• The Ministry of Education is responsible for pre-primary, primary, & secondary schooling in Chile.
• Compared to other developing countries, Chile has relatively high access to education: universal coverage at primary school level (6 to 13) was achieved in the mid-sixties; secondary education (14-17) reached 90% in the late 80's.
• General literacy levels are at 98.6% for both men and women.
• In 2015, 50 grants were given by Becas Chile to Chileans studying to become English teachers through PIAP (Programa Inglés Abre Puertas “English Opens Doors”) to spend a semester abroad in an English speaking country, of which 10 went to the UK.
• The UK was the number one destination for Chilean Master Students as part of the Becas Chile Scheme in 2015.
• With the new School Reform, students who fulfill the lower income conditions have access to 30 higher educational institutions for free.

Chilean schools are divided as follows:
• **State schools**: Most Chileans enroll in State schools. As part of the new School Reform in 2016, state schools will be 100% financed by the state as opposed to receiving funds to complement their own funding. Administration of these schools will remain the same as before the Reform.
• **Fully private schools**: These schools receive no funds from the state and many are linked to religious organisations. Fees vary from US$150 to US$1,200 a month.
• **Private technical vocational schools**: A small percentage of Chileans enroll in these schools which are run by industrial groups; most offer apprenticeships within five areas of specialisation - commercial, industrial, technical, agricultural and maritime.

**Business Opportunities**
• Opportunities for business exits in partnering up with Becas Chile who send large numbers of Chilean students abroad every year; Becas Chile have grants aimed specifically for English teachers but opportunities also exists in receiving Chilean exchange students in general. E.g. For vocational studies, 322 grants were granted in 2015 but as the UK does not have any vocational institutions partnered with Becas Chile, none of these 322 students went to the UK. Becas Chile gives grants to study abroad for the following four groups: Post Graduate Studies, Mathematic & Science Teachers, English Language Teachers and Vocational Studies.
• Chilean universities might also be interested in creating joint degrees with a British university.
• Similar to Becas Chile, Programa Pingüinos sin Fronteras, offers grants for a semester abroad in an English speaking country to secondary school students who score the best marks on the SIMCE test (an English proficiency test).
CORFO (Chilean Economic Development Fund) gives scholarships for English lessons for professionals ([www.corfo.cl/becasdeingles](http://www.corfo.cl/becasdeingles)) 20 British schools are registered in the Association of British Schools Chile and could be potential business partners for offering English lessons, developing teacher training or consultancy services.

Teaching institutions are increasingly investing in online learning services and distance training for certification. There is space in the market for international educational certification in several areas such as: Energy, Tourism, Mining, skilled labour such as Carpentry, Mechanics, IT etc.

Special Needs Education has become a point on the Government's agenda and a state subsidy for integration projects has increased significantly.

### Key Players

- Universities fall into two categories:
  - Traditional: Universidad de Chile and Pontificia Universidad Católica de Chile are the two most recognised traditional universities. Established prior to 1981, these are generally the most prestigious and have a standard comparable to international standards.
  - Private: Established after 1981 and are less prestigious than the traditional universities.

Please find a list of all recognized universities in Chile [here](http://www.salondelaeducacion.cl) and their ranking [here](http://www.english.uc.cl/Contenido/english-expo-2015.html).

### Challenges

- Given restrictions on publishing materials for use in State schools, there are not large opportunities for UK publishing companies to sell their own ready-made resources but there may be opportunities to advise on curriculum content. Whereas, the private schools have no restrictions and could be a good business opportunity.
- Chile scores low in the EPI (English Proficiency Index) and English is not widely spoken.

### Key Events

- Salon de Educación. Annual education trade fair held in September. [http://www.salondelaeducacion.cl](http://www.salondelaeducacion.cl)

### How Britcham Chile Services can help you

We offer entry, contact, professional, and growth and development services to facilitate your success in one of the leading developing economies in the world.

These include:

- Market overview & analysis
- Identification and assessment of potential business partners
- Introductions & appointments
- Commercial representation
- Marketing support
- Networking
- Back office and legal support

For more information and further discussion on how we can help, feel free to contact us on:

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