

Voluntary Report – Voluntary - Public Distribution

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Report Name: Citrus in Chile

Country: Chile

Post: Santiago

Report Category: Citrus

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Report Highlights:

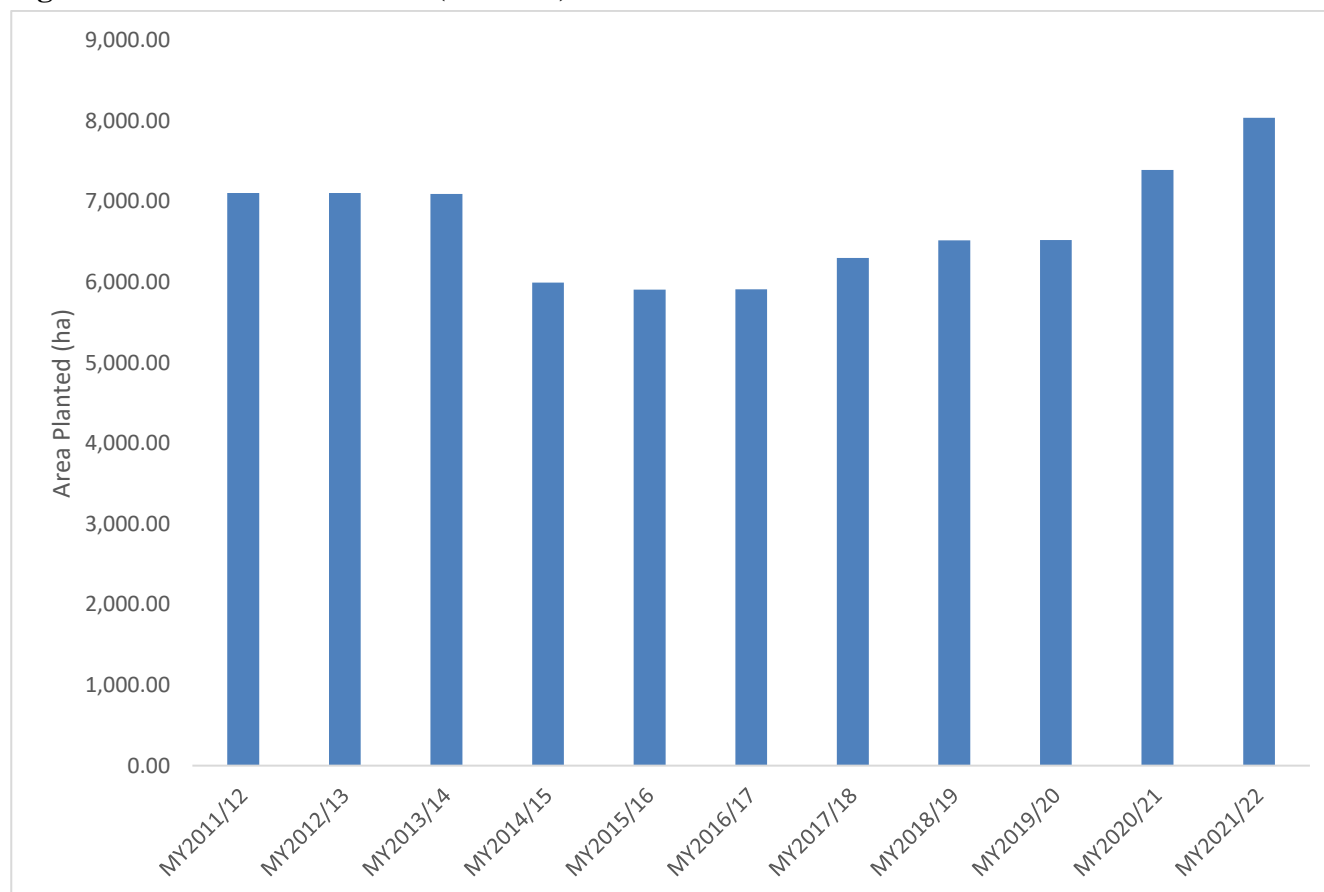
Citrus production in Chile increased the past ten marketing years. Lemons and mandarins became a profitable alternative to table grape and avocado producers in the regions of Coquimbo, Valparaíso, Metropolitana and O'Higgins. Production of oranges remains relevant, but area planted has not increased as with lemons and mandarins. The top market for Chilean citrus is the United States. However, Chile is always looking to diversify its exports markets. In May 2020, Chile gained market access to the Chinese market for mandarins, lemons, oranges, and grapefruit. Chilean exports of citrus to that market are still growing since the varieties that the Chinese market demands are different to those sent to the United States.

Commodities:
Lemons, Fresh

Production:

Lemon area planted in Chile grew from 5,911 hectares in MY 2016/17 to 8,038 hectares in MY 2021/22 (see Figure 1). Since lemons are sensitive to low temperatures and frost, lemon producers are in the central and northern regions of Chile, where temperatures are higher, compared to the southern regions. Additionally, producers strategically plant citrus orchards on hillsides, where the risk of frost is lower than in the valley. Chile produces lemons in the summer months between December and March for the domestic market and during the winter months between June and September for the export market.

Figure 1: Lemon Area Planted (hectares)



Source: ODEPA, 2022

The centrally located *Metropolitana* region holds 41.1 percent of the area planted, with a total of 3,303 hectares, making it the top lemon producing region in Chile (see Table 1). Towards the central-north part of the country, the *Valparaiso* and *Coquimbo* regions hold 25.1 and 20.3 percent of the area planted, respectively. These two regions are characterized by relatively high temperatures, which make them ideal for citrus production. The *Coquimbo* and *Valparaiso* regions also produce table grapes, walnuts, avocado. These regions have few other alternatives for fruit production because of the warmer climate and lower water availability. Citrus has become an attractive and profitable option for fruit producers in recent years.

The *O'Higgins* region, south of the *Metropolitana* region, holds 12.2 percent of the planted area. Lemon area planted in the *O'Higgins* region grew 69.2 percent in the past three marketing years. With moderate temperatures and high availability of water, the *O'Higgins* region also produces cherries, table grapes, walnuts, avocado, apples, and nectarines.

For the past ten years drought has impacted Chile, making it necessary to invest in irrigation infrastructure to produce lemons. Chilean producers use drip or micro-sprinkler irrigation to increase water efficiency and crop yields.

Table 1: Lemon Area Planted by Region MY 2021/22 (hectares)

Region	Area Planted (ha)	Variation* (%)	Share (%)
Atacama	90	160.3%	1.1%
Coquimbo	1,628	13.3%	20.3%
Valparaíso	2,022	22.0%	25.1%
Metropolitana	3,303	18.1%	41.1%
O'Higgins	983	69.2%	12.2%
Others	13	-	0.2%
Total	8,038	23.4%	100.0%

*Variation of planted area is measured every third year; data provided are last available

Source: Based on data from ODEPA

Consumption:

Domestic lemon consumption peaks during the summer months in Chile, between December and March. During this time, lemon prices are high due to tight supply, and producers sell all their fruit in the domestic market. Post estimates that domestic consumption represents 52 percent of commercial production, and that the remaining 48 percent of commercial production is exported.

Trade:

In MY 2020/21, Chile exported 101,996 metric tons (MT) of lemons to the world, a 5.6 percent increase over MY2019/20. This growth in exports follows the increase in area planted and production. The United States is the top market for Chilean lemons. In MY 2020/21, Chile exported 65,682 MT, which represented 64.4 percent of the export volume (see Table 1). Chile also exports lemons to Japan, China, and South Korea. Chile imports nominal volumes of lemons and limes, mostly from Colombia and Peru.

Table 2: Lemon and Lime Export Volume to the World (MT)

Commodity: 080550, Lemons and Limes, Fresh or Dried					
Partner Country	Export Volume (MT)		Market Share (%)		Variation (%)
	MY 2019/20	MY 2020/2021	MY 2019/20	MY 2020/2021	Percent
The World	96,606	101,996	100.0	100.0	5.6%
United States	54,458	65,682	56.4	64.4	20.6%
Japan	18,705	17,056	19.4	16.7	-8.8%
China	5,657	6,532	5.9	6.4	15.5%
South Korea	5,343	4,999	5.5	4.9	-6.4%
Netherlands	4,575	4,630	4.7	4.5	1.2%
Denmark	821	962	0.9	0.9	17.2%
Spain	966	858	1.0	0.8	-11.2%
Italy	1,298	617	1.3	0.6	-52.5%
Germany	74	173	0.1	0.2	133.8%
Finland	-	115	-	0.1	
Canada	70	95	0.1	0.1	35.7%
Dominican Republic	30	56	0.0	0.1	86.7%
Colombia	88	54	0.1	0.1	-38.6%
Panama	40	49	0.0	0.1	22.5%
Brazil	389	47	0.4	0.1	-87.9%
Others	4,092	71	4.2	0.1	-98.3%

Source: Trade Data Monitor, LLC.

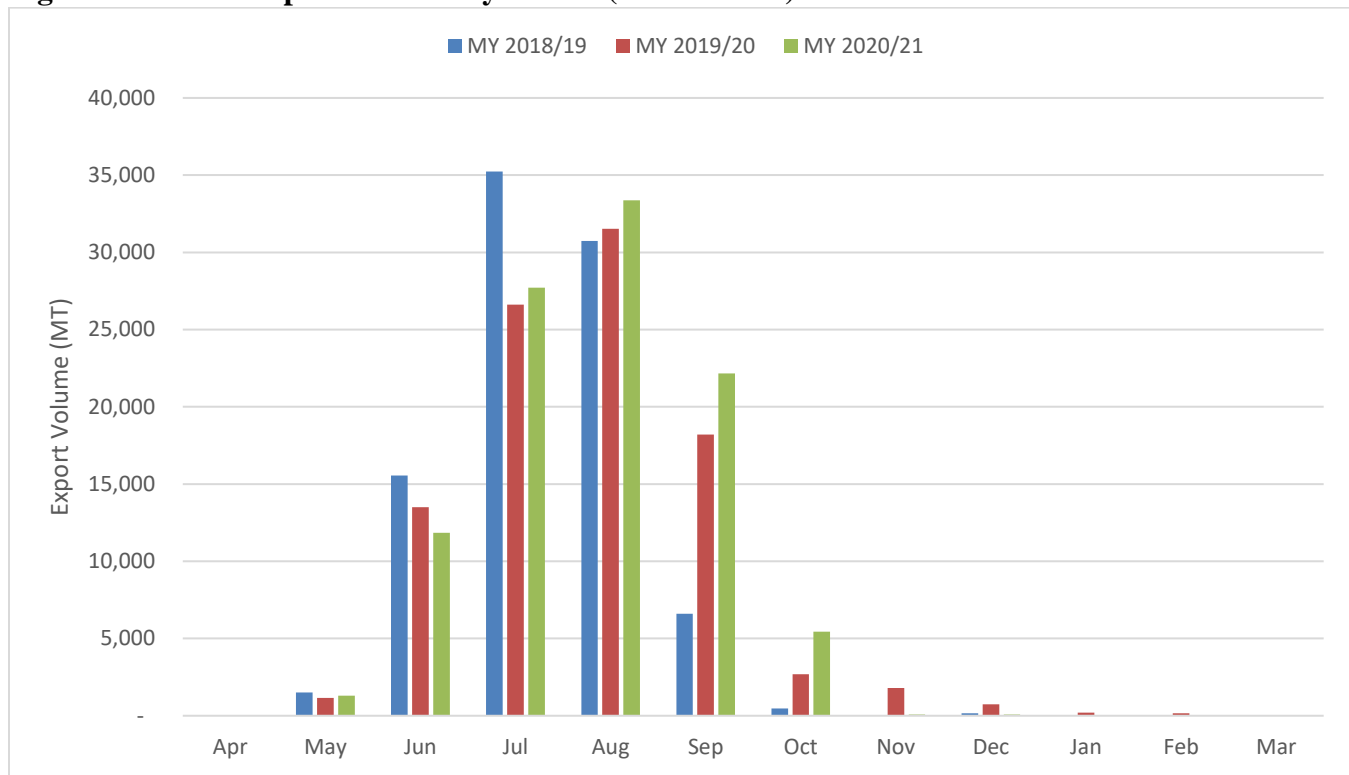
Table 3: Lemon and Lime Export Value to the World (MT)

Commodity: 080550, Lemons and Limes, Fresh or Dried					
Partner Country	Export Value (USD)		Market Share (%)		Variation (%)
	MY 2019/20	MY 2020/2021	MY 2019/20	MY 2020/2021	Percent
The World	93,478,717	91,443,331	100.0	100.0	-2.2%
United States	43,744,658	48,922,120	46.8	53.5	11.8%
Japan	17,133,466	15,441,978	18.3	16.9	-9.9%
China	6,754,663	7,740,553	7.2	8.5	14.6%
South Korea	7,065,950	7,721,367	7.6	8.4	9.3%
Netherlands	6,445,947	6,916,507	6.9	7.6	7.3%
Denmark	1,687,982	2,232,525	1.8	2.4	32.3%
Spain	1,221,553	1,063,479	1.3	1.2	-12.9%
Italy	899,542	730,664	1.0	0.8	-18.8%
Canada	62,438	165,600	0.1	0.2	165.2%
Germany	72,000	100,800	0.1	0.1	40.0%
Colombia	100,467	75,185	0.1	0.1	-25.2%
Panama	4,255,704	70,652	4.6	0.1	-98.3%
Dominican Republic	43,181	70,190	0.1	0.1	62.5%
United Kingdom	501,354	58,504	0.5	0.1	-88.3%
Finland	-	41,978	-	0.1	-
Others	3,489,812	91,229	3.7	0.1	-97.4%

Source: Trade Data Monitor, LLC.

In Chile, the lemon marketing year starts in April with the beginning of the harvest season. The bulk of exports take place between June and September each year and harvest peaks in July or August depending on the climatic and market conditions each year (see Figure 2).

Figure 2: Lemon Export Volume by Month (Metric Tons)



Source: Trade Data Monitor, LLC.

In MY2020/21, Chile imported 12,703 MT of lemons from the world. The top supplier was Peru, with a 81.5 percent market share. Other lemon suppliers are Colombia, the United States and Brazil (see Table 4).

Table 4: Lemon and Lime Import Volume from the World (MT)

Commodity: 080550, Lemons and Limes, Fresh or Dried					
Partner Country	Import Volume (MT)		Market Share (%)		Variation (%)
	MY 2019/20	MY 2020/2021	MY 2019/20	MY 2020/2021	Percent
The World	11,356	12,703	100.0	100.0	11.9%
Peru	8,027	10,350	70.7	81.5	28.9%
Colombia	2,204	1,827	19.4	14.4	-17.1%
United States	1,116	324	9.8	2.6	-71.0%
Brazil	-	202	-	1.6	
Others	9	-	0	0	-100.0%

Source: Trade Data Monitor, LLC.

Table 5: Lemon and Lime Import Value from the World (USD)

Commodity: 080550, Lemons and Limes, Fresh or Dried					
Partner Country	Import Value (USD)		Market Share (%)		Variation (%)
	MY 2019/20	MY 2020/2021	MY 2019/20	MY 2020/2021	Percent
The World	9,555,503	11,150,800	100.0	100.0	16.7%
Peru	6,128,183	8,490,430	64.1	76.1	38.5%
Colombia	1,908,748	1,939,101	20.0	17.4	1.6%
United States	1,512,184	575,027	15.8	5.2	-62.0%
Brazil	-	142,680	-	1.3	
Mexico	-	3,048	-	0.0	
Israel	584	418	0.0	-	-28.4%
Others	5,804	96	0	-	-98.3%

Source: Trade Data Monitor, LLC.

Policy:

Chile is looking for ways to diversify citrus exports to countries other than the United States. In May 2020, Chile gained access to the Chinese market for lemons, mandarins, oranges, and grapefruit.

Drought is currently one of the biggest challenges for fruit production in Chile, especially in regions that produce citrus. The [Chilean Government is supporting small farmers](#) in areas facing an [agricultural emergency](#) due to the drought. The direct support reached around 25,000 million Chilean Pesos and is focused on the areas between *Coquimbo* and *Araucania*, in the center of the country.

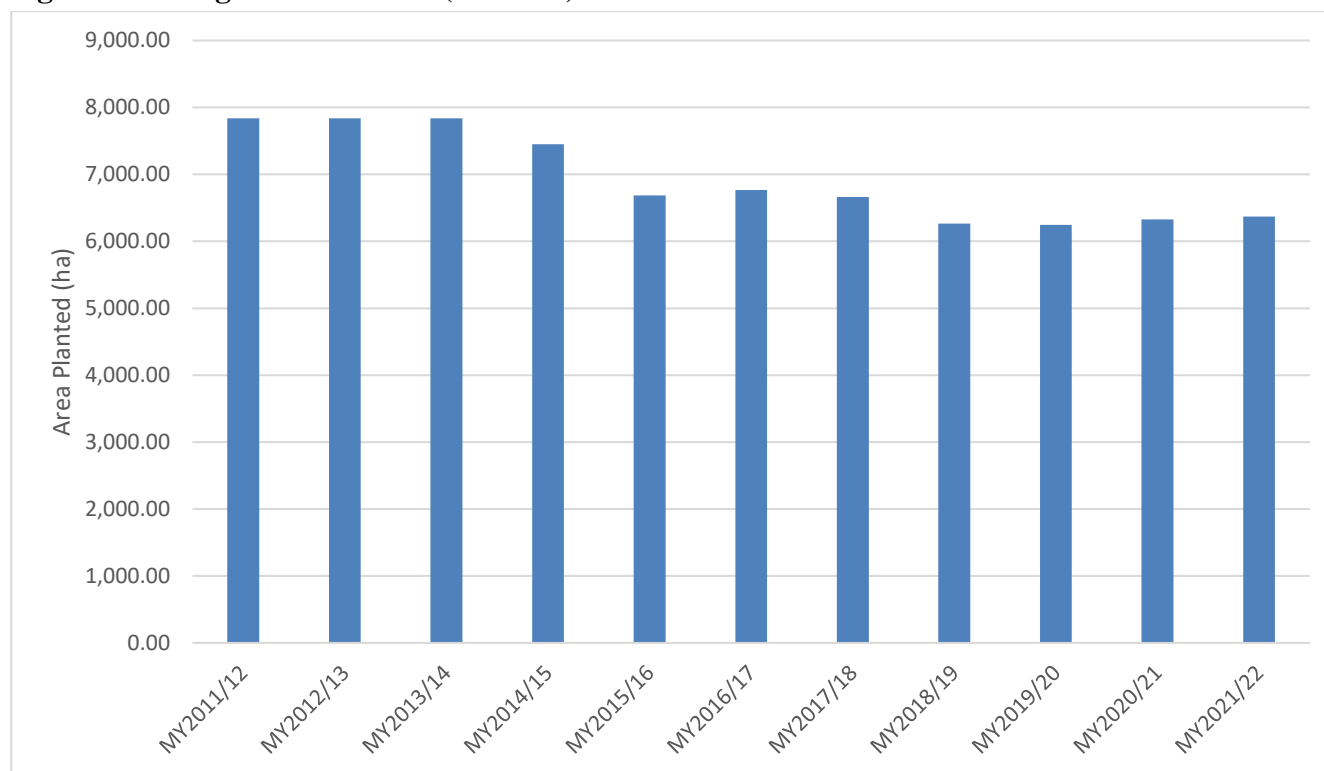
Commodities:

Oranges, Fresh

Production:

In MY 2021/22, orange area planted totaled 6,371 hectares, a 0.7 percent increase over MY 2019/20 (see Figure 3). However, in the past ten marketing years, planted area decreased significantly. In MY 2011/12, orange area planted totaled 7,389 hectares, but it gradually decreased as producers shifted to mandarins and lemons because of their higher profitability.

Figure 3: Orange Area Planted (hectares)



Source: ODEPA, 2022

Orange area planted is located mainly in *Metropolitana* and *O'Higgins* regions, which hold 39.3 and 31.3 percent of the area planted, respectively (see Table 6). Area planted in these two regions increased in the past three marketing years, by 8.5 in the *Metropolitana* region and 13.5 percent in the *O'Higgins* region. Conversely, in the regions of *Coquimbo* and *Valparaíso*, planted area decreased by 22.6 and 8.9 percent, respectively due to the shift of planted area to mandarins and lemons.

Table 6: Orange Area Planted by Region MY 2021/22 (hectares)

Region	Area Planted (ha)	Variation* (%)	Share (%)
Tarapaca	42	-0.6%	0.7%
Atacama	14	-54.8%	0.2%
Coquimbo	603	-22.6%	9.5%
Valparaíso	1,186	-8.9%	18.6%
Metropolitana	2,506	8.5%	39.3%
O'Higgins	1,996	13.5%	31.3%
Others	23	-	0.4%
Total	6,371	1.7%	100.0%

*Variation of planted area is measured every third year; data provided are last available

Source: Based on data from ODEPA

Consumption:

Orange consumptions consists of fresh domestic consumption and processing for orange juice. Out of the commercial production, Post estimates around half are exports and half are domestic consumption. According to data from ODEPA/CIREN, producers report that they only sell around three percent of their commercial production for processing.

Trade:

In MY2020/21, Chile exported 104,714 MT of oranges to the world, a 16.4 percent increase over MY2019/20. The top market for Chilean oranges is the United States. In MY2020/21, Chile exported 96,319 MT of oranges to the United States, which represented 92 percent of its exports. Chile exports oranges to various other countries, such as Ecuador, Dominican Republic, and Canada, but in smaller quantities than the volumes shipped to the United States (see Table 7).

Table 7: Orange Export Volume to the World (MT)

Commodity: 080510, Oranges, Fresh					
Partner Country	Export Volume (MT)		Market Share (%)		Variation (%)
	MY 2019/20	MY 2020/21	MY2019/20	MY2020/21	Percent
The World	89,946	104,714	100.0	100.0	16.4%
United States	81,928	96,319	91.1	92.0	17.6%
Ecuador	1,025	1,596	1.1	1.5	55.7%
Dominican Republic	718	1,309	0.8	1.3	82.3%
Canada	1,883	898	2.1	0.9	-52.3%
Guatemala	674	890	0.8	0.9	32.0%
Costa Rica	812	774	0.9	0.7	-4.7%
Panama	501	564	0.6	0.5	12.6%
South Korea	575	468	0.6	0.5	-18.6%
Colombia	303	465	0.3	0.4	53.5%
China	404	462	0.5	0.4	14.4%
Peru	339	378	0.4	0.4	11.5%
Honduras	74	140	0.1	0.1	89.2%
El Salvador	49	137	0.1	0.1	179.6%
Brazil	324	91	0.4	0.1	-71.9%
Netherlands	83	65	0.1	0.1	-21.7%
Others	254	158	0.3	0.2	-37.8%

Source: Trade Data Monitor, LLC.

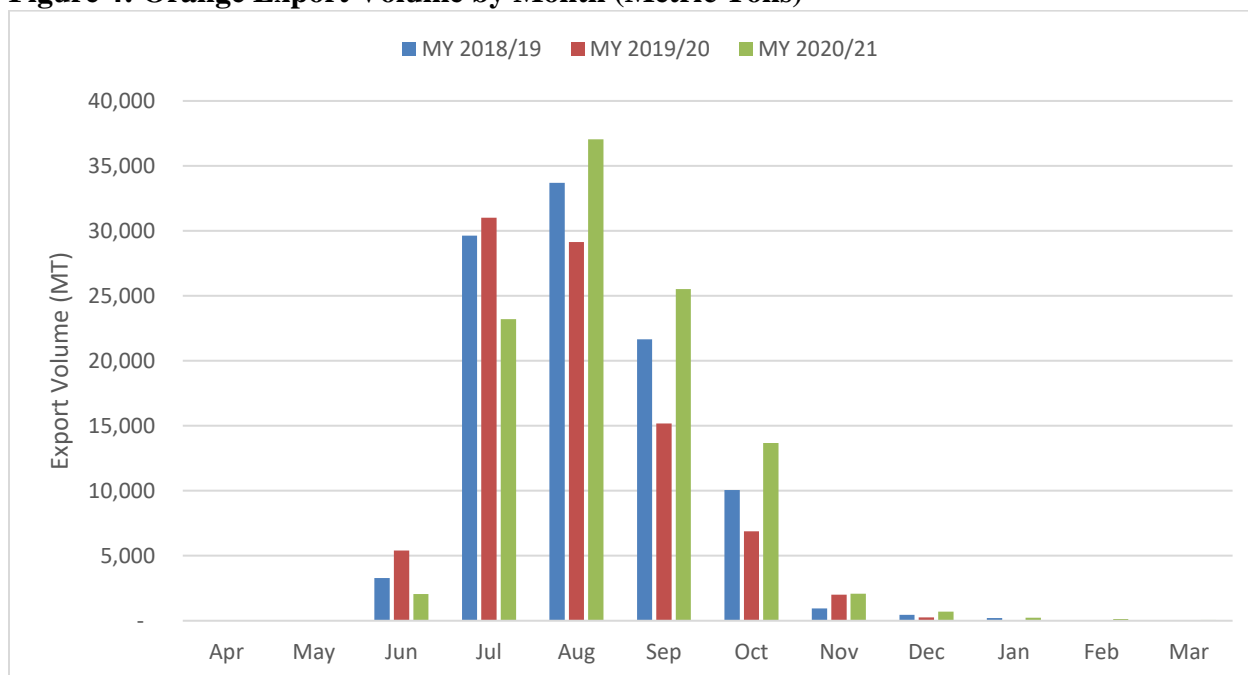
Table 8: Orange Export Value to the World (USD)

Commodity: 080510, Oranges, Fresh					
Partner Country	Export Value (USD)		Market Share (%)		Variation (%)
	MY 2019/20	MY 2020/21	MY 2019/20	MY 2020/21	Percent
The World	79,979,007	81,464,712	100.0	100.0	1.9%
United States	62,933,033	72,199,621	78.7	88.6	14.7%
Ecuador	1,298,854	1,809,162	1.6	2.2	39.3%
Dominican Republic	962,585	1,567,486	1.2	1.9	62.8%
Guatemala	3,798,705	1,008,850	4.8	1.2	-73.4%
Costa Rica	1,042,943	840,955	1.3	1.0	-19.4%
Canada	1,735,086	706,587	2.2	0.9	-59.3%
Panama	5,385,340	642,788	6.7	0.8	-88.1%
Colombia	393,875	581,103	0.5	0.7	47.5%
South Korea	758,141	549,065	1.0	0.7	-27.6%
China	461,669	499,222	0.6	0.6	8.1%
Peru	434,590	471,162	0.5	0.6	8.4%
El Salvador	65,600	166,276	0.1	0.2	153.5%
Honduras	85,653	153,460	0.1	0.2	79.2%
Brazil	351,485	77,820	0.4	0.1	-77.9%
Spain	51,115	59,884	0.1	0.1	17.2%
Others	220,333	131,271	0.3	0.2	-40.4%

Source: Trade Data Monitor, LLC.

In Chile, the orange marketing year starts April with the beginning of the harvest season. The bulk of exports takes place between July and October and peaks in July or August each year (see Figure 4).

Figure 4: Orange Export Volume by Month (Metric Tons)



Source: Trade Data Monitor, LLC.

Chilean imports of oranges are relatively low compared to exports. In MY 2020/21, Chile imported 3,107 MT of oranges. The United States was the main supplier of oranges, with 96 percent market share and totaling 2,983 metric tons. Chile imported the remaining four percent of oranges from Argentina and Peru (see Table 9).

Table 9: Orange Import Volume from the World (MT)

Commodity: 080510, Oranges, Fresh					
Partner Country	Import Volume (MT)		Market Share (%)		Variation (%)
	MY 2019/20	MY 2020/21	MY 2019/20	MY 2020/21	Percent
The World	3,726	3,107	100.0	100.0	-16.6%
United States	3,726	2,983	100.0	96.0	-19.9%
Argentina	-	105	0.0	3.4	
Peru	-	18	0.0	0.6	

Source: Trade Data Monitor, LLC.

Table 10: Orange Import Value from the World (USD)

Commodity: 080510, Oranges, Fresh					
Partner Country	Import Value (USD)		Market Share (%)		Variation (%)
	MY 2019/20	MY 2020/21	MY 2019/20	MY 2020/21	Percent
The World	4,834,372	4,254,914	100	100.0	-12.0%
United States	4,834,325	4,132,078	100	97.1	-14.5%
Argentina	-	85,740	0	2.0	
Peru	-	33,944	0	0.8	
France	-	3,152	0	0.1	

Source: Trade Data Monitor, LLC.

Policy:

Chile is looking for ways to diversify citrus exports to countries other than the United States. In May 2020, Chile gained access to the Chinese market for lemons, mandarins, oranges, and grapefruit.

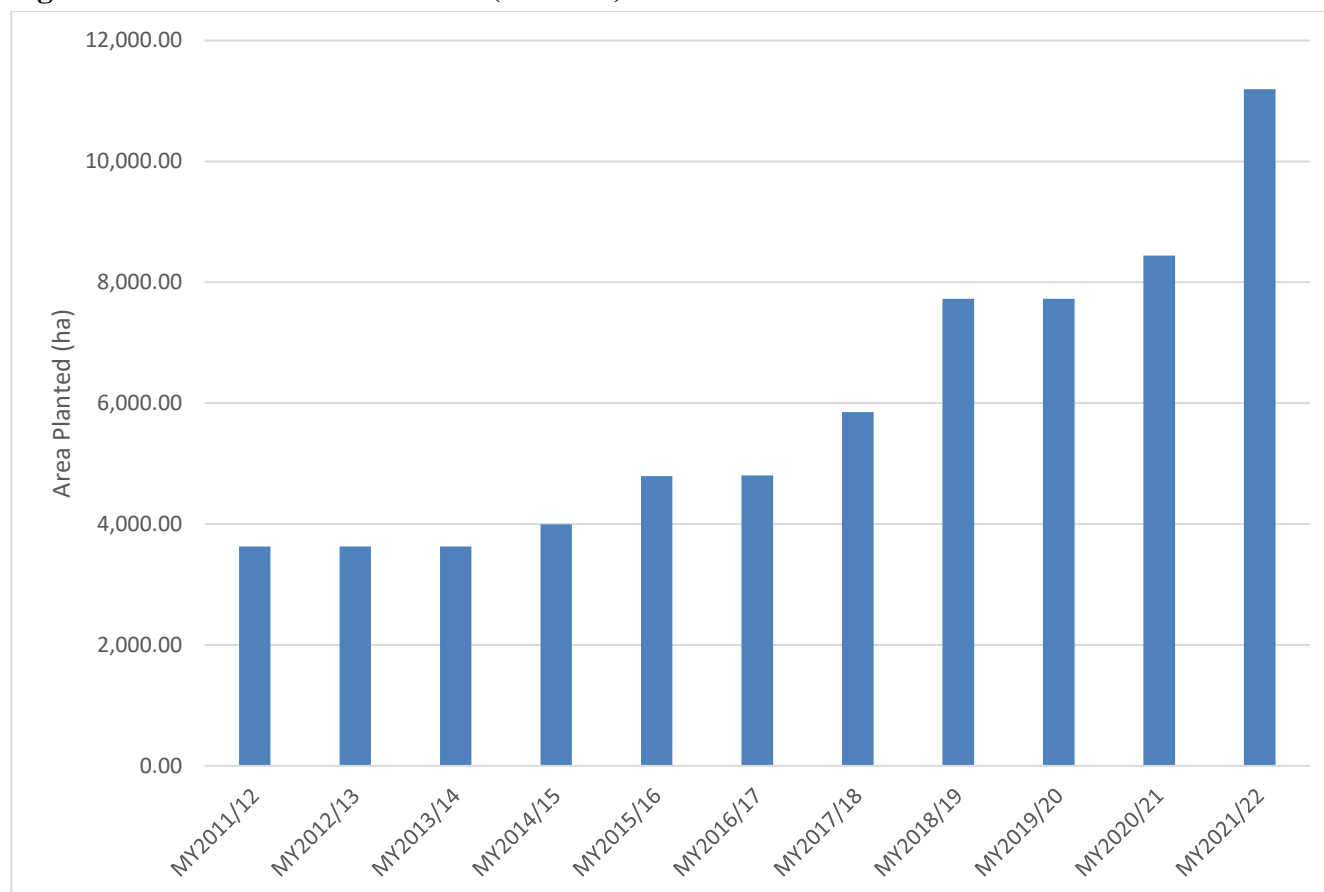
Commodities:

Tangerines/Mandarins, Fresh

Production:

In MY 2021/22, mandarin (includes mandarins, clementines and tangerines) area planted totaled 11,194 hectares, a 32.6 percent increase over MY 2019/20 (see Figure 5). Area planted increased significantly in the past ten marketing years. In MY 2011/12, mandarin area planted totaled 3,629 hectares but it gradually increased as producers shifted to mandarins due to their higher profitability and ability to adapt to the production area. Specifically, the W. Murcott variety became a viable alternative to replace other crops such as oranges or avocado. However, Chilean producers are looking to diversify their mandarin with varieties like Orogrande, Clemenules, and Tango for exporting to other markets such as China.

Figure 5: Mandarins Area Planted (hectares)



Source: ODEPA, 2022

The mandarin production regions are similar to those that produce lemons and oranges. Almost half of the mandarin planted area, 5,309 hectares, is in the *Coquimbo* region (see Table 11). The *O'Higgins* region, in the central-south part of the country, holds 2,454 hectares, which represents 21.9 percent of the area planted. The *Valparaíso*, region holds 5,321 hectares which represents 20.7 percent of the area planted.

Table 11: Tangerine/Mandarin Area Planted by Region MY 2021/22 (hectares)

Region	Area Planted (ha)	Variation* (%)	Share (%)
Atacama	89	23.9%	0.8%
Coquimbo	5,309	40.3%	47.4%
Valparaíso	2,321	21.5%	20.7%
Metropolitana	1,005	43.7%	9.0%
O'Higgins	2,454	97.0%	21.9%
Others	16		0.1%
Total	11,194	44.9%	100.0%

*Variation of planted area is measured every third year; data provided are last available

Source: Based on data from ODEPA

Consumption:

Chilean mandarin producers export around 83 percent of the commercial production and the remaining 17 percent are consumed domestically. Consumption of mandarins, and citrus in general, increased since MY 2019/20 because of the COVID-19 pandemic. Health-conscious Chilean consumers have flocked to citrus and other products believed to be high in vitamin C products during the pandemic.

Trade:

In MY 2020/21, Chile exported 193,821 MT of mandarins to the world, a 6.3 percent increase over MY 2019/20 (see Table 12). The top export market for mandarins is the United States. In MY 2020/21, Chile exported 183,957 MT, which represented 94.9 percent of exports. Other markets for Chilean mandarins are Canada, the United Kingdom and Puerto Rico, although volumes exported to these markets are much lower.

Table 12: Tangerine/Mandarin Export Volume to the World (MT)

Commodity: 080520,080521,080522,080529, Mandarins (Including Tangerines and Satsumas); Clementines, Wilkings and Similar Citrus Hybrids, Fresh or Dried/Mandarins (including tangerines and satsumas)/Clementines/Other citrus hybrids					
Partner Country	Export Volume (MT)		Market Share (%)		Variation (%)
	MY 2019/20	MY 2020/21	MY 2019/20	MY 2020/21	Percent
The World	182,337	193,821	100.0	100.0	6.3%
United States	172,286	183,957	94.5	94.9	6.8%
Canada	3,561	2,867	2.0	1.5	-19.5%
United Kingdom	1,632	2,795	0.9	1.4	71.3%
Puerto Rico	776	951	0.4	0.5	22.6%
Netherlands	814	946	0.5	0.5	16.2%
Dominican Republic	340	599	0.2	0.3	76.2%
China	1,141	508	0.6	0.3	-55.5%
Russia	207	385	0.1	0.2	86.0%
India	-	222	0.0	0.1	
Panama	209	157	0.1	0.1	-24.9%
Germany	203	148	0.1	0.1	-27.1%
Guatemala	44	60	0.0	0.0	36.4%
Costa Rica	52	53	0.0	0.0	1.9%
Japan	79	48	0.0	0.0	-39.2%
Honduras	36	42	0.0	0.0	16.7%
Others	957	83	0.5	0.0	-91.3%

Source: Trade Data Monitor, LLC.

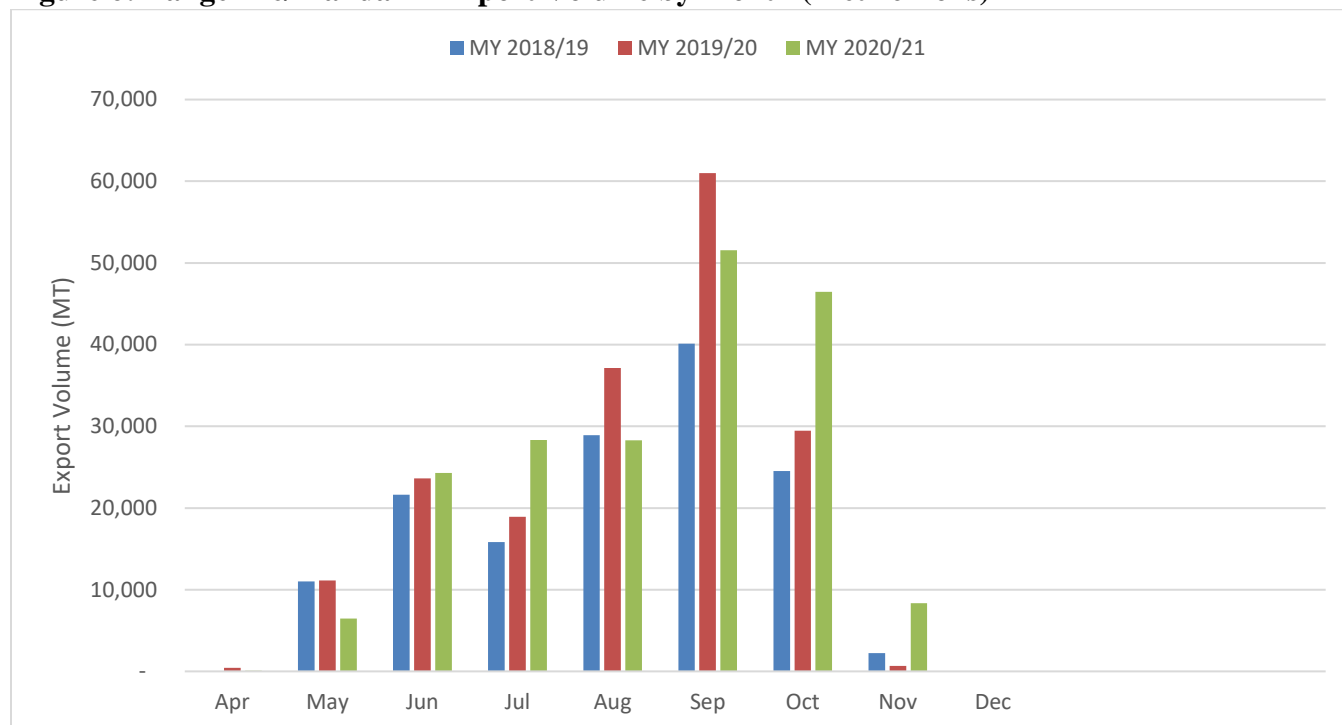
Table 13: Tangerine/Mandarin Export Value to the World (USD)

Commodity: 080520,080521,080522,080529, Mandarins (Including Tangerines and Satsumas); Clementines, Wilkings and Similar Citrus Hybrids, Fresh or Dried/Mandarins (including tangerines and satsumas)/Clementines/Other citrus hybrids					
Partner Country	Export Value (USD)		Market Share (%)		Variation (%)
	MY 2019/20	MY 2020/21	MY 2019/20	MY 2020/21	Percent
The World	194,753,137	188,316,168	100.0	100.0	-3.3%
United States	181,077,795	177,138,540	93.0	94.1	-2.2%
United Kingdom	2,246,939	3,301,749	1.2	1.8	46.9%
Canada	4,704,787	2,543,531	2.4	1.4	-45.9%
Puerto Rico	1,355,285	1,558,795	0.7	0.8	15.0%
Netherlands	848,387	1,078,473	0.4	0.6	27.1%
Dominican Republic	585,227	897,967	0.3	0.5	53.4%
China	1,486,230	507,450	0.8	0.3	-65.9%
Russia	163,509	373,458	0.1	0.2	128.4%
India	-	183,397	-	0.1	
Germany	308,007	181,491	0.2	0.1	-41.1%
Panama	299,203	149,106	0.2	0.1	-50.2%
Guatemala	64,336	85,402	0.0	0.1	32.7%
Costa Rica	76,918	76,361	0.0	0.0	-0.7%
Japan	123,982	76,193	0.1	0.0	-38.5%
Honduras	56,080	64,516	0.0	0.0	15.0%
Others	1,356,452	99,739	0.7	0.1	-92.6%

Source: Trade Data Monitor, LLC.

In Chile, the mandarin marketing year starts April with the beginning of the harvest season. Chile exports mandarins from April until December (see Figure 6). However, Chilean producers export the majority of mandarins between August and October, peaking in September each year.

Figure 6: Tangerine/Mandarin Export Volume by Month (Metric Tons)



Source: Trade Data Monitor, LLC.

Chilean import volume of mandarins is relatively low compared to exports. In MY 2020/21, Chile imported 588 MT of mandarins, and 51.8 percent of those came from the United States. The remaining 48.2 percent came from Peru.

Table 14: Tangerine/Mandarin Import Volume from the World (MT)

Commodity: 080520,080521,080522,080529, Mandarins (Including Tangerines and Satsumas); Clementines, Wilkings and Similar Citrus Hybrids, Fresh or Dried/Mandarins (including tangerines and satsumas)/Clementines/Other citrus hybrids					
Partner Country	Import Volume (MT)		Market Share (%)		Variation (%)
	MY 2019/20	MY 2020/21	MY 2019/20	MY 2020/21	Percent
The World	695	588	100.0	100.0	-15.4%
United States	532	305	76.5	51.8	-42.7%
Peru	141	283	20.3	48.2	100.7%
Colombia	0	0	-	-	
Ecuador	22	0	3.1	-	-100.0%

Source: Trade Data Monitor, LLC.

Table 15: Tangerine/Mandarin Import Value from the World (USD)

Commodity: 080520,080521,080522,080529, Mandarins (Including Tangerines and Satsumas); Clementines, Wilkings and Similar Citrus Hybrids, Fresh or Dried/Mandarins (including tangerines and satsumas)/Clementines/Other citrus hybrids					
Partner Country	Import Value (USD)		Market Share (%)		Variation (%)
	MY 2019/20	MY 2020/21	MY 2019/20	MY 2020/21	Percent
The World	1,313,236	977,282	100.0	100.0	-25.6%
United States	1,133,250	632,736	86.3	64.7	-44.2%
Peru	153,701	344,546	11.7	35.3	124.2%
Colombia	40	-	-	-	-100.0%
Ecuador	24,084	-	1.8	-	-100.0%
Others	2,161	0	0.2	-	94.4%

Source: Trade Data Monitor, LLC.

Policy:

Chile is looking for ways to diversify citrus exports to countries other than the United States. In May 2020, Chile gained access to the Chinese market for lemons, mandarins, oranges, and grapefruit.

Attachments:

No Attachments.