

INSTITUTIONS LINKED TO FOREIGN TRADE IN LATIN AMERICA

CREDIT INSURANCE COMMITTEE

EPA's

ECA's

Exporters' associations

Export promotion banks

A SURVEY ON THE FOLLOWING LATIN AMERICAN COUNTRIES

	ARGENTINA
	BOLIVIA
	BRAZIL
	CHILE
	COLOMBIA
	ECUADOR
	MEXICO
	PARAGUAY
	PERU
	URUGUAY
	VENEZUELA

ARGENTINA

BICE – Banco de Inversión y Comercio Exterior



www.bice.com.ar

- Supports productive investment and foreign trade.
- Second tier public bank which grants medium- and long-term loans.



ARGENTINA

Argentina Trade Net



www.argentinatradenet.gov.ar

- Business portal of the Ministry of Foreign Affairs.
- IT tool which allows the facilitation of the dynamic interaction with Argentine representations abroad.
- The export sector has agile access to qualified and updated information on the foreign market.



ARGENTINA

Agencia Argentina de Inversiones y Comercio Internacional



www.investandtrade.org.ar

- Facilitates investments in strategic sectors.
- Helps Argentine companies to expand their business worldwide.
- Promotes the improvement of the general business climate and the regulatory framework.
- Prepares accurate market information to add value for both investors and Argentine companies.



ARGENTINA

Asociación de Importadores y Exportadores de la República Argentina



www.aiera.org

- Supports production, national work and Argentine economic sovereignty in Foreign Trade related matters.
- Conducts interinstitutional coordination.



ARGENTINA

Proargentina



www.proargentina.gov.ar

- Facilitates exports of domestic SMEs.
- Provides advisory services, offers training and organizes direct trade promotion actions to facilitate Argentine firms' exports of goods and services.



BOLIVIA

Cámara Nacional de Exportadores de Bolivia (CANEBO)



www.canebo.org.bo

- Brings together Bolivian Regional Chambers to publicize the Bolivian export offer in international markets.
- The main entity of the Bolivian export sector which brings together eight member export chambers at national level.
- Supports the different business initiatives (big, medium and small) under the auspices of the international cooperation organizations.
- Implements programs and projects including training, interrelation among Bolivian and foreign companies to create partnerships.



BOLIVIA

Promueve – Bolivia



www.promueve.gob.bo

- Reports to the Ministry of Productive Development and Plural Economy . Facilitates, boosts and promotes Bolivian exports and tourism abroad in the public, private , community and mixed sectors.
- Supports exporters with training workshops, databases, legal information , and promotes Bolivian exporters participation in fairs and events worldwide.



BOLIVIA

Instituto Boliviano de Comercio Exterior



www.ibce.org.bo

- Technical institution for trade promotion. Provides market information, statistics, data on trade agreements, advisory services, access to markets and information on trade opportunities.
- Regularly publishes reports, yearbooks, books and studies.



BRAZIL

Development Bank of Brazil (BNDES)



www.bndes.gov.br

- Boosts Brazilian development by offering diverse financial support mechanisms to companies, natural persons and public administration agencies.
- Focuses on international trade through tools to finance exports of Brazilian goods and services, and on the growing international presence of the Brazilian companies abroad.



BRAZIL

Brazilian Agency for Exports and Investments (Apex-Brasil)



www.apexbrasil.com.br

- Promotes Brazilian goods and services in other countries and attracts foreign investments to strategic sectors of the Brazilian economy.
- Develops business platforms such as trade and prospection missions, business rounds, support to the Brazilian companies participation in big international trade fairs, organization of technical visits to foreign buyers and decision-makers to introduce them to the Brazilian productive structure and other selected initiatives designed to strengthen Brazil 's trademark.
- Business Centers in several Brazilian states as well as in the main global markets.



BRAZIL

Foreign Trade Secretariat (SECEX)



www.mdic.gov.br

- An agency of the Ministry of Development, Industry and Foreign Trade whose function is to conduct foreign trade policies and trade control management.
- Regulates, supervises, orientates, plans, controls and evaluates foreign trade activities.
- Participates in the negotiations of Brazilian companies' international trade agreements to promote export culture, set up trade defense policies, regulate and plan foreign trade development policies.



BRAZIL

Brazilian Foreign Trade Association



**Associação de
Comércio Exterior
do Brasil - AEB**
Brazilian Foreign Trade Association

www.aeb.org.br

- Private entity which brings together and represents the export segment and the goods and services import business.
- Represents the foreign trade business community at the most important public forums and coordinates with the executive and legislative government branches the drafting of policies and actions intended to strengthen the export and import expansion in the country.



CHILE

Pro Chile



www.prochile.gob.cl

- Agency of the Ministry of Foreign Affairs to promote the offer of Chilean exportable goods and services and contribute to the dissemination of foreign investments and the promotion of tourism.
- Though diverse tools and services, according to the internationalization process of exporters or potential exporters, seeks to contribute to adding value and diversifying the goods and services included in the exportable offer to generate global business opportunities for Chile.



CHILE

CORFO



www.corfo.cl

- Chile's government agency reporting to the Ministry of Economy, Promotion and Tourism which is in charge of supporting entrepreneurship, innovation and competitiveness through programs of access to financing, innovation and business productivity and technological capacity for Chilean export companies.



CHILE

Cámara de Comercio de Santiago



www.ccs.cl

- Business Union made up of more than 2000 big, medium and small associated companies representing the most important economic sectors in the country.
- Provides all the information and advice related to foreign trade in Chile



COLOMBIA

Procolombia



www.procolombia.co

Former ProExport, is a nongovernmental official promoter which:

- Boosts exports through information about tentative markets, new clients in known markets, consumer trends.
- Organizes seminars and training programs.
- Encourages companies which exported in the past to go back to exports.
- Informs prospective exporters about export routes, export markets, product adaptation programs, *MIPYME Internacional*.
- Promotes foreign investment in Colombia.



COLOMBIA

Bancoldex



www.bancoldex.com

- Member of the export promotion business union. Launched a credit line to strengthen MSMEs which choose to compete in and export to global markets.
- Gives advice to minimize negotiation risks.
- Offers guidance on aspects to be taken into account in export transactions.
- Affiliate to the Colombian foreign trade trust company Fiducoldex.



ECUADOR

Pro Ecuador



www.proecuador.gob.ec

Official export promoter.

- Provides training to exporters.
- Informs on events of exportable products.
- Gives information about the calendar of international fairs to promote Ecuador exports worldwide.
- Details exportable offer.
- Designs sector projects such as Development of Packaging for export MSMEs or Design of e-marketing tools "My virtual store."



ECUADOR

Fedexpor



www.fedexpor.com

Member of the export promotion business union.

- Provides a directory of exporters.
- Enters into agreements to organize specialized technical courses. The most recent one was held in August: "Diploma in Foreign Trade".
- Provides advisory services in foreign trade, customs and country of origin regulations.
- It has mailing services, training scholarships, booklets and newsletters for members.



ECUADOR

Corpei



www.corpei.org

Member of the export promotion business union.

- Gives advice on capital investment (*joint ventures*)
- Organizes international fairs
- Channels loans
- Provides direct trade intermediation
- Manages public-private coordination



MEXICO

Banco Nacional de Comercio Exterior



BANCOMEXT

www.bancomext.com

- The purpose of the *Banco Nacional de Comercio Exterior S.N.C.* is to contribute to the development and creation of employment in Mexico through the financing of Mexican foreign trade.
- Operates through the granting of loans and guarantees, either directly or through trading banks and nonbanking financial intermediaries to increase the productivity and competitiveness of Mexican companies.



MEXICO

COMCE - Consejo Empresarial Mexicano de Comercio Exterior



www.comce.org.mx

- Promotes foreign trade
- Promotes direct foreign investment
- Promotes the transfer of technology.



MEXICO

ANIERM - Asociación Nacional de Importadores y Exportadores de la Republica Mexicana



www.anierm.org.mx

- Private nonprofit entity specialized in foreign trade , voluntary membership.
- Supports both the exporter and the importer through the relations with government authorities to reduce formalities and unnecessary controls that hinder operations.



PARAGUAY

Cámara Paraguaya de Exportadores



www.capex.org.py

- Nonprofit organization created to transform Paraguay into a competitive, creative, full employment, and environmentally respectful country.
- Its mission is to boost export activities with a spirit of collaboration and ethical standards, creating “national export consciousness” and promoting the sustainable (economic, social and environmental) development of the sector for the benefit of the country.



PARAGUAY

Red De Inversiones y Exportaciones



www.rediex.gov.py

- Agency reporting to the Ministry of Industry and Commerce.
- Its mission is to boost the economic and social development through the promotion of exports and the improvement of the business climate.
- Its operating principle is strategic dialogue .



PERU

PromPeru



www.promperu.gob.pe

Official export promoter.

- Organizes fairs.
- Trains exporters in products, markets and companies.
- Promotes the country's brand and image.
- Encourages tourism.
- Reports on productive sectors, statistics, regulations, agreements .



PERU

RedexPeru (Foreign trade support network)



www.redexperu.com

Member of the export promotion business union.

- Gives advice to the network members on the path to internationalization to manufacture for competitive and changing markets.
- Prepares exporters in the improvement of their management, production and sale processes.
- Promotes key events for the export sector.
- Provides management, production and quality, and marketing services.



URUGUAY

Cámara de Industrias del Uruguay



www.ciu.com.uy

- Business union which represents the industrial sector to promote the interests of the national industry and the defense of its rights, and encourages the country's industrial development.
- The purpose of the *Cámara de Industrias*, through the International Business Center, is to promote, guide and facilitate the international insertion of the Uruguayan companies.
- Its main activities are focused on: Consultancy services, through the Associative Internationalization Programs for SMEs; Trade Promotion Activities, through the organization of Trade Missions, Business Rounds and participation in International Fairs.



URUGUAY

Uruguay fomenta



www.uruguayfomenta.com.uy

- Reports to the *Corporación Nacional de Desarrollo* (CND).
- Its purpose is to provide information and advice for the productive development support programs guiding entrepreneurs as regards the creation of ventures, technical support, financing, improvement processes, association capacities and internationalization.



URUGUAY

Uruguay XXI - Promoción de Inversiones y Exportaciones



www.uruguayxxi.gub.uy

- Promotes the internationalization of the Uruguayan economy, supporting export growth and the country's positioning as a strategic destination for productive investments.
- Gives free advice and services to national and foreign companies. Uruguayan companies are supported in their path to internationalization or to increase their exports and diversify the markets where they get a foothold.



VENEZUELA

Banco de Comercio Exterior (Bancoex)



www.bancoex.gob.ve

Official export promoter.

- Provides financing to improve the scale of production and expand the installed capacity.
- Offers tools for international market competitiveness.
- Researches to innovate exports.
- *Venezuela Exporta program.*

