

**Ybns. Dr. Nor Azlina Ariffin, Undersecretary of the Technology Transfer and R&D Commercialization Division, Ministry of Science, Technology, and Innovation (MOSTI)**

Ladies and gentlemen

Most respected authorities and friends in all fields of human knowledge, hereby present.

Allow me to express on behalf of the Chilean people and of our government, the best wishes on the inauguration of the Global Drone Conference and Exhibition along with the INNOVATIVE Tech Show 2022.

These events constitute one further step to consolidate the high standing of Malaysia in the fields of artificial intelligence, robotics, and drones in the region and worldwide.

The bonds between Chile and Malaysia, particularly since the opening of Chile's resident embassy in Kuala Lumpur in 1989, are a story of friendship, of shoulder-to-shoulder collaboration and of mutual benefits in many areas of society, diplomacy, science, culture, industry, environment, trade and businesses.

The array of 10 bilateral agreements and nearly 20 MoUs cover defense, information, culture and tourism, protection and promotion of investment, avoidance of double taxation, economic, scientific and technical cooperation (1992), Antarctic sciences, green hydrogen and its applications to industry, renewable sources of energy, and the 2010 Free Trade Agreement Chile Malaysia, the only one Kuala Lumpur has signed with any country of the American continent, from the North Pole to the South Pole, beyond Patagonia and the Straits of Magellan. That has granted many Chilean renowned products to bring its quality to Malaysia and hence being, as we call them, "inexpensive".

After presenting my credential letters as ambassador of Chile to his Majesty Yang diPertuan Agong in December 2020, one of our first tasks was to refresh the intensive links developed in the 1990's. Back then, the first South pacific crossings of a Malaysian Head of Government -namely Tun Mahathir bin Mohammad- with a 200-strong delegation to South America, opened the southern hemisphere's air connection for Malaysian Airlines.

Paramount among these links are those with The Malaysian South-South Cooperation MASSCORP, born after that pioneer trip, and through them with MASSA and MAJECA, as knowledgeable referents and active players about the south-south cooperation between southeast Asia and Latin America.

Among the matters discussed was the embassy's drive to disseminate and inform to the players in the field (industry, associations, universities, etc) of the existence of the network of bilateral agreements between Chile and Malaysia, in the science and technology, joint-ventures and cultural

and tourism fields. When our scientific cooperation agreement was signed in 1992, robotics was more science fiction than everyday reality, drones included.

Being Malaysia a world leader in drones technology and services, a matter brought up to our attention by the ambassador of Malaysia to Chile H.E. Abu Bakar, we jointly begun to facilitate the bonds between the Association of Chilean pilots of unmanned flying vehicles (drones) -APANT Chile- and its counterpart here MyAIRA, that led to them signing a Memorandum of Understanding for cooperation in the field, signed online in October 2021. This is the first international MoU for APANT Chile and the second one for MyAIRA, after theirs with APARA in Singapore.

Malaysia and Chile have collaborated since the signing of those agreements and the Chile joining of APEC and becoming a Development Partner with ASEAN, both with the decided support of Malaysia. Hereby we would like to highlight here once again and express our national gratitude to the Malaysian People.

This has resulted in a shoulder-to-shoulder cooperation encompassing sectors as varied as the development of a satellite neighborhood with railroad service included in the vicinity of our capital Santiago -of nearly US\$ 200 million- by Malaysian developers, to Chile's navy shipyards joint-venturing in shipbuilding in Kuching, and from Malaysia's first real estate investment in the region, purchasing a building in Santiago, to a joint venture to produce and export worldwide the safety footwear "Keriss", to name a few.

Now, drones are a new threshold that is poised to be a worldwide challenge, particularly to balance the speed of technology and need of logistic services into society of these flying artifact, and the implications about safety and privacy that their limitless versatility offer.

Indeed, along with the benefits such as its myriad of applications in agriculture, mining, science, research, emergencies, medical support in faraway locations, and different services from deliveries to warehousing and stock control, there is a new field for both national and international legislation on drones that it is evolving.

In 10 years' time, what was a science fiction matter in the 1990's may be a flying daily reality of urban and rural landscapes.

In this environment, Chile can offer its internationally recognized standing as a leading tech hub in Latin America, derived from some key factors:

### **Solid digital infrastructure**

Connectivity:

- 8 submarine fiber optic cables: Curie (Google), Pan-am, Austral and Prat, among others.
- “Humboldt” 1<sup>st</sup> South Pacific transoceanic fiber optic cable to connect South America (from Chile) with Oceania (New Zealand and Australia).

### **5G**

- 2021: successful bidding process
- 2022: 5g deployment throughout the country
- The above will allow the massification of edge computing and implement solutions in areas such as industrial automation and data science.
- Chile is regional hub for data centers: 20+ data centers already installed in the country: Microsoft Azure, Google, Oracle, Huawei, AWS, among others.

### **Access to digital talent**

- Santiago is ranked as the top 3<sup>rd</sup> city with the largest tech talent availability in Latin America: 112,806 tech professionals in Santiago (source: Scoring Tech Talent, CBRE Research 2021).
- Chile is ranked as the most mature country in the use of IT In Latin America (Top Strategic Trends, Gartner 2021)

As well, there are other actions we are implementing to maintain our position as a tech hub, such as:

- Continued development of digital talent & skills
- Re-skilling program “Talento Digital para Chile” (Digital Talent of Chile) aimed to train 16,000 non-IT professionals into programmers.
- DEPA: Digital Economy Partnership Agreement (Chile, Singapore, New Zealand). This brings a fresh focus into our trade agreements, to facilitate digital trade and creating a framework for the digital economy. As DEPA is open for new members, People’s Republic of China has already requested to participate.
- Investment in friendly regulatory reforms and frameworks

**Ladies and gentlemen**

We are confident that the roles of Chile and Malaysia are well established as hinges and platforms for our respective regions, namely South America and Southeast Asia.

Very much as it was 500 years ago, when the first link between today's Chile and today's Malaysia was documented. This was in 1521 with the landing in the Straits of Magellan at Tierra del Fuego -land of fires- of Panglima Awang, a teenager sailor former resident in Melaka, who became the interpreter of Ferdinand Magellan in the first circumnavigation of the world.

What then took years of harrowing efforts to explore our blue planet, with the same spirit of teamworking that was needed then, today we can visualize a common future working together for the advancement of our nations and regions, this time with the clear notion that the sky is the limit.

Muchas gracias, banyak terima kasih.

Diego Velasco von Pilgrimm  
Ambassador Extraordinary and Plenipotentiary  
of Chile to Malaysia