Chile

Tree Nuts Annual

2019

Approved By:
Marcela Rondon, Agricultural Attaché

Prepared By:
Sergio Gonzalez, Agricultural Specialist

Report Highlights:

Chile’s almond production regions are facing severe droughts, which are likely to affect production in MY (marketing year) 2019/20. Post projects MY2019/20 Chilean almond exports to reach 7,700 MT (metric tons), a 9.4 percent decrease over the MY2018/19 estimate.

Chilean walnut exporters have diversified their export markets, resulting in an increase of export volume to Germany, Italy, Spain, the Netherlands, and the United Arab Emirates (UAE). Post estimates MY2018/19 exports to increase by 17.2 percent over MY2017/18 and reach 145,000 MT. For MY2019/20, Post projects Chilean walnut exports to increase moderately due to adverse climatic conditions and reach 151,500 MT.
Commodities:
Almonds, Shelled Basis

Production:

In MY2018/19, Chile’s almond planted area reached 8,867 hectares (ha). Post projects planted area to remain at 8,800 ha in the following marketing years.

Almond planted area is in the central part of the country, specifically in the Metropolitan region and O’Higgins region, which together make up for 70 percent of the total planted area. There is also almond production in Valparaiso and Coquimbo regions. Almond orchards require very specific climatic conditions, which take place only in the central regions, thus limiting its expansion to the southern regions such as Maule, Biobio, Ñuble and Araucania, which are increasing planted area for fruit crops such as cherries and hazelnuts.

In MY 2018/19, climatic conditions were optimal for almond production with few rainfalls in the early spring and absence of frosting, which favored blooming and productivity, thus almond production totaled 9,500 MT.

However, in MY2019/20, rainfall and frosting in the early spring is likely to affect almond production since almond trees have an early bloom, compared to other fruit production trees. Additionally, Chile’s almond production regions are facing droughts, and the Chilean Ministry of Agriculture has declared a state of agricultural emergency in five regions. Post projects almond production to decrease to 8,800 MT in MY2019/20.
Consumption:

Domestic consumption of almonds represents a large share of the total almond supply. In MY2017/18, consumption reached 4,000 MT, which represents 33 percent of the total supply.

Post projects consumption of almonds to increase due to the growth of healthy consumption trends among Chilean population and use in the confectionary industry. The confectionary industry uses almonds as an ingredient to make chocolate, ice cream, and pastries. Post estimates almond consumption in MY2019/20 to reach 4,150 MT.
Trade:

Chilean almond exports in MY2017/18 increased by 38.1 percent in volume and 30.5 percent in value over MY2016/17 (see Table 1 and Table 2).

The top market for Chilean almond exports in MY2017/18 was Brazil. Chilean exports to Brazil increased by 74 percent and reached 1,798 MT. Argentina was the second largest export destination for Chilean almonds, but export volume decreased by 23 percent in MY2017/18 totaling 1,323 MT. Chilean almond exports to Russia increased by 73 percent in volume in MY2017/18 and 280 percent in MY2018/19 (January to July data).

In MY2018/19, almond exports increased by 88.9 percent (January to July data). Marketing campaigns to promote Chilean almond exports have diversified export market destinations, opening opportunities in Russia and Turkey.

The United States remains the top supplier of almonds, with 99% of market share (see Table 3). Almond imports in MY2017/18 decreased by 4.8 in volume and increased by 8.5 in value percent over MY2016/17.

Post estimates MY2019/20 exports at 7,700 MT following the decrease in production due to adverse climatic conditions (see Table 4).
Table 1: Chile Export Statistics
Commodity: 080212, Almonds, Fresh Or Dried, Shelled

<table>
<thead>
<tr>
<th>Partner Country</th>
<th>Marketing Year</th>
<th>Year To Date</th>
<th>%Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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<td>MY2017/18</td>
<td>Jan - July 2018</td>
</tr>
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<td>World</td>
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<td>Russia</td>
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<td>Ecuador</td>
<td>404</td>
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<td>Peru</td>
<td>177</td>
<td>445</td>
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<tr>
<td>Uruguay</td>
<td>170</td>
<td>249</td>
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<td>Germany</td>
<td>56</td>
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<td>Mexico</td>
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<td>Turkey</td>
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<td>Austria</td>
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<td>96</td>
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<tr>
<td>Lithuania</td>
<td>48</td>
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<td>France</td>
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<td>Others</td>
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Source: Chile Customs - Servicio Nacional de Aduana
Note: In-Shell to shelled conversion rate = 0.6
## Table 2: Chile Export Statistics
### Commodity: 080212, Almonds, Fresh Or Dried, Shelled

<table>
<thead>
<tr>
<th>Partner Country</th>
<th>Marketing Year</th>
<th>Year To Date</th>
<th>%Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>MY2016/17</td>
<td>MY2017/18</td>
<td>Jan - July 2018</td>
</tr>
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<td>France</td>
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Source: Chile Customs - Servicio Nacional de Aduana
### Table 3: Chile Import Statistics
**Commodity: 080212, Almonds, Fresh Or Dried, Shelled**

<table>
<thead>
<tr>
<th>Partner Country</th>
<th>Marketing Year</th>
<th>Year To Date</th>
<th>%Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>MY2016/17</td>
<td>MY2017/18</td>
<td>Jan - July 2018</td>
</tr>
<tr>
<td>World</td>
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<td>3,044</td>
<td>1,790</td>
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<tr>
<td>United States</td>
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<td>1,779</td>
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<td>Spain</td>
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</tr>
<tr>
<td>China</td>
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<td>1</td>
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<tr>
<td>Italy</td>
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<tr>
<td>Others</td>
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**United States Dollars**

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<th>Partner Country</th>
<th>Marketing Year</th>
<th>Year To Date</th>
<th>%Change</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>MY2016/17</td>
<td>MY2017/18</td>
<td>Jan - July 2018</td>
</tr>
<tr>
<td>World</td>
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<td>United States</td>
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<td>Italy</td>
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<td>China</td>
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Source: Chile Customs - Servicio Nacional de Aduana
Note: In-Shell to shelled conversion rate = 0.6

### Table 4: Production, Supply and Demand Data Statistics:

**Almonds, Shelled Basis**

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<th></th>
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<td></td>
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<td>Jan 2018</td>
<td>Jan 2019</td>
</tr>
<tr>
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<td>USDA Official</td>
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<td>Beginning Stocks</td>
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<td>Production</td>
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<td>7500</td>
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<tr>
<td>Imports</td>
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<td>3044</td>
<td>3500</td>
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<tr>
<td>Total Supply</td>
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<td>11500</td>
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<tr>
<td>Exports</td>
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<td>5500</td>
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<td>Domestic Consumption</td>
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<td>5500</td>
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<tr>
<td>Ending Stocks</td>
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<tr>
<td>Total Distribution</td>
<td>10900</td>
<td>12044</td>
<td>11500</td>
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</table>

Source: Post estimations
Note: In-Shell to shelled conversion rate = 0.6
Commodities:
Walnuts, Inshell Basis

Production:

Walnuts are one of the most planted fruit crops in Chile since profits obtained by the producers and exporters have been high in the past, and the demand for Chilean walnuts has expanded with the opening of new export destinations. Planting area growth is increasing at rate of 1,500 ha per year and reached 45,000 ha in MY2018/19.

The majority of walnut planted area is located in the Metropolitan region, which holds 37 percent of the total planted area in Chile and Valparaiso region, which holds 18 percent. The planted area has expanded to the southern regions of O’Higgins, which holds 17 percent of the planted area and Maule, which holds 13 percent of the total planted area in Chile.

In MY2017/18, production reached 150,000 MT. In MY2019/20, production is likely to face adverse climatic conditions: rainfall and chilling temperatures during the spring, and droughts taking place in the Metropolitan and O’Higgins regions. Despite adverse climatic conditions, Post project production to increase by 3.3 percent and total 155,000 MT due to the increasing trend in planted area and as new orchards become productive.

Consumption:

Domestic consumption of walnuts represents a small share (two percent) of the walnut production. Chileans consume walnuts as a snack and the confectionary industry uses it as an ingredient to make chocolates and pastries. Post estimates MY2019/20 consumption at 3,300 MT.

Trade:

In MY2017/18 walnut exports reached 123,731 MT, which represented a 5.9 percent increase over the previous MY (see Table 5). Exported value decreased by 5.3 percent due to a decrease in average export prices (see Table 6). Post sources confirmed that walnut prices have decreased, which has ultimately resulted in lower profits.

The Chilean walnut exporting associations and the Chilean government have invested in marketing campaigns to promote Chilean walnuts exports in order to increase overseas demand and open new market destinations such as China or India. Chilean walnut exporters seek to diversify their markets and reach new destinations to receive the highest possible price.

Marketing strategies yielded results and diversified export destinations, reducing dependency from the main market, Turkey, and increasing exports to Germany, Italy, Spain, the Netherlands and United Arab Emirates (UAE). The fastest growing markets for Chilean walnut exports are China, the United Kingdom (UK), and the UAE.
Turkey is the top market destination for Chilean walnuts. In MY2017/18 Chile exported 23,945 MT to that market, which represented 19.7 percent of total Chilean walnut exports. Germany is the second top market for Chilean walnuts and imported 14.5 percent of Chilean walnuts in MY2017/18 while Italy imported 8.5 percent.

In MY2018/19 (January to July data) exports increased by 44 percent in volume and six percent in value over MY2017/18, which confirms the decreasing trend in average exports prices. Chilean walnut exporters face an increasingly large world supply of walnuts and competition in export markets, which pushes prices down, especially for low caliber fruit.

Post estimates MY2018/19 walnut exports to increase by 17.2 percent over MY2017/18 and reach 145,000 MT, following the increase in production. In MY2019/20, Post projects Chilean walnut exports to reach 151,500 MT following the increase in planted area, but considering a lower average productivity because of droughts and climatic conditions during the spring (see Table 7).
<table>
<thead>
<tr>
<th>Partner Country</th>
<th>Marketing Year</th>
<th>Year To Date</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>MY2016/17</td>
<td>Jan - July 2018</td>
<td>Jan - July 2019</td>
</tr>
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<td>World</td>
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<td>Israel</td>
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<tr>
<td>Others</td>
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<td>58,714</td>
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</table>

Source: Chile Customs - Servicio Nacional de Aduana

Note: Shelled to in-shell conversion rate = 2.34
## Table 6: Chile Export Statistics

**Commodity: 080231, Walnuts, Fresh Or Dried, In Shell**

<table>
<thead>
<tr>
<th>Partner Country</th>
<th>Marketing Year</th>
<th>Year To Date</th>
<th>%Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>MY2016/17</td>
<td>Jan - July 2018</td>
<td>Jan - July 2019</td>
</tr>
<tr>
<td>World</td>
<td>$460,892,845</td>
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<td>Others</td>
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Source: Chile Customs - Servicio Nacional de Aduana
Note: Shelled to in-shell conversion rate = 2.34

### Policy:

According to Minister of Agriculture, Antonio Walker, India eliminated the requirement of methyl bromide fumigation for Chilean walnuts, avocados, and blueberries, allowing the use of Phosphine, which will facilitate exports to that country. For further information, see policy section in Chile Tree Nuts Annual GAIN report 2018.
Table 7. Production, Supply and Demand Data Statistics:

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<tr>
<th></th>
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<tr>
<td><strong>Chile</strong></td>
<td>Jan 2018</td>
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<td>Jan 2020</td>
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<td>Area Planted</td>
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(HA), (1000 TREES), (MT)

Source: Post estimations

Note: Shelled to In-shell conversion rate = 2.34