firms compared to domestic firms, e.g. in access to subsidies, public procurement, etc.)
- Obtaining residence and work permits for expatriates, and related issues
- Financial and tax issues
- Others

C.26 Please provide more details and describe which “other” issues for investment are important

C.27 What are the main reasons why you have not been involved in international trade so far?

- The domestic market is big enough for my company
- It is difficult to access other markets
- The paperwork required to import/export is too burdensome
- My company does not meet the required international standards yet
- The cost of importing or exporting is too high
- I don't know
- Other

C.28 Please specify which “other” reasons have stopped you from engaging in international trade

C.29 Is your company interested in trading internationally?

- Yes
- No

D Your awareness of the Agreement and negotiations

D.1 Did you know that the EU and Chile have had a trade agreement in place since 2003?

- Yes, and we have used it (e.g. traded under it)/know what it is about
- Yes, but we don't know any details about it

No

D.2 What has been the impact of the existing trade agreement between the EU and Chile on your company?

- Strong positive effect
- Somewhat positive effect
- No effect
- Somewhat negative effect
- Strong negative effect
- I don't know

D.3 Please briefly describe the impact of the agreement on your company

D.4 Did you know that the EU and Chile are currently negotiating the modernisation of that trade agreement?

- Yes, and I am following the negotiations/know what the issues are
- Yes, but I am not sure about the details/key issues of the negotiations
- No

E Your views on the expected effects of the modernised Agreement

E.1 How do you think the modernised trade agreement will affect SMEs **in the EU**? [Please note that the formulation of the following statements does not necessarily reflect the views of the study team]

	Strongly disagree	Somewhat disagree	There will be no effect	Somewhat agree	Strongly agree	I don't know
EU SMEs will export more to Chile	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EU SMEs will face more competition from Chilean imports	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EU SMEs will have better chances to plug into global value chains	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
EU SMEs will attract more investment from Chilean investors	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The business environment for SMEs will improve	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The regulatory burden for SMEs will increase	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Overall, EU SMEs will benefit from the modernised Agreement	<input type="radio"/>					
Other	<input type="radio"/>					

E.2 Which “other” effects for EU SMEs do you expect?

E.3 How do you think the modernised trade agreement will affect SMEs in Chile? [Please note that the formulation of the following statements does not necessarily reflect the views of the study team]

	Strongly disagree	Somewhat disagree	There will be no effect	Somewhat agree	Strongly agree	I don't know
Chilean SMEs will export more to the EU	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Chilean SMEs will face more competition from EU imports	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Chilean SMEs will have better chances to plug into global value chains	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Chilean SMEs will attract more investment from EU investors	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The business environment for SMEs will improve	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The regulatory burden for SMEs will increase	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Overall, Chilean SMEs will benefit from the modernised Agreement	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

E.4 Which “other” effects for SMEs in Chile do you expect?

E.5 How do you expect the modernised Agreement to affect your company specifically?

- Very positively
- Somewhat positively

- Not at all
- Somewhat negatively
- Very negatively
- I don't know

E.6 Please describe which positive or negative effects you expect for your company

F Your views on negotiation topics

F.1 Which of the issues listed below should be addressed in the negotiations for the modernised EU-Chile trade agreement?

	High priority	Low priority	No need to be negotiated	I don't know
Removal of remaining tariffs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Removal of tariff rate quotas for agricultural goods	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Less strict and/or simpler rules of origin, particularly for SMEs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Strengthened mechanism for dispute settlement	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Improving access to government procurement	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Improved protection of intellectual property rights (including geographical indications)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Liberalisation of trade in services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Liberalisation of bilateral investment	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Rules on digital trade and e-commerce	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Rules on anti-corruption and bribery	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Rules on competition/anticompetitive practices	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Rules on state aid/subsidies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Stronger rules on labour and social standards	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Stronger rules for environmental protection	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Improving access to energy and raw materials	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

F.2 Which other issues should be addressed in the negotiations? Name as many as you consider important

F.3 What, in your view, should be the key issues in the negotiations for the modernised EU-Chile trade agreement?

G Concluding questions

G.1 Overall, what do you think will be the effect of the modernised trade agreement between the EU and Chile?

	Very favourable/ very positive	Favourable/ positive	No effect	Adverse/ negative	Very adverse/ very negative	I don' t know
For Chile	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
For the EU	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Overall	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

G.2 What are the biggest risks or disadvantages of the modernisation of the EU-Chile trade agreement for SMEs?

G.3 What are the biggest benefits of the modernisation of the EU-Chile trade agreement for SMEs?

G.4 Are there any other comments you would like to make?

G.5 If you would like to upload any documents, such as position papers on EU-Chile trade relations, please do so here

The maximum file size is 1 MB