

Entrepreneurial Ecosystem in Chile: Territorial Gaps and Comparative Dynamics ¹

¹ This line of research is supported by the Templeton World Charity Foundation, Inc. (grant ID DOI501100011730) under grant <https://doi.org/10.54224/32650>

EMPRENDIMIENTO



ACTITUD
INNOVADORA



MENTALIDAD
GLOBAL



VINCULACIÓN CON
LA EMPRESA



Introduction

- Entrepreneurship is not distributed evenly across the country.
- The Entrepreneurial Ecosystem (EE) refers to the set of cultural, institutional, economic, and relational conditions that influence the creation and growth of businesses in a given region.²
- This report analyzes empirical evidence from a national survey to identify regional gaps and opportunities.

² Stam, E., & Van de Ven, A. (2021). Entrepreneurial ecosystem elements. *Small business economics*, 56(2), 809-832.

Goals

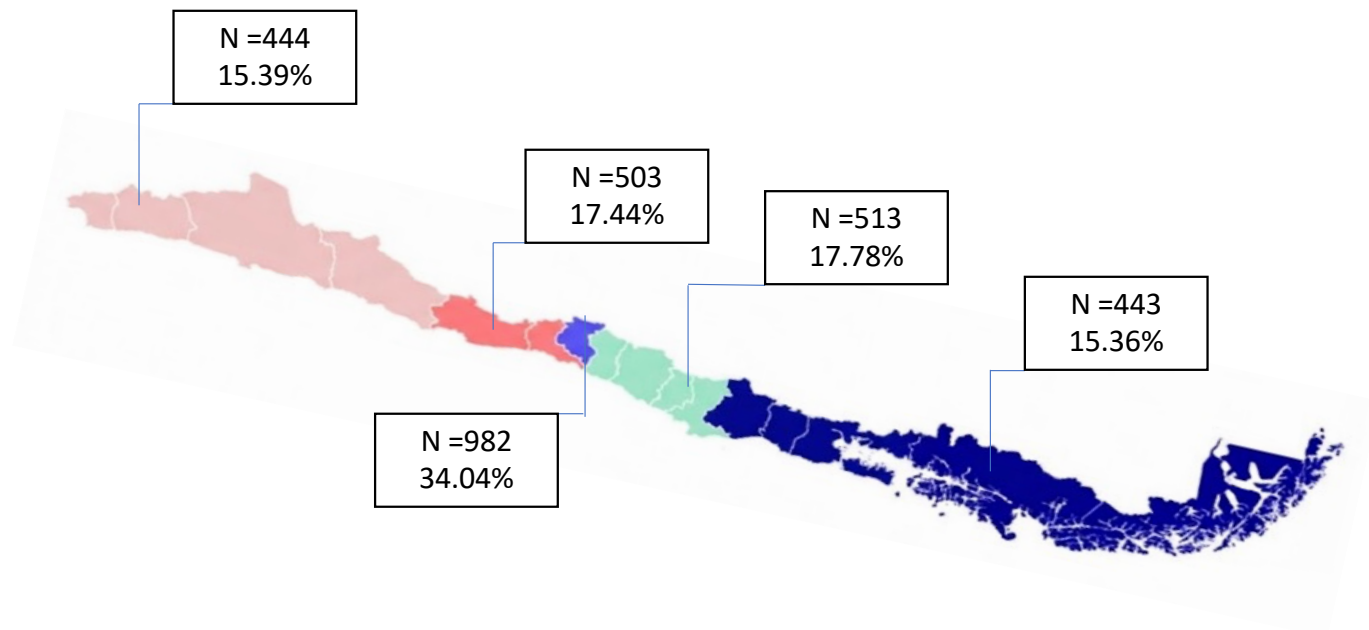
- Compare key EE indicators across macro-regions and metropolitan areas.
- Identify strengths and weaknesses at the regional level.
- Draw strategic conclusions for public policy and regional development.

Survey on Demographic Changes in Entrepreneurship: Exploring Opportunities in the Ecosystem

- Structured survey with questions on:
 - Regulatory clarity
 - Access to financing
 - Business networks
 - Participation in public programs
 - Education and training
 - Perception of opportunities
- Unit of analysis: entrepreneurs/ecosystem stakeholders.
- Aggregated comparison by macrozone vs. the Metropolitan Region.

Survey on Demographic Changes in Entrepreneurship: Exploring Opportunities in the Ecosystem

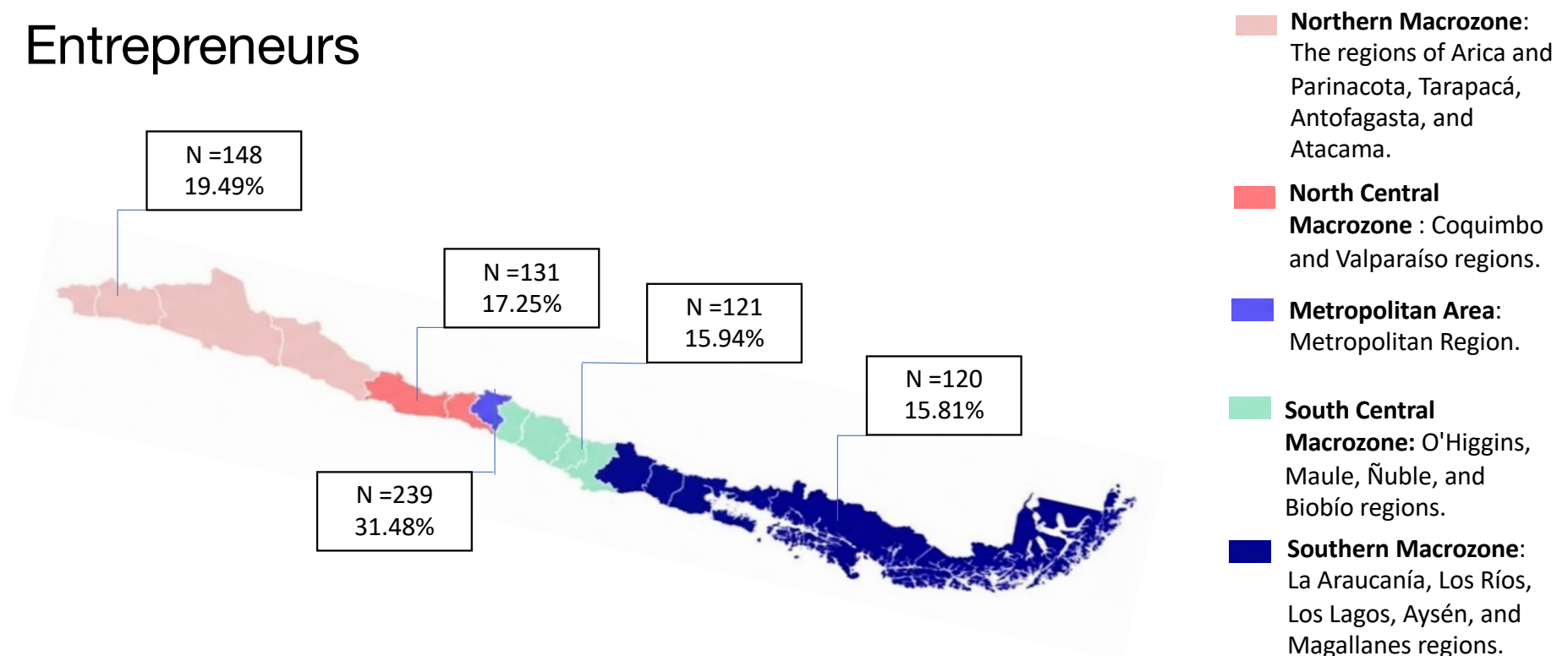
- Northern Macrozone:**
The regions of Arica and Parinacota, Tarapacá, Antofagasta, and Atacama.
- North Central Macrozone :** Coquimbo and Valparaíso regions.
- Metropolitan Area:**
Metropolitan Region.
- South Central Macrozone:** O'Higgins, Maule, Ñuble, and Biobío regions.
- Southern Macrozone:**
La Araucanía, Los Ríos, Los Lagos, Aysén, and Magallanes regions.



Total: 2.885

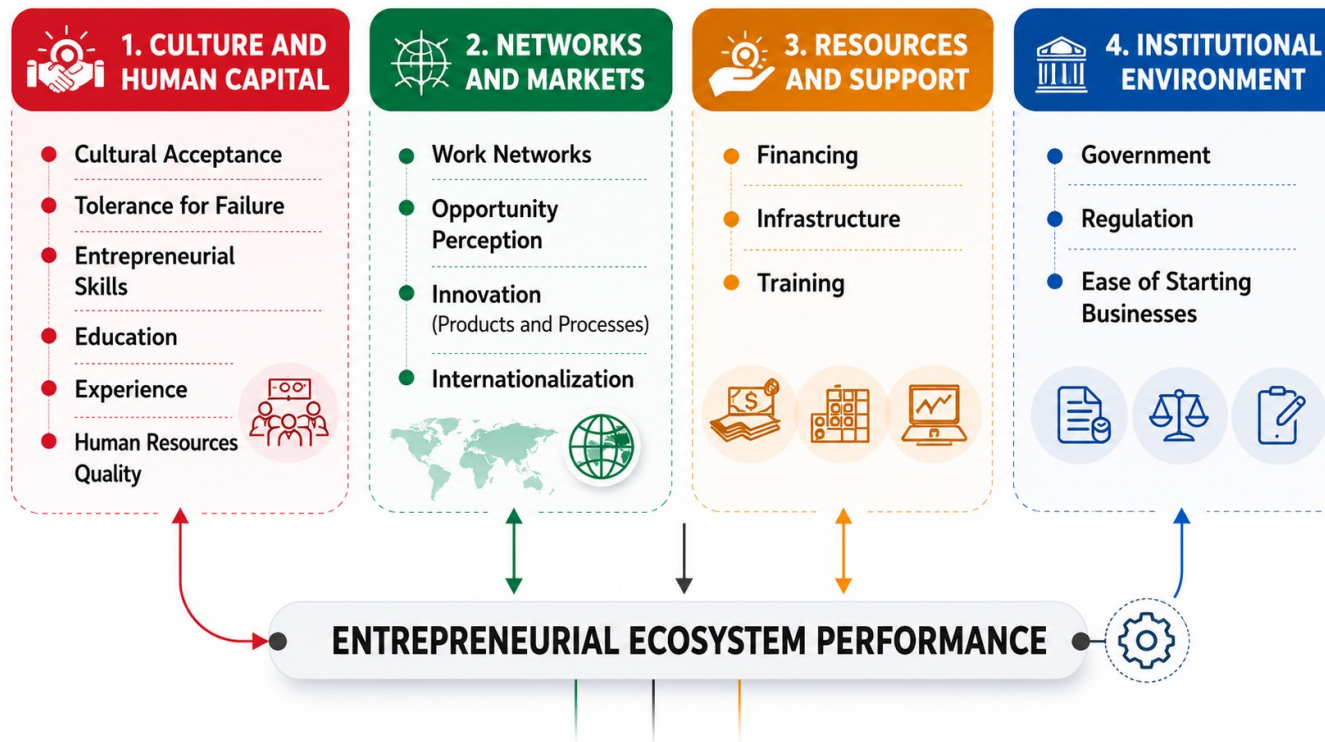
Survey on Demographic Changes in Entrepreneurship: Exploring Opportunities in the Ecosystem

Entrepreneurs

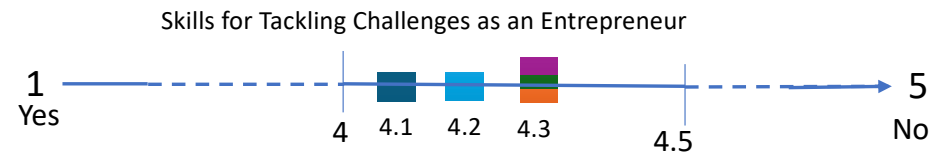
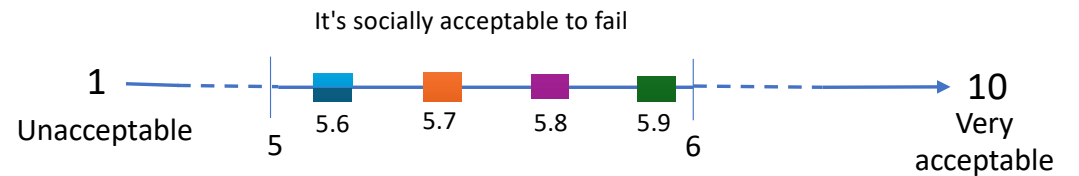
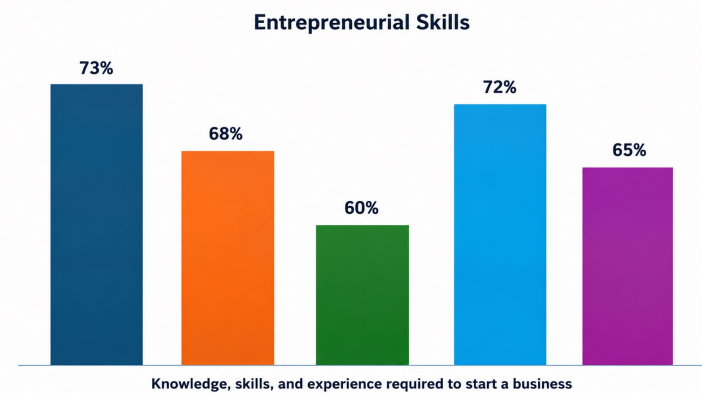


Total: 759

Chile's Entrepreneurial Ecosystem: Pillars and Components



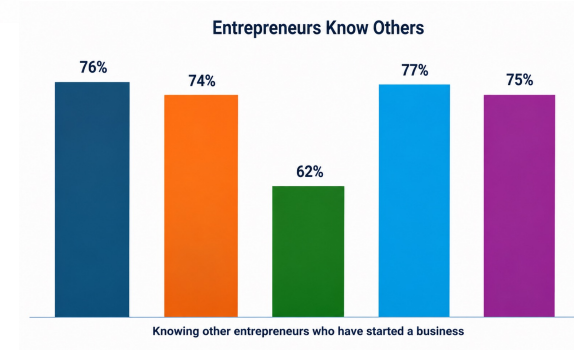
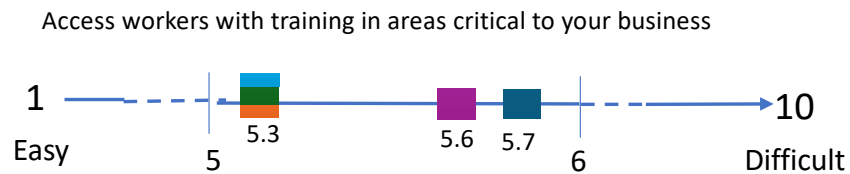
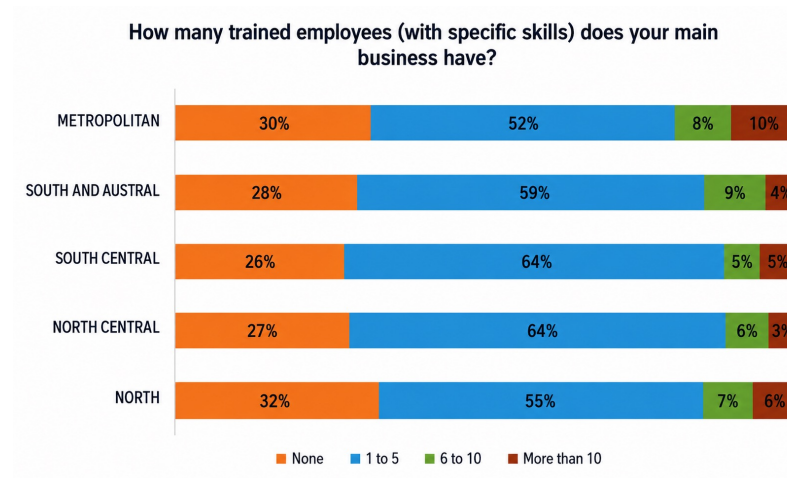
Culture and Human Capital: The Entire Population



Culture and Human Capital: The Entire Population

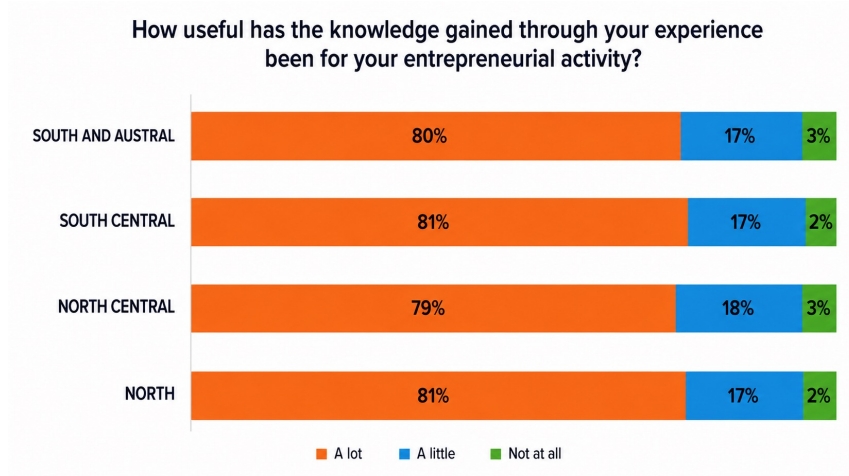
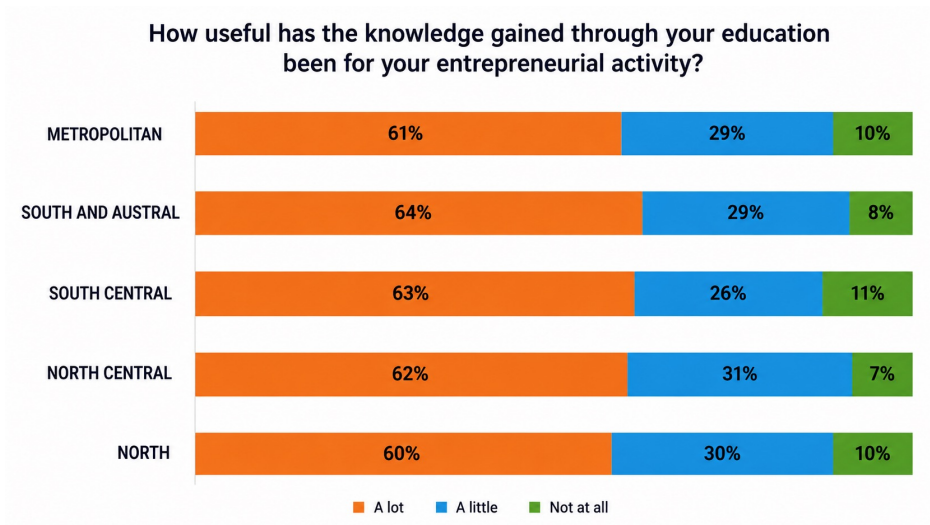
- Social acceptance of failure and perceptions of the entrepreneur's status show little variation across regions, suggesting a relatively uniform cultural foundation at the national level.
- The greatest variability is observed in the perception of entrepreneurial skills (66%–77%), indicating regional differences in entrepreneurial confidence rather than in social norms.
- Although failure is socially accepted, the fear of failure as an obstacle remains high (47%–54%), especially in the North and the Metropolitan Region, highlighting a gap between cultural norms and individual behavior.

Culture and Human Capital: An Entrepreneurial Population



Key areas: Technology, marketing, operations

Culture and Human Capital: An Entrepreneurial Population



Key areas: Technology, marketing, operations

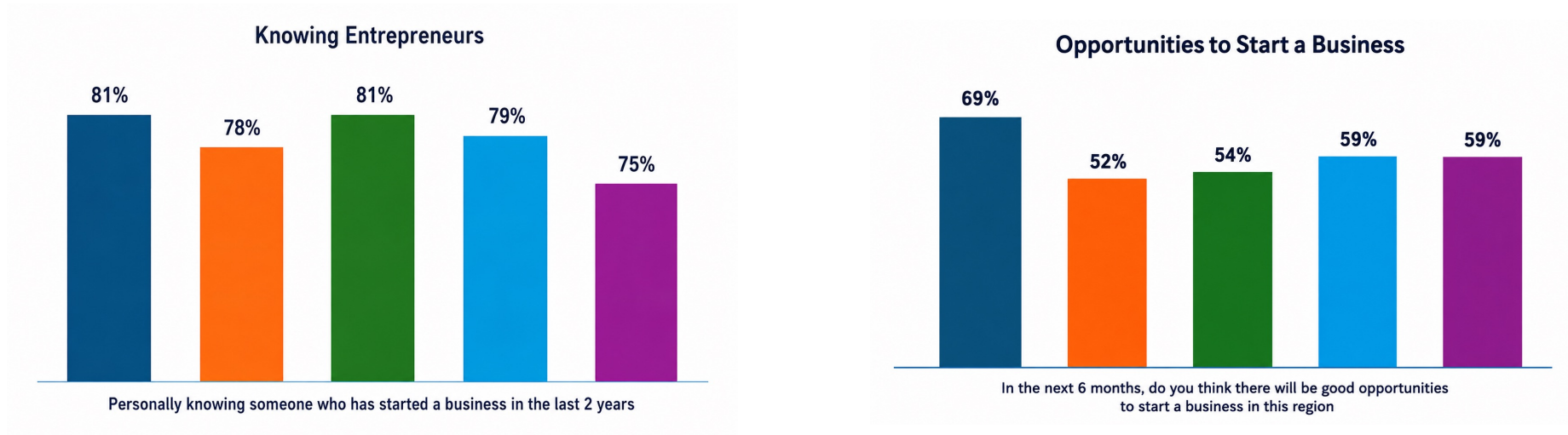
Culture and Human Capital: An Entrepreneurial Population

- Access to workers trained in technology, marketing, and operations is at intermediate levels (≈ 5.3 – 5.7 on a scale of 1–10), with no significant regional differences. The constraint appears to be systemic rather than regional.
- In all macro-regions, the category “1 to 5 trained workers” predominates, while the proportion of firms with more than 10 specialized workers is marginal. This suggests structural limitations to scaling processes.
- In all macro-regions, knowledge derived from experience is perceived as more useful than that derived from formal education. This indicates a predominantly practical learning pattern.
- Differences between macrozones and the RM are relatively small, suggesting that disparities in entrepreneurial performance are likely explained by other components of the ecosystem (financing, networks, institutional environment).

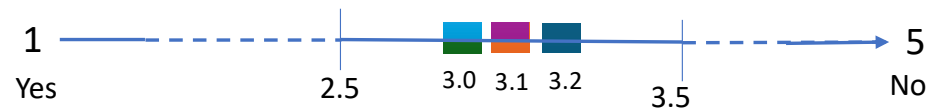
Culture and Human Capital: Conclusions

- Although the evidence shows that the entrepreneurial culture is relatively uniform and favorable across all macro-regions, the main constraint lies in the structure of the human capital available for scaling up.
- In particular, the low number of skilled workers and the moderate difficulty in accessing talent suggest an operational bottleneck rather than a cultural one.

Networks and Market: Entire Population



Feel like you belong to a community or network of entrepreneurs



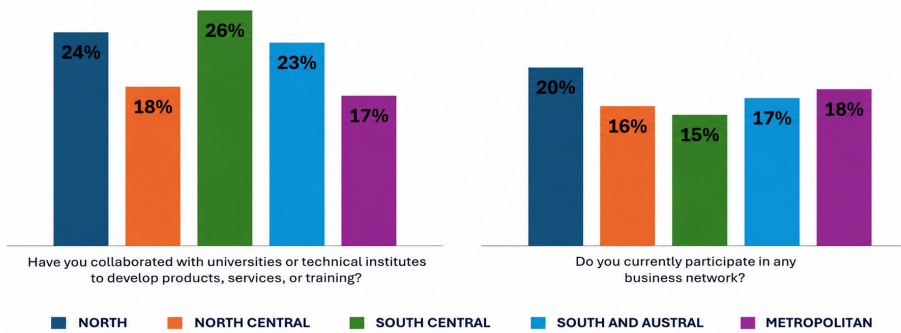
Entrepreneurial Ecosystem in Chile

Networks and Market: Entire Population

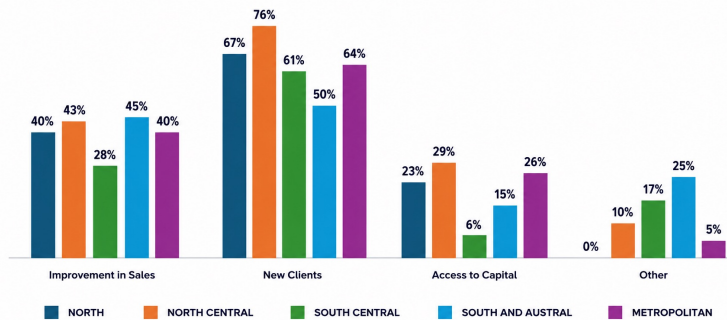
- Personal knowledge of recent entrepreneurs exceeds 75% in all regions, with even higher levels in the North and South-Central regions (81%). This suggests a widespread entrepreneurial social network across the country.
- Perceptions of opportunities to start a business show greater variation (52%–69%), with the North having the highest level and the North-Central region the lowest. Unlike the cultural dimension, more pronounced territorial differences are observed here.
- Personal networks are widely distributed, while the perception of economic opportunities shows greater variability, suggesting that the local economic environment may be explaining differences in entrepreneurial dynamism.

Networks and the Market: The Entrepreneurial Population

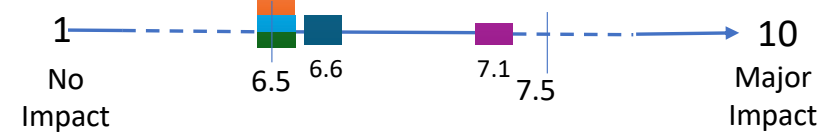
Collaboration and Networks



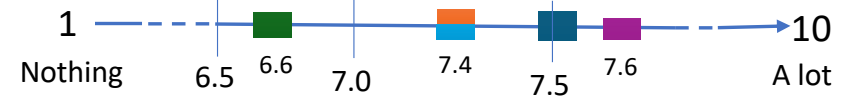
If you have participated in a business network, what concrete benefits have you obtained?



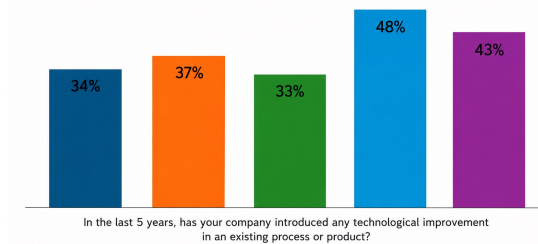
How much would you say that collaborating with universities or technical colleges has impacted your business?



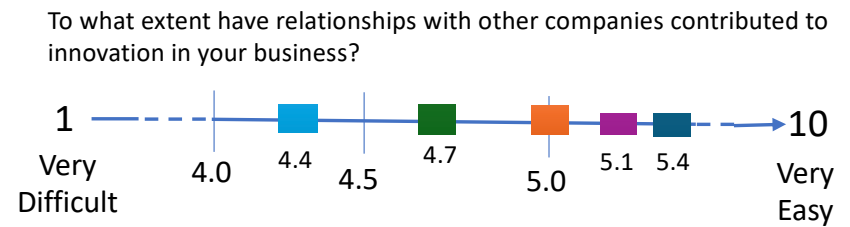
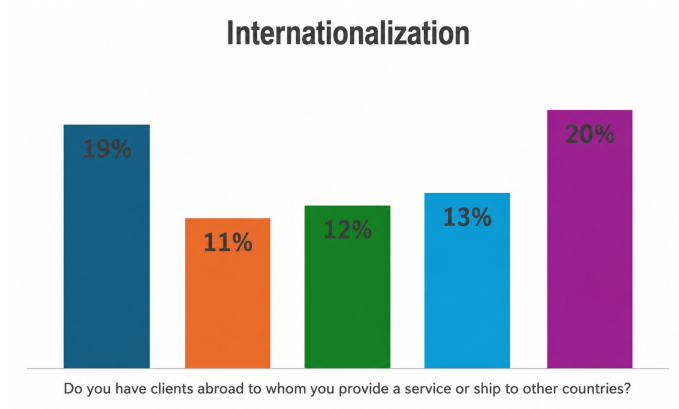
To what extent have relationships with other companies contributed to innovation in your business?



Technological Improvement in a Process or Product



Networks and the Market: The Entrepreneurial Population



Networks and the Market: The Entrepreneurial Population

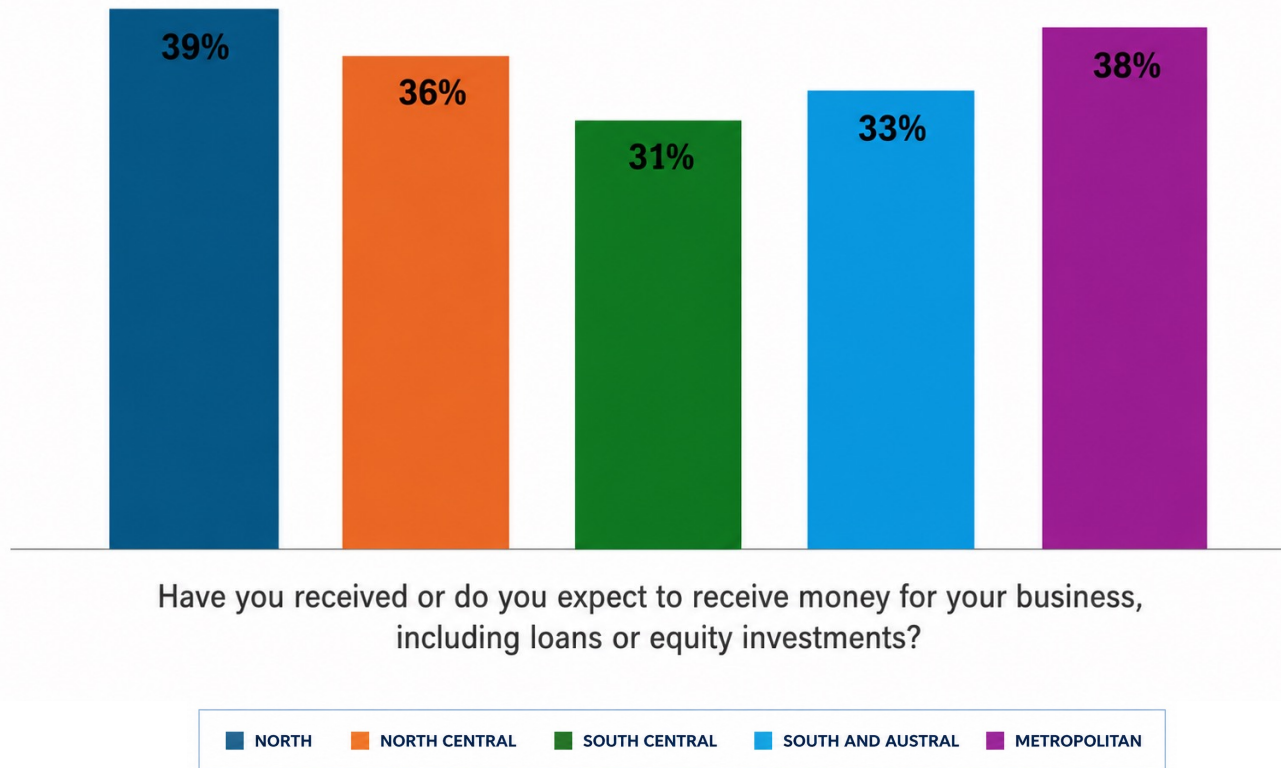
- The proportion of entrepreneurs who have collaborated with universities or participate in business networks is relatively low (15%–26%). This suggests that, although there are extensive social networks, formal institutional and business coordination remains limited.
- The main benefits reported from participating in networks are new customers and increased sales. Access to capital is significantly lower, especially outside the Central-North and Metropolitan Region (RM).
- The RM and North regions show greater international presence, while the Central-North and Central-South regions exhibit lower external integration. This suggests that openness to external markets is not yet a widespread feature of the ecosystem.

Networks and the Market: Conclusions

- Overall, there is high exposure to informal networks (knowing entrepreneurs) and moderate levels of involvement in business communities. However, effective participation in formal networks and collaboration with universities or companies is low. When collaboration does occur, its impact on innovation and performance is high, suggesting that the challenge lies not in the quality of the networks, but in their density and intensity.
- The most marked differences between macrozones are observed in the perception of opportunities and internationalization, not in the existence of personal networks. This indicates that the critical component of this dimension is not basic social capital, but rather the economic and market conditions that enable networks to be transformed into growth, innovation, and international expansion.

Resources and Support: Entrepreneurial Community

Access to Financing

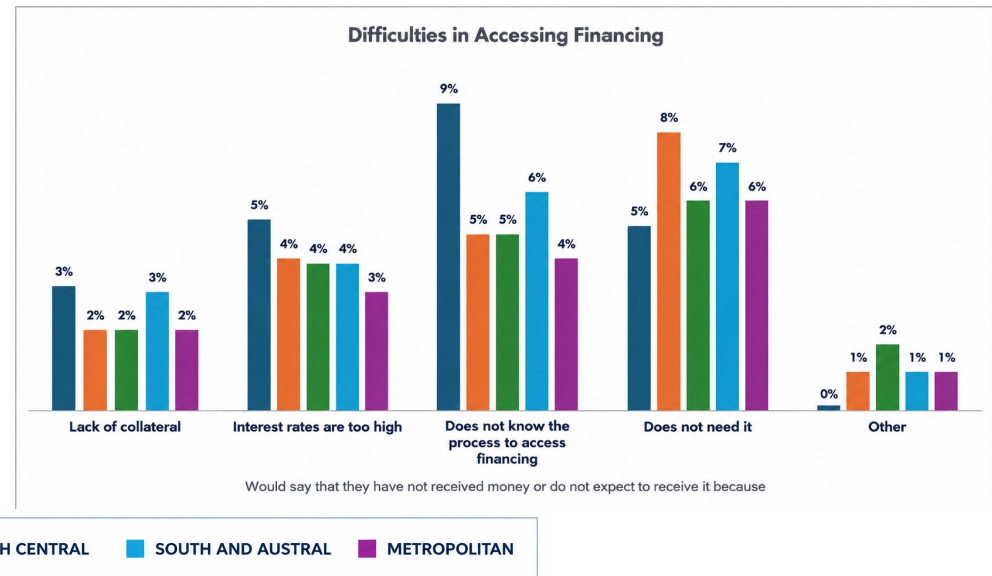
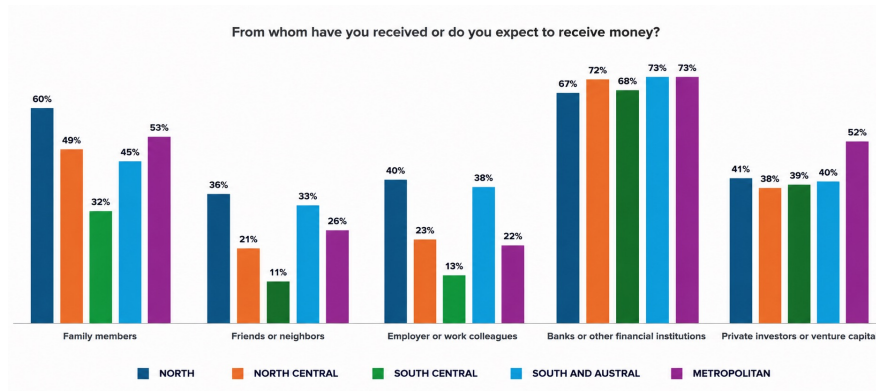


Have you received or do you expect to receive money for your business, including loans or equity investments?

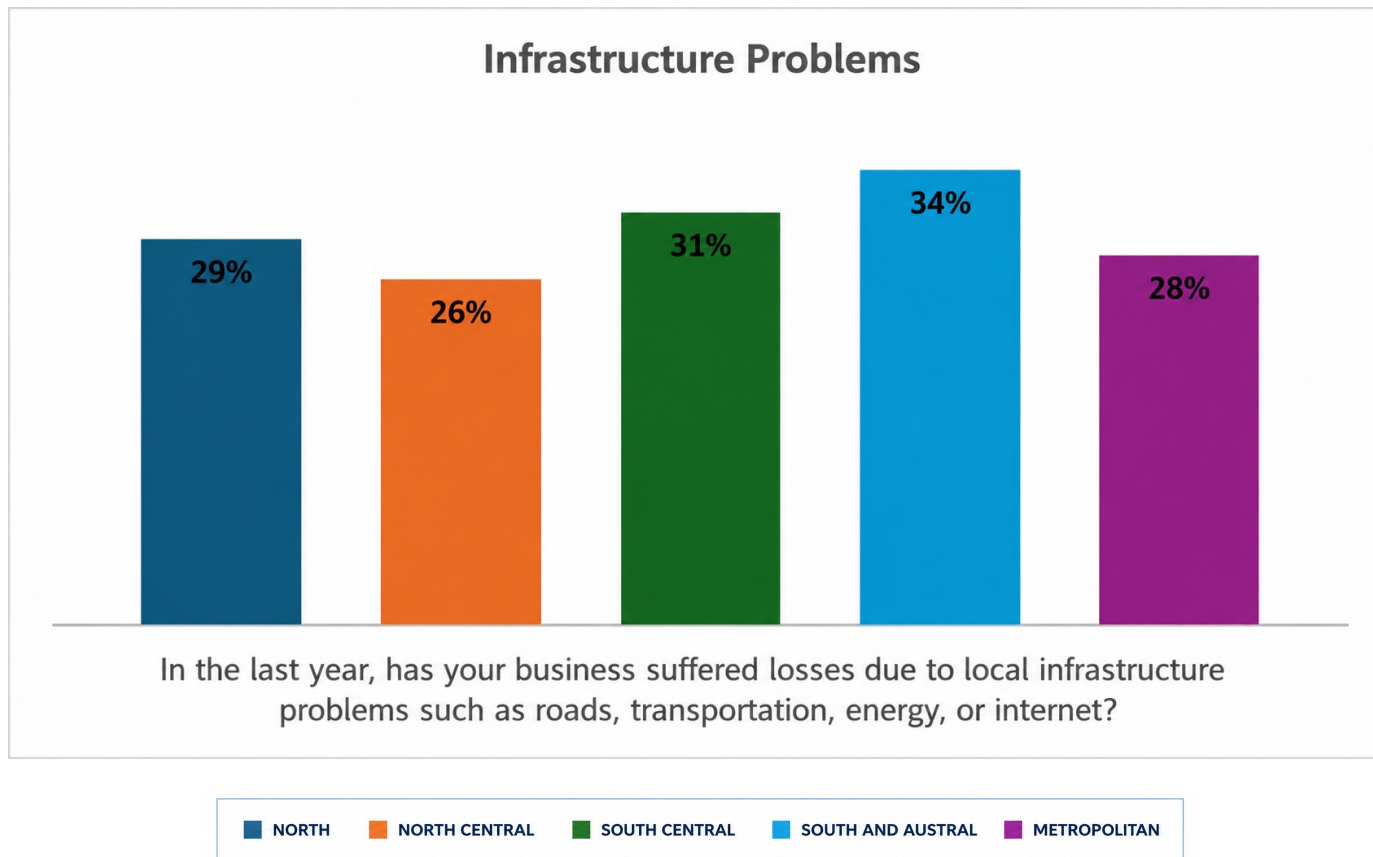


Entrepreneurial Ecosystem in Chile

Resources and Support: Entrepreneurial Community

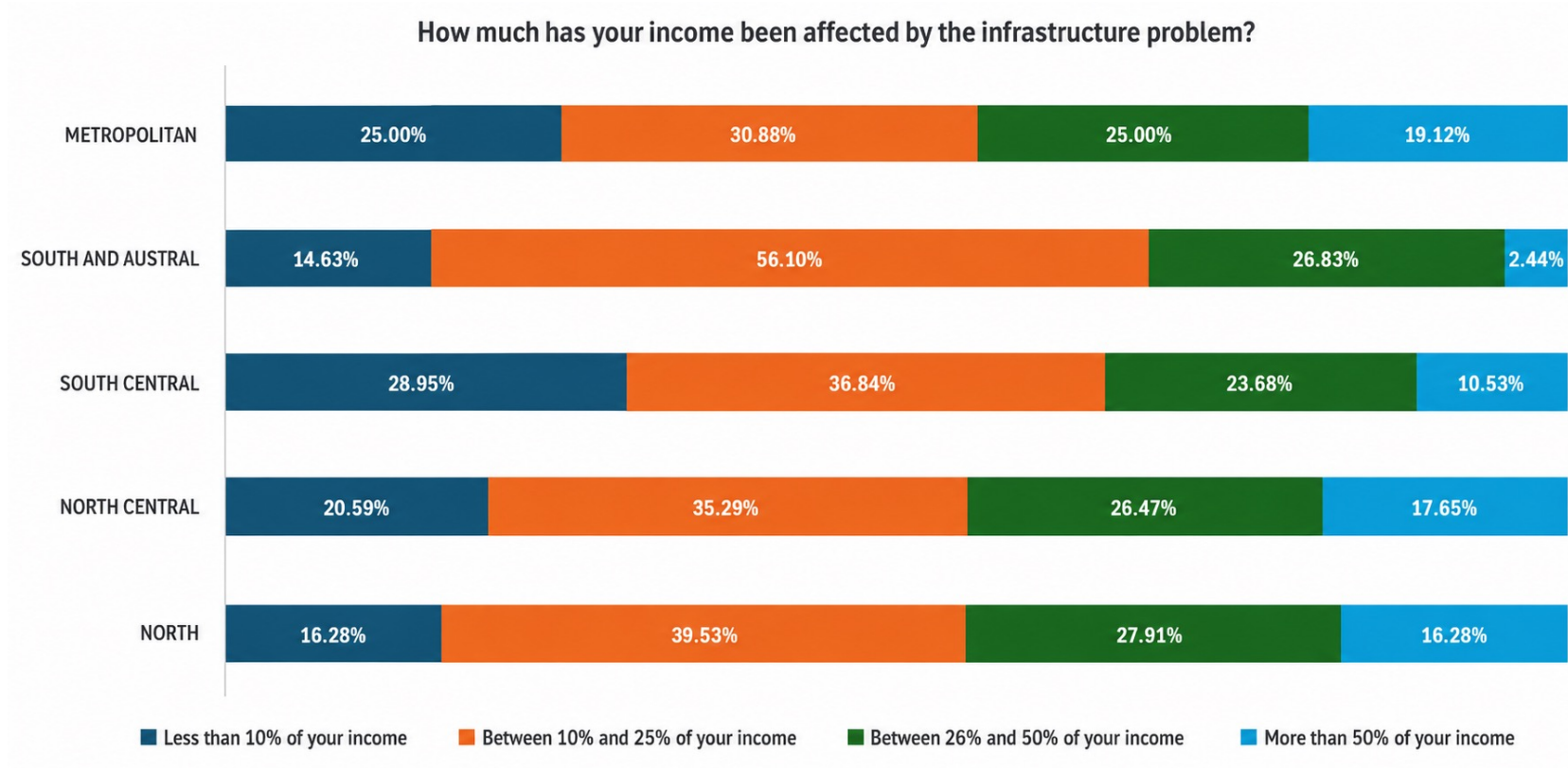


Resources and Support: Entrepreneurial Community

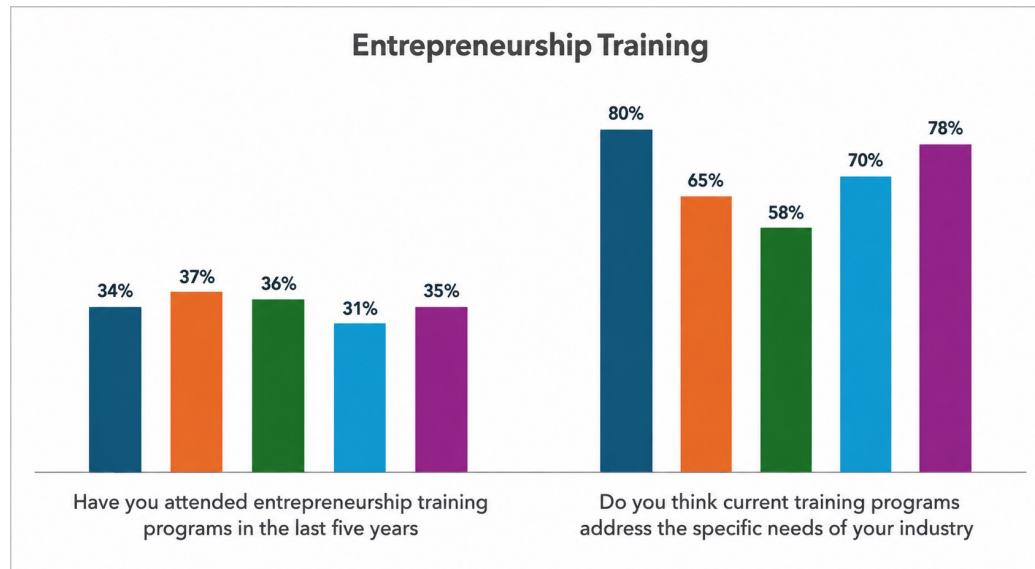


Entrepreneurial Ecosystem in Chile

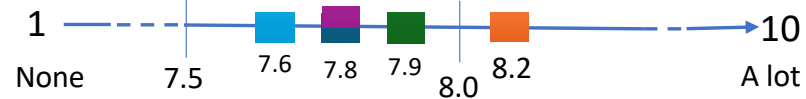
Resources and Support: Entrepreneurial Community



Resources and Support: Entrepreneurial Community



Did your business apply what you learned in your entrepreneurship training courses?

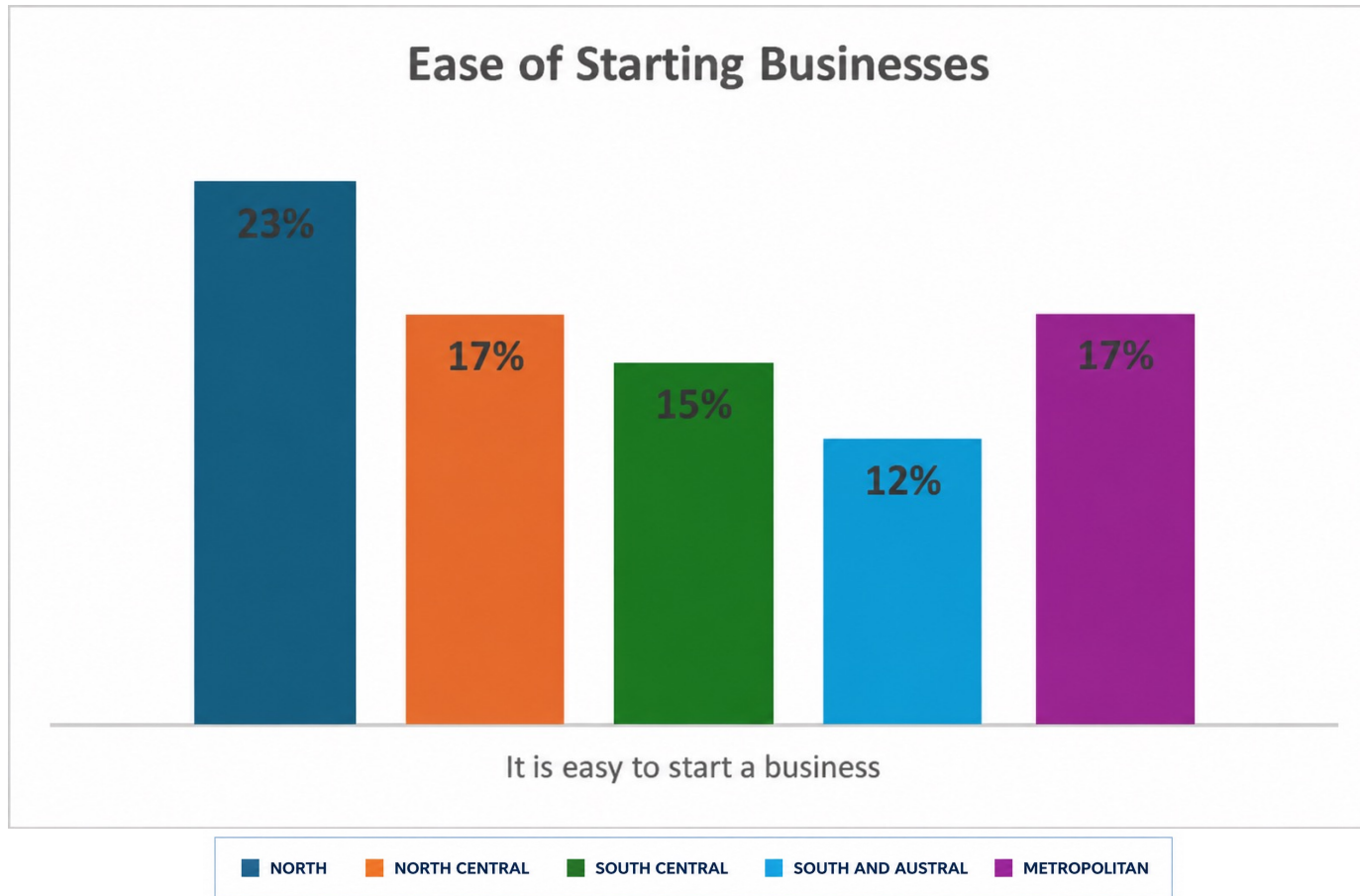


Entrepreneurial Ecosystem in Chile

Resources and Support: Conclusions

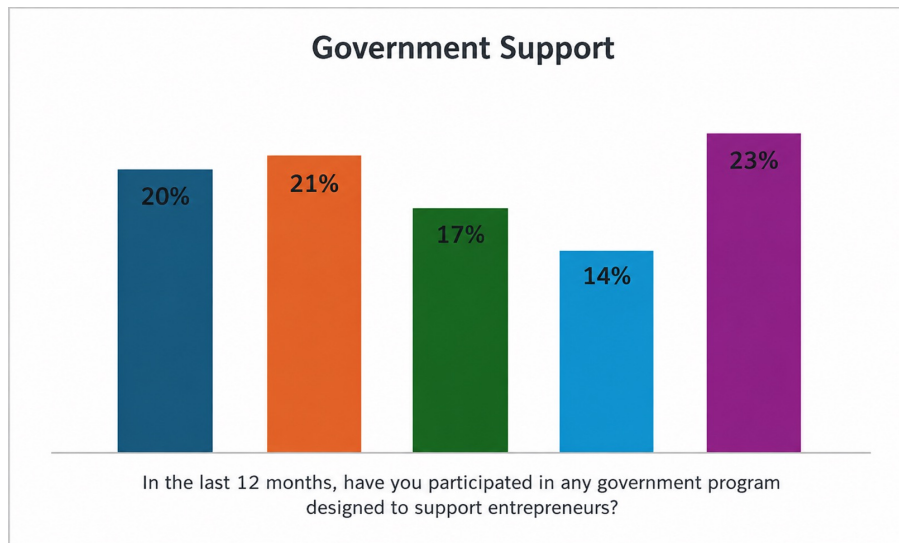
- Between 31% and 39% of entrepreneurs report having received or expecting to receive financing, with no extreme regional disparities. However, the main challenges are not limited to collateral requirements or interest rates, but rather a lack of understanding of the process for accessing funds, particularly in regional areas. This suggests an information and support gap rather than one solely related to financial supply.
- Between 26% and 34% of entrepreneurs report losses due to infrastructure issues (transportation, energy, connectivity), with a higher incidence in the South and Far South. Additionally, a significant proportion report losses exceeding 25% of their income.
- Although only between 31% and 37% have participated in training programs in the last five years, those who do report high practical application (≈ 7.6 – 8.2 on a scale of 1–10). Furthermore, a majority believe that the programs meet the needs of their industry. The challenge lies in reach and territorial coverage.

Institutional Context: Entire Population

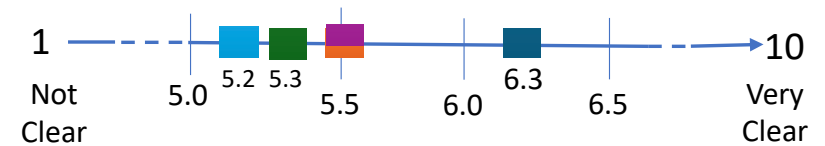


Entrepreneurial Ecosystem in Chile

Institutional Environment: Entrepreneurial Population



Did your business apply what you learned in your entrepreneurship training courses?



■ NORTE ■ CENTRO NORTE ■ CENTRO SUR ■ SUR Y AUSTRAL ■ METROPOLITANA

Institutional Context: Conclusions

- Only between 12% and 23% of the population believes it is easy to start a business in their region, with the highest rates in the North (23%) and the lowest in the South and Far South (12%).
- Participation in public support programs is low (14%–23%), even in the Metropolitan Region. This indicates that the reach of public instruments is limited relative to the entrepreneurial population, which restricts their systemic impact.
- The institutional environment does not appear to be the primary regional differentiator in absolute terms, but it does constitute a cross-cutting constraint: low ease of entry, low coverage of public support, and moderate regulatory clarity create an environment that partially enables, but does not actively stimulate, entrepreneurship.

Conclusions

- Fear of failure is a major obstacle in the Metropolitan Region and the Northern Macrozone: Although cultural and social acceptance of entrepreneurship is relatively uniform nationwide, the Metropolitan Region and the Northern Macrozone have the highest levels of fear of failure as an obstacle to entrepreneurship. In contrast, entrepreneurs in the North-Central, South-Central, and Southern Macrozones report lower levels of fear.
- The RM leads in internationalization compared to the low openness of the central and southern regions: In terms of market reach, the RM (20%) and the North (19%) stand out for having the highest proportion of entrepreneurs with customers abroad. This indicates that openness to foreign markets is not yet a widespread feature of the Chilean ecosystem, as the North-Central (11%), South-Central (12%), and Southern (13%) macrozones show significantly lower levels of international integration.

Conclusions

- Greater reach of government support programs in the RM: When assessing the institutional environment, the RM is the region with the highest percentage of participation in public programs supporting entrepreneurship (23%). In the other macro-regions, coverage is lower, reaching its lowest point in the Southern Macro-region at just 14%, indicating that the reach of public instruments is more limited at the regional level
- Regions are more severely impacted by infrastructure deficiencies than the RM: While challenges such as access to specialized talent or securing financing are systemic bottlenecks that are similar across the country, infrastructure gaps make a significant territorial difference. Transportation, connectivity, and energy issues affect regional businesses more, reaching a 34% incidence in the Southern and Austral Macrozones, compared to the 28% reported in the RM.

The Entrepreneurial Ecosystem in Chile: Regional Gaps and Comparative Dynamics