

ST>RT-UPCHILE

START-UP CHILE AND THE CHILEAN ENTREPRENEURSHIP ECOSYSTEM

June, 2016

> ASTRID BORGNA | CORPORATE BUSINESS DEVELOPMENT

CHILE? LIKE CHILI SAUCE, RIGHT?



HOW DID IT ALL START?

ENTREPRENEURIAL CONTEXT IN 2009



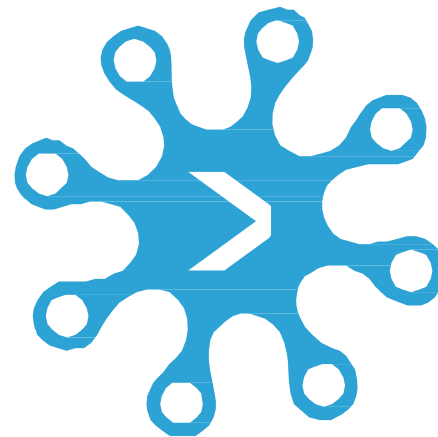
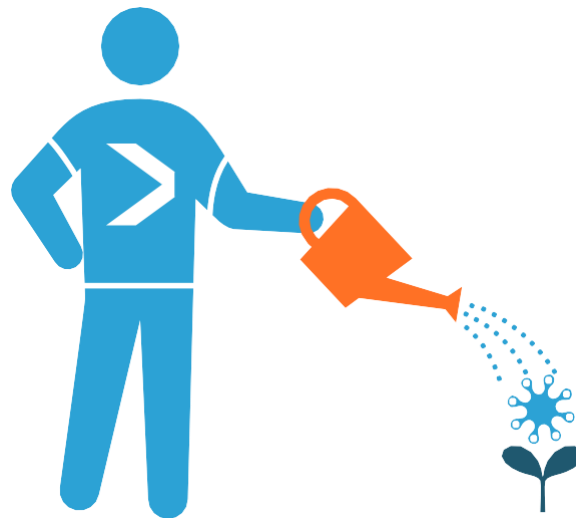
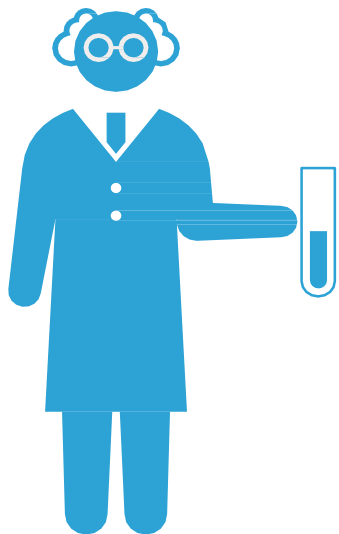
LACK OF GLOBAL
STARTUPS

ISOLATED
MENTALITY

LOW
INNOVATION

NO INSTITUTION
SUPPORT

LOOKING FOR
DEVELOPMENT





GOAL 1
CHILE AS THE LEADING
INNOVATION AND
ENTREPRENEURIAL HUB
OF LATIN AMERICA

GOAL 2
CHANGING THE
CHILEAN MINDSET

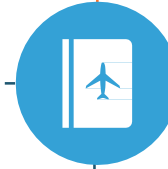
**TALENTED PEOPLE FROM
THE ENTIRE WORLD**



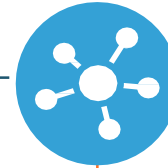
LIVING IN CHILE



**ONE YEAR WORKING
VISA AND SOFT LANDING**



ST>RT-UPCHILE



**EQUITY FREE
MONEY**

**CO-WORKING
SPACE (\$0)**

**TRAINING, MENTORS,
CONNECTIONS & PERKS**



SOCIAL IMPACT:
GIVE BACK TO OUR SOCIETY



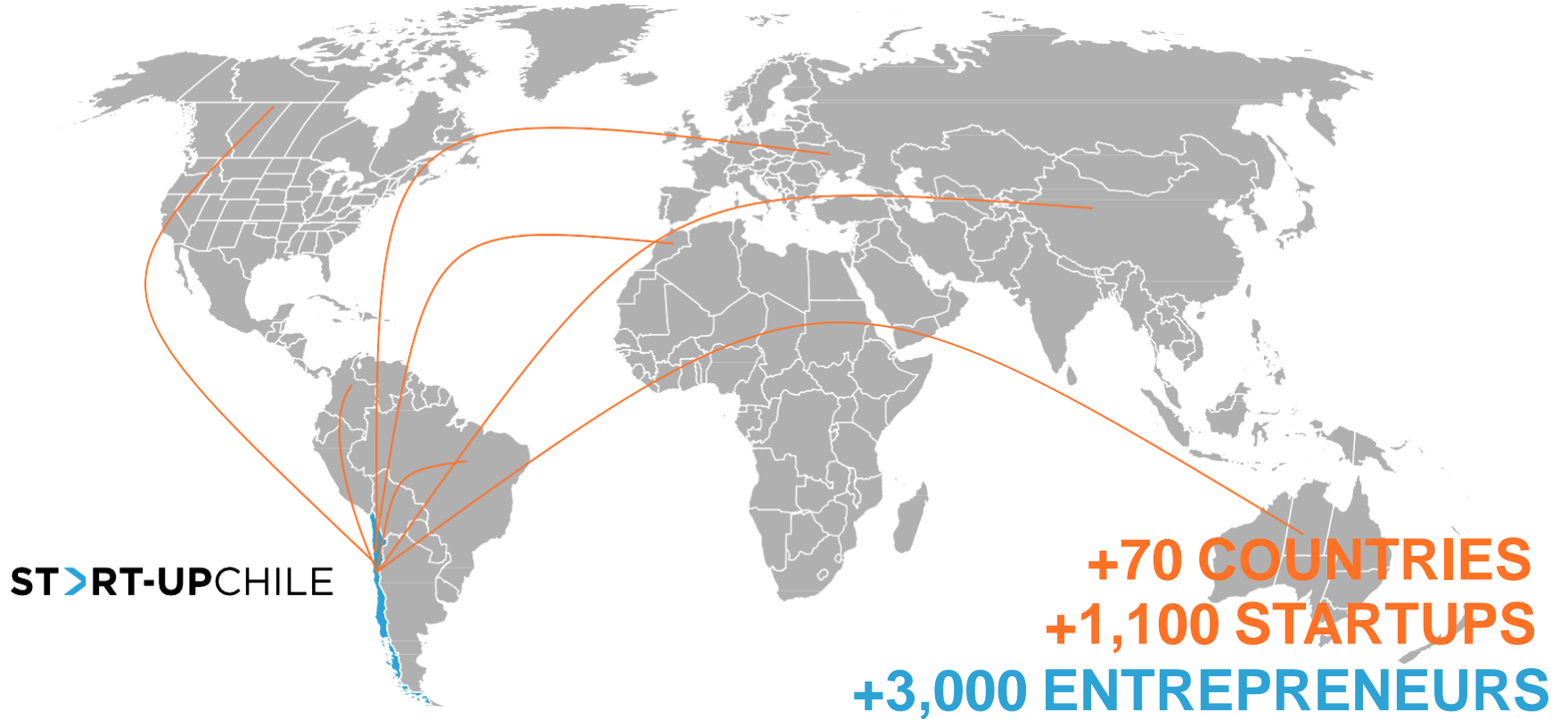
4,549 ACTIVITIES IMPLEMENTED
208,656 PEOPLE ATTENDED

AFTER 5 YEARS...



START-UP CHILE

ONE OF THE LARGEST & MOST DIVERSE
STARTUP COMMUNITIES IN THE WORLD



The Economist | World politics | Business & finance | Economics | Science & technology | Culture

Entrepreneurs in Latin America
The lure of Chilean Valley

As America shuts out immigrant entrepreneurs, Chile welcomes them
 OCT 13th 2012 | SAN TIAGO | From the print edition

ONE by one they came to the stage and pitched their ideas to the crowd. There was the

HUFFPOST BUSINESS
 Edition: US

FRONT PAGE | POLITICS | ENTERTAINMENT | WHAT'S WORKING | HEALTHY LIVING | WORLD

THE BLOG

How Start-Up Chile Put Their Ecosystem on the Global Map and Became a Benchmark for Other Countries

9/20/2016 12:26 pm E.T | Updated 21 hours ago

Anne Ravanora
 Founder & CLO of Global Invest Her, focused on demystifying the funding process to get women entrepreneurs funded faster & gender diversity

This post first appeared on the [Global Invest Her](#) blog.

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Start-Up Chile SCALE Fund Makes Its First 9 Investments

DISRUPT BY: Early Latin American Funding, Founders of Polymix, To Spark AI Growth? See ENNE OF POLYX?

START-UP CHILE SCALE FUND BACKED BY THE CHILEAN GOVERNMENT TO BOOST LOCAL STARTUP GROWTH IS MAKING ITS FIRST NINE INVESTMENTS.

The nine companies, all graduates of Start-Up Chile's paid three classes, will receive a 100% each in equity-free funding. In exchange, the founders agree to keep their companies in Chile for at least a year and serve as mentors to three Chilean startups while they're there.

START-UP CHILE SCALE FUND BACKED BY THE CHILEAN GOVERNMENT TO BOOST LOCAL STARTUP GROWTH IS MAKING ITS FIRST NINE INVESTMENTS.

SEBASTIÁN VIDAL, CREATOR OF START-UP CHILE, CALLS THIS "SOCIAL EQUITY."

"In Latin America there's a lack of capital—you can count on your fingers the success stories that we have," says Vidal. So the solution, for now, is recruiting external talent to jump-start the local tech ecosystem through the accelerator and provide incentives for entrepreneurs.

+4,000 PUBLICATIONS WORLDWIDE

6 COUNTRIES REPLICATING THE START-UP CHILE MODEL



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+50 COUNTRIES CREATED A STARTUP PROGRAM AFTER START-UP CHILE

ECONOMICAL IMPACT



FUNDS RAISED GLOBALLY

(INFORMED BY OUR
STARTUPS)



*By April 29th 2016

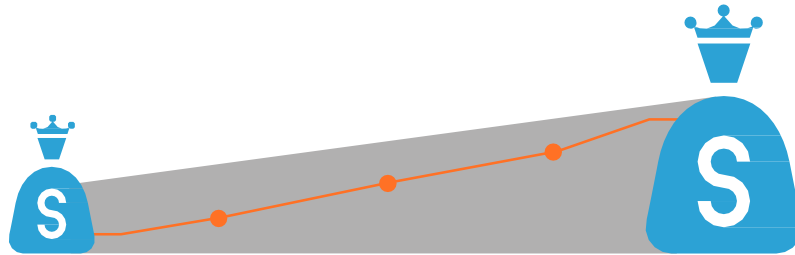


42%

+1,200 STARTUPS ALUMNI
504 SELLING IN CHILE



USD \$155.5 MM / LAST 12 MONTHS



13x CORFO INVESTMENT/YEAR
TOTAL CORFO INVESTMENT 2015:
USD \$11.9 MILLION/YEAR

START-UP CHILE NOW



THE S FACTORY

PROTOTYPE

20-30 startups/batch
≈ USD\$14,000



SEED

VALIDATE

80-100 startups/batch
≈ USD\$30,000



SCALE

SCALE

15 startups/batch
≈ USD\$85,000



TRAINING

MARKET & INVESTORS

250 STARTUPS/YEAR | 2 BATCHES/YEAR EACH



GLOBAL

Think and go Global!



TECHNOLOGY

Technology-based products and services



**PRODUCT/
SERVICE**

*Concept stage or prototype ready
- Depending on the program*



TIME

Depending on the program



IMPACT

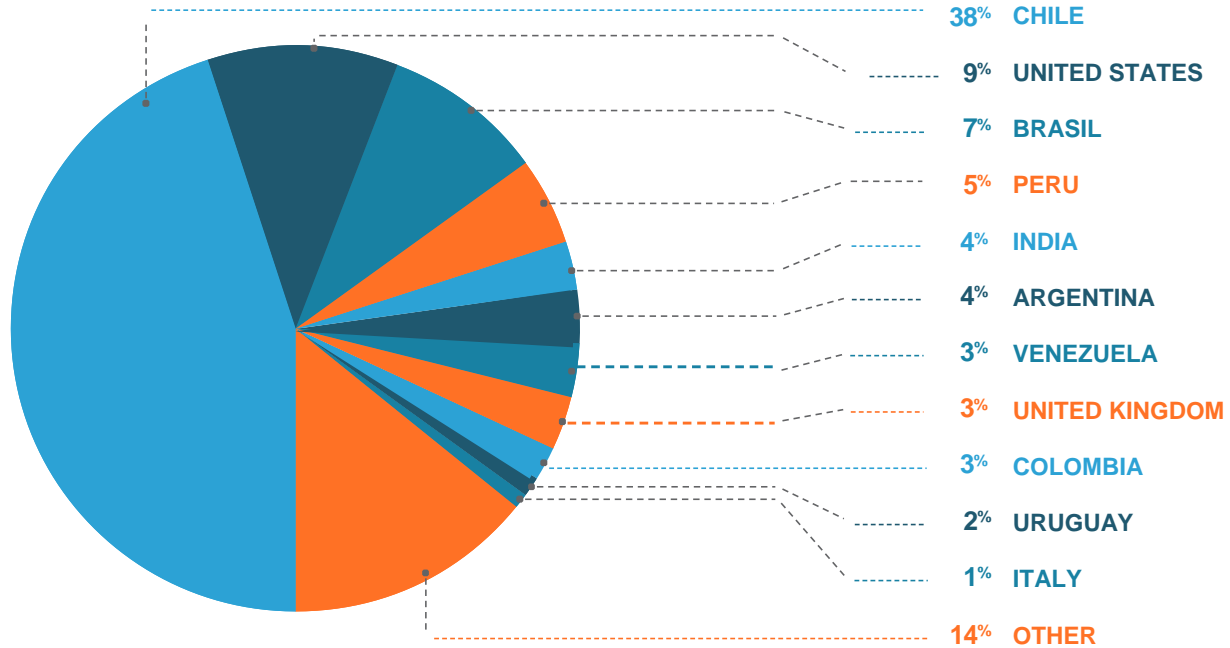
What will be your impact in Chile?



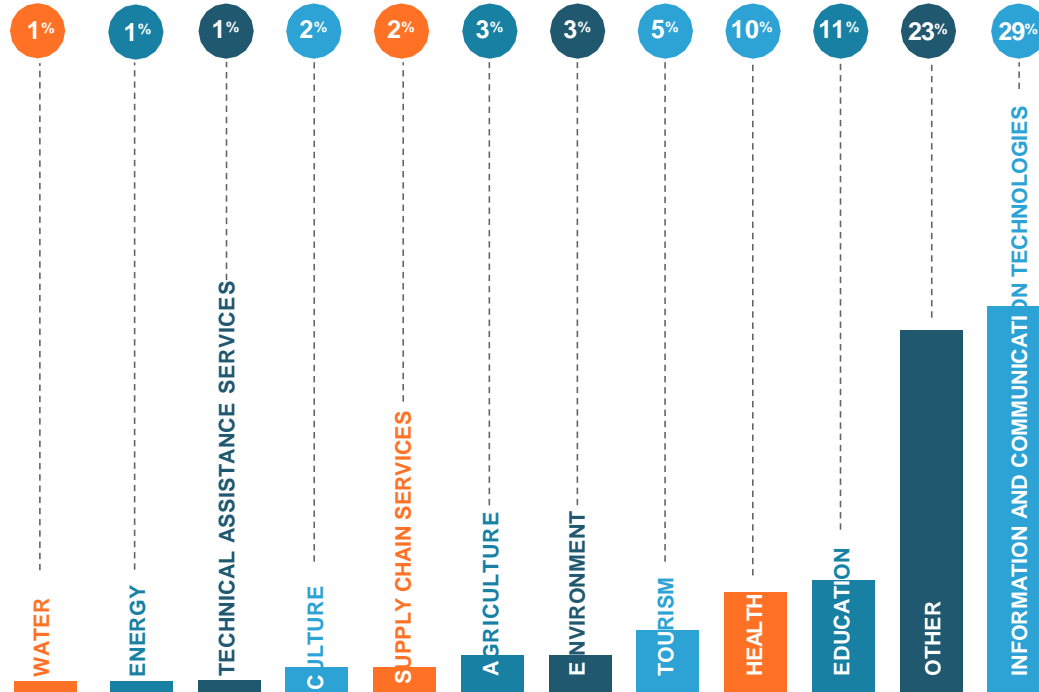
CHILE

*Founder **MUST** live in Chile*

GEN 16 MOST REPRESENTED COUNTRIES

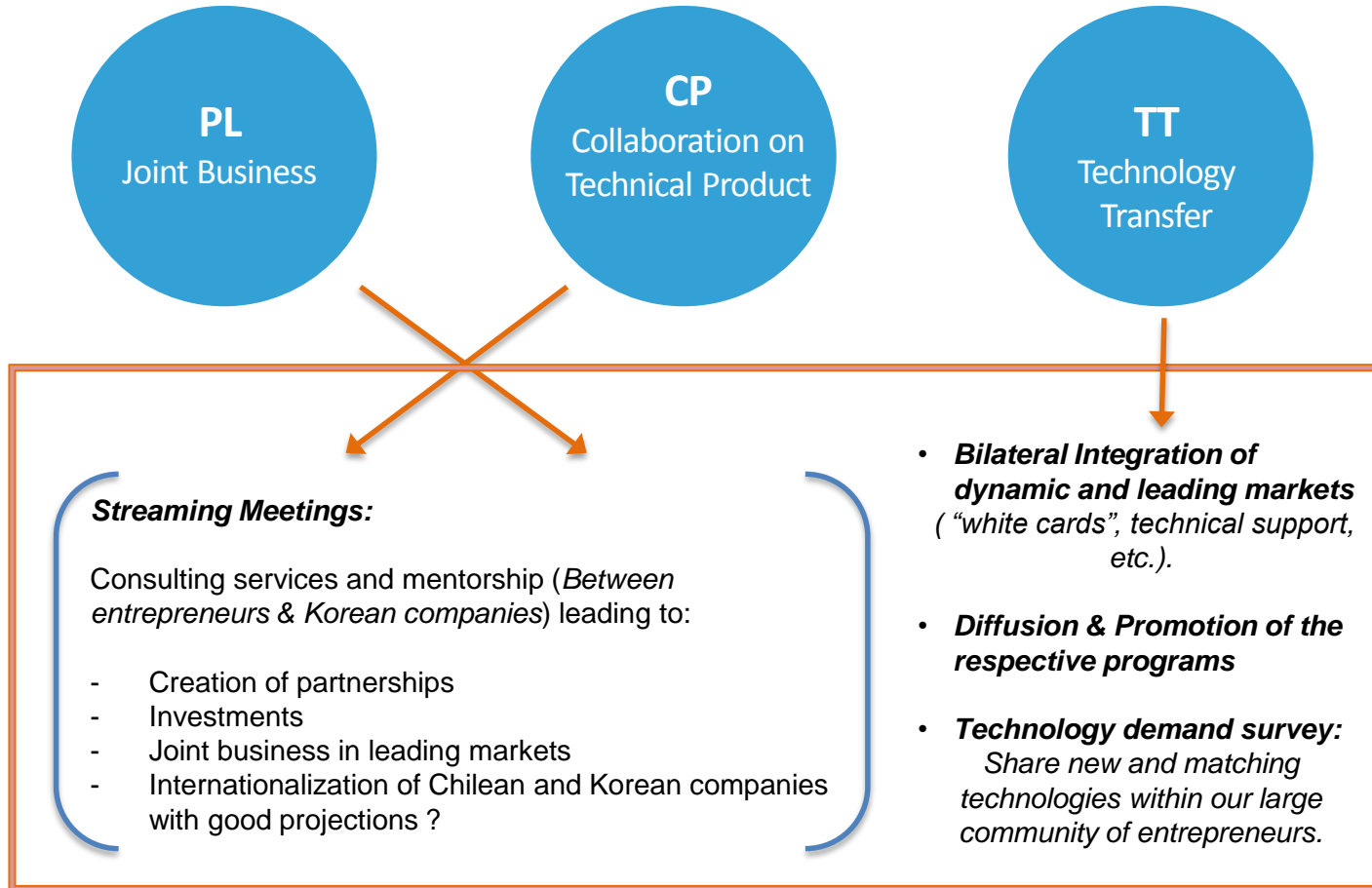


GEN 16 INDUSTRIES



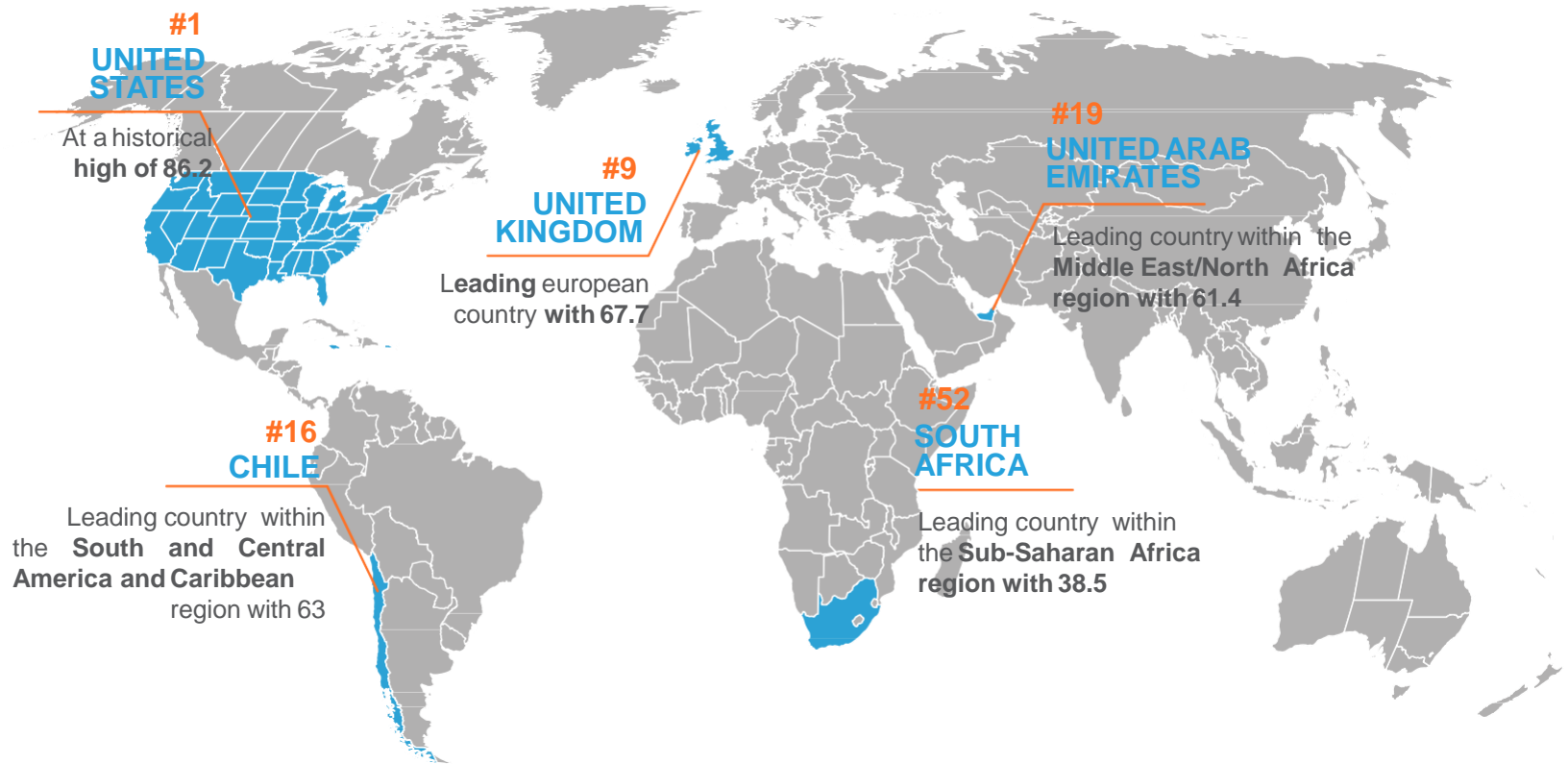
TSF	Seed	Scale
July 4 th - July 18 th	August 16 th - September 6 th	June 7 th - June 28 th
March 2017	January 2017	November 22 nd

START-UP CHILE & --- GCC



CHILEAN ENTREPRENEURSHIP ECOSYSTEM







“The best country for business in Latin America” December 2015.



“The best country for innovation in Latam” January 2016.



“The most innovative country for early stage entrepreneurs” January 2015.



TALENT

Highly qualified and globally competitive labor force



TESTING

Less difficulties and more opportunities to test products (regulation and geography)



TAXES

Tax Friendly in LATAM and a lot of other countries (US Pending)



STABILITY

Political & economical stability



LIVING

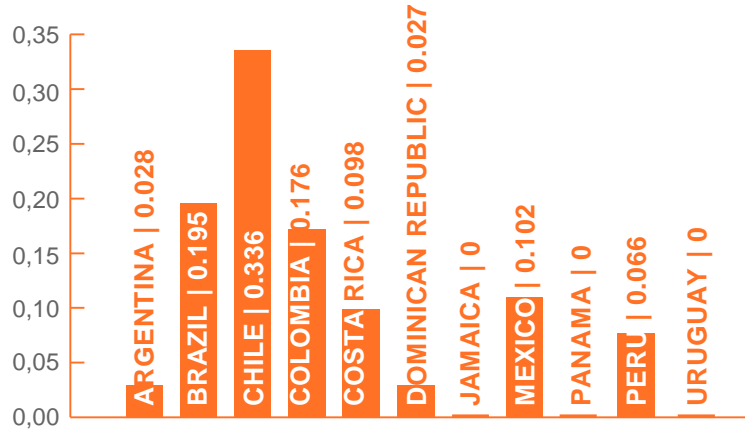
*Cost of living in Santiago:
USD \$1,000 - \$1,500 / month*



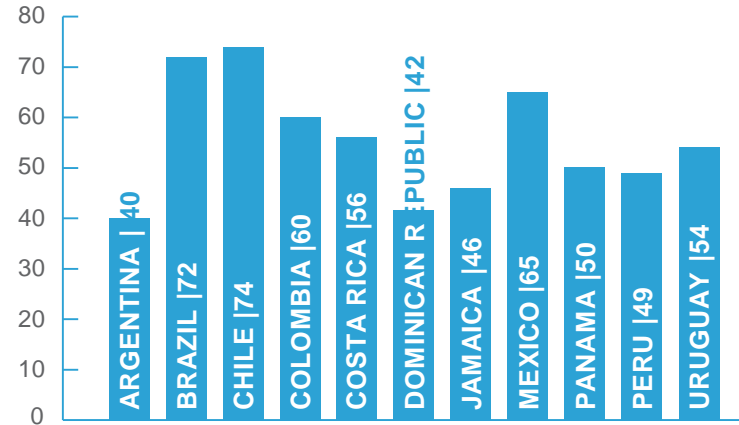
WOMEN

Women Friendly (6th country in the global index for women entrepreneurs)

Private equity/venture capital investments (% of GDP)



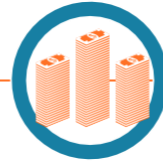
Overall score (max=100)



Source: Scorecard Lavca Update 2016



14 in 9 cities, fostering 772 startups, US\$ 30M sales.



Capital raised by startups from Angel Investors US\$ 9M.



Top 2 performing incubators raised a total of US\$ 2M in 2014.

Total sales **US\$ 31M.**



+40

**PUBLIC
INSTITUTIONS**



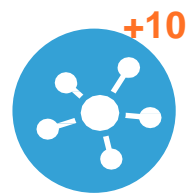
+70

**COWORKS,
FABLABS &
MAKER
SPACES**



+40

**ACCELERATORS
& INCUBATORS**



+10

**MENTORS
NETWORKS**



+10

**ANGEL
INVESTORS
NETWORKS**



+52

**VENTURE
CAPITAL &
PRIVATE
EQUITY
FUNDS**

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THANK YOU!

www.startupchile.org