

**Required Report:** Required - Public Distribution

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**Report Name:** Stone Fruit Annual

**Country:** Chile

**Post:** Santiago

**Report Category:** Stone Fruit

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**Report Highlights:**

For marketing year (MY) 2020/21, due to favorable climatic conditions and increasing planted area, Post estimates a 12.1 percent cherry production increase over MY2019/20, totaling 286,000 metric tons (MT), and 13 percent increase in exports reaching 259,000 MT. For MY2020/21, Post projects fresh peaches and nectarines production will reach 169,000 MT while exports will reach 106,000 MT, a three percent increase from the previous marketing year assuming unchanged planted area and higher yields.

**Commodity:**

Fresh Cherries, (Sweet&amp;Sour)

**Table 1. Production, Supply and Demand Data Statistics:**

Cherries (Sweet&Sour), Fresh	2018/2019		2019/2020		2020/2021	
	Nov 2018		Nov 2019		Nov 2020	
Chile	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted	34,000	30,179	0	38,392	0	41,200
Area Harvested	32,500	29,000	0	35,000	0	39,500
Bearing Trees	25,000	25,000	0	27,500	0	27,500
Non-Bearing Trees	2,000	2,000	0	2,000	0	2,000
Total Trees	26,999	27,000	0	29,500	0	29,500
Commercial Production	209,000	205,000	0	255,000	0	286,000
Non-Comm. Production	1,000	1,000	0	1,000	0	1,000
Production	210,000	206,000	0	256,000	0	287,000
Imports	0	0	0	0	0	0
Total Supply	210,000	206,000	0	256,000	0	287,000
Fresh Dom. Consumption	13,000	19,025	0	20,000	0	21,000
Exports	190,000	179,975	0	229,000	0	259,000
For Processing	7,000	7,000	0	7,000	0	7,000
Withdrawal From Market	0	0	0	0	0	0
Total Distribution	210,000	206,000	0	256,000	0	287,000
	0	0	0	0	0	0

*Source: post estimates*

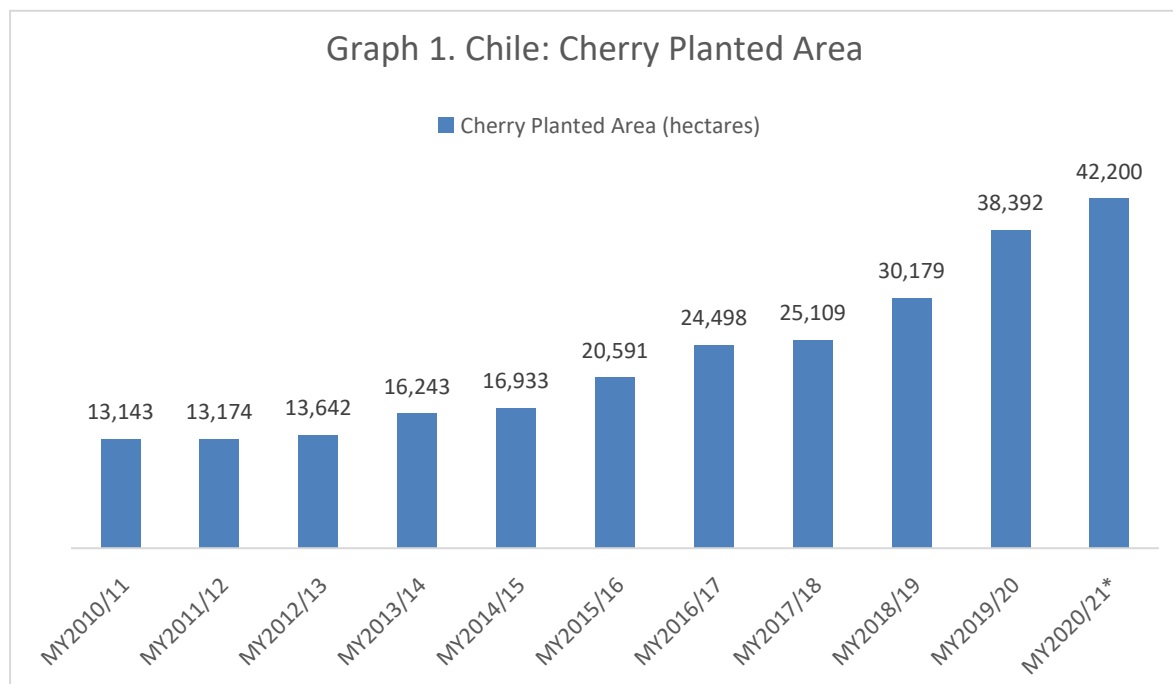
**Production:**

Post estimates a 12.1 percent production increase in MY2020/21 over MY2019/20, totaling 286,000 MT (See table 1).

Chilean cherries planted area grows solidly at a 10 percent annual growth rate. Post estimates cherries planted area at 42,200 hectares (ha) in MY2020/21 (See graph 1). New cherry orchards increase productivity every year, giving Chile a high productive potential that [according to experts](#) may reach over 345,000 MT by MY2023/24.

Climatic conditions have been favorable for cherry production so far since there was abundant rainfall during the winter (June and July), and cherry growers are expecting higher production this year assuming no unexpected climatic conditions during September and October such as frosting or rainfall during the harvest season in November and December.

According to the Chilean Plant Nurseries Association as reported by the Chilean Fruit Exporters Association ([ASOEX](#)) more than 5.6 million cherry plants were sold in 2019 and of those, more than 80 percent correspond to the varieties Regina, Santina, and Lapins. Cherry growers have opted for harvesting early in the season (October-November) expecting to obtain better prices in China when the supply is lower.



Source: based in ODEPA/CIREN

\* Estimations

**Consumption:**

Post estimates domestic consumption at 28,000 MT (fresh and for processing industry), which represent 10 percent of total commercial production. On average, Post estimates that export represents 90 percent of the commercial production. However, this proportion could increase in the future with the introduction of new and more efficient varieties.

**Trade:**

Post estimates Chilean cherry exports to increase by 13 percent in MY2019/20 reaching 259,000 MT (See table 1).

In MY2019/20 cherry exports reached 228,923 MT, a 27.2 percent increase over MY2018/19 (See table 2), and a new export record for Chilean cherries. Export value increased by 43 percent and totaled \$1.2 billion (See table 3).

China has consolidated as Chile's top market for cherries, accounting for 90 percent of total export volume while the United States is the second top market. However, Chilean cherry exports to the United States account for only two percent of total Chilean fresh cherry exports, and exports decreased by 4.55 percent in MY2019/20 over MY2018/19.

In early February, during the outbreak of the COVID-19 pandemic, at least 3,000 containers of Chilean cherries were on their way or arriving in China, specifically with late harvest cherry varieties. Chilean exporters stated that some of the sea ships were delayed and some shipments were stuck at Chinese ports, which carried a high risk of losing those exports considering cherries are a perishable product. However, shipments were eventually released and managed to arrive at the Chinese market. Despite the difficulties and delays, cherry export volume to China increased by 31.62 percent in MY2019/20 over MY2018/19 (See table 2). Chilean cherry exporters expect Chinese demand will continue to expand, offering new market opportunities for Chilean cherries in China's inner cities.

<b>Table 2. Chile Exports to World (Volume)</b>						
<b>Commodity: 080921/080929, Sour Cherries (Prunus Cerasus), Fresh/Cherries, Fresh, Other Than Sour</b>						
<b>Volume (MT)</b>						
<b>Partner</b>	<b>Marketing Year</b>			<b>Year to Date</b>		
	<b>MY2017/18</b>	<b>MY2018/19</b>	<b>Variation (%)</b>	<b>Nov 18- Jun 19</b>	<b>Nov 19- Jun 20</b>	<b>Variation (%)</b>
World	185,150	179,975	-2.80	179,973	228,923	27.20
China	156,888	157,712	0.53	157,710	207,575	31.62
United States	7,613	4,852	-36.27	4,852	4,631	-4.55
South Korea	2,657	4,147	56.08	4,147	3,187	-23.15
Ecuador	2,028	2,378	17.26	2,378	1,474	-38.02
Brazil	3,195	2,338	-26.82	2,338	2,769	18.43
Taiwan	3,370	2,256	-33.06	2,256	1,973	-12.54
United Kingdom	1,865	1,917	2.79	1,917	2,041	6.47
Thailand	848	875	3.18	875	1,120	28.00
Hong Kong	2,965	741	-75.01	741	550	-25.78
Bolivia	371	348	-6.20	348	304	-12.64
Spain	478	346	-27.62	346	341	-1.45
Canada	524	316	-39.69	316	489	54.75
Netherlands	509	307	-39.69	307	468	52.44
Peru	280	227	-18.93	227	385	69.60
France	202	146	-27.72	146	145	-0.68
Others	1,357	1,069	-21.22	1,069	1,471	37.61

Source: Trade Data Monitor, LLC

<b>Table 3. Chile Exports to World (Value)</b>						
<b>Commodity: 080921/080929, Sour Cherries (Prunus Cerasus), Fresh/Cherries, Fresh, Other Than Sour</b>						
<b>Value (USD)</b>						
<b>Partner</b>	<b>Marketing Year</b>			<b>Year to Date</b>		
	<b>MY2017/18</b>	<b>MY2018/19</b>	<b>Variation (%)</b>	<b>Nov 18- Jun 19</b>	<b>Nov 19- Jun 20</b>	<b>Variation (%)</b>
World	794,607,766	829,949,799	4.45	829,942,331	1,187,416,214	43.07
China	669,909,928	721,687,142	7.73	721,679,674	1,076,508,649	49.17
South Korea	17,400,953	28,761,393	65.29	28,761,393	22,586,457	-21.47
United States	28,965,238	19,826,112	-31.55	19,826,112	21,134,720	6.60
Taiwan	17,106,839	12,992,748	-24.05	12,992,748	11,759,315	-9.49
United Kingdom	8,928,189	9,824,676	10.04	9,824,676	10,023,971	2.03
Brazil	11,881,564	9,791,696	-17.59	9,791,696	12,300,609	25.62
Thailand	4,333,796	5,474,104	26.31	5,474,104	7,978,228	45.74
Ecuador	3,682,436	4,930,107	33.88	4,930,107	3,297,556	-33.11
Hong Kong	14,585,125	3,229,291	-77.86	3,229,291	2,756,098	-14.65
Netherlands	2,657,617	1,846,020	-30.54	1,846,020	2,734,174	48.11
Spain	2,487,006	1,754,225	-29.46	1,754,225	2,271,147	29.47
Canada	2,085,977	1,381,709	-33.76	1,381,709	2,051,444	48.47
France	1,169,861	880,120	-24.77	880,120	872,420	-0.87
Russia	957,034	804,409	-15.95	804,409	1,230,916	53.02
Singapore	934,230	756,658	-19.01	756,658	735,580	-2.79
Others	7,521,973	6,009,389	-20.11	6,009,389	9,174,930	52.68

Source: Trade Data Monitor, LLC

**Policy:**

On July 17, 2020, the Chilean Fruit Exports Association (ASOEX) and the China Chamber of Commerce of Import & Export of Foodstuffs Native Produce & Animal By-Products (CCCFNA) signed a cooperation agreement for production and trade of fresh fruits. Ronald Bown, President of ASOEX and Xu Xiaohu, Vice-President of CCCFNA signed the agreement virtually. This cooperation agreement does not specify the species, but it will likely involve cherries and other fresh fruits that Chile exports to China such as table grapes, stone fruits, apples, avocado, blueberries, and citrus.

Although there are no specific technical or marketing related activities programmed yet, the cooperation agreement involves the following topics:

1. Support trade visits between Chile and China for representatives of each association, which will help understand stakeholders from both countries the internal procedures for the fresh fruit export business.
2. Exchange in technology and technical expertise. For example, ASOEX will facilitate technical information and contacts to learn about fresh fruit production practices in Chile. This will enable China to improve their fresh fruit production during the counter-season.
3. Exchange information of statistical data (export and import), regulatory legislations, and customs procedures. This will enable both countries to understand and improve communication regarding customs procedures for fresh fruit imports.
4. Mutually support advertising and promotional activities for fresh fruit trade.

See full article in English [here](#).

## Commodities:

Fresh Peaches & Nectarines

**Table 4. Production, Supply and Demand Data Statistics:**

Market Begin Year	Nov 2018		Nov 2019		Nov 2020	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Chile						
Area Planted	7,000	7,428	0	7,449	0	7,420
Area Harvested	6,700	6,900	0	7,000	0	7,000
Bearing Trees	5,300	5,550	0	5,600	0	5,600
Non-Bearing Trees	600	650	0	680	0	680
Total Trees	5,900	6,200	0	6,280	0	6,280
Commercial Production	150,000	156,600	0	164,000	0	169,000
Non-Comm. Production	1,000	1,000	0	1,000	0	1,000
Production	151,000	157,600	0	165,000	0	170,000
Imports	0	0	0	0	0	0
Total Supply	151,000	157,600	0	165,000	0	170,000
Fresh Dom. Consumption	55,000	55,000	0	56,000	0	57,500
Exports	90,000	96,600	0	103,000	0	106,000
For Processing	6,000	6,000	0	6,000	0	6,500
Withdrawal From Market	0	0	0	0	0	0
Total Distribution	151,000	157,600	0	165,000	0	170,000

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

Source: Post estimates

Note: data does not include canned peaches.

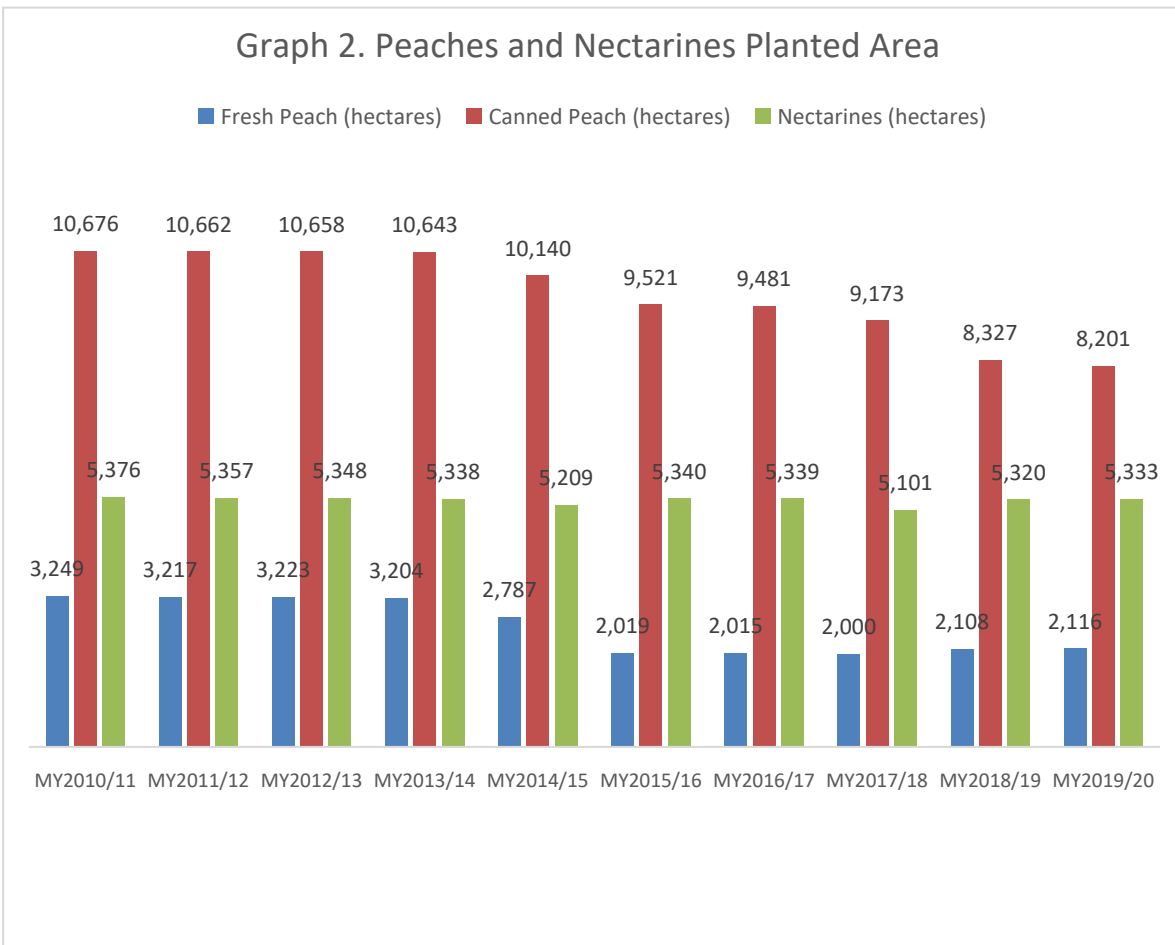
## Production:

In MY2019/20 production totaled 164,000 MT. For MY2020/21, Post estimates a slight increase in production totaling 169,000 MT, a three percent increase, assuming unchanged planted area and higher yields due to favorable climatic conditions (See table 4).

Fresh peach planted area totaled 2,116 (ha) in MY2019/20 and has remained steady in the last five marketing years (See graph 2). Nectarine planted area totaled 5,333 ha in MY2019/20. In addition, Chile has 8,201 ha planted area with varieties for canned peaches.

Fresh peach and nectarine planted area totaled 7,449 ha in MY2019/20. Post expects planted area to remain unchanged due to the existing demand from the United States and increasing demand from China.





Source: based in ODEPA, 2020

### Consumption:

In MY 2020/21, Post estimates total domestic consumption will reach 64,000 MT, which includes both fresh domestic consumption and processing. Post estimates peach and nectarine fresh domestic consumption at 57,500 MT and 6,500 MT for processing (See table 4).

Post estimates, based on data from ODEPA/CIREN, that exports amount to 62 percent of fresh peach and nectarine production and domestic consumption (fresh and processed) make up the remainder 38 percent (*Note: these estimates do not include production varieties for canned peaches*).

**Trade:**

In MY2019/20 Chilean exports of peaches and nectarines increased by 5.73 percent totaling 102,097 MT (See table 5) valued at \$132.6 million (See table 6). For MY2020/21, Post projects exports to increase by three percent totaling 106,000 MT based on higher production and increasing demand for fresh nectarines from China (See table 4).

The United States is the top market for Chilean peaches and nectarines exports in MY2019/20 totaled 30,541 MT. However, MY2019/20 exports decreased by 12.36 percent over MY2018/19 as Chilean fresh fruit exporters continue to diversify export destinations.

In MY 2019/20 China became the second most important market for Chilean peaches and nectarines. Exports increased by 51.3 percent totaling 30,266 MT (note: Chile only exports nectarines to China). Chile has increased exports to China consistently since gaining market access in 2016.

<b>Table 5. Chile Exports to World (Volume)</b>						
<b>Commodity: 080930, Peaches, Including Nectarines, Fresh</b>						
<b>Volume (MT)</b>						
<b>Partner</b>	<b>Marketing Year</b>			<b>Year to Date</b>		
	<b>MY2017/18</b>	<b>MY2018/19</b>	<b>Variation (%)</b>	<b>Nov 18- Jun 19</b>	<b>Nov 19- Jun 20</b>	<b>Variation (%)</b>
World	97,302	96,568	-0.75	96,568	102,097	5.73
United States	37,910	34,847	-8.08	34,847	30,541	-12.36
China	15,384	20,005	30.04	20,005	30,266	51.29
Mexico	5,434	7,108	30.81	7,108	7,569	6.49
Netherlands	4,907	6,658	35.68	6,658	4,302	-35.39
Brazil	8,825	6,436	-27.07	6,436	6,705	4.18
United Kingdom	2,131	3,307	55.19	3,307	3,095	-6.41
Peru	2,461	2,999	21.86	2,999	2,265	-24.47
Taiwan	3,690	2,961	-19.76	2,961	3,292	11.18
Canada	3,135	2,481	-20.86	2,481	2,692	8.50
Russia	2,488	1,628	-34.57	1,628	1,799	10.50
Colombia	1,624	1,358	-16.38	1,358	1,152	-15.17
Ecuador	698	1,095	56.88	1,095	1,189	8.58
Germany	828	1,077	30.07	1,077	1,323	22.84
Spain	1,549	880	-43.19	880	1,600	81.82
Belgium	701	819	16.83	819	527	-35.65
Others	5,537	2,909	-47.46	2,909	3,780	29.94

Source: Trade Data Monitor, LLC

Note: Data does not include canned peaches

<b>Table 6. Chile Exports to World (Value)</b>						
<b>Commodity: 080930, Peaches, Including Nectarines, Fresh</b>						
<b>Value (USD)</b>						
<b>Partner</b>	<b>Marketing Year</b>			<b>Year to Date</b>		
	<b>2018</b>	<b>2019</b>	<b>Variation (%)</b>	<b>Nov 18- Jun 19</b>	<b>Nov 19- Jun 20</b>	<b>Variation (%)</b>
World	111,886,976	108,677,383	-2.87	108,677,383	132,586,153	22.00
United States	40,027,047	36,197,804	-9.57	36,197,804	39,177,409	8.23
China	19,800,854	25,328,208	27.91	25,328,208	45,577,291	79.95
Mexico	7,421,726	9,346,188	25.93	9,346,188	10,693,260	14.41
Brazil	10,579,731	7,177,671	-32.16	7,177,671	7,710,401	7.42
Netherlands	4,240,270	5,516,722	30.10	5,516,722	3,494,099	-36.66
Taiwan	5,178,741	4,506,313	-12.98	4,506,313	4,565,395	1.31
Canada	3,227,846	2,981,132	-7.64	2,981,132	3,180,248	6.68
Peru	2,392,686	2,522,950	5.44	2,522,950	1,858,589	-26.33
United Kingdom	1,852,968	2,498,822	34.86	2,498,822	2,332,628	-6.65
Russia	3,362,808	2,171,379	-35.43	2,171,379	2,303,022	6.06
Colombia	2,231,549	1,902,064	-14.76	1,902,064	1,569,849	-17.47
Ecuador	935,228	1,322,120	41.37	1,322,120	1,465,096	10.81
Germany	728,118	1,165,145	60.02	1,165,145	1,271,044	9.09
Spain	1,393,427	1,139,693	-18.21	1,139,693	1,561,704	37.03
Costa Rica	805,938	792,820	-1.63	792,820	707,763	-10.73
Others	7,708,039	4,108,352	-46.70	4,108,352	5,118,355	24.58

Source: Trade Data Monitor, LLC

Note: Data does not include canned peaches

## Policy

According to information from the [Chilean Agricultural Office in Indonesia](#), Chile is in the process of gaining market access for peaches and nectarines to Indonesia. Chile already has market access for table grapes, apples, pears, cherries, and kiwis.

## Attachments:

No Attachments