

**Required Report:** Required - Public Distribution

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**Report Name:** Fresh Deciduous Fruit Annual

**Country:** Chile

**Post:** Santiago

**Report Category:** Fresh Deciduous Fruit

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**Report Highlights:**

In Marketing Year (MY) 2019/20, Chile's fresh apple, table grape, and pear supplies will drop due to drought and a decline in planted area. Fresh apple exports will reach 656,650 MT (metric tons) MY2019/20, a seven percent decrease over MY2017/18, table grape exports will equal 640,000 MT, a three percent decrease over MY2017/18, and fresh pear exports will decrease by 10 percent and total 117,000 MT. The United States remains the top market for Chile's table grapes accounting for 45 percent of total Chilean table grape exports in MY2018/19.

**Commodities:**

Apples, Fresh

**Production:**

In MY2019/20, Chile's apple planted area totaled 32,371 hectares (ha), which represents a six percent decrease over MY2018/19 (See Graph 1). The main reasons behind apple planted area decrease is the increasing competition from other countries, such as Peru, low prices for traditional varieties, and an increase in the demand for high quality and taste. These factors reduced the number of apple producers and exporters.

The *Maule* Region is the largest apple producing region in Chile, located in the central-south part of the country, which holds 19,637 ha and 60 percent of the apple planted area (See Graph 2). In this region, apple planted area has decreased at a 3.4 percent annual rate for the past three marketing years. Many apple producers replaced apple orchards with more profitable alternative crops such as cherries, walnuts, hazelnuts, and blueberries.

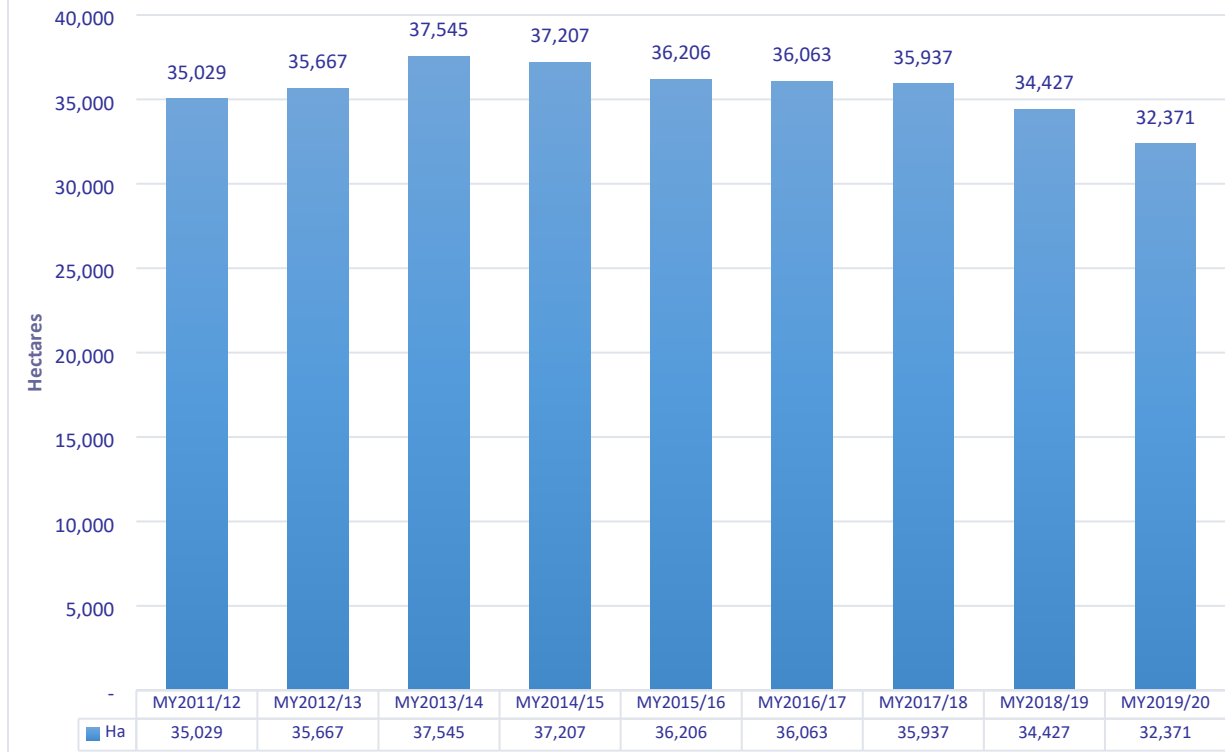
The *O'Higgins* Region, in the central part of the country, holds 7,734 ha and 24 percent of the apple planted area. For the past three marketing years, apple planted area decreased at a 5.8 annual rate. Apple producers in the *O'Higgins* Region have replaced apple orchards with cherries, walnuts, table grapes, plums, nectarines and avocados.

Climatic conditions for MY2019/20 have been characterized by drought. Frosting is expected during the spring and high temperatures during the summer, which could decrease fruit caliber and post-harvest quality.

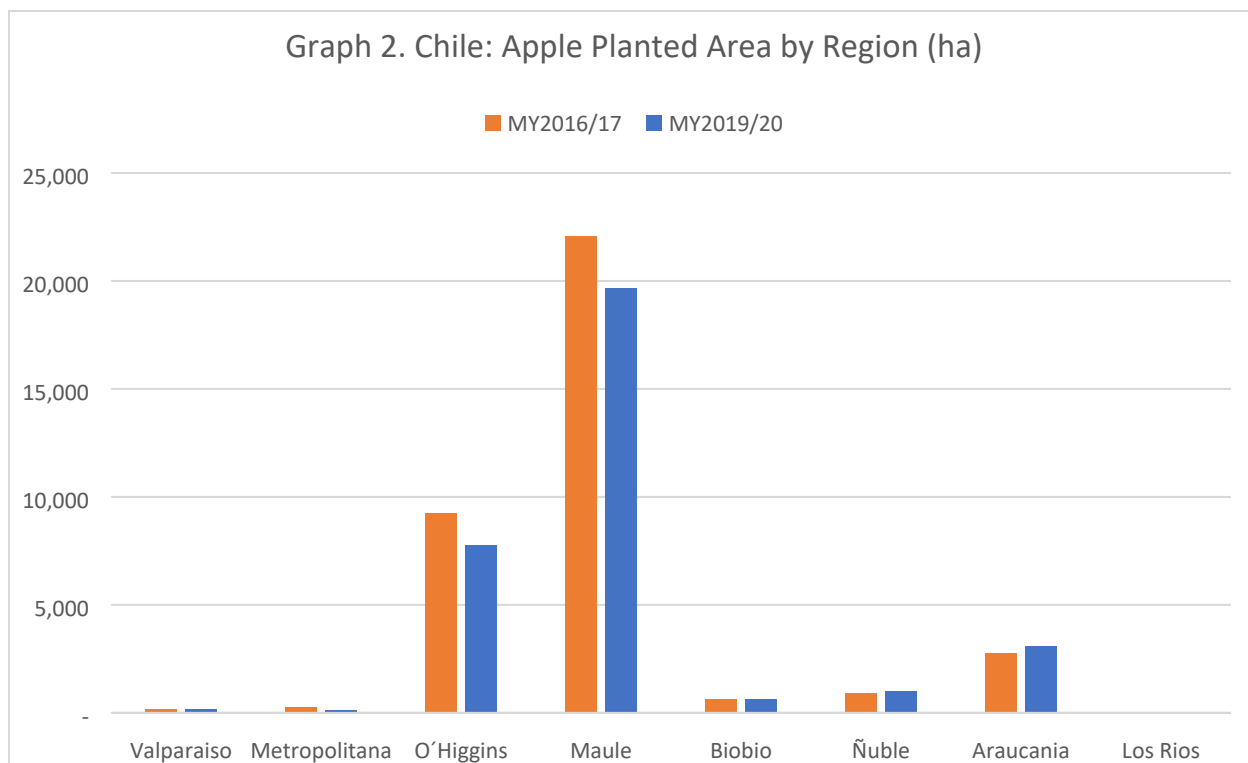
Considering the reduction in planted area and climatic conditions that will likely impact apple production, Post estimates a seven percent decrease in apple production in MY2019/20 totaling 1,134,650 MT.

For more information on production, see [Fresh Deciduous Fruit Semi-Annual GAIN Report 2019](#).

Graph 1. Chile : Apple Planted Area (ha)



Source: ODEPA, 2019



Source: ODEPA/CIREN, 2019

### Consumption:

For MY2019/20, post estimates domestic consumption of fresh apples to reach 233,000 MT or 20 percent of the total commercial apple production. In addition, 256,000 MT or 22 percent of the Chilean apples will be further processed (See Table 2).

### Policy

The Government of Chile and Chilean fruit exporters have focused their efforts and financial resources into diversifying markets to gain higher prices and reduce dependency from individual markets. For example, in May 2019, Chilean Minister of Agriculture, Antonio Walker, announced that Vietnam granted market access to [Chilean apples and cherries have market access to Vietnam](#).

**Trade:**

In MY2018/19, Chile's fresh apple exports decreased by 10 percent in volume and 8.4 percent in value over MY2017/18 totaling 618,324 MT and \$557 million respectively (data until August).

Chilean apple exports are diversified and reach markets in North America, Latin America, Europe and the Far East. MY2018/19 data ranked the United States as the top market for Chilean apples followed by Colombia, India and Taiwan (See Table 1). In MY2018/19, Chilean fresh apple exports to the United States increased by 26.21 percent over MY2017/18.

Apple exports to China, Taiwan, India, and Vietnam are expected to increase in the following marketing years as exporters focus their efforts on these Eastern markets seeking for high prices.

Monthly export data shows a decrease in exports in MY2018/19 during Chile's peak export season, which ranges from March to August (See Graph 3).

In MY2018/19, Post projects a 9.5 percent decrease over MY2017/19 fresh apple exports, totaling 705,000 MT. For MY2019/20, Post estimates a seven percent decrease in apple exports over MY2018/19, totaling 656,650 MT.

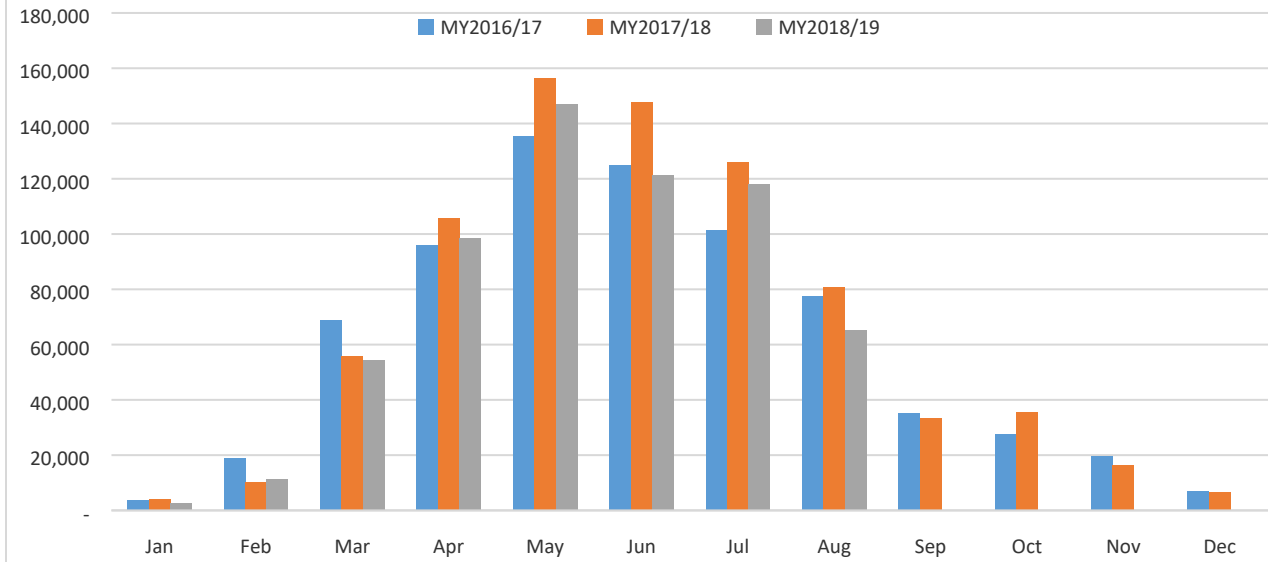
<b>Table 1. Chile Exports to the World</b>					
<b>Commodity: 080810, Apples, Fresh</b>					
<b>Partner</b>	<b>Marketing year (MT)</b>		<b>January-August (MT)</b>		
	<b>MY2016/17</b>	<b>MY2017/18</b>	<b>2018</b>	<b>2019</b>	<b>%Δ 2019/18</b>
_World	716,307	778,941	686,748	618,324	-9.96
United States	87,629	62,325	62,211	78,519	26.21
Colombia	80,598	84,510	56,996	58,772	3.12
India	24,102	56,119	56,119	42,478	-24.31
Taiwan	53,519	50,321	47,906	41,624	-13.11
Ecuador	49,402	53,241	40,056	40,231	0.44
China	12,844	11,618	10,674	39,221	267.44
Saudi Arabia	45,730	42,472	41,520	37,712	-9.17
Netherlands	38,719	59,293	59,069	35,514	-39.88
Peru	52,779	43,165	27,854	28,797	3.39
United Kingdom	28,256	41,033	40,623	26,833	-33.95
Germany	15,155	29,907	29,621	18,504	-37.53
Canada	21,808	22,675	22,675	18,133	-20.03
Russia	26,722	29,428	29,387	17,979	-38.82
Brazil	34,465	37,647	25,372	14,933	-41.14
France	14,695	19,567	19,451	14,843	-23.69
Others	129,884	135,620	117,214	104,231	-11.08

*Source of Data: Trade Data Monitor, LLC*

<b>Table 2. Chile Exports to the World</b>					
<b>Commodity: 080810, Apples, Fresh</b>					
<b>Partner</b>	<b>Marketing Year (USD)</b>		<b>January-August (MT)</b>		
	<b>MY2016/17</b>	<b>MY2017/18</b>	<b>2018</b>	<b>2019</b>	<b>%Δ 2019/18</b>
_World	599,877,097	680,885,856	607,905,304	557,025,009	-8.37
United States	77,493,440	62,298,901	62,184,104	85,744,405	37.89
Colombia	68,025,720	73,550,474	49,669,707	51,905,086	4.50
Taiwan	56,996,081	54,424,053	51,789,727	42,788,759	-17.38
China	11,360,740	10,445,040	9,640,566	36,781,625	281.53
Saudi Arabia	38,513,627	36,879,506	36,094,313	32,982,596	-8.62
India	16,974,543	41,330,752	41,330,752	31,884,990	-22.85
Netherlands	30,804,227	51,804,932	51,526,256	30,545,695	-40.72
Ecuador	34,946,883	40,094,360	29,917,147	29,788,590	-0.43
United Kingdom	26,933,864	41,721,412	41,322,841	26,678,128	-35.44
Peru	35,093,169	30,250,947	19,209,177	19,928,261	3.74
Canada	22,192,101	24,352,431	24,352,431	19,765,688	-18.83
Germany	13,842,422	28,067,744	27,744,670	16,845,374	-39.28
Russia	21,440,112	25,095,944	25,053,611	15,158,423	-39.50
France	14,495,857	19,872,068	19,748,032	14,761,748	-25.25
Brazil	29,371,061	31,454,075	21,523,364	12,912,021	-40.01
Others	101,393,250	109,243,217	96,798,606	88,553,620	-8.52

*Source of Data: Trade Data Monitor, LLC*

Graph 3. Chile: Apple Export Volume by Month (MT)



Source of Data: Trade Data Monitor, LLC

Table 3. Production, Supply and Demand Data Statistics

Apples, Fresh Market Begin Year Chile	2017/2018		2018/2019		2019/2020	
	Jan 2018		Jan 2019		Jan 2020	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted	35937	35937	34427	34427	0	32371
Area Harvested	33400	33400	33000	33000	0	31300
Bearing Trees	38950	38950	36300	36300	0	34395
Non-Bearing Trees	2800	2800	2500	2500	0	2300
Total Trees	41750	41750	38800	38800	0	36695
Commercial Production	1320000	1320000	1254000	1220000	0	1134650
Non-Comm. Production	10000	10000	10000	10000	0	9000
Production	1330000	1330000	1264000	1230000	0	1143650
Imports	2000	2000	3000	1000	0	2000
Total Supply	1332000	1332000	1267000	1231000	0	1145650
Fresh Dom. Consumption	243100	243059	242000	240000	0	233000
Exports	778900	778941	739000	705000	0	656650
For Processing	310000	310000	286000	286000	0	256000
Withdrawal From Market	0	0	0	0	0	0
Total Distribution	1332000	1332000	1267000	1231000	0	1145650

(HA) ,(1000 TREES) ,(MT)

Source: Post estimations



**Commodities:**

Grapes, Table, Fresh

**Production:**

Chile's table grape planted area in MY2019/20 remained unchanged totaling 47,834 ha (See Graph 4).

Table grape planted area decreased in the Northern production regions of *Atacama* and *Coquimbo* by 4.1 percent and 2.2 percent respectively, in the last four marketing years, with 6,836 and 8,159 hectares. In the *Metropolitana* region, which is in the central part of the country, table grape planted area decreased by 3.1 percent annually, totaling 7,972 hectares and 17 percent of the planted area.

On the contrary, *Valparaiso* and *O'Higgins* regions, in the central part of the country, planted area increased by 1.3 and 2.8 percent, totaling 11,190 ha and 13,435 ha, respectively (See Graph 5).

In MY2019/20, table grape production will decrease due to droughts taking place throughout the country, but that will impact specially, *Valparaiso*, *Metropolitana*, and *O'Higgins* regions, in the central part of the country while the northern regions of *Atacama* and *Coquimbo*, have enough water reserves.

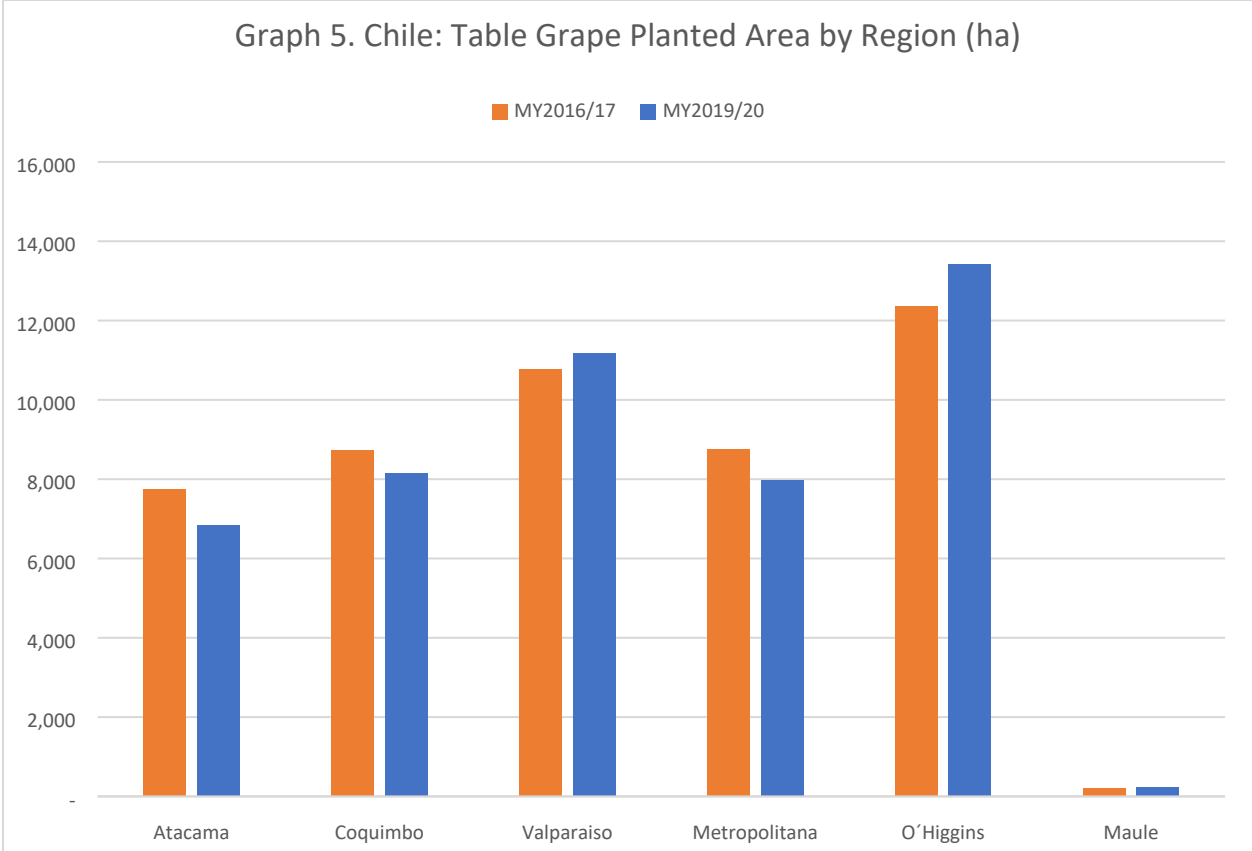
Traditional table grape varieties produced in Chile, such as Crimson and Thompson, keep decreasing while new varieties, such as Arra-15, Timco, and Sweet Celebration continue to increase in production and exports. These shifts in table grape varieties follow the increasing demand from consumers and importers for new varieties that have higher caliber, better taste, and no seeds.

In MY2019/20, Post estimates a three percent decrease in table grape production totaling 805,000 MT. This decline follows a decrease in yields due to droughts and a decrease in planted area especially in *Atamaca* and *Coquimbo* regions (See Table 6).

Graph 4. Chile: Table Grape Planted Area (ha)



Source: ODEPA, 2019



Source: ODEPA/CIREN, 2019

**Consumption:**

Chile exports around 80 percent of all table grape production and consumes the remainder 20 percent. Post estimates that in MY2019/20 consumption will decrease by 3.2 percent and total 169,300 MT.

**Trade:**

In MY2018/19, Chile's table grape exports decreased by 10.5 percent in volume and 12 percent in value over MY2017/18 totaling 654,479 MT and \$953 million (See Tables 4 & 5) due to lower production.

Table grape exports to the United States and to China decreased by 10 percent while exports to South Korea grew by 27.7 percent. However, the United States remains the top market for Chile's table grapes and reached 295,149 MT in MY2018/19 (data until August), accounting for 45 percent of total Chilean table grape exports.

The United States is a very competitive market for table grapes as U.S. consumers demand high quality. The earliest Chilean table grapes, harvested in November and December, compete with Peruvian table grapes. Increased competition has pushed prices down, thus making late-season Chilean table grape exports more attractive.

Post expects that Chilean table grape exports to the Chinese market will increase as Chilean fruit exporters focus their promotion funds and marketing efforts in reaching that market in order to gain higher prices. Chile's fruit promotion funds reached around \$10 million in MY2018/19.

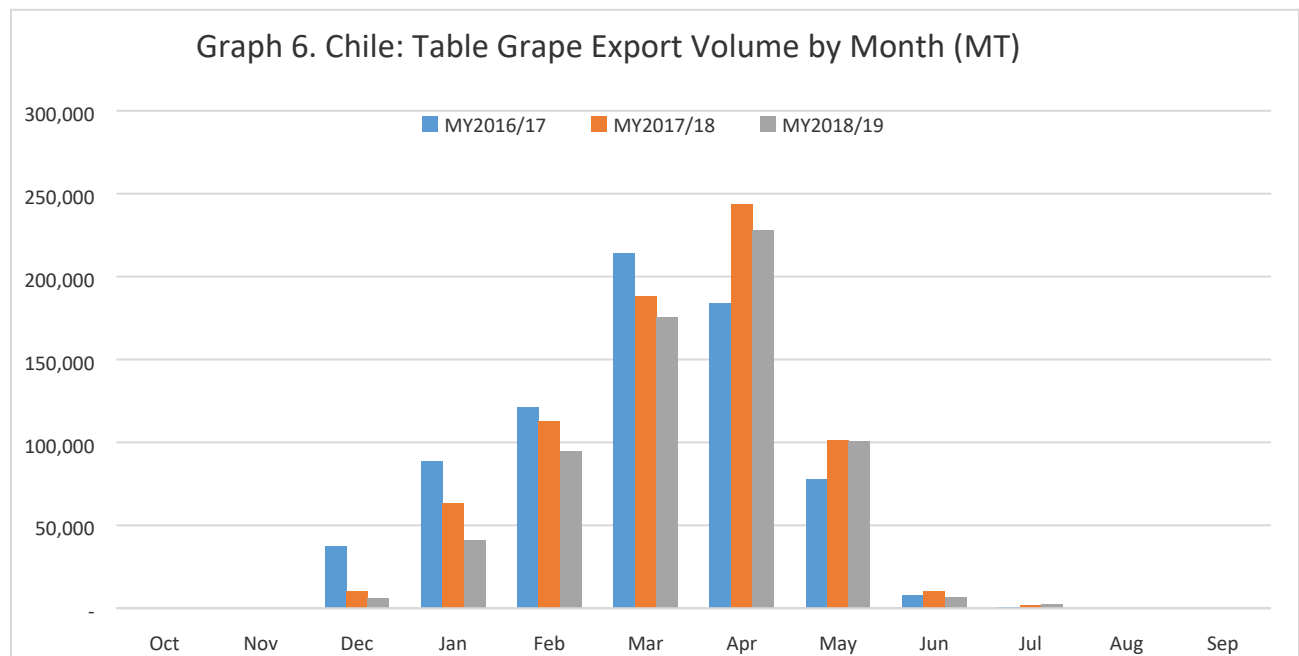
For MY2018/19, Post estimates that table grape exports will total 660,000 MT, following a lower production volume. In MY2019/20, table grape exports will reach 640,000 MT, a three percent decrease over the 660,000 MT exported in MY2018/19 due to a lower production volume caused by droughts (See Table 6).

<b>Table 4. Chile Exports to the World</b>					
<b>Commodity: 080610, Grapes, Fresh</b>					
<b>Partner</b>	<b>Marketing Year (MT)</b>		<b>October - August (MT)</b>		
	<b>MY2016/17</b>	<b>MY2017/18</b>	<b>MY2017/18 (10/17-8/18)</b>	<b>MY2018/19 (10/18-8/19)</b>	<b>% Change</b>
_World	731,156	731,258	731,258	654,479	-10.50
United States	344,180	328,081	328,081	295,149	-10.04
China	97,334	118,155	118,155	106,353	-9.99
South Korea	34,343	32,212	32,212	41,129	27.68
Netherlands	45,728	43,726	43,726	29,946	-31.51
United Kingdom	31,546	32,823	32,823	24,641	-24.93
Mexico	14,381	16,505	16,505	15,839	-4.04
Canada	17,527	17,182	17,182	15,659	-8.86
Japan	10,526	8,972	8,972	13,548	51
Russia	15,218	16,700	16,700	11,318	-32.23
Brazil	18,505	16,162	16,162	9,170	-43.26
Spain	9,088	10,253	10,253	9,073	-11.51
Germany	8,861	9,316	9,316	8,680	-6.83
Ecuador	5,118	7,805	7,805	8,212	5.21
Indonesia	8,191	6,947	6,947	8,004	15.22
Saudi Arabia	6,155	5,736	5,736	6,650	15.93
Others	64,455	60,683	60,683	51,108	-15.78

Source of Data: Trade Data Monitor, LLC

Table 5. Chile Exports to the World					
Commodity: 080610, Grapes, Fresh					
Partner	Marketing Year (Value)		Year to Date (Value)		
	MY2016/17	MY2017/18	MY2017/18 (10/17-8/18)	MY2018/19 (10/18-8/19)	% Change
_World	1,037,547,313	1,082,471,165	1,082,470,345	952,726,191	-11.99
United States	457,562,203	443,926,360	443,926,360	393,976,002	-11.25
China	135,113,862	174,560,171	174,560,171	154,677,492	-11.39
South Korea	72,028,590	69,635,548	69,635,548	84,320,451	21.09
United Kingdom	50,312,590	57,820,688	57,819,868	40,549,099	-29.87
Netherlands	53,893,519	55,656,772	55,656,772	36,191,878	-34.97
Mexico	23,094,823	27,476,776	27,476,776	25,053,079	-8.82
Canada	25,793,727	26,383,891	26,383,891	23,179,142	-12.15
Japan	16,035,161	14,126,002	14,126,002	20,758,452	46.95
Russia	22,480,748	27,797,550	27,797,550	16,508,118	-40.61
Spain	11,823,476	14,313,169	14,313,169	14,052,125	-1.82
Brazil	28,653,512	24,851,597	24,851,597	13,495,034	-45.70
Ecuador	7,351,424	12,884,568	12,884,568	12,679,786	-1.59
Germany	10,475,450	11,281,460	11,281,460	12,607,964	11.76
Indonesia	12,822,217	10,183,402	10,183,402	11,737,714	15.26
Saudi Arabia	10,010,096	9,505,275	9,505,275	10,472,567	10.18
Others	100,095,915	102,067,936	102,067,936	82,467,288	-19.20

Source of Data: Trade Data Monitor, LLC



Source of Data: Trade Data Monitor, LLC

**Policy:**

The Chilean Ministry of Agriculture through SAG (*Servicio Agrícola y Ganadero*) updated the [National Program for the control of Grapevine Moth](#) (*Lobesia botrana*) for MY2019/20. SAG's control actions are mandatory for all table grapes (*Vitis vinifera*) from *Atacama* region (*Copiapo* province to the south) to *Araucanía* region. This area covers the production area for all Chilean table grapes.

The official components of the control system are:

- Monitoring in order to determine the presence and distribution of the plague.
- Establish quarantine areas where the plague is present.
- Control measures in urban areas. Includes control through the installation of pheromone dispensers that reduce mating of the moth.
- Control measures in rural areas include pheromone dispensers and chemical control.

Chile's authorization request to export table grapes to the United States using systems approach is still pending USDA-APHIS review.

**Table 6. Production, Supply and Demand Data Statistics**

Grapes, Fresh Table Market Begin Year Chile	2017/2018		2018/2019		2019/2020	
	Oct 2017		Oct 2018		Oct 2019	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted	48202	48202	47800	47800	0	47834
Area Harvested	46000	46000	45900	45900	0	45930
Commercial Production	910578	910578	870000	830000	0	805000
Non-Comm. Production	4650	4650	4600	4600	0	4000
Production	915228	915228	874600	834600	0	809000
Imports	300	300	300	300	0	300
Total Supply	915528	915528	874900	834900	0	809300
Fresh Dom. Consumption	184228	184228	214900	174900	0	169300
Exports	731300	731300	660000	660000	0	640000
Withdrawal From Market	0	0	0	0	0	0
Total Distribution	915528	915528	874900	834900	0	809300

(HA) ,(MT)

Source: post estimations

**Commodities:**

Pears, Fresh

**Production:**

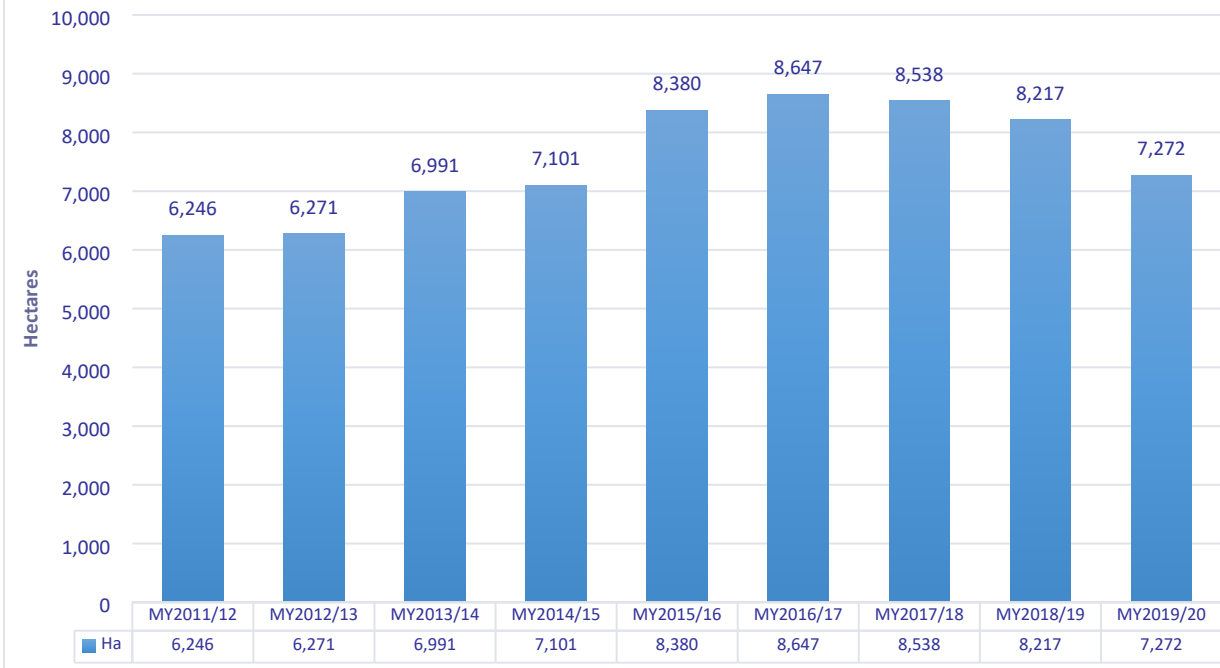
In MY 2019/20, Chile's pear planted area totaled 7,272 ha, a 11.5 percent decrease over MY2018/19 (See Graph 7). Apparently, the opening of the Chinese market for Chilean fresh pears in April this year, did not reverse the planted area decrease trend that pears have experienced for the past three marketing years.

Chile's pear planted area is in the central part of the country. *O'Higgins* Region holds 62 percent of the planted area, totaling 4,505 ha, while *Maule* Region holds 26 percent totaling 1,859 ha (See Graph 8). The *Metropolitana* Region accounts for 10 percent of the pear planted area, totaling 738 ha. Planted area decreased in these three regions, but the largest variation took place in the *Maule* Region, with a 12.2 annual decrease rate for the past three marketing years. *O'Higgins* and *Metropolitana* regions decreased pear planted area by a 2.1 percent and 3.0 percent annual rate, respectively.

In MY2019/20, Chile's fresh pear production will decrease by 10 percent and total 225,000 MT following the decrease in planted area (See Table 9).

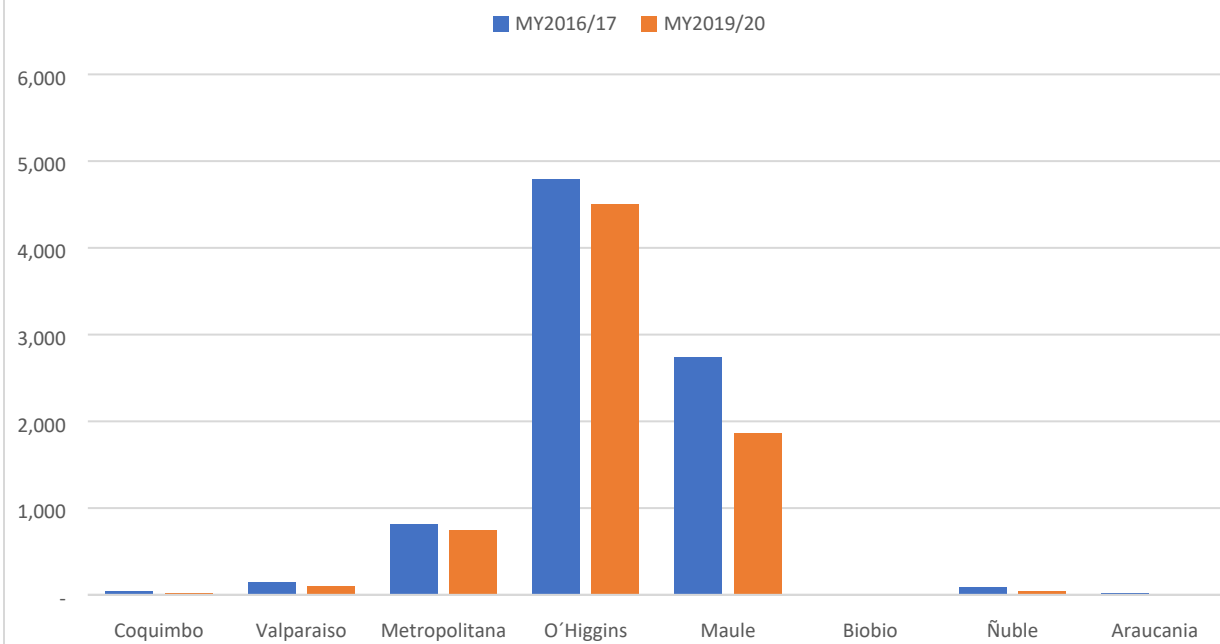


Graph 7. Chile: Pear Planted Area (ha)



Source: ODEPA, 2019

Graph 8. Chile: Pear Planted Area by Region (ha)



Source: ODEPA/CIREN, 2019

**Consumption:**

Post estimates that Chile's fresh pear exports make up 50 percent of the commercial production, 30 percent is destined for the domestic market and the remainder 20 percent is used for further processing.

In MY2019/20, Post estimates fresh domestic consumption of pears at 67,000 MT and 43,600 MT for the processing industry (See Table 9).

**Trade:**

In MY2018/19 (data until august), Chile's pear exports increased by 1.4 percent in volume and 0.3 percent in value over MY2017/18, totaling 123,914 MT and \$117.2 million (See Tables 7 & 8).

Chilean fresh pear exports main market is Russia, followed by the Colombia, the Netherlands and Italy. Chilean pear exports to Russia, have steadily increased. In MY2018/19, Chilean pears exports to Russia increased by 29.6 percent totaling 20,032 MT.

Chile's pears are well positioned in European markets, such as the Netherlands, Italy, Spain, and Germany. These markets demand specific pear varieties that Chile exports, such as Abate Fetel, Beurre Bosc, Coscia, or Forelle. Chilean pears are regarded of high quality, thus receiving a higher price than pears from other suppliers

Chilean pears were exported to China with the opening of that market in April 2019. The main varieties exported to China were Forelle and Packham's triumph.

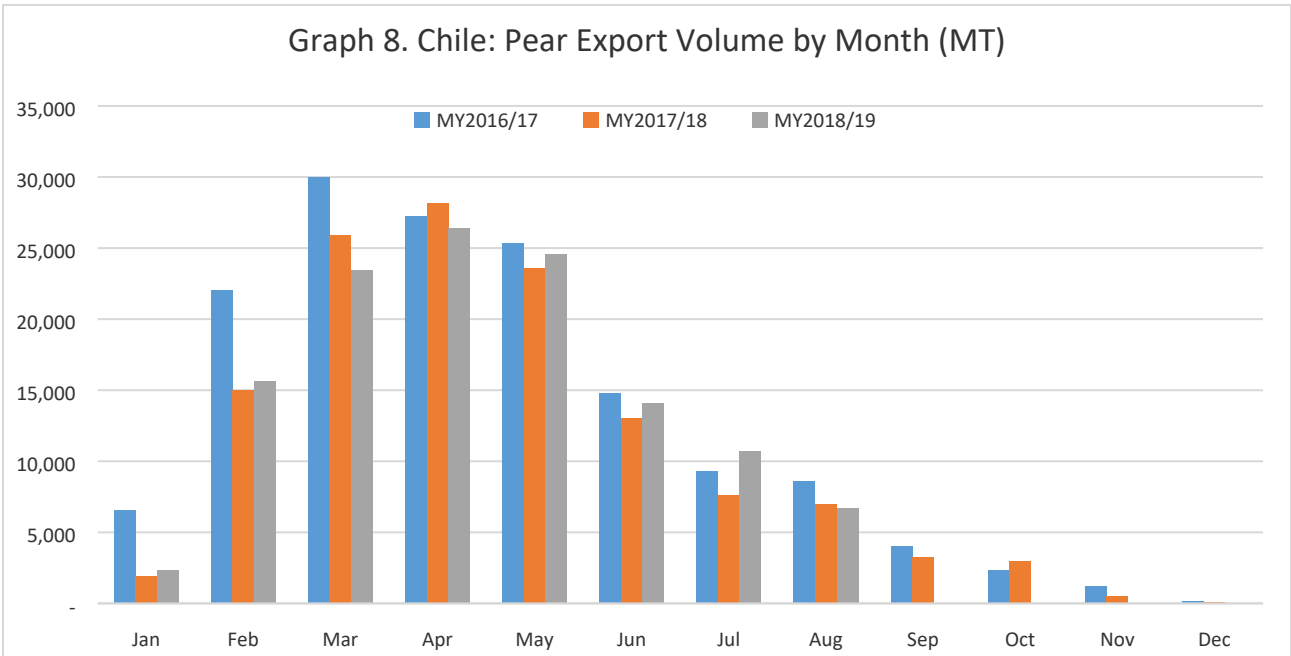
Post estimates pear exports to reach 130,000 in MY2018/19 and to decrease by 10 percent in MY2019/20, totaling 117,000 MT due to the decrease in pear planted area and lower production volume.

<b>Table 7. Chile Exports to the World</b>					
<b>Commodity: 080830, Pears, Fresh</b>					
<b>Partner</b>	<b>Marketing Year (MT)</b>		<b>January-August (MT)</b>		
	<b>MY2016/17</b>	<b>MY2017/2018</b>	<b>2018</b>	<b>2019</b>	<b>%Δ 2019/18</b>
World	151,627	129,003	122,190	123,914	1.41
Russia	12,938	15,455	15,455	20,032	29.62
Colombia	22,149	20,446	16,544	17,151	3.67
Netherlands	27,273	17,649	17,649	13,080	-25.89
Italy	15,616	10,937	10,937	12,513	14.41
Ecuador	12,332	10,117	9,265	10,535	13.71
Peru	16,061	11,820	10,361	10,096	-2.56
United States	12,638	11,930	11,930	9,921	-16.84
Spain	4,280	5,233	5,233	5,564	6.33
Germany	6,204	7,097	7,097	4,224	-40.48
Brazil	4,291	2,878	2,838	3,096	9.09
Saudi Arabia	1,839	2,034	2,034	2,379	16.96
China	-	22	22	1,794	8,054.55

Source of Data: Trade Data Monitor, LLC

Table 8. Chile Exports to the World					
Commodity: 080830, Pears, Fresh					
Partner	Marketing year (Value)		January-August (Value)		
	2017	2018	2018	2019	%Δ 2019/18
_ World	132,386,112	123,347,540	116,861,817	117,157,722	0.25
Russia	12,692,566	16,638,786	16,638,786	20,144,880	21.07
Colombia	19,814,338	19,354,608	15,435,687	16,409,626	6.31
Netherlands	24,076,906	16,785,303	16,785,303	13,009,079	-22.50
Italy	14,060,846	11,344,171	11,344,171	12,111,345	6.76
Ecuador	9,045,794	9,074,709	8,246,699	8,924,502	8.22
United States	10,262,447	9,618,535	9,618,535	8,684,483	-9.71
Peru	11,022,285	8,998,296	7,906,449	7,002,149	-11.44
Spain	4,638,381	5,846,342	5,846,342	6,049,774	3.48
Germany	5,651,470	7,203,051	7,203,051	3,666,130	-49.10
Brazil	4,063,635	3,077,683	3,023,282	3,133,331	3.64
Saudi Arabia	2,132,373	2,376,399	2,376,399	2,862,291	20.45
China	-	25,920	25,920	2,123,065	8,090.84
Panama	1,775,475	1,918,011	1,647,578	1,576,973	-4.29
Mexico	696,468	683,213	618,477	1,292,637	109
France	785,395	736,066	736,066	1,101,572	49.66
Others	11,667,733	9,666,447	9,409,072	9,065,885	-3.65

Source of Data: Trade Data Monitor, LLC



Source of Data: Trade Data Monitor, LLC

**Policy:**

China granted market access to Chilean fresh pears on April 25, 2019. Chilean Fresh fruit exports to China totaled 1,794 MT and \$2.1 million in MY2018/19 (data until August).

**Table 9. Production, Supply and Demand Data Statistics:**

Pears, Fresh Market Begin Year Chile	2017/2018		2018/2019		2019/2020	
	Jan 2018		Jan 2019		Jan 2020	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted	8538	8538	8157	8217	0	7272
Area Harvested	8200	8200	8100	8100	0	7000
Bearing Trees	8610	8610	8505	8505	0	7345
Non-Bearing Trees	1155	1155	1050	1050	0	950
Total Trees	9765	9765	9555	9555	0	8295
Commercial Production	260000	260000	250000	250000	0	225000
Non-Comm. Production	2000	2000	2000	2000	0	2000
Production	262000	262000	252000	252000	0	227000
Imports	600	600	600	600	0	600
Total Supply	262600	262600	252600	252600	0	227600
Fresh Dom. Consumption	76600	76600	81000	71000	0	67000
Exports	129000	129000	120000	130000	0	117000
For Processing	57000	57000	51600	51600	0	43600
Withdrawal From Market	0	0	0	0	0	0
Total Distribution	262600	262600	252600	252600	0	227600
(HA) ,(1000 TREES) ,(MT)						

Source: Post estimations

**Attachments:**

No Attachments