



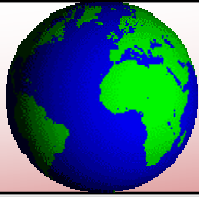
***ILLINOIS SBDC
INTERNATIONAL TRADE CENTER
AND ILLINOIS OFFICE OF TRADE
AND INVESTMENT:***

***Southern Illinois Trade
Mission to South America
March 16-27, 2009***

Brazil, Argentina, Chile, Peru



SOUTHERN ILLINOIS UNIVERSITY
EDWARDSVILLE



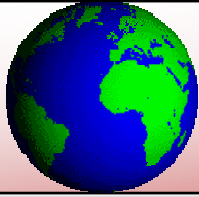
SOUTHERN ILLINOIS TRADE MISSION TO THE SOUTHERN CONE



- ❑ This was a unique opportunity for southern Illinois companies interested in finding or expanding distribution channels for their products/services in the emerging markets of this region.
- ❑ This mission was jointly organized by the Illinois SBDC International Trade Center at SIUE and the Office of Trade and Investment (OTI) of the Illinois Department of Commerce and Economic Opportunity, with the support from the U.S. Embassies in those countries and the local American Chambers of Commerce.

SOUTHERN ILLINOIS UNIVERSITY
EDWARDSVILLE

6/4/2009



ILLINOIS TRADE AND SOUTH AMERICA



- ❑ Illinois has been characterized by the great variety of its exports to South America, including machinery, medical equipment and supplies, spare parts, and raw materials.
- ❑ These products help in the efforts of Latin American entrepreneurs to modernize and to increase the productivity of their companies.



FIRST STOP: SAO PAULO, BRAZIL



SOUTHERN ILLINOIS UNIVERSITY
EDWARDSVILLE

6/4/2009



BRAZIL: COUNTRY PROFILE

- ❑ Capital: Brasilia
- ❑ Population: 198,739,269 (July 2009 est.)
- ❑ GDP: \$1.665 trillion (2008 est.)

- ❑ Exports from Illinois to Brazil totaled \$1,907,656,407 in 2008, an increase of over 38% from 2007
- ❑ Leading Illinois exports to Brazil include:

❖ Machinery, except electrical	\$ 816,896,631
❖ Chemicals	\$ 350,867,981
❖ Computer and electronic products	\$ 218,130,171
❖ Transportation equipment	\$ 168,799,751
❖ Fabricated metal products	\$ 102,658,373



BRAZIL: COUNTRY PROFILE

- ❑ Brazil is the 10th largest economic power in the world with a GDP of over \$1.6 trillion.
- ❑ Brazil's largest trading partner continues to be the U.S.
- ❑ In 2007, U.S. exports to Brazil reached \$24.6 billion, a 120% increase over 2003.
- ❑ This country has a diversified industrial sector, with many opportunities for both large and small U.S. businesses.



SECOND STOP: BUENOS AIRES, ARGENTINA



SOUTHERN ILLINOIS UNIVERSITY
EDWARDSVILLE

6/4/2009



ARGENTINA: COUNTRY PROFILE

- ❑ Capital: Buenos Aires
- ❑ Population: 40,913,584 (July 2009 est.)
- ❑ GDP: \$338.7 billion (2008)

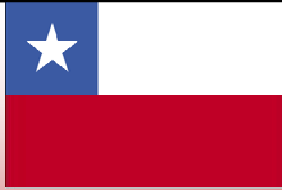
- ❑ Exports from Illinois to Argentina totaled \$333,054,251 in 2008, an increase of over 5% from 2007
- ❑ Leading Illinois exports to Argentina include:

❖ Machinery, except electrical	\$158,537,758
❖ Computer and electronic products	\$ 43,759,671
❖ Chemicals	\$ 36,250,292
❖ Electrical equipment, appliances and components	\$ 33,546,940
❖ Miscellaneous manufactured commodities	\$ 15,524,675



ARGENTINA: COUNTRY PROFILE

- ❑ Argentina's economy has sustained a robust recovery following the severe 2001-02 economic crisis, with 5 consecutive years of over 8% growth in real GDP, and is forecasted to keep performing well.
- ❑ U.S. exports to Argentina totaled \$5.9 billion which represents a 268% increase over 2002.

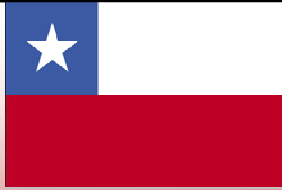


THIRD STOP: SANTIAGO, CHILE



SOUTHERN ILLINOIS UNIVERSITY
EDWARDSVILLE

6/4/2009

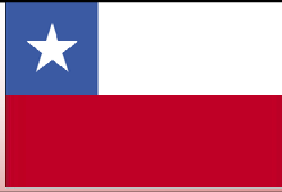


CHILE: COUNTRY PROFILE

- ❑ Capital: Santiago
- ❑ Population: 16,601,707 (July 2009 est.)
- ❑ GDP: \$181.5 billion (2008 est.)

- ❑ Exports from Illinois to Chile totaled \$826,979,257 in 2008, an increase of over 27% from 2007 and 387% from 2003
- ❑ Leading Illinois exports to Chile include:

❖ Machinery, except electrical	\$ 555,589,131
❖ Transportation equipment	\$ 63,357,644
❖ Food and kindred products	\$ 56,376,262
❖ Agricultural products	\$ 23,987,433
❖ Chemicals	\$ 23,335,499



CHILE: COUNTRY PROFILE

- ❑ Chile is traditionally one of the most stable, low risk countries in South America.
- ❑ The U.S.-Chile Free Trade Agreement which came into force in 2004 has significantly boosted U.S. exports to Chile.
- ❑ In 2007, U.S. exports to Chile jumped to \$8.3 billion, a 206% increase over 2003.



FOURTH STOP: LIMA, PERU



SOUTHERN ILLINOIS UNIVERSITY
EDWARDSVILLE

6/4/2009



PERU: COUNTRY PROFILE

- ❑ Capital: Lima
- ❑ Population: 29,546,963 (July 2009 est.)
- ❑ GDP: \$131.4 billion (2008 est.)

- ❑ Exports from Illinois to Peru totaled \$303,297,421 in 2008, an increase of over 14% from 2007
- ❑ Leading Illinois exports to Peru include:

❖ Machinery, except electrical	\$ 180,847,011
❖ Computer and electronic products	\$ 26,590,564
❖ Electrical equipment, appliances and components	\$ 25,706,624
❖ Transportation equipment	\$ 21,259,736
❖ Miscellaneous manufactured commodities	\$ 12,657,367



PERU: COUNTRY PROFILE

- ❑ Peru is one of the fastest growing economies in Latin America (its GDP growth jumped to 7.5% in 2007) and represents a rapidly expanding market for American goods and services.
- ❑ In 2007 alone, American exports grew by 41% to a record level of \$4.1 billion.
- ❑ This trend should be reinforced as a result of the recent approved U.S.-Peru Free Trade Agreement.



TRADE MISSION TO SOUTH AMERICA: March 16-27, 2009

Mission participants received:



1. Matchmaking

- Customized, in-country one-on-one business appointments with prospective agents, distributors, representatives and partners.
- Interpreter services during all the appointments.
- Local transportation.



2. Export Counseling

- In-depth briefings by the U.S. Ambassador to the host country.
- Export counseling was provided by the Illinois SBDC International Trade Center at SIUE prior to matchmaking appointments.
- Networking events in each country with the local business community.

SOUTHERN ILLINOIS UNIVERSITY
EDWARDSVILLE



TRADE MISSION TO SOUTH AMERICA: March 16-27, 2009

Mission participants received:



3. Travel and Logistical Assistance

- Preferential rates in hotels.
- Facilitation of group airport-hotel-airport ground transportation.
- Logistical and on-site support.
- Continuous follow-up assistance to ensure marketing objectives were met in all the countries visited.



All these services represented a saving of at least US\$6,000 for each Illinois participating company/organization.

SOUTHERN ILLINOIS UNIVERSITY
EDWARDSVILLE



TRADE MISSION TO SOUTH AMERICA: March 16-27, 2009

Itinerary Summary—Brief Version



- 1. March 16-17, 2009: Sao Paulo, Brazil**
 - Meeting with U.S. Commercial Service.
 - Briefing sessions for mission participants.
 - Individual business appointments.
 - Networking reception with the local business community.
- 2. March 19-20, 2009: Buenos Aires, Argentina**
 - Meetings with American Chamber of Commerce and the U.S. Commercial Service.
 - Briefing sessions for mission participants.
 - Individual business appointments.
 - Networking reception with the local business community.

March 21-22 (Saturday/Sunday): City Tours-Optional

SOUTHERN ILLINOIS UNIVERSITY
EDWARDSVILLE



TRADE MISSION TO SOUTH AMERICA: March 16-27, 2009

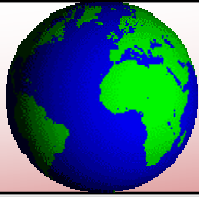
Itinerary Summary—Brief Version



- 3. March 23-24, 2009: Santiago, Chile**
 - Meeting with U.S. Ambassador and Commercial Service staff. Briefing Sessions.
 - Meeting with American Chamber of Commerce.
 - Individual business appointments.
 - Networking reception with the local business community.
- 4. March 26-27, 2009: Lima, Peru**
 - Breakfast presentation sponsored by the American Chamber of Commerce and the U.S. Commercial Service. Briefing Sessions.
 - Individual business appointments.
 - Networking reception with the local business community.

March 28-29 (End)

SOUTHERN ILLINOIS UNIVERSITY
EDWARDSVILLE



STATE OF ILLINOIS – LATIN AMERICA OFFICE



❑ The State of Illinois Latin America and Caribbean Office covers a territory comprised of 42 countries.

❑ **Raymundo Flores**

Managing Director

Paseo de la Reforma 265, Piso 14

Col. Cuauhtemoc

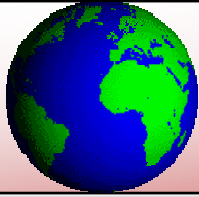
06500 Mexico D.F.

Phone: 011-52-55-5533-6666/5165

Fax: 011-52-55-5533-5163

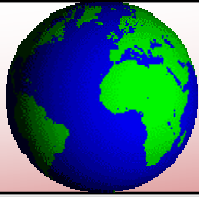
E-mail: director@illinoislatinamerica.org

SOUTHERN ILLINOIS UNIVERSITY
EDWARDSVILLE



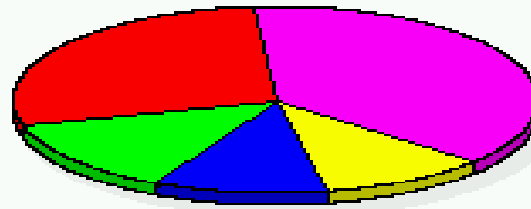
ILLINOIS EXPORTS






- Industrial Machinery & Computers
- Chemical Products
- Electrical & Electronic Equipment
- Transportation Equipment
- Medical and Surgical Products
- Agricultural & Livestock Products
- Food Products



2008 EXPORTS FROM ILLINOIS TO WORLD

Source: ITA - U.S. Dept. of Commerce



	Product	Value (\$)	Percent
	333_Machinery Manufactures	14,996,131,771	28.1 %
	325_Chemical Manufactures	6,982,273,771	13.1 %
	334_Computers & Electronic Prod.	5,710,517,363	10.7 %
	336_Transportation Equipment	5,525,777,013	10.3 %
	All Others	20,229,821,772	37.9 %
	Grand Total	53,444,521,690	100 %

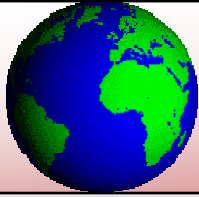


LEADING DESTINATIONS FOR ILLINOIS' EXPORTS -2008

Data - WISER



SOUTHERN ILLINOIS UNIVERSITY
EDWARDSVILLE

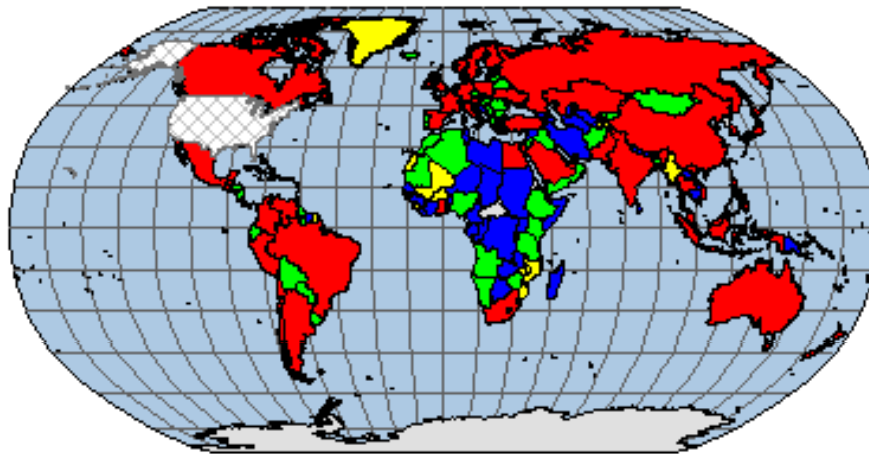


ILLINOIS TOP EXPORT MARKETS - 2008






Total Exports: \$53.4 billion

Source: ITA - U.S. Dept. of Commerce

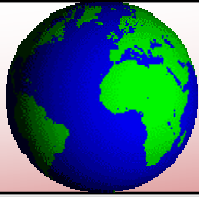
MapXtreme 2005[®] SDK Developer License, © 2006
MapInfo Corp.



2008 NAICS Total All Merchandise (in thousands)
Exports from Illinois

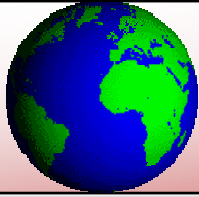
	\$65,175	:	\$14,643,718
	\$7,460	:	\$65,175
	\$903	:	\$7,460
	\$4	:	\$903
	Zero	:	

SOUTHERN ILLINOIS UNIVERSITY
EDWARDSVILLE



ILLINOIS HIGHLIGHTS - 2008

- ❑ Illinois placed sixth among the states in exports with over \$53 billion in international shipments (up 9%)
- ❑ 89% of Illinois exporters were small and medium-sized businesses (2006 data-export.gov).
- ❑ Illinois' exports generated \$5 billion in state tax revenue last year.
- ❑ Products from Illinois were sent to 218 countries.
- ❑ Over 600,000 Illinois jobs were supported by exports.



ILLINOIS SBDC
INTERNATIONAL TRADE CENTER AT SIUE

THANK YOU!

The International Trade Center at SIUE is
looking forward to working with you!

SOUTHERN ILLINOIS UNIVERSITY
EDWARDSVILLE

6/4/2009



ILLINOIS SMALL BUSINESS DEVELOPMENT CENTER NETWORK

INTERNATIONAL TRADE CENTER

Helping Illinois Businesses Succeed in the Global Marketplace

PHONE: (618) 650-3851 FAX: (618) 650-2647

E-MAIL: International-Trade-Center@siue.edu

<http://www.siue.edu/ITC>

SOUTHERN ILLINOIS UNIVERSITY
EDWARDSVILLE