

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

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Chile

Exporter Guide

Annual

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Report Highlights:

This report provides practical tips to U.S. exporters of consumer-oriented foods/beverages on how to do business in Chile. It provides a brief overview of the food retail, food service and food processing sectors.

Post:
Santiago

Executive Summary:

I. Market Overview.

Chile's economy is driven by exports, concentrated in primary products and processed natural resources (principally copper, fresh fruit, forestry and fishery products). Agriculture has been one of the major pillars for Chilean economic growth during the past decade. Total agricultural exports over the last 4 years have consistently surpassed the US\$8 billion dollars mark representing 12 percent of the country's GDP, placing Chile among the world's largest agricultural exporters. In addition, Chile's agriculture sector employs nearly 20 percent of the national labor force. Chile's agricultural policy has been consistent in promoting exports through FTAs and protecting its farmers; however, income gaps remains the strongest challenge facing Chile's development.

Despite the global economic recession, Chile has demonstrated its ability to maintain a growth perspective through its solid fundamentals, in particular, its fiscal solvency. This factor continues to position Chile as a platform for regional and international investment.

Based on size, market growth rate and the U.S. competitive position in the market, the following products have the greatest potential in Chile: wheat, corn gluten feed, seeds, pet food, dairy and pork ingredients, soy protein isolates, concentrates, beef, oak for wine barrels, snack foods/high value processed foods, and stone fruits (i.e. nectarines, cherries and peaches). Competition from Mercosur suppliers remains fierce for grains, soybean products, meat and pet food. Domestic production and European imports also present a challenge to U.S. processed foods.

II. Exporter Business Tips.

- An importer/agent is becoming a necessity. Most supermarket chains prefer to buy new or unknown products from importers/distributors.
- U.S. products can fill gaps in the local market if supported on the ground. Intensive sampling, in conjunction with prominent shelf space in supermarkets, are key to successfully launch imported products.
- Agents/importers must be able to store imported products until they are tested and approved for sale/distribution by local health officials.
- While regulations are relatively transparent, changes are not widely advertised. Hence, the exporter or his/her representative must monitor the Diario Oficial, where periodical changes are published. One can also visit the websites of the Ministry of Agriculture (www.sag.gob.cl) and the Ministry of Health (www.sesma.cl) to seek further updates.
- For labeling and certification requirements for meat, poultry, dairy and fresh produce, consult the USDA office in Santiago's web page at www.usdachile.cl under "Import Requirements" and "Food Law."
- Spanish labeling is a must.
- Consumers are very brand oriented, but major supermarket chains are introducing private labels.
- Middle and upper class consumers generally steer clear of spicy, "ethnic" foods.
- Consumers are not overly concerned about the health aspects of fat, cholesterol, and extensive processing. At the same time, noting the health benefits of a product can be helpful in marketing a product.
- Consumers relate expired shelf life to spoilage, which is one of their major concerns when shopping.
- The market for imported consumer foods is concentrated in Santiago, where 40 percent of the country's population lives.

The table below identifies U.S. supplier strengths and market opportunities (**Advantages**) as well as U.S. supplier weaknesses and competitive threats (**Challenges**).

Advantages	Challenges
Domestic transportation and communication systems are efficient in Chile.	U.S. ingredients are often more expensive than local equivalents. The FOB cost is sometimes 10% or higher.
Regulations are transparent and enforcement is generally free of corruption.	Quality of food ingredients from around the world has become very similar, abiding by U.S. and European standards.
Chile has one of the highest percentages of non-traditional store sales in Latin America, which allows suppliers to target large retail chains for larger volume sales.	Chile produces a wide range of high quality agricultural resources, so imports tend to be more expensive than domestic products. Only 15-20% of products sold in supermarkets are imported.
Foreign companies may conduct business in Chile on the same basis as local companies and enjoy guaranteed access to foreign exchange for repatriation of capital and profits.	All products must be approved when entering the country by the Ministry of Health, which has strict animal and plant quarantine regulations that prohibit the entrance of some products.
Chile has the highest GDP per capita in South America. _____ The U.S.-Chile FTA, which went into force in 2004, is making U.S. products more competitive.	Prices for U.S. products may still be higher than local products or imports from nearby countries, even after the FTA. FOB prices for U.S. inputs tend to be at least 10% higher than local prices for equivalent quality.
Supermarket chains are seeking suppliers of well-recognized, high sales volume products to expand their line of private label items.	Retail power is concentrated in three chains and they demand considerable marketing support for branded products.
U.S. food inputs are known for their quality and low health concerns, meeting respected FDA & USDA standards.	The typical Chilean consumer is not immediately attracted to foreign products, as local producers typically provide well-priced quality options.
Certain companies have corporate requirements to purchase U.S. inputs, for example Nestlé for products re-exported to the U.S.	Artisanal products have a significant share of the market; Chileans tend to prefer fresh foods, which are perceived as higher quality.

III. Market Sector Structure and Trends.

Food Processing Sector

The Chilean food industry is based on the country's agricultural resources and remains, to a significant degree, dependent on agro-based exports. Indeed, the agricultural industry is one of the staples of the Chilean economy, generating around US\$4 billion in exports annually. It represents around 25 percent of the country's GDP and is the second most important exporting

sector after mining, specifically copper.

The fruit, wine, poultry, pork, beef and fish-farming industries each offer tremendous export potential as a result of global trade liberalization, particularly between Chile and Asia. Furthermore, these sectors benefit from the government's efforts to diversify its export sector away from copper to high value-added agricultural exports – most notably salmon and wine.

Multinational food manufacturers have a long history of investing in Chile and firms such as Nestlé and PepsiCo have manufacturing plants in the country. Although domestic consumption of processed food is rising steadily, thanks to the country's strong economic growth, most food and drink firms investing in Chile also keep one eye focused on utilizing the country's extensive natural resources and network of trade agreements to boost their sales in markets outside of Chile. The country has many advantages that encourage multinational firms to build production facilities in Chile. The country's southern hemisphere location means that it produces crops during the opposite seasons of the world's major consumer markets in the northern hemisphere. Also, its elongated shape and north-south orientation also mean that harvests can be staggered throughout the growing season. In addition, the country's relative geographical isolation – thanks to the Andes in the east, the Atacama Desert in the North, and Pacific to the West allows the country's food production areas to be free from most pests and diseases that plague other food producing countries.

These natural advantages are supplemented by the country's political and economic stability and its liberal trade agreements with many of the major consumer markets.

Chile is known today as the largest exporter of fresh fruit of the Southern Hemisphere. Chilean agriculture covers a wide range of activities such as the cultivation of annual crops, cattle ranching, dairy farming, vegetable production and organic farming.

Chile has a flourishing and competitive food industry that processes and exports food products and beverages as diverse as canned, dehydrated and frozen fruits and vegetables, wine, fruit juices, fruit pulps, olive oil, pork, lamb, poultry, beef, as well as a variety of dairy products. All of these products reach the most demanding markets globally.

A solid economic foundation, a reasonably high technology-based industry, and a sound environment, play a fundamental role in the development and growth of Chilean agriculture and the food industry.

The main Chilean processed food industries are those related to fresh fruits, dairy products, salmon, processed or canned seafood, meats, wine, crackers/cookies, candy, chocolates, canned peaches, jams, tomato sauces, pasta and juices.

Chile has a longstanding commitment to trade liberalization and has signed free trade agreements with over 20 countries, including the European Union, Mexico, Canada, South Korea, Mercosur, Japan, China, India, New Zealand, and the U.S. The U.S.-Chile Free Trade Agreement (FTA) took effect in 2004 and opened new opportunities for previously prohibited products, such as red meat, certain fresh fruits and dairy products. This FTA reduces the previous 6 percent across-the-board tariff to 0 percent for 87 percent of non-agricultural products immediately, and for three quarters of agricultural products within four years, the rest over 12 years. U.S. and Chile Tariff Schedules for all Harmonized Tariff System customs codes can be found at www.ustr.gov/new/fta/Chile/text/, "Section 3. National Treatment and Market Access for Goods".

Trade is the engine of Chilean economic growth. According to the Global Competitiveness Report published by the World Economic Forum, Chile is ranked as the most competitive nation in Latin America in terms of growth prospects. It is ranked first in Latin America with respect to transparency and perceptions of economic freedom.

Consumer spending on food and beverages continues to rise significantly. This growth is mainly propelled by improving living standards as a result of falling unemployment and increased purchasing power. This makes the purchase of processed food products an option for a growing proportion of the population, and offers food and drink manufacturers opportunities to launch new, innovative value-added products.

With personal income being higher than the regional standard, consumption patterns in Chile have undergone tremendous transformations over the past decade. For instance, people are shifting from locally produced staples to more expensive branded products, and are integrating processed packaged foods in their diet.

The processed (packaged) food sector's annual growth is represented by the sector's exports, which doubled in the past ten

years to more than US\$ 1.5 billion. The processed food sector is one of the main reasons that explains the growth in Chilean exports in the last decades, mainly due to the production increase of fruits and vegetables in their different formats (canned, dehydrated, frozen and juices), apart from the increase in exports of chocolates, cookies, candies, refreshments and other products of the kind. Each one of these products has its origin in more than 200 industrial plants throughout the country.

Certain sub sectors continue to see strong growth as more people join the work force and eat out-of-home, as domestic help salaries rise and their availability drops. Especially promising products are convenience and fast foods, out-of-home foods, and diet foods.

The “gourmet food” sector includes spices and sauces; cheese and dairy products; red meat, poultry and seafood products; prepared foods and soups; pastas, grains and legumes; bakery; crackers and snacks; desserts, confectionery and drinks. The sub sectors with the largest market share are spices, tea, cheese, coffee and snacks.

Consumers declare that the most valued benefit from specific items is health, quality, convenience and security. Functional foods are part of the usual shopping list of Chileans; especially among women and the medium and upper classes. Chileans give important credit to brands (in 80 percent of the cases, it determines the purchase selection due to its quality warranty), and prefer supermarkets because they offer more items.

The small organic food market has been steadily growing over the past eight years. The market, which was worth only US\$200,000 in 2003 is expected to reach US\$53 million by 2013. The high price of organic goods is the main obstacle preventing some from consuming these alternative food products. Organic production in Chile is an export driven activity including fruits, vegetables and wines.

The following foreign food ingredient imports are in the highest demand: powdered milk, whey, specialty cheeses, durum wheat, corn starch, wheat gluten, animal fat, fish and olive oils, vegetable fats and oils, glucose, other sugars, cocoa powder, essences, protein concentrates and emulsifier agents, pork, turkey and chicken.

Hotel, Restaurant and Tourist Industry

Although no official government or industry sales figures exist for the HRI sectors, the institutional market is the largest of the three in terms of food sales, followed closely by the restaurant sub-sector and fairly distantly by the hotel sub-sector.

Around 30 percent of this is food and beverage costs, of which 10 to 20 percent (US \$15million to \$30million) is estimated to be imported foods. The average food/beverage ratio of restaurant sales in Chile is 60 percent food to 40 percent beverages.

Total restaurant sales are fairly flat as shrinking sales and margins, especially for lower-echelon restaurants, compensate for the growth in the number of restaurants.

The institutional food service market reported sales of US\$1.4 billion in 2009, and the top three companies (Sodexho Chile S.A., Central del Restaurantes, Compass Catering S.A.) control 64 percent of the market. Mines and educational institutions dominate demand for institutional food services. The three giants currently source mainly domestically or from Brazil and Argentina. The following products offer good opportunities for U.S. exporters: canned tuna, rice, oil, canned vegetables, deli meats, cheese and other dairy products, low carbohydrate products and pre-mix sauces.

Compass Catering S.A. has government contracts for the military, schools, and state programs, including some hospitals and jails. Therefore, they are particularly interested in products that can meet the special price and nutritional requirements of their customers. They do not direct import, but work through a variety of brokers and importers. They serve approximately 260,000 meals a day and have a 20 percent market share.

Sodexho Chile, S.A. has operations in 66 countries with a regional director in Brazil. Consequently, they have traditional ties to suppliers in Brazil, as well as Argentina. Price competitiveness is essential. Most imports are brought in through brokers. They service a wide range of private industries, such as: mining, petroleum, construction, fisheries, forestry, textile, steel, auto, chemical, pharmaceutical, service companies, banks, supermarkets, hospitals, schools and government programs. They have a market share of approximately 21 percent.

Central de Restaurantes uses a large quantity of imports, particularly high value food items. However, they do not bring these

products in directly, they use brokers and importers. Currently, most of the products carried are from Latin American suppliers. They service mines, banks, airlines, TV channels/the press, private colleges, hospitals and clinics. They do more than 200,000 meals a day and have a 30 percent market share.

Institutional food service is a good market for basic staples as opposed to the specialty foods demanded by the hotel and restaurant sub-sectors. The main imported foods in its purchasing program are legumes, beef, pork and rice.

The leading local products sold to the HRI sector are produce, poultry and pork, seafood/fish, fruits and wine. Imported food accounts for about 10 percent of the demand. Imported products are mainly beef from Argentina, Brazil and Uruguay; and legumes and cereals from Argentina and Canada.

Travel and Tourism

Growth in international tourist arrivals is likely to remain strong over the forecast period as world economic growth picks up and the Argentinean peso recovers. Chile will continue to focus on attracting long-haul tourists, and this effort will receive additional assistance from the government, which pledged to help double tourism's share of GDP to 10 percent.

Chile's natural beauty and its good infrastructure attract a growing number of international conventions. The country is the second-largest organizer of such events in South America, after Brazil, but its world share is still small.

Business travel will also expand as a result of Santiago's growing importance as a South American business center. Over 40 multinational companies have established their regional headquarters in Chile since the country launched its investment platform program in 2003. This program includes mechanisms to avoid double taxation. With international flight occupancy rates recovering to around 70 percent, the airlines serving Chile will continue to increase frequencies and destinations. Lan Airlines in particular is planning to expand its operations in Asia to reflect increasing commercial links between Chile and China, Japan and South Korea.

Dollar revenue from international tourism rose rapidly in 2010, due to the appreciation of the Chilean peso and a rise in arrivals of higher-spending, long-haul tourists in the period. The overall rise in earnings and arrivals reflects the increasing importance of long-haul tourism, which has been aggressively promoted in recent years in order to offset low tourism demand from within the region.

Chilean tourist attractions, like the Antarctic region, have become popular destinations for international cruise lines. The arrival of cruise lines have increased during the past years and the tourist authorities hope that Chilean destinations become one of the most important of the South Pacific. In the past eight years, the number of passengers has increased 500 percent.

In Chile, the most visited destinations are Patagonia, the Lake Region, Atacama, Valparaiso, Easter Island and Santiago. Considerable growth is expected given increased investments from the government and popularity of these sites internationally.

Retail Sector

Chile has a modern, highly competitive supermarket sector. The number of retail food stores has historically grown one percent per year, but grew three percent in 2011. The market for consumer-ready food products and imports is concentrated in Santiago, where higher incomes and the city's population density command almost half of the country's consumer demand. Supermarkets, stores with 3 or more checkouts, serve about 60 percent of the grocery market and number 1,157. Traditional neighborhood mini-markets, beverage stores and vegetable stands serve about 20 percent of the market and number about 100,000. Convenience stores, gas marts and kiosks sell limited quantities of imported candy and snack foods. In general, they do not import, but purchase from local wholesalers/distributors.

There are important differences between the products carried by both hypermarkets and supermarkets in the low versus mid to high socio-economic segments. The stores located in low-income areas normally carry a limited number of specialty items

(usually higher-priced imported goods), apart from the items destined for massive consumption. Hypermarkets and supermarkets in the mid to high-income areas carry a varied assortment of specialty items with a relatively high degree of imported products. A rise in consumer sophistication in the mid to high socio-economic areas, in terms of products, brands and price, has resulted in increased demand for imported food products. These stores now account for 26 percent of total sales and offer customers fresh bakery goods, fresh seafood, coffee bars, prepared salads, pizzas, meat dishes, and the typical assortment of grocery products. Warehouse outlets and wholesale clubs have not yet made an appearance.

Nevertheless, despite the increasing selection of products and advances made in the supermarket sector as a whole, compared to the US, the selection of imported specialty products is still limited. About 10-15 percent of products sold in supermarkets are imported, but this segment has grown by 85 percent over the last several years. The U.S. – Chile FTA has prompted new interest in U.S. products and opened new opportunities for previously prohibited products, such as red meat, poultry, certain fresh fruits, and dairy products.

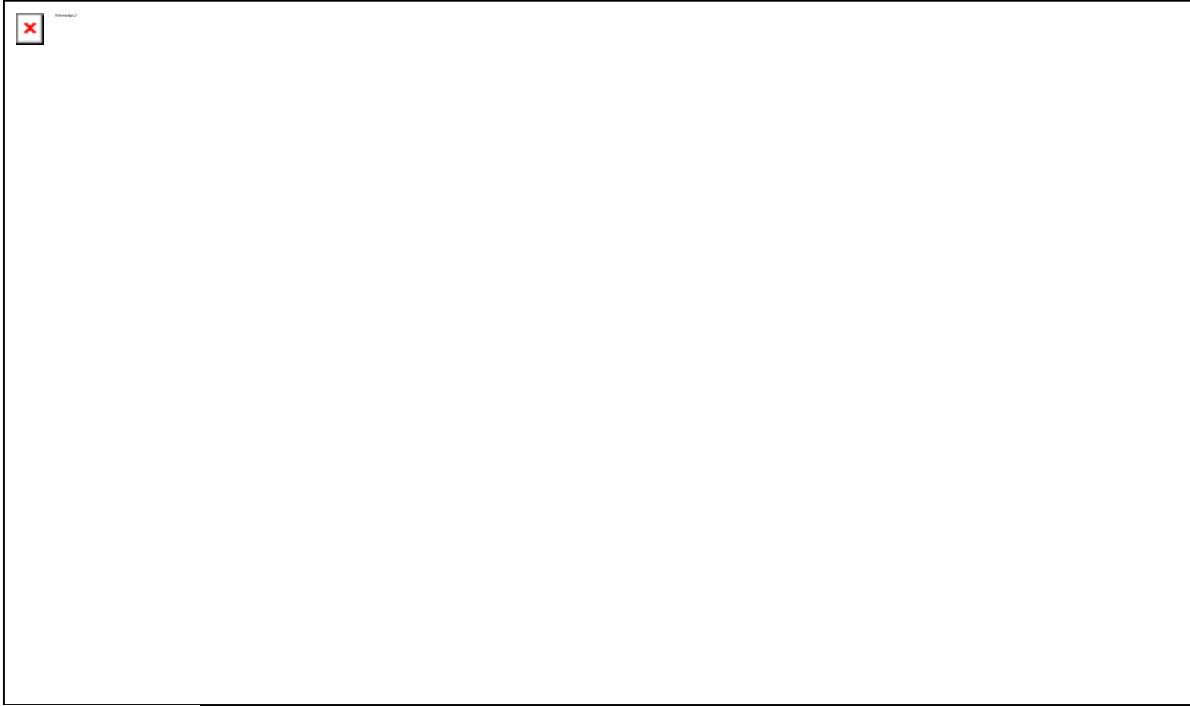
Market Summary:

- The retail food market (supermarkets, department stores and others) accounted for 22 percent of Chile's GDP in 2010 with sales of U.S. \$45.5 billion, with 26.2 percent of this, or US\$13.5 billion, comprised of retail food.
- Average annual GDP growth of 2.4 percent is predicted by Business Monitor until 2013. With the population increasing from 17 million in 2009 to an estimated 17.9 million by 2013, GDP per capita is forecast to rise 41.3 percent by the end of the forecast period, reaching US\$14,157. Consumer spending per capita is set for an increase from US\$ 7,821 in 2008 to US\$ 10,702 by 2013.
- Chile is the 17th ranked exporter of foods in the world, but strives to enter the top 10. In the last decade, Chile has increased its agricultural exports by over 165 percent. Chile's unique and diverse climatic conditions allow the country to produce a wide variety of agricultural products with a high level of food purity, and Chile has become a very important player in certain agricultural sectors:
 - Chile is the southern hemisphere's top exporter of apples, peaches, nectarines, blueberries, raisins, nuts, prunes, and almonds
 - Chile ranks 1st in world exports of plums
 - Chile ranks 2nd in world exports of kiwis and salmon
 - Chile ranks 5th in world exports of wine
- Favorable credit conditions and the easy access to store credit cards have contributed to an improved retail demand in recent years.
- Chileans spend on average around 20 percent of their household income on food, drinks and tobacco. In per capita terms, Chile is the second largest consumer of bread in the world after Germany, the 3rd largest consumer of tea, and an important per capita consumer of pasta, rice, seafood, carbonated beverages and beer.

Retail Food Sales

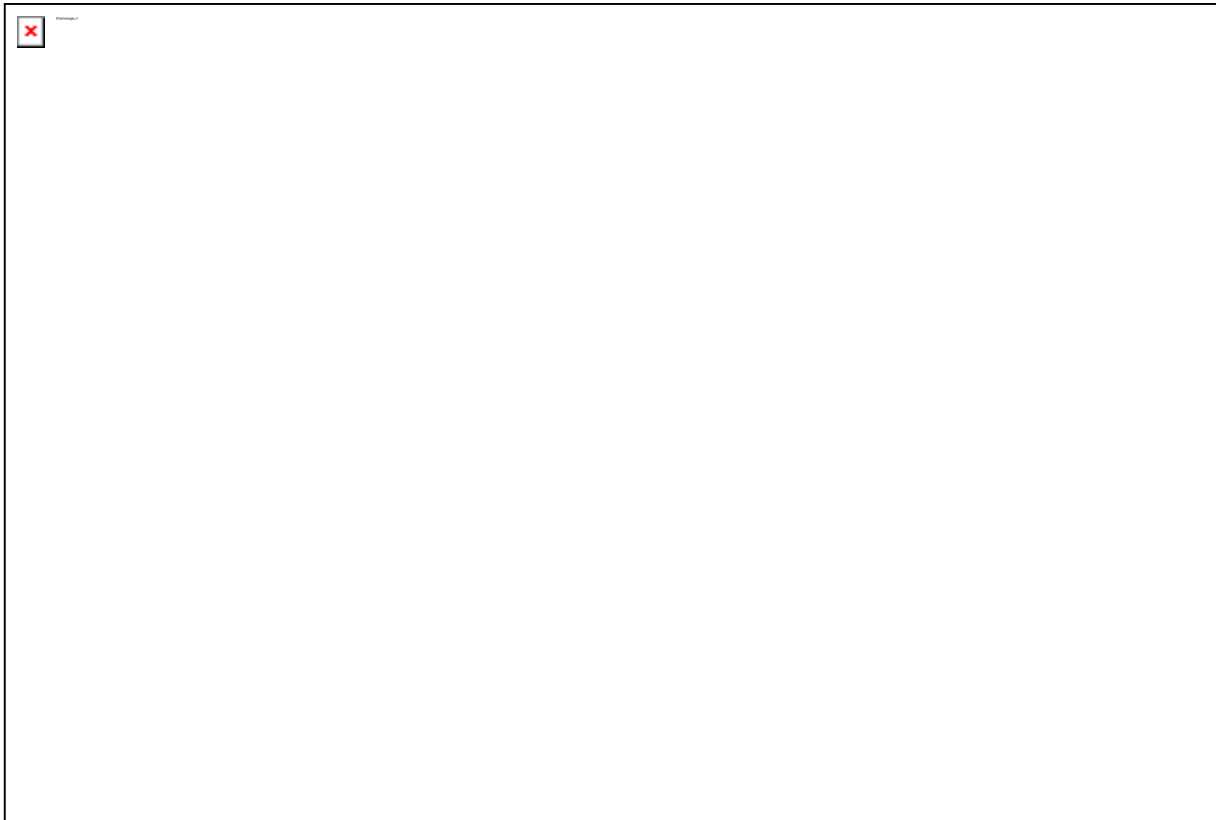
- The supermarket industry represents 26 percent of the total sales of the retail market.
- The retail food sector reached US\$ 13.5 billion in 2010.

Retail Sales Distribution, 2010



Source: AC Nielsen 2010

Food Sales per Sub-Sector, 2010



Number and type of food and beverages retail outlets

Year	2010	2011
Supermarkets	1,102	1,157
Convenience Stores and Gas Marts	803	915
Traditional Stores, Liquor Stores and Kiosks	99,787	100,286
Restaurants and Bars	16,944	17,807
Total	118,636	120,165

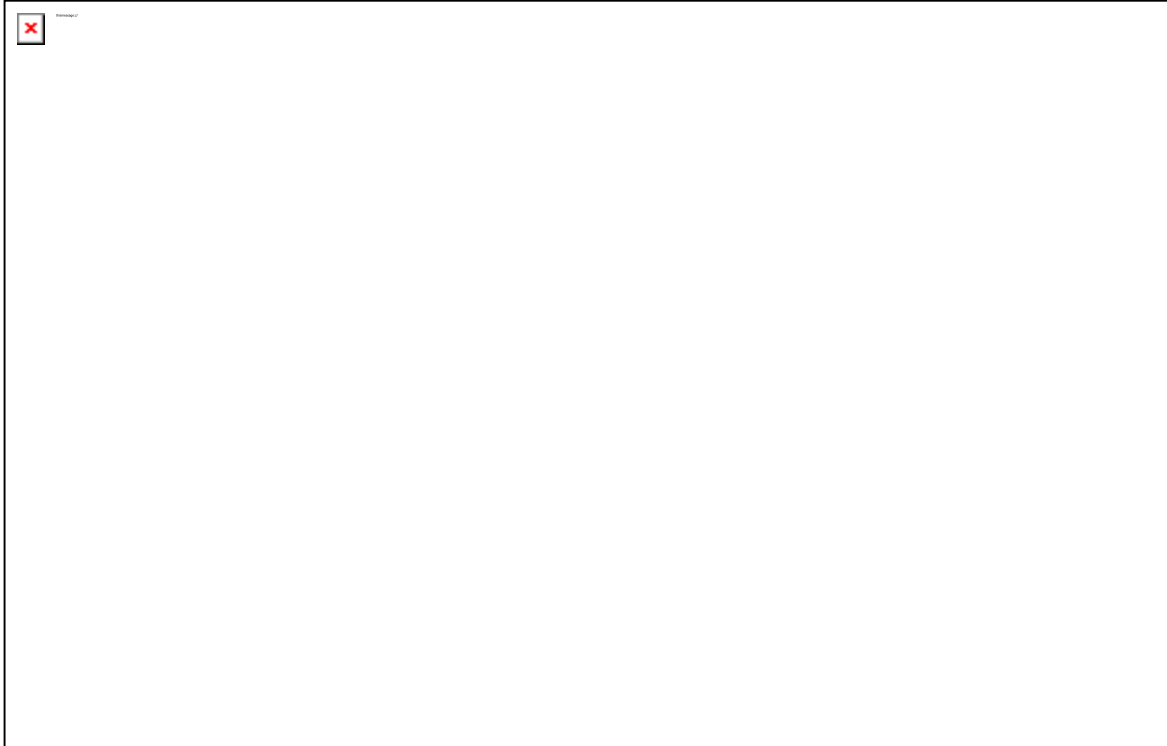
Imports and Local Production

- For the first quarter of 2009 Chile had imported US\$ 1.2 billion of food, drink and tobacco. This represents a 20 percent decrease compared to the same period of 2008.
- For the same period Chile exported US\$ 3.8 billion of food, drinks, and tobacco. This is a slight decrease of 0.9 percent compared to the same period in 2008.

Growth

- According to research by the Catholic University of Chile, it is estimated that by 2015 Chile's food exports will reach US\$ 17 billion and imports US\$ 3 billion.
- Chile recognizes its potential to become a major producer of functional foods and the ability to develop other sectors, and has carried out a study called "Constructing a technological platform for emerging themes in the food industry". The report, released in October 2009, provides advice about the challenges that Chile faces to set up a center of excellence for the food industry. The report highlights the need for investigation to determine which parts of the country produce the most nutritious crops. Investigation will also be carried out into new packaging. An important observation of the report regards investment in technology in food separation, nanotechnology, water control, and conservation to name a few. These needs represent a significant opportunity for US firms to enter the market.
- Another area where Chile has identified the need for investment is in the area of radio frequency identification technology (RFID) in order to meet the international requirements of traceability and food safety. Again, US companies that work with this technology or provide other IT and communication solutions for the agricultural industry could find promising opportunities in the Chilean market.

Consumer Preference for Food Purchases



Source: AC Nielsen

IV. Best High-Value Product Prospects

Category A: Products Present in the Market That Have Good Sales Potential

Functional foods are showing good growth potential as increasingly health-conscious consumers seek new products. The dairy sector is one of the most important players in this respect with pro-biotic products becoming more popular.

Pork has become the country's second preferred meat after chicken. Chicken consumption is over 25 kg per capita annually, pork 20 kg, and beef 19.9 kg.

Major products in this category are:

- Baby Formulas
- Baking food and mixes
- Breads & cookies
- Candy (gummies, chewing gum, etc...)
- Cereal
- Dairy Products (cheese, yoghurt, milk varieties)
- Fruit Juice
- Healthy Food Products and Energy Supplements
- Hot Dogs
- Ice Cream
- Olive Oil & Cooking Oil
- Pastas
- Pet Food
- Pork, Turkey and Chicken
- Rum, Vodka, Beer, and Whisky
- Snacks

- Soft Drinks, Energy Drinks
- Sweeteners
- Tomato Sauces
- Tuna

Category B: Products Not Present in Significant Quantities

Products in this category are newly developed and recently introduced products with health certificates being finalized. Also, there are products, like beef, that are being sought because of recent changes in supply and demand. Major products in this category are:

- Beef
- Cocoa powder
- Ethnic foods
- Organic products
- Processed meat products
- Ready-to eat meals/prepared plates
- Spices, sauces and mayonnaise

Category C: Products Not Present in the Market Because They Face Significant Barriers

There are very few products in this category. The U.S. and Chile are engaged in technical discussions regarding several of the products below:

- Honey and honey derived products (American Broth Disease)
- Fresh pork (self-imposed barrier)
- Genetically modified (GMO) products without registered events in Chile
- All poultry except chicken and turkey (i.e. duck)

SECTION V. POST CONTACT AND FURTHER INFORMATION

American Embassy Santiago, Office of Agricultural Affairs

Address: Office of Agricultural Affairs
3460 Santiago Place
Washington D.C., 20521-3460
Tel.: (56-2) 330-3704
Fax: (56-2) 330-3203
E-mail: agsantiago@fas.usda.gov
Web Page: <http://www.fas.usda.gov>

For further information, check the "Food and Agriculture" home page on the U.S. Embassy Santiago web site (www.usdachile.cl)

SEREMI de Salud (Chile's Food Sanitation Regulations)

Address: Avenida Bulnes 194, Santiago
Tel: (56-2) 399-2435
Fax: N/A
Web Page: www.seremisaludrm.cl
E-mail: N/A

Chilean Supermarket Association (ASACH)

Address: Av. Vitacura 2771, Las Condes, Santiago
 Tel.: (56-2) 236-5150
 Fax: (56-2) 236-5133
 Web Page: www.asach.com
 E-Mail: asach@entelchile.net

Technical Reports:

Chile's Food Safety Regulations are available in Spanish and English on the Office of Agricultural Affairs website.

Food and Agricultural Import Regulations and Standards (FAIRS) Report, Retail Food Sector, HRI Food Service Sector Report, Food Processing Sector Report, Pet Food Brief and Cheese & Dairy Product Brief are available on both the Office of Agricultural Affairs and the FAS websites.

Table A. Key Trade and Demographic Information, 2010

Agricultural Imports From All Countries (\$Mil)/U.S. Market Share (%)	4,039/11
Consumer Food Imports From All Countries (\$Mil)/U.S. Market Share (%)	1,814/11
Edible Fishery Imports From All Countries (\$Mil)/U.S. Market Share (%)	107/1
Total Population (Millions)/Annual Growth Rate (%)*	17.1/1
Urban Population (Millions)/Annual Growth Rate (%)*	15.2/1.1
Number of Major Metropolitan Areas 1/	1
Size of the Middle and Upper Classes (Millions)/Growth Rate (%) 2/	6.0/20
Per Capita Gross Domestic Product (U.S. Dollars)	16,172
Unemployment Rate (%)	7.2
Annual Food Expenditures Per Household in Santiago (U.S. Dollars)	660
Average Exchange Rate (US\$1= pesos)	500

1/Population in excess of 1,000,000

2/Family income more than US\$12,000

Table B. Consumer Food & Edible Fishery Product Imports

Chile Imports

U.S. Dollars

Consumer-

Oriented

Agricultural Total

Snack Foods

(Excl. Nuts)

Breakfast Cereals

& Pancake Mix

Red Meats,

fresh/Chilled

	Imports from the world			Imports from the U.S.			U.S. Market share		
	2008	2009	2010	2008	2009	2010	2008	2009	2010
Snack Foods (Excl. Nuts)	85,426,858	74,856,819	96,445,795	7,733,397	6,538,293	8,447,767	9.05	8.73	8.76
Breakfast Cereals & Pancake Mix	12,392,740	11,044,116	12,929,733	2,426,325	3,444,301	5,713,888	19.5 8	31.1 9	44.1 9
Red Meats, fresh/Chilled	444,178,263	458,648,768	736,490,770	6,135,824	4,041,642	15,956,529	1.38	0.88	2.17

/Frozen
Red meats,
Prepared/Preserv
ed

Poultry Meat

Dairy products
(excl. Cheese)

Cheese

Eggs & Products

Fresh Fruit

Fresh Vegetables

Processed Fruits
& Vegetables

Fruit & Vegetable
juices

Tree Nuts

Wine & Beer

Nursery Products
& Cut Flowers

Pet Foods (Dog &
Cat food)

Other Consumer-
oriented Products

Fish & Sea Food
Products

Salmon

Crustaceans

Groundfish &
Flatfish

Molluscs

Other Fishery
Products

14,292,703	14,312,044	26,654,522	484,587	502,090	1,247,707	3.39	3.51	4.68
41,377,605	48,962,452	105,825,639	1,337,621	1,078,106	19,410,261	3.23	2.20	18.34
58,709,675	34,464,559	43,497,682	22,494,100	6,144,671	17,044,768	38.31	17.83	39.19
33,620,640	30,902,086	34,488,170	3,217,754	3,185,298	6,763,120	9.57	10.31	19.61
1,883,818	2,433,478	2,807,832	28,886	43,747	47,127	1.53	1.80	1.68
56,354,398	53,448,640	64,271,018	1,952,042	1,826,552	6,826,168	3.46	3.42	10.62
7,316,889	6,279,109	7,921,179	269,760	221,352	201,342	3.69	3.53	2.54
128,487,049	98,667,307	130,373,663	20,988,953	9,969,275	14,727,675	16.34	10.10	11.30
20,412,719	12,813,654	29,174,868	665,305	1,039,552	1,284,167	3.26	8.11	4.40
15,227,847	12,208,732	27,263,438	10,478,137	8,971,439	23,152,991	68.81	73.48	84.92
25,202,361	24,427,598	58,710,666	2,882,358	3,748,785	11,619,076	11.44	15.35	19.79
14,243,086	11,510,520	13,287,047	341,854	287,820	230,272	2.40	2.50	1.73
64,090,678	58,623,121	67,749,514	4,310,054	4,938,383	5,039,850	6.72	8.42	7.44
274,615,159	238,105,824	355,886,773	36,005,224	37,627,983	54,589,234	13.11	15.80	15.34
182,062	872,229	1,747,700	2,814	119,564	0	1.55	13.71	0.00
13,245,494	12,570,766	20,371,193	49,290	262,559	362,178	0.37	2.09	1.78
763,456	253,343	200,547	541,296	0	2,617	70.90	0.00	1.30
5,539,724	1,314,311	2,173,857	43,383	27,568	117,225	0.78	2.10	5.39
74,048,879	54,412,297	83,154,900	151,153	332,967	182,864	0.20	0.61	0.22

Table C. Top 15 Suppliers of Consumer Foods & Edible Fishery Products

Chile Import Statistics			
UDG: Consumer Oriented Agric. Total, Group 32 (2007)			
Annual Series: 2008 - 2010			
Partner Country	United States Dollars		
	2008	2009	2010
World	1,297,832,489	1,191,708,827	1,813,778,311
Paraguay	216,121,827	245,122,863	432,714,954
Argentina	396,529,597	400,948,696	413,185,433
Brazil	106,058,087	93,305,936	234,410,559
United States	121,752,184	93,609,289	192,301,943
Ecuador	66,762,575	61,310,168	72,172,625
Uruguay	46,977,560	35,056,422	64,438,019
Mexico	31,777,858	29,158,119	49,420,952
Peru	21,859,595	25,101,624	43,841,409
China	35,948,099	21,337,079	36,580,827
Netherlands	20,532,688	21,572,564	24,529,037
Australia	64,004,244	10,847,465	23,661,346
Canada	9,319,601	12,466,405	23,581,798
Belgium	15,469,997	16,773,738	22,172,456
Germany	14,058,694	13,214,438	20,511,861
Colombia	14,215,652	13,539,956	19,415,329

Chile Import Statistics			
UDG: Fish & Seafood Products, Group 9 (2007)			
Annual Series: 2008 - 2010			
Partner Country	United States Dollars		
	2008	2009	2010
World	93,779,615	69,422,947	107,648,196
Ecuador	40,694,984	29,224,421	38,700,247
Thailand	12,395,045	10,141,873	17,587,135
Colombia	9,149,177	10,531,673	15,890,850
China	2,283,220	2,352,508	14,084,881
Vietnam	824,730	1,124,709	3,155,504
Norway	334,500	1,993,065	2,859,139
Argentina	5,189,944	2,887,786	2,771,771
South Korea	1,388,380	259,381	2,110,393
Singapore	436,050	0	1,939,989
Peru	5,030,097	1,706,201	1,635,190
Spain	3,975,715	1,661,247	1,063,442
Brazil	2,800,498	2,399,305	853,496
United Kingdom	111,722	459,256	841,511
United States	787,935	742,658	664,884
Uruguay	3,006,942	1,052,581	573,654