

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

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Required Report - public distribution

Date: 1/5/2016

GAIN Report Number: CI1601

Chile

Exporter Guide

Exporter Guide Report

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Report Highlights:

This report provides information 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:
Section I. Market Overview

Chile's economy is driven by exports, concentrated in primary products and processed natural resources (mainly copper, food industry, fresh fruit, forestry and fishery products). Agriculture has been one of the major pillars for Chilean economic growth during the past decades. Agriculture and food industry products account for 8 percent of Chilean GDP (Chilean Central Bank Data) and 25 percent of exports. According to Chilean Foreign Ministry Data (DIRECON) Total agricultural and fisheries exports on 2014 were US\$ 5.7 billion, while food industry exports, including salmon, were US\$ 9.4 billion placing Chile among the world's largest agricultural and food exporters. It is estimated that, 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.

Chilean agricultural exports have been growing at a 9.4 percent rate in the last 5 years. 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 ranks 1st in world exports of fresh table grapes, cherries, blueberries, dehydrated apples and frozen salmon fillets.
- Chile ranks 2nd in world exports prunes, shelled walnuts and hazelnuts in shell.
- Chile ranks 3rd in world exports of frozen raspberries and raisins.
- Chile ranks 5th in world exports of wine.

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.

Chile's economy is market orientated and benefits from its 25 free trade agreements (FTAs), and its strong exports account for nearly one-third of its GDP. Chile has fared well in comparison to other countries during a period of economic slowdown, due to its disciplined fiscal policies. This, in addition to Chile's flexible outlook on the economy, reduces its level of vulnerability to external shocks which could be caused by their strong reliance on exports and the openness of its market. Chile has the strongest sovereign bond rating in South America and good credit ratings. This stability contributed to achieving nearly US\$23 billion in foreign direct investment in 2014, an increase of 15% from 2013.

Chile has one of the lowest inflation rates in South America. However, as of June 2015, annual inflation reached 4.40%; much higher than the 3% which the Central Bank of Chile aims to achieve on a yearly basis. This higher inflation has been caused by higher energy prices, the depreciation of the Chilean peso, and higher external costs compounded with the lower selling price of copper. These factors together have resulted in lower than average real GDP growth; predicted at 2.7% for 2015. However, GDP is forecast to rise to 3.3% in 2016. In 2014, the World Bank classified Chile as a "high

income” economy.

The average exchange rate for Chile by the end of September 2015 was of \$705.26 Chilean pesos (CLP) against the U.S. dollar (USD). According to the Central Bank of Chile, it is expected that by the end of 2015, the CLP will be situated around \$700.00, showing stability in their economy.

Chileans spend 23.4% of their annual income on food. With the relatively low rate of birth compared to previous years and the increase in income, this percentage is expected to grow in the following years. In general, Chileans preference for bread, meat, fish, seafood, milk, confectionery, fruit and vegetables continues to climb with income. In addition, imported food products have grown in popularity over the last five years. The 25 FTAs that Chile maintains with other countries have contributed to the rise in imported food products that can be found on supermarket shelves.

Based on size, market growth rate and the U.S. competitive position in the market, the following products have the greatest potential in Chile: beef, pork and poultry, beer, wheat, corn gluten feed, pet food, dairy and pork ingredients, soy protein isolates, concentrates, snack foods/high value processed foods, fresh fruits, frozen meals (ready-to-eat) and natural/organic food. 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.

Section 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.

- 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 Ministry of Health published on June 26, 2015 the implementing regulation to Law 20606 that regulates the labeling of the nutritional compositions of food products, Decree 13, 2015. The Decree aims at targeting food products that are intended for consumption by children under 14 years of age if they exceed specified limits of sodium, sugar, energy (calories) and saturated fats. Food

products that exceed the limits will now be required to use black stop signs with the legend “High in salt, sugar, energy or saturated fat” according to its nutritional composition. One stop sign must be used for each of the critical nutrients in excess. Therefore, in some products, up to four stop signs may be required to be put on a product. Visit USDA’s website for more details on New Food Labeling in Chile, FAS Attaché Reports CI1513: <http://gain.fas.usda.gov/Lists/Advanced%20Search/AllItems.aspx>

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.	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.
The U.S.-Chile FTA, which went into force in 2004, has made U.S. products more competitive.	Retail power is dominated by three chains and they demand considerable marketing support for branded products.
Supermarket chains are seeking suppliers of well-recognized, high sales volume products to expand their line of private label items.	The typical Chilean consumer is not immediately attracted to foreign products, as local producers typically provide more competitively priced options.
U.S. food inputs are known for their quality and low health concerns, meeting respected FDA & USDA standards.	Artisanal products have a significant share of the market; Chileans tend to prefer fresh foods, which are perceived as higher quality.
Certain companies have corporate requirements to purchase U.S. inputs, for example Nestlé for products re-exported to the U.S.	

Section 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 food industry is one of the staples of the Chilean economy, generating around US\$9.4 billion in exports annually. It represents around 12.4 percent of the country's total exports and is the second most important exporting sector after copper mining (54.2% of total Chilean Exports).
- Currently, agriculture and food industry in Chile represents 25% of Chilean exports. Based on Chile's agricultural resources, it is expected to constitute more than 35% of the total's exports by 2030, showing an increase in this sector. The country's food and beverage industry is forecasted to grow by 5.9% in 2015 and is expected to expand annually by 6.6% until 2019, caused by lower oil prices which give customers a higher purchasing power.
- Chile's location allows the country to have certain advantages over other countries of the world due to its southern hemisphere location. As crops are harvested during counter-seasons and as the major consumers are from the northern hemisphere, it gives them the opportunity to export to other countries in different seasonal times. Also, its location is free of many pests and diseases that might affect crops.
- The Chilean food processing industry imports \$78 million of food ingredients/products, of which \$13 million is imported from the United States. Chile industry groups feel they are poised to become one of the main food suppliers to the world. Chile is already amongst the top ten exporting countries in the world with \$17.5 billion in agricultural exports in 2014. Their main exports commodities are fish, seafood, wine, fresh fruit, dairy and meat products.
- Chile's processed food industry is made up of different sectors that constitute it such as chilled processed food, frozen processed food, dried processed food and the beverage industry.
- The chilled processed food sector presented an increase of 9% in 2014, reaching a value of \$858.5 million. According to Euromonitor, it is forecasted to reach \$1.1 billion by 2019 caused by Chilean's lack of time due to the increase in the number of citizens entering the workforce. Within the chilled processed food sector, the main leaders are Cial Alimentos SA with 27.4% market share, followed by Productos Fernandez SA with 16.9%, Cecinas Llanquihue with 10.7% and Agricola Super Ltd. with 8.2%; accounting for 63.2% of the total market share for chilled processed food.

- In contrast, within the frozen processed food sector, there was also a 9% growth, valued in \$230.9 million. Due to an increase in capacity for storage of frozen processed food within the retail industry, growth in frozen processed food is expected. Domestic companies of frozen processed food accounted for 72% of value sales by the end of 2014. The two main international brands are Quickfood Chile with 5% market share and Sadia Chile with 9%. In the frozen processed food sector, the main competitors in the market are Agricola Super Ltd. with 17.4% market share, Alimentos y Frutos SA with 14.2% and Agricola Frutos del Maipo Ltd. with 11.2%; accounting for 42.8% of the total market share. Due to an increase in production costs, prices for chilled and frozen processed food increased during 2014 by 5%. The main distribution channel that dominate sales for both chilled and frozen processed food are supermarkets and hypermarkets followed by convenience stores and discounters.
- The dried processed food sector grew by 8% reaching \$496.9 million in 2014, of which 85% of total sales were dominated by domestic companies. Popularity for dried processed food in Chile such as rice, dehydrated soup and dried pasta have recorded a lower rate of growth due to consumer trends of turning to healthier options. Rice is the most popular side dish; however, due to the increase in health consciousness, brown rice has been recording highest sales. The main competitors of this sector are Empresas Carozzi SA with a 29.2% market share, followed by Tresmontes Lucchetti SA at 17.10% and Empresas Tucapel SA with a 11% share; accounting for 57.3% of total market share for dried food. The price of dried processed food recorded an increase of 7% due to the popularity of gourmet food with reduced sugar. Sales through the internet, discounters and convenience stores are expected to increase for this sector.
- Within the soft drinks industry, the product which recorded the slowest growth in 2014 were carbonates due to consumers turning to seek healthier substitutes as juices, RTD teas and bottled water even with different flavors. Even though carbonates continue to dominate in the soft drinks volume sales and it is expected to continue like this in upcoming years, consumers are trying to seek products that balance health benefits and good taste in products. The compound annual growth rate of bottled water and RTD tea is expected to be of 6% each, the one for juice of 5% and carbonates will present a 2% growth in volume sales. Coca-Cola de Chile SA maintained its leadership with 60.5% during 2014 and it is forecasted to keep this leadership in the following years, followed by Embotelladoras Chilenas Unidas SA with 16.1% and Aguas CCU – Nestlé Chile SA with 5.7%; accounting for 82.3% of the total volume sales of soft drinks.
- Alcoholic beverages reached a record high growth in 2014, with beer recording the highest growth of 4.4% volume sales growth. Women are increasingly consuming more beer, especially lager and premium lager. Spirits, on the other hand, had recorded negative growth of 1.6%,

especially rum as it has had image problems during previous years, decreasing the demand for the product in Chile. The alcoholic drinks industry is expected to continue growing at a compound annual growth rate of 3.3% at least until 2019. Currently, off-trade channels are the most popular distribution channel to sell alcoholic drinks due to the presented economic slowdown in the second half of 2014. Cía Cervecerías Unidas SA remains to dominate the market with 54.9% share of volume sales, followed by Anheuser-Busch InBev NV with 17.2% and Viña Concha y Toro SA with 6.1; accounting for 78.2% of the total volumes sales of alcoholic drinks.

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.
- It's estimated that around 15% (almost US\$643 million) of the food for the HRI market is currently imported, mainly from the United States, Asia, and other Latin American countries.
- Increasingly hectic lifestyles and less time to eat and cook are driving consumers to spend more on eating away from home. This trend is positively impacting all manufacturers, as consumer food service is growing rapidly. Restaurants in Chile accounted for sales of nearly US\$3.8 billion in 2014, and 31,859 outlets, including chained and independent players.
- At-home retail packaged food consumption in Chile is not affected in a noticeable way by consumer food service growth, as this phenomenon is related mostly to Chilean consumers eating out for lunch, or social gatherings in the evening. Thus, most other meals, such as breakfast and everyday dinner, are still eaten at home.
- In the past five years, the size of the middle class has expanded, leading to increased expenditure in food service by 5% in 2014, and forecasted future growth to remain at 6.6% until 2018.
- Travel and tourism is expected to rise by 4.4% as favorable exchange rates attract more foreigners, and also boost domestic tourism from prohibitive costs of going abroad. Tourism and business travel are two factors that have greatly affected the HRI sector, both for domestic and international visitors.

- Independent players (80% of the food service market) are currently outperforming chained services (with the exception of fast-food), as a result of demonstrating greater attention to local consumer preferences and diversity. However, chained food services are capable of outperforming independent players on price due to superior economies of scale, and are increasing in prevalence.
- The Chilean Ministry of Health released a report in June 2015 stating that Chile had the third worst style of living in the region, after the United States and Mexico. More than half the population over the age of 15 is either overweight or obese and more than 80% of the population is sedentary. Government activism and consumer awareness on this topic are leading to growing demand for health and wellness products in the food service industry.
- The key sales factor in Chile is generally price. High Free Trade Agreement (FTA) involvement (Chile has 23 FTAs covering 61 different countries) has made it a very competitive market, and lower priced products from countries such as India and China often fare better than higher-priced European and North American products. However, Canal Horeca confirmed that we are seeing a rise in consumers' willing to splurge on higher quality goods and a higher interest in foreign products. This has shown in the emergence of American and European products in supermarkets here such as Tottus and Jumbo.
- The three principal institutional companies are Sodexo Chile, S.A., Central de Restaurantes Aramark and Compass Catering, S.A., which together make up 64% of the total sector. The two largest sectors under the institutional bracket are the mining and education sector. This is a sector with a large amount of demand. However, the extensive size of these 3 companies mean that this demand is already covered, which limits the entry of competing companies to the institutional market. Although institutional companies traditionally import locally to their own purchasing centers, they will also use international imports for special produce that cannot be sourced locally, such as unique spices and top-quality meats.
- 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.

- Best high-value products prospects in this sector are: healthier/diet/light soft drinks, sweet & savoury snacks, spirits and premium Fast-Food.

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.
- 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:

- There are five main retail groups in Chile: Falabella, Cencosud, Walmart Chile, Ripley and La Polar.
- Falabella and Cencosud have department stores, home centers and supermarket/ hypermarkets; D&S is focused on supermarkets and hypermarkets; and Ripley and La Polar are focused on department stores.
- Chile has a modern, highly competitive supermarket sector.
- There are an estimated 637 supermarkets in Chile, the 199 supermarkets in the Metropolitan region, make up just 32.2% of Chile's total number, but comprises 46.7% of national sales.



- Most consumption occurs in the Santiago Metropolitan Region since it concentrates one third of the country's total population. The main food distribution channels are supermarkets with a share of about 62%. Three main business groups concentrate most of the sales providing them greater bargaining power with suppliers. However, Chile is becoming increasingly urbanized, not only in the Metropolitan region but also in other provincial or second-tier cities. Retailing industry has been adjusting to this trend especially grocery retailing that has been adopting a convenience model through chained convenience stores, forecourt retailers and smaller supermarkets.
- 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.

Section 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.

Beef has become the country's second preferred meat after chicken. Chicken consumption is over 37.2 kg per capita annually, beef 25 kg, and pork 24.4 kg.

Major products in this category are:

- 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
- Ice Cream
- Pastas
- Pet Food
- Pork, Turkey and Chicken
- Pulses
- Rum, Vodka, Beer, and Whisky
- Snacks
- Soft Drinks, Energy Drinks
- Sweeteners
- Tomato Sauces
- Tree Nuts

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
- Sausages
- 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)
- Genetically modified (GMO) products without registered events in Chile.

Product Category	2014 Imports Sales (US \$ millions)	2015 Imports Sales (US \$ millions)	Annual import growth 2013-14 (%)	Import Tariff Rate (%)	Constraints Over Market Development	Market Attractiveness for U.S. products
Fat-free long life milk (Dairy products)	0.164	0.406	148%	2.3%	Healthy products tend to be more expensive. Price-sensitive customers may not be willing to pay for higher prices.	U.S. is the second supplier of dairy products within Chile, showing how receptive the market for U.S. dairy products is. There is an increased trend for consumers to demand imported dairy products,

						especially from the United States.
Powder milk (Dairy products)	0.702	4.279	510%	19%	Relatively high tariff applied for U.S. imports for this product.	Low domestic production can be overtaken by U.S. imports.
Dry lentils (Vegetables)	0.843	1.277	51%	2.3%	Canada is Chile's main supplier of dry lentils with 97.1% market share, making the entrance of U.S. products more competitive.	U.S. production of dry lentils is expanding providing good quality and possibly lower costs.
Fresh guavas, mango and mangosteens (Fruits)	0.015	0.377	2413%	0%	U.S. normally imports these products rather than producing them.	Health and wellness awareness will continue increasing, creating a wider market to target.
Fresh Avocados (Fruits)	0.039	2.958	7485%	0%	U.S. is one of Chile's top importers of avocados,	Counter seasonal export opportunity because off season domestic prices are much higher.
Grain (Cereals)	8.448	18.128	115%	0%	Argentina is Chile's main supplier of grains making the entrance of U.S. products more competitive.	U.S. grains are available throughout the year, creating an advantage when other suppliers are short.
Soy beans (Vegetables)	2.663	5.855	120%	1.1%	Chile's main supplier of soy beans is Argentina, due	U.S. are leading producers of soy beans.

					to their low costs and quality.	
Fish oil (Oils and Fats)	1.207	3.879	221%	0%	Chile's production raised from 2013 to 2014, which means less imports of the product.	Chile's production is still lower than previous years, still leaving some uncaptured demand.
Cane sugar (Confectionary)	0.072	5.137	7035%	0%	U.S. market share in cane sugar is practically 0 as the quantities imported by Chile are too low.	Opportunity for organic and natural sugar products.
Turkey meat (Meat)	0.141	1.127	699%	0%	Even though there is a growing demand for turkey meat in the country, there are still other meat substitutes more popular within Chile, such as chicken meat.	U.S. is the largest turkey producer and largest exporter.
Dried vegetables (Vegetables)	0.576	1.622	182%	0%	Chile's main supplier of dried vegetables is China, due to their low costs.	U.S. stands amongst the main dried vegetables suppliers of Chile, showing the high receptivity levels for this product.
Black pepper condiment (Condiments)	0.126	0.304	141%	0%	Peru is Chile's main supplier of pepper,	According to the Economic Times, U.S.

					owning almost 100% of the market share.	exporters expect black pepper to double in production.
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Section V. Key Contacts and Further Information.

U.S. Embassy Santiago

USDA-Office of Agricultural Affairs
 Av. Andres Bello 2800, Las Condes, Santiago, Chile
 Tel: (56 2) 2330-3704
 Email: agsantiago@fas.usda.gov
 Website: www.usdachile.cl

SEREMI de Salud (Chile’s Food Sanitation Regulations)

Address: Pedro Miguel de Olivares 129, Santiago
 Tel.: (56-2) 2576-4989
 Web Page www.asrm.cl

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 and Food Processing Sector Report are available on both the Office of Agricultural Affairs and the FAS websites.
<http://gain.fas.usda.gov/Lists/Advanced%20Search/AllItems.aspx>

TABLE A. Key Trade & Demographic Information.

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TABLE B. Consumer Food & Edible Fishery Product Imports



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

Chile Imports			
Consumer Oriented Agricultural Products			
	Values in Thousands of dollars		
	2012	2013	2014
World Total	2,479,486	2,864,814	3,001,711
Argentina	564,864	597,152	529,157
Brazil	555,235	598,526	520,303
United States	384,258	482,304	512,942
Paraguay	687	116,896	276,110
Mexico	85,205	101,376	127,069

Ecuador	116,938	121,795	120,690
Peru	60,928	81,444	90,198
New Zealand	26,215	64,570	72,472
Spain	36,011	49,683	68,955
Uruguay	124,879	91,250	67,568
Belgium	40,492	53,517	57,833
Canada	15,692	39,327	52,267
China	38,839	45,552	51,305
Netherlands	33,375	39,384	48,497
Germany	30,902	45,363	46,347
Data Source: United Nations Commodity Trade Statistics, United Nations Statistics Division			

Chile Imports			
Edible Fish Products			
	Values in Thousands of dollars		
	2012	2013	2014
World Total	187,162	215,320	203,136
Ecuador	75,874	92,755	78,066
China	41,957	44,527	54,335
Thailand	31,624	47,426	44,568
Vietnam	9310	5,110	8,556
Peru	11,971	5,709	3,978
Argentina	1,473	3,799	3,556
Spain	1,517	6,067	3,356
Colombia	2,954	3,416	2,119
India	6	142	789
New Zealand	725	653	630
United States	640	554	618
Indonesia	455	969	548
United Kingdom	-	-	307
Areas, not elsewhere specified	3,380	236	267
Russia	101	178	204
Data Source: United Nations Commodity Trade Statistics, United Nations Statistics Division			

