



TECHNOLOGY
FACILITATION MECHANISM



**SUSTAINABLE
DEVELOPMENT GOALS**

*Training on Science, Technology,
and Innovation (STI) Policy and
Policy Instruments for SDGs for
Tunisia and the Arab States*

18-20 October 2022

Strengthening the domestic ecosystem by
attracting foreign entrepreneurs and
supporting the local ones:

The case of Start-Up Chile



UNITED NATIONS

ECLAC

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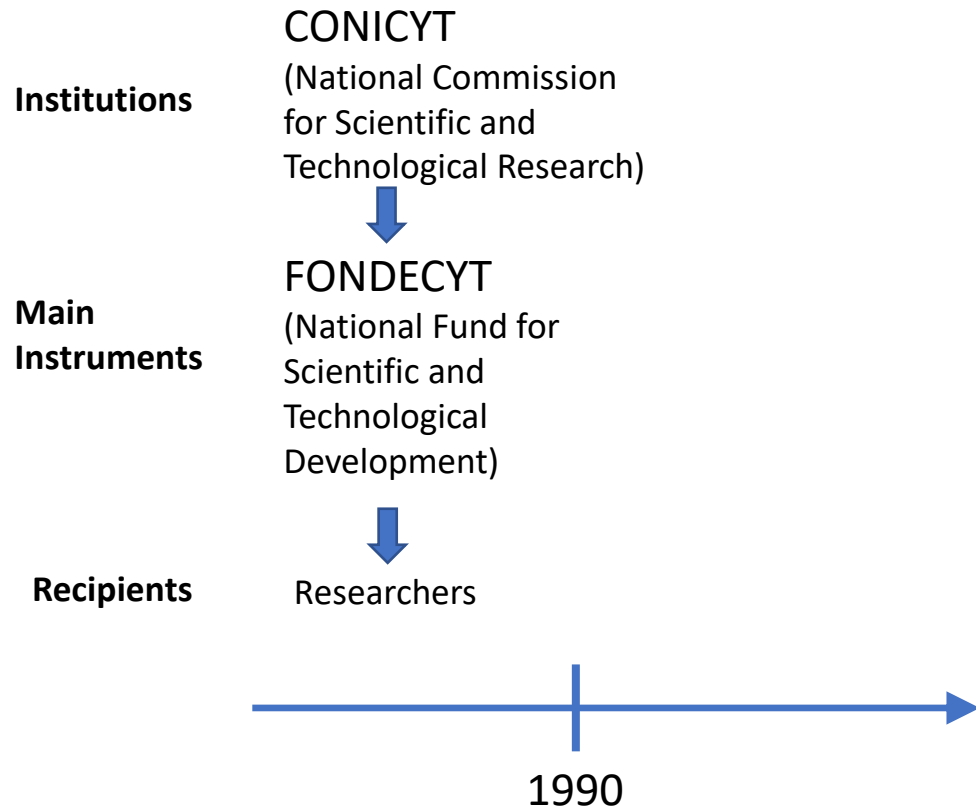
Start-Up Chile is a public startup accelerator created by the Government of Chile



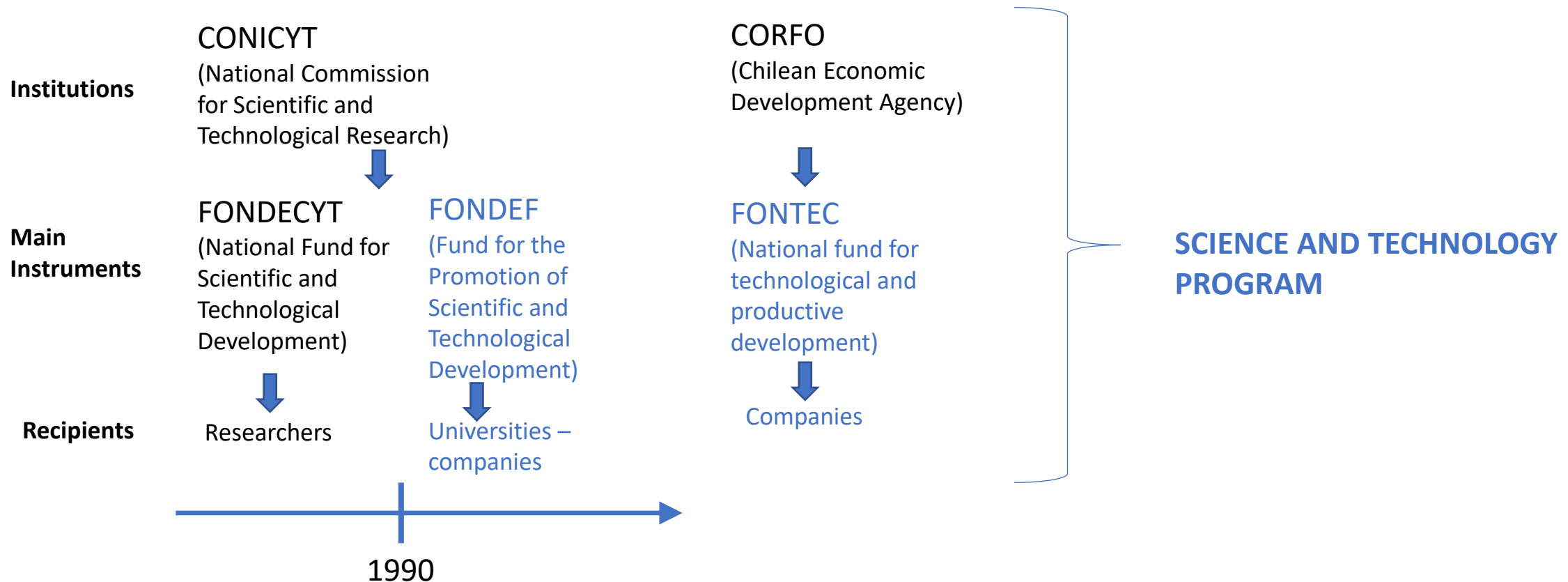
What is interesting about this case?

- History / context of its creation
- The concept itself
- How it operates

Start-Up Chile in the context of the Chilean STI Policy and the Chilean Economic Development Agency (CORFO)



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Science & Technology Program
(Fondecyt, Fondef & Fontec)

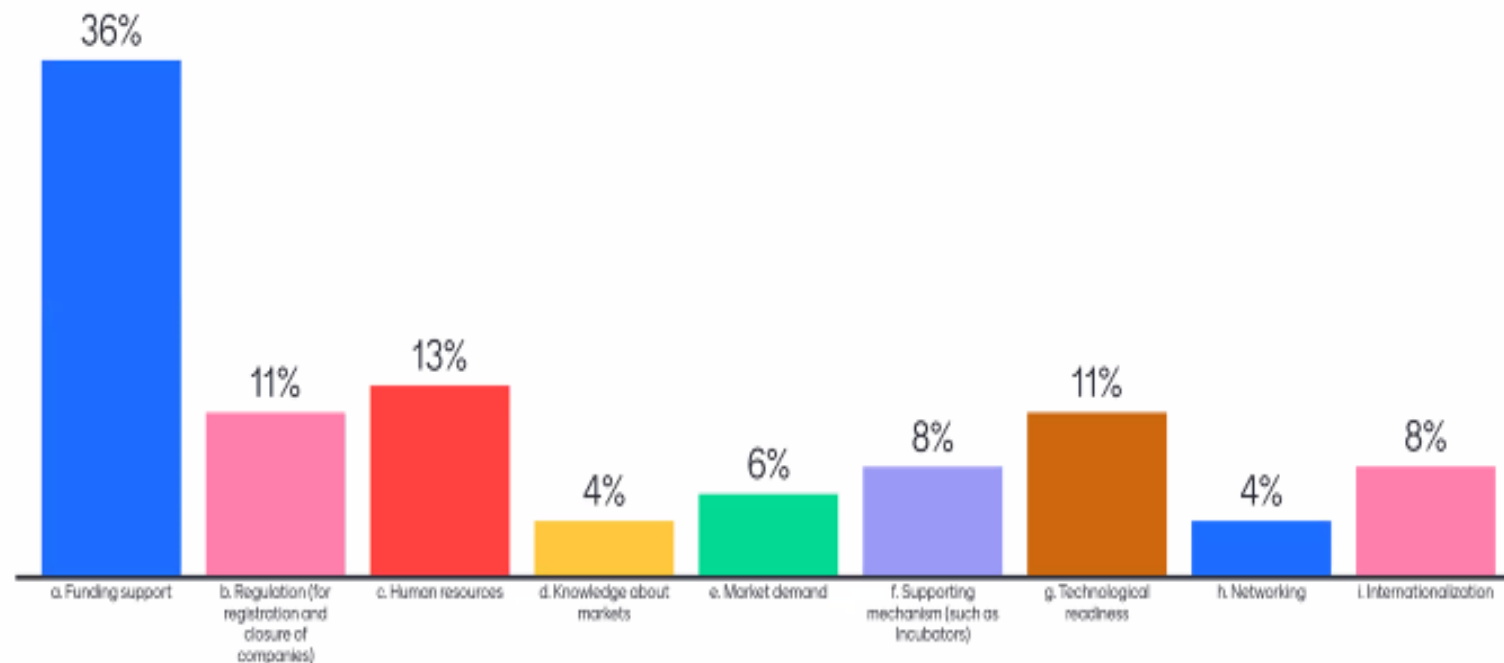


1990

2000

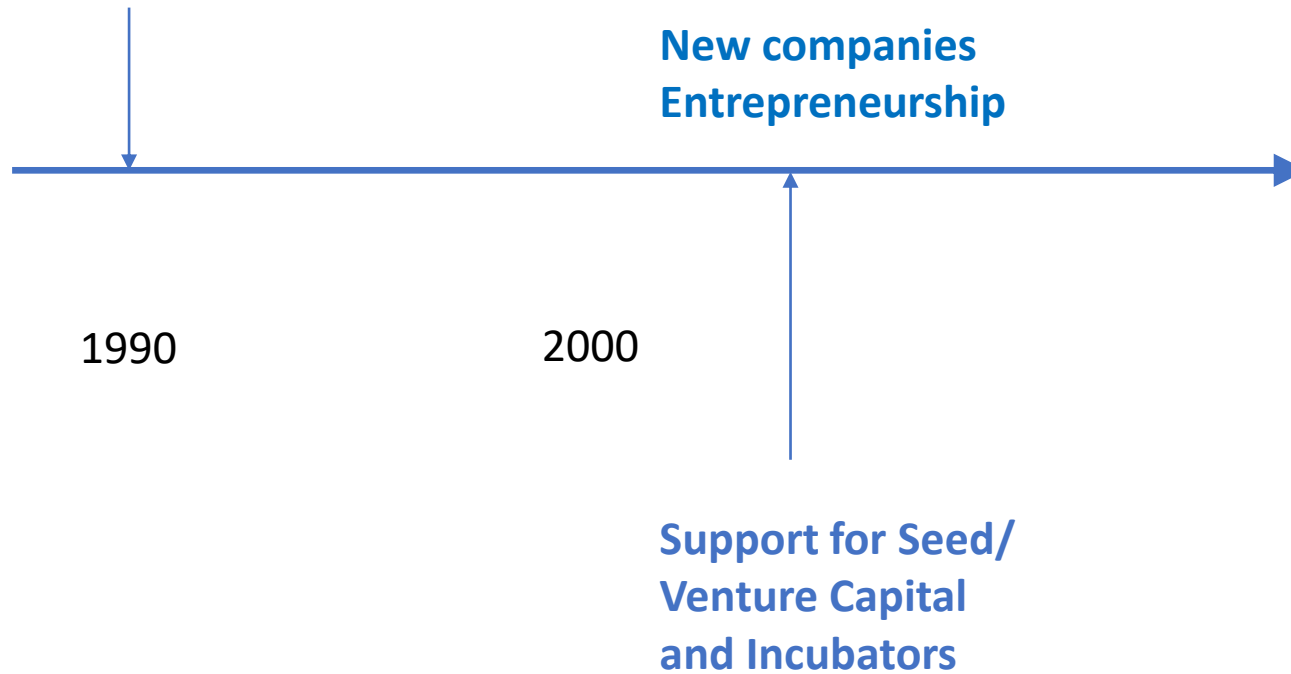
**New companies
Entrepreneurship**

2. What are two the most important challenges of Entrepreneurship in your country?

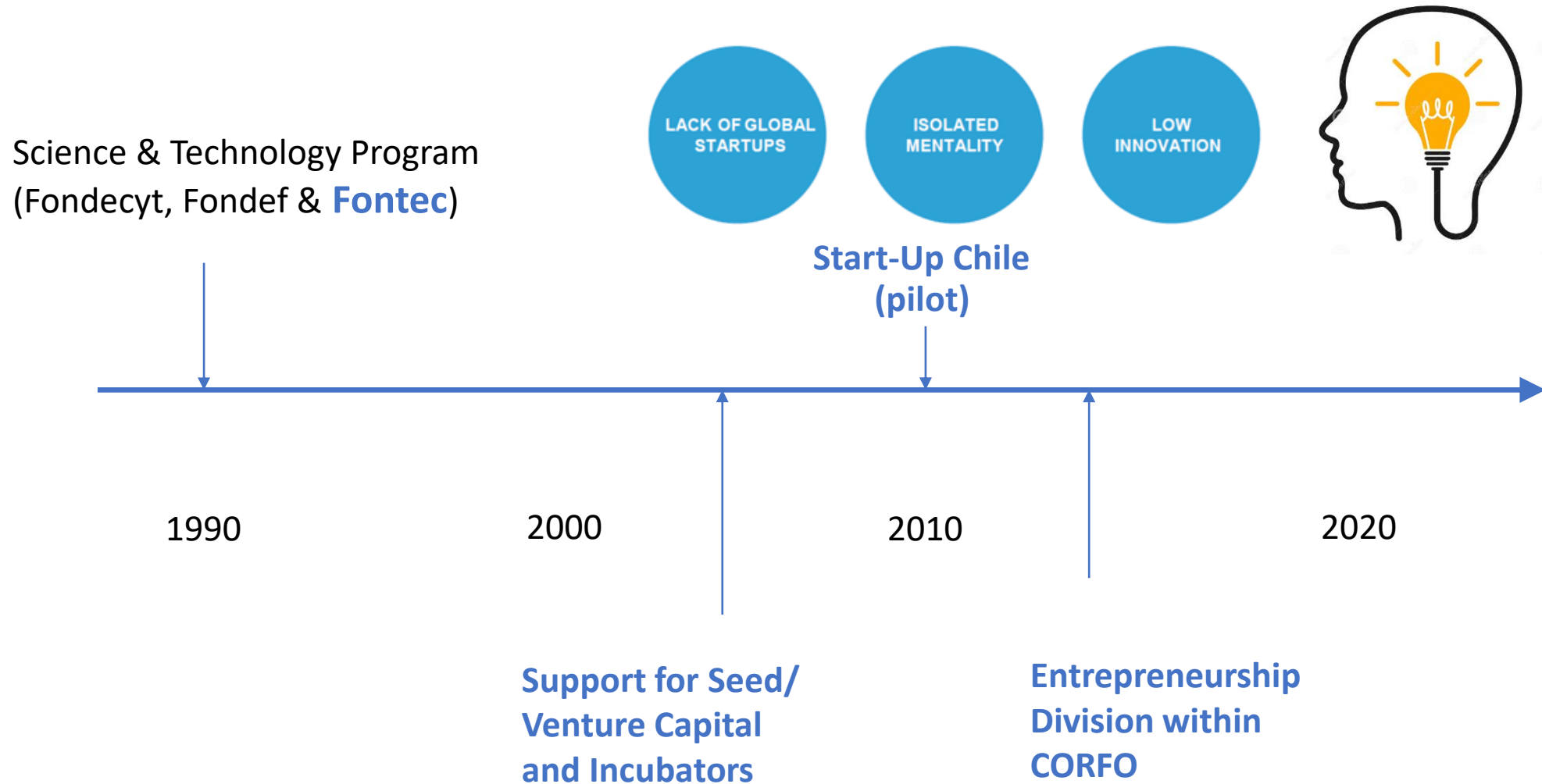


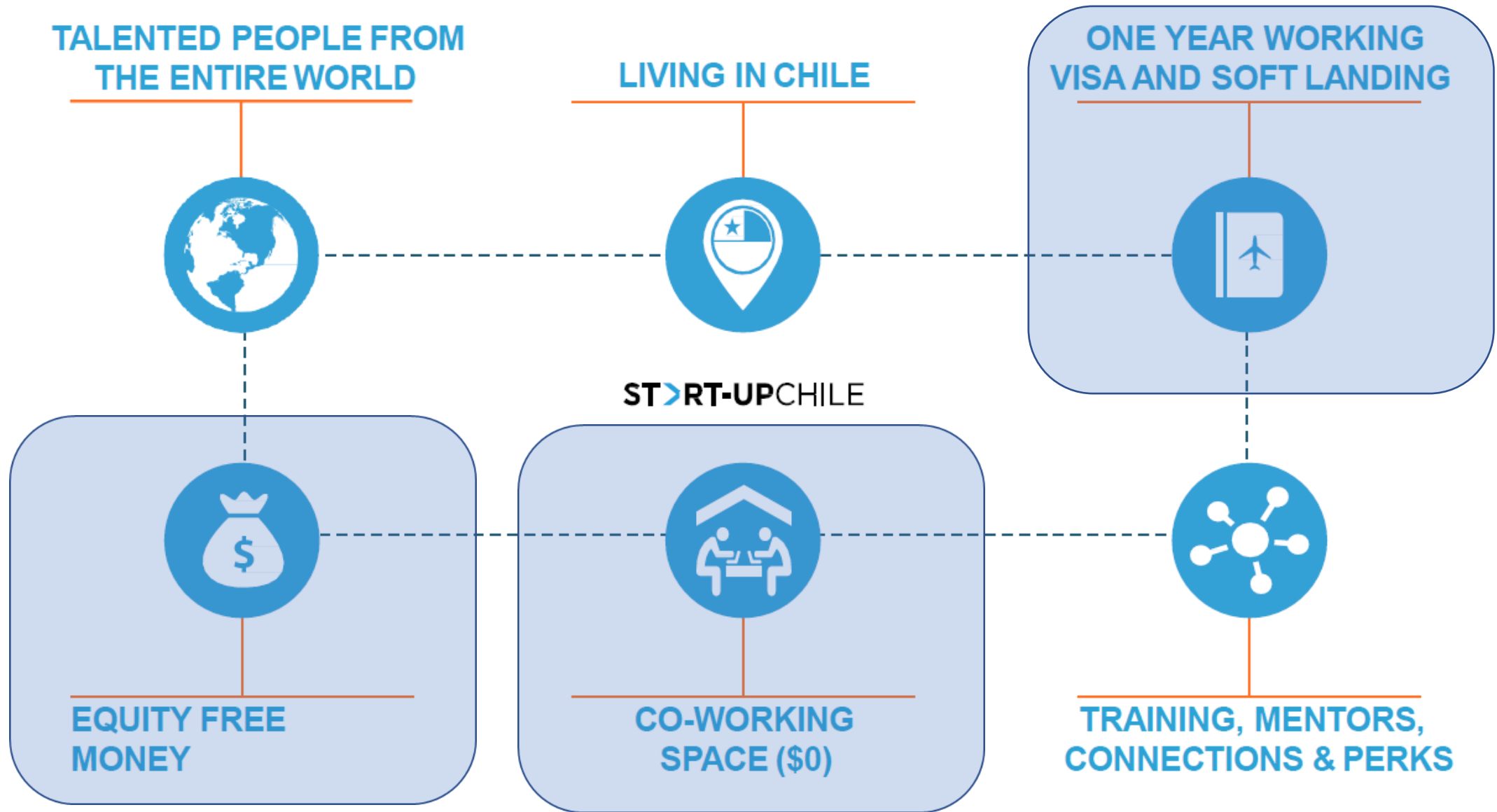
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Start-Up Chile today

The infographic is divided into three vertical columns, each representing a stage of the Start-Up Chile program. Each column has a circular icon at the top, a title, a description, and a funding box at the bottom. The 'Growth' stage features a circular image of an astronaut in space with the word 'GROWTH' overlaid.

Stage	Icon	Description	Duration	Funding (CLP)	Funding (USD)
The S Factory	Female symbol with atom	Pre-acceleration program for startups led by female founders	4 month experience	\$15.000.000	Around \$19.000 USD
Seed	Rocket	Acceleration program for companies with a functional product and early validation	6 months experience	\$50.000.000	Around \$65.000 USD
Growth	Astronaut in space	Support program for the expansion of innovative tech-based businesses.	12 month experience	\$60.000.000	Around \$78.000 USD

- Start-Up Chile (SUP) is a public startup accelerator created by the Chilean Government for high-potential entrepreneurs to bootstrap their startups and use Chile as a foundation

Since 2016, Start-Up Chile's new goals are to ensure that Chile remains a world hub for technological innovation and to be known as drivers of technological enterprises that impact the domestic economy positively

Source: www.startupchile.org



SUP Academy

Training program (workshops, talks and other activities), Platoons (peer to peer meetings) and pitch training.



Networks

Local and global mentors, investors and networks in different industries



Events

External and internal events (Demo Day and Tech Evenings).



Experience

Soft-landing and internal activities to promote the networking and the creation of a community.

4,549 ACTIVITIES IMPLEMENTED
208,656 PEOPLE ATTENDED

(2015)

Source: www.startupchile.org





- SANTIAGO, Chile. On March 26th the ninth version of Start-Up Chile **Demo Day** will take place in Santiago, where the 18 most prominent startups of the 11th generation will present their ideas to influential national and international investors to raise funds to grow their businesses. The top 18 were chosen during **Pitch Day** where they pitched against another companies that also sought to reach the final.
- Each team has only five minutes to convince investors that their opportunity is one that should not be missed. After all teams have presented, the judges of Demo Day, consisting of special international guests, will decide on the “The Best Startup” of the 11th generation of Start-Up Chile.
- During the week of Demo Day, other activities (open to the public) will take place, led by the Start-Up Chile team and special international guests. The activities include workshops with Santiago Zavala (one of the founding partner of Mexican.VC, the startup fund and incubator in Mexico City, now a Partner at 500 Startups) and Marcelo Sales (nTime and Movile) which will be held at the CETOF building (Av Providencia 229) from March 24th to the 26th.

Source: www.startupchile.org

Start-Up Chile evaluation and impact

In 2010, Start-Up Chile was created with two main objectives:

1. to change the nation's culture towards entrepreneurship and
2. to position Chile as the innovation hub for Latin America.

The Economist article titled "The lure of Chilean Valley" is part of the "Entrepreneurs in Latin America" series. The sub-headline reads "As America shuts out immigrant entrepreneurs, Chile welcomes them." The article is dated October 13, 2012, from Santiago. It features a colorful illustration of a stage with a sign that says "START-UP CHILE". Several people are on stage, and one is speaking into a microphone. The text below the illustration says "ONE by one they come to the stage and pitched their ideas to the crowd. There was the

HuffPost Business article titled "How Start-Up Chile Put Their Ecosystem on the Global Map and Became a Benchmark for Other Countries" by Arnie Ravanora. The article is dated October 20, 2016, at 12:26 pm E.T. and is updated 21 hours ago. The author is Arnie Ravanora, Founder & CEO of Global Invest Her, focused on demystifying the funding process to get women entrepreneurs funded faster & gender diversity. A note states "This post first appeared on the Global Invest Her blog."

ST>RT-UPCHILE

TechCrunch article titled "Start-Up Chile SCALE Fund Makes Its First 9 Investments" by Christine Hepler. The article is dated October 20, 2016. It features a large image with the text "ST>RT-UPCHILE" and silhouettes of people raising their hands. The article text includes: "Start-Up Chile SCALE, the follow-on fund backed by the Chilean government to bootstrap startup growth, is making its first nine investments. The nine companies, all graduates of Start-Up Chile's past three cohorts, will receive \$100k 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. Sebastian Vidal, director of Start-Up Chile, says the 'local equity' in Latin America there's a lack of experts -- 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.



More than 1,900 startups from 85 countries participated in the Start-Up Chile Program since its inception in 2010.

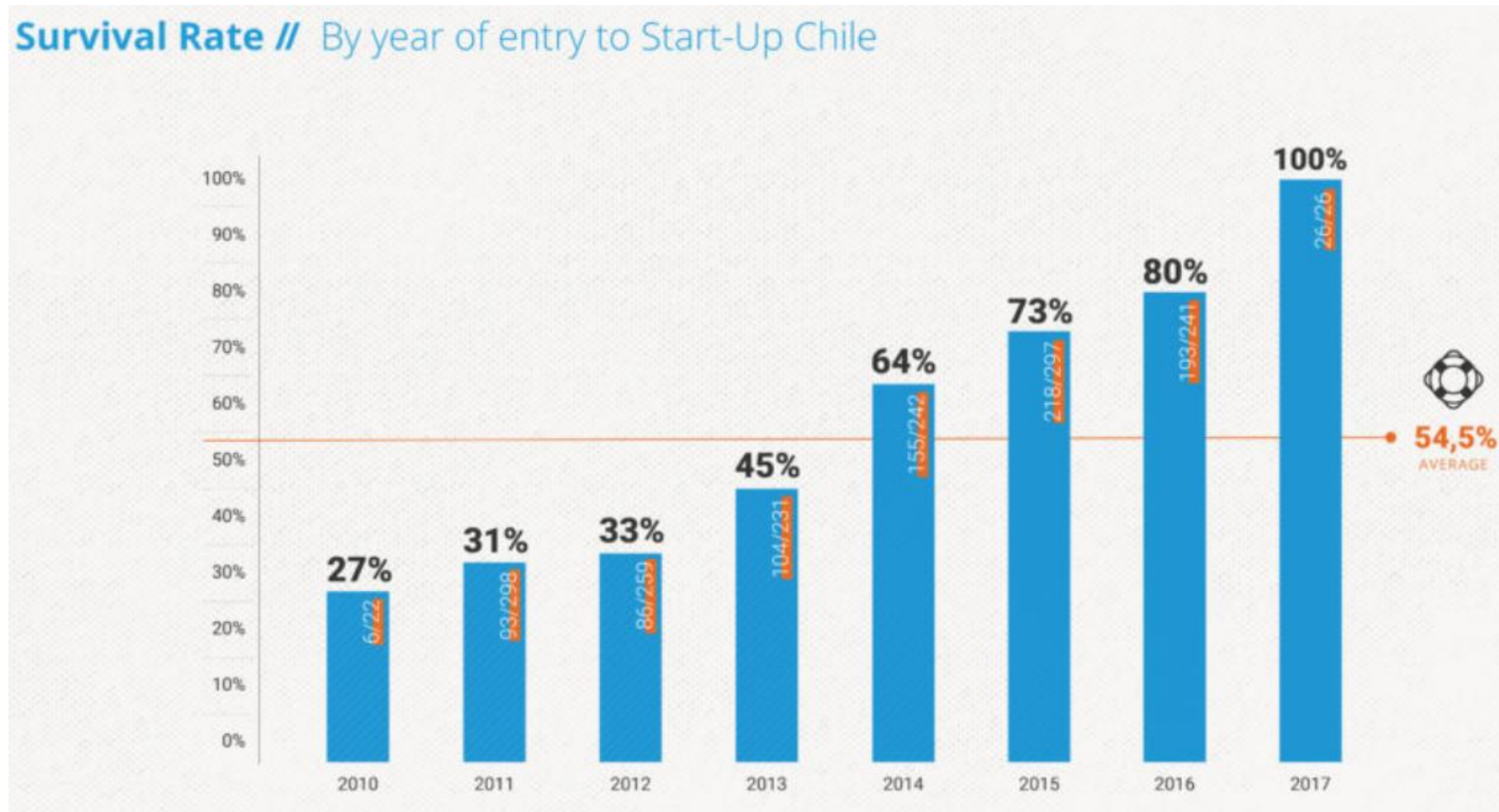


Of this portfolio, as of June 2019, 26% corresponds to Chilean entrepreneurs and 74% to foreigners.

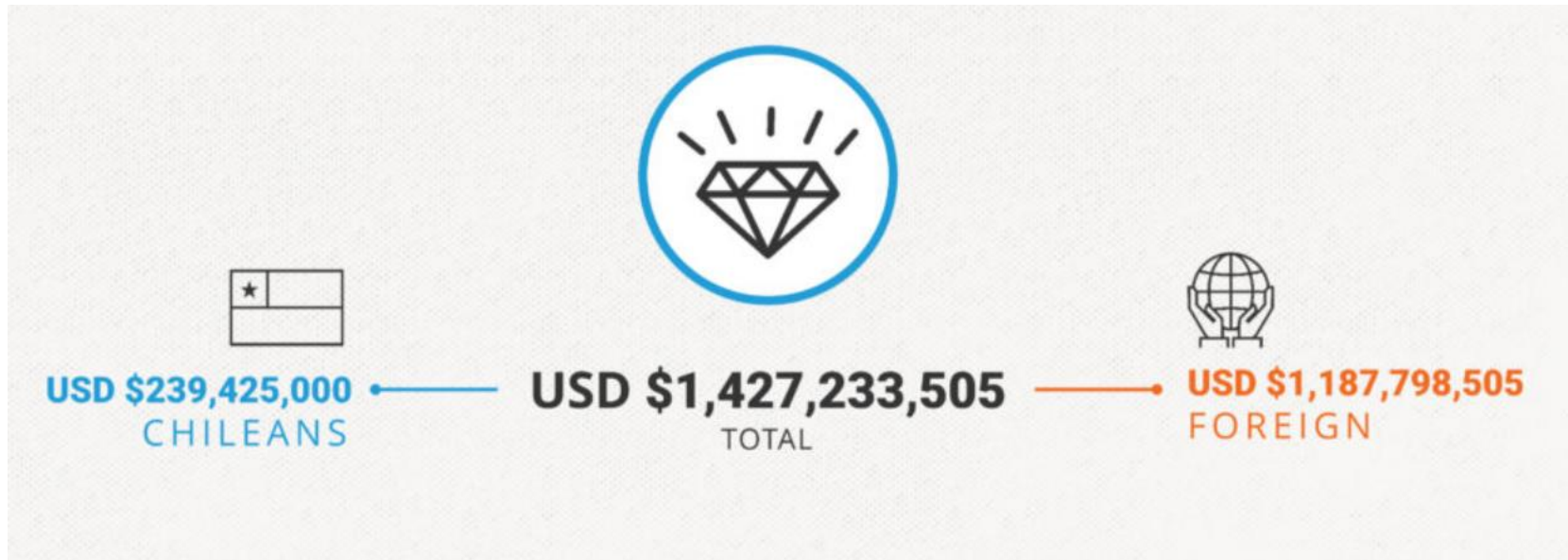


In terms of gender, 26% of the supported ventures are led by women whilst 74% by men.

54.5% of startups accelerated by the program, reported they were still active in 2017



22% of startups reported formal valuations to the amount of 1,427 million USD



Takeaway

- The designing of policy instruments is a continuous learning process, and one should not be afraid of trial and error.
- The development of an entrepreneurship ecosystem is a systemic challenge, there is not a silver bullet.
- You need to bring in the right people for the right task. In the case of Start-Up Chile, they are “entrepreneurs supporting entrepreneurs”.



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Thank you!

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