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Chile

Food Processing Ingredients

Food Processing Sector Report

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Report Highlights:

Chile keeps recording increasing demand for premium processed food and beverages providing convenience and health benefits. Health and wellness concerns are a growing trend for the consumer, as well as easy-to-prepare foods and snack foods. The organic food market, while still small, has also been steadily growing over the past several years. The market continues to consolidate through mergers, leaving a wide gap in size and capacity between the leading food processors and the smaller ones.

U.S. – Chile Free Trade Agreement has allowed exported products to be more competitive by allowing tariff-free

entry. U.S. suppliers are considered to be less aggressive and more consistent compared to European and Asian suppliers, increasing the willingness of companies to import from U.S. suppliers in contrast to other foreign countries.

Chile is imposing a new nutritional labelling law that will take effect on July 2016.

Post:
Santiago

Executive Summary:

Section I. Market Summary.

Country Overview

Chile's population grew 0.84% in relation to last year's results, presenting an increase of 75 thousand people since 2014, accounting for a population of 17,981,502 during 2015. It is estimated to reach 18,056,201 by 2016. During 2014, GDP grew 1.9% and, according to the FMI, the expectation for this year's growth is of 2.7%, well above from the 0.9% average in Latin America. The percentage of urban population during this year is of 89.2% and it is estimated to grow by 1.09% annually, with Santiago as still the most populated city in Chile, followed by Concepción and Valparaíso.

In spite of presenting a slower economic growth during 2014 compared to previous years, the country's economy is expected to reach one of the strongest growth rates during 2015 according to the OECD, presenting an acceleration in its productivity due to the investment in non-mining sectors and an increase in exports. By the end of 2014, the inflation rate closed at 4.6%. During the month of May 2015 deflation occurred, reaching an inflation rate of 4.4%.

Chile has signed different trade agreements from all around the world such as the European Union, Mercosur, China, Japan, Mexico and Canada to name a few. In 2004, the United States-Chile Free Trade Agreement (FTA) entered into force, allowing 90% goods exported to Chile to be duty free, and the remainder tariffs to be reduced as years passed. According to the Office of the United States Trade Representative, the final reduction on tariffs took place on January 1st, 2015.

The average exchange rate for Chile by the end of September 2015 was of \$705.261 Chilean pesos (CLP) versus the dollar (USD). According to the Central Bank of Chile, it is expected that by the end of 2015, the CLP will be situated around \$640.00, 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 23 FTA that Chile maintains with other countries have contributed to the rise in imported food products that can be found on supermarket shelves.

Consumer demand for organic food, especially in urban areas such as Santiago, has been steadily increasing over the past 5 years. In spite of consumers' price-sensitivity, Chilean citizens are increasingly searching for more organic, gourmet and differentiated products. This provides an opportunity for United States' exporters. In addition, consumers are increasingly seeking for greener packaging made from recycled products.

Chileans busy lifestyles have caused them to turn to processed food products for its timesaving convenience. With more people in the workforce and nearly 49% of women working, Chilean

consumers are seeking out convenience, ready-made and premium products. Finally, with the Chilean Governments campaign of healthy diets, consumers are also becoming more attuned to understanding the importance of their diets and becoming more interested in healthy and nutritionally balanced foods.

Chilean Food Processed Industry.

Currently, the food industry in Chile represents 25% of its economy. Based on Chile’s agricultural resources, it is expected to constitute more than 35% of the total’s economy 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 gives 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.

Chilled Processed Food Sector.

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.

The following table presents how the market of chilled processed food has grown according to different categories. It shows the value of sales, represented in US \$millions, for the previous years and the expected growth for this 2015 and the upcoming 2016.

Sales of Chilled Processed Food				
	2013 (US \$millions)	2014 (US \$millions)	2015 (US \$millions)	2016 (US \$millions)
Fish/Seafood	3.8	4.2	4.5	4.8
Processed Meat	769.4	841.8	885.8	928.9
Ready Meals	2.0	2.2	2.4	2.5
Prepared Salads	0.6	0.7	0.8	0.8

Source: *Euromonitor International*

Frozen Processed Food Sector.

In contrast, within the frozen processed food sector, there was a 9% growth, valued in \$230.9 million. Thanks 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.

For frozen processed food, the following table presents the growth in different categories within the sector. It shows the value of sales, represented in US \$millions, for the previous years and the expected growth for this 2015 and the upcoming 2016.

Sales of Frozen Processed Food				
	2013 (US \$millions)	2014 (US \$millions)	2015 (US \$millions)	2016 (US \$millions)
Fish/Seafood	6.0	6.8	7.5	8.0
Processed Red Meat	50.7	55.5	58.4	61.2
Processed Poultry	22.4	24.0	25.0	25.8
Ready Meals	11.2	12.6	13.6	14.5
Processed Vegetables	74.6	78.7	80.2	81.7
Bakery	0.19	0.20	0.20	0.21

Source: Euromonitor International

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.

Dried Processed Food Sector.

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 following table shows the growth or reduction in the market of different categories within the dried processed food sector. It shows the value of sales, represented in US \$millions, for the previous years and the expected growth for this 2015 and the upcoming 2016.

Sales of Dried Processed Food				
	2013 (US \$millions)	2014 (US \$millions)	2015 (US \$millions)	2016 (US \$millions)
Ready Meals	12.4	13.0	13.3	13.5
Rice	138.6	145.0	146.6	147.8
Soups	38.1	38.4	37.5	36.7
Pasta	214.1	239.0	252.4	263.0

Source: Euromonitor International

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.

Soft Drinks Industry.

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.

The following table shows the sales of different categories of soft drinks sold both in off-trade and on-trade channels. It shows the value of sales, represented in US \$millions for 2014 depending on the distribution channel.

Sales of Soft Drinks 2014: Off-trade vs On-trade			
	Off-trade (US \$millions)	On-trade (US \$millions)	Total (US \$millions)
Bottled Water	371.1	100.7	471.8
Carbonates	2,514.2	924.9	3,439.1
Concentrates	218.7	-	218.7
Juice	328.4	588.5	916.9
RDT Coffee	0.5	-	0.5
RTD Tea	18.3	1.4	19.7
Sports and Energy Drinks	316.9	33.6	350.5

Source: Eurononitor International

Alcoholic Beverages Industry.

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.

The following table shows the growth or reduction in the market of different categories within the alcoholic drinks industry. It shows the value of sales, represented in US \$millions, for the previous years and the expected growth for this 2015 and the upcoming 2016.

Sales of Alcoholic Drinks				
	2013 (US \$millions)	2014 (US \$millions)	2015 (US \$millions)	2016 (US \$millions)
Beer	2,181.3	2,402.6	2,487.4	2,548.5
RTDs/High-Strength Premixes	87.1	93.7	97.3	100.9
Spirits	1,278.0	1,310.9	1,318.2	1,329.1
Wine	918.7	1,023.2	1,084.1	1,142.3

Source: Eurononitor International

Nutritional Labelling Law.

According to the Ministry of Health, a new labelling law will be enforced in July 2016. The Government of Chile passes a regulation that would impose a new labelling regulation in products which warn consumers of high levels of ingredients that they believe are not nutritious. If a product is in excess of maximum threshold limits set by the Government of Chile for sugar, calories, fat or sodium, is likely to be impacted by this new law. See FAS Attached Report # CI1513 for more details (<http://www.fas.usda.gov/data/chile-chiles-new-nutritional-labeling-law>).

Market Drivers for Food Processing Ingredients:

- Lower levels of unemployment has lead consumers to seek for more convenient products which are easier and faster to prepare as Chileans are increasingly having lower time to spend at home.
- Chileans' increasing preference over products providing health benefits are expected to grow more during the following years.
- Within the retail industry, discounters and convenience stores are expected to increase in urbanized areas, providing wider levels of storage for processed food. Additionally, more stores are widening their aisles and installing more freezers within their stores to expand storage capacity.
- Decreasing levels in the price of oil, as well as a forecasted increase in wages, has allowed consumers to have higher purchasing power and higher levels of disposable income, allowing the food and beverage industry to expand and to have positive forecasts for upcoming years.
- Chilean government concerns over obesity in the county has pushed the food industry to innovate, giving wider opportunities for the food processed industry to adapt their products by providing healthier benefits.

The following table presents the advantages and challenges of the market:

Advantages	Disadvantages
U.S. suppliers are considered to be less aggressive and more consistent compared to European and Asian suppliers, increasing the willingness of companies to import from U.S. suppliers in contrast to other foreign countries.	Chile is imposing a new nutritional labelling law that will take effect on July 2016.
Chile keeps recording increasing demand for	High price sensitivity still might affect

premium processed food and beverages providing convenience and health benefits.	consumer's purchasing decision, as organic and healthier product often comes with higher prices.
U.S. – Chile Free Trade Agreement has allowed exported products to be more competitive by allowing tariff-free entry.	U.S products tend to have higher prices compared to local producers.
Imported products from the U.S. are relatively cheaper compared to Asian or European logistics.	Chile's wide variety of trade agreements might cause the country to choose other country to import from depending on price, making the choice of importer to be highly competitive.

Chilean Trade.

According to UNCOMTRADE Statistics, regarding all trade, Chile is the 3rd largest market of South America that the United States exports to. In addition, Chile's main importers are China accounting for 24.6% of total imports, followed by the United States with 12.2% and Japan with 10%.

Regarding food trade, Chile is the largest exporter of prunes, blueberries, dried apples, trout and salmon from the Pacific and the second largest exporter of avocados, walnuts, farmed Atlantic salmon and cherries. According to the Global Food Security Index 2015, Chile still remains as the number 1 country from Latin America with the best quality and security score, and the 27th place worldwide.

Even though the FTA between U.S. and Chile took place, Chilean value added tax (called IVA in Chile), is of 19%; however, this tax is usually paid by the importer. Additionally, the harmonized tariff code for several exported products to Chile can be found in the following table.

Type of Product	Product	Product Code	Tariff Applied to U.S.A.
Meat/Poultry Meat	Bovine, cuts, frozen	02.01.30	0%
	Turkey, whole, frozen	02.07.25	0%
	Duck, whole, frozen	02.07.33	0%
	Sheep, cuts, frozen	02.04.42	0%
	Swine cuts, frozen	02.03.29	0%
	Bovine meat, prepared or preserved	16.02.50	0%
	Turkey meat, prepared or preserved	16.02.31	2.3%
Fish and Seafood	Pacific salmon, frozen	03.03.19	0%
	Trout, frozen	03.03.22	0%
	Sardines, frozen	03.03.71	0%
	Crabs, frozen	03.06.14	0%
	Shrimps and prawns, frozen	03.06.13	0%
	Scallops	03.07.29	0%
	Oysters	03.07.10	0%
	Salmon, prepared or preserved	16.04.11	0%
	Fish meat, prepared or preserved	16.04.20	0%
Dairy Products	Cheese, fresh	04.06.10	0%
	Natural honey	04.09.00	0%
	Milk and cream, not concentrated	04.01.10	2.3%

	Milk powder	04.02.10	0%
	Butter	04.05.10	0%
	Bird egg, in shell	04.07.00	3.5%
Fruit Products	Strawberries, frozen	08.11.10	0%
	Apples, fresh	08.08.10	0%
	Avocados, fresh or dried	08.04.40	0%
	Guavas, mangoes and mangosteen, fresh or dried	08.04.50	0%
	Fruits and nuts preserved by sugar	20.06.00	0%
Vegetable Products	Potatoes, fresh or chilled	07.01.10	0%
	Lettuce, fresh or chilled	07.05.19	0%
	Carrots, fresh or chilled	07.06.10	0%
	Beans, frozen	07.10.22	2.3%
	Dried onions	07.12.20	0%
	Dried vegetables mixtures	07.12.90	0%
	Potatoes, prepared or preserved	20.04.10	0%
Oil Products	Sunflower oil	15.12.19	6%
	Olive oil	15.09.10	6%
	Palm oil	15.11.10	6%
	Vegetable oil	15.15.90	3%
	Fish fats and oils	15.04.20	0%
	Animal fats and oils	15.06.00	0%
Confectionary Products	Cane sugar	17.01.99	6%
Beverage Products	Beer made with malt	22.03.00	0%
	Grape wines, sparkling	22.04.10	0%
	Fermented beverages	22.06.00	3.5%
	Gin and Geneva	22.08.50	3.5%
	Spirits	22.08.20	0%
	Waters	22.02.10	0%
	Fruit and vegetable juices	20.09.12	0%
Baked Products	Crispbread	19.05.10	0%
	Waffles	19.05.32	0%
Snack Food	Soya beans	12.01.00	0%
	Sunflower seeds	12.06.00	0%
	Almonds, fresh or dried	08.02.12	0%
	Walnuts, fresh or dried	08.02.32	0%
	Popcorn	10.05.90	0%
	Potato chips	20.05.20	0%

Source: UN COMTRADE Statistics

For further information on imports' requirements see FAS Attached Report # CI1419.

([http://gain.fas.usda.gov/Recent%20GAIN%20Publications/Food%20and%20Agricultural%20Import%20Regulations%20and%20Standards%20-%20Narrative Santiago Chile 12-5-2014.pdf](http://gain.fas.usda.gov/Recent%20GAIN%20Publications/Food%20and%20Agricultural%20Import%20Regulations%20and%20Standards%20-%20Narrative%20Santiago%20Chile%2012-5-2014.pdf)).

Author Defined:

Section II. Road Map for Entry Strategy.

Entry Strategy.

U.S. exporters normally work with a distributor/agent or work closer with the food processor companies. Large processors often prefer sourcing the product directly from exporters to reduce costs of having an intermediary; however, when food processors are small, they often source from distributors as they already have knowledge of the distribution channels and their own logistic processes.

According to the United States of America Department of Commerce, for new-to-market products, most foreign suppliers use an agent, distributor or wholesaler as they already possess logistics and market expertise and know consumer behaviors. However, U.S. exporters could also establish a branch office or local subsidiary to have greater control on service, logistics and promotion.

When exporting to Chile, all food products should satisfy the requirements set by the Chilean government before entering the market such as presenting labels in Spanish, declaring nutritional and harmful ingredients and achieving the sanitary standards set by the government on imported food. As U.S. suppliers tend to be regarded as more persistent than European or Asian suppliers, the meeting of market standards should not be a problem.

Additionally, even though U.S. products are perceived to be more expensive, U.S. suppliers have a comparative advantage over other suppliers as their products are perceived to have higher quality regarding its service, delivery and contents of the product. This makes the distribution trade to be very receptive to U.S. products.

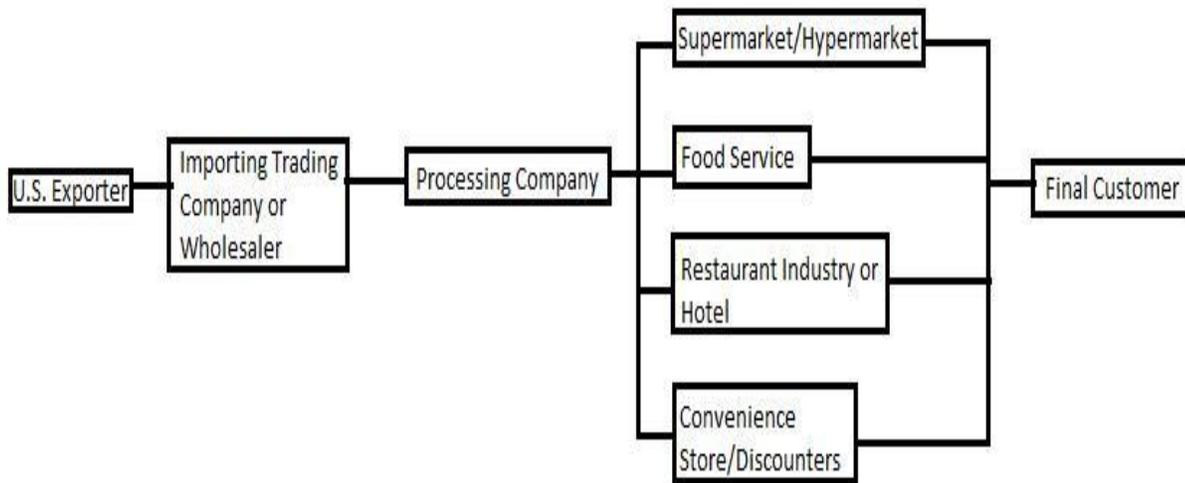
Market Structure: Distribution Channels.

According to the World Bank, Chile takes the first place of quality in their logistic services for international commerce, which will give U.S. exporters a good advantage when entering the Chilean market. Seaports remain the most popular place to export or import from, especially the ports of San Antonio and Valparaíso. During previous years, there has been investment in the modernization of infrastructure, allowing the operation process to run smoother thanks to the construction of new warehouses, distribution companies and distribution centers that will give U.S. exporters the benefit of having a wider choice on operational processes to export to Chile.

Local inputs are normally sourced directly from producers to reduce the cost of intermediaries and due to locals already knowing the logistics of how to source these inputs. However, as mentioned before, imported products are often sourced from a distributor or agent, as the logistics becomes more complex due to long distances from locations and legal requirements that the distribution/agent might have knowledge on. If distributors/agents want to be avoided, the U.S. exporter might want to establish its own local subsidiary to source to the processing company.

After the product leaves the processor, the product is distributed to intermediaries that sell them to the final customers. Supermarkets and hypermarkets continue to be the most popular channels of distribution for processed food in Chile, accounting for more than 50% of sales value in the market, followed by traditional retailers and HRI food services.

Distribution Channel for Imported Food



The following pictures show different retailers localized in Chile which have a presence in the food market industry.

Supermarket/Hypermarket.



Within the supermarket and hypermarket sector in Chile, several of the main competitors include Jumbo

and Santa Isabel, both owned by Cencosud; Líder, owned by Walmart and Tottus, owned by Falabella. **Discounters.**



Discounters are expected to achieve an increase in sales during the following period, caused by the slowdown in the growth rate by the end of 2014. According to Euromonitor, discounters will especially record high sales in basic commodities, sauces, dressings and chilled processed meats. Leader companies in the retail industry have seen growth in their discounter chains such as in Bodegas ACuenta and Ekono, both owned by Walmart.

Convenience Stores / Mom and Pop.



Some convenience stores in Chile include OK Market with 52 stores and Big John owning more than 47 subsidiaries within the Metropolitan Area.

The following table presents the number of subsidiaries of the main supermarkets, convenience stores and discounters in Chile.

Store	Outlets
ACuenta	36
Big John	47
Ekono	127
Jumbo	48
Líder	69
OK Market	52

Santa Isabel	180
Tottus	52
Unimarc	63

Source: Company's Profiles
HRI Industry.



The HRI sector often imports from local distributors; however, some international hotels already possess their own distribution network. In Chile, there are numerous 4 and 5 star hotel-restaurants located in Santiago such as Hotel Ritz-Carlton, with Arola as its restaurant serving Mediterranean food; and Hotel Sheraton, with El Cid as its restaurant serving mainly international food to name a few. It is worth to mention Hotel Cumbres in Puerto Varas, owning the restaurant Cumbres del Lago which sells international food as well.

Chilean Food Industry Company Profiles.

The following section provides a table containing different top companies in the food industry in Chile and the types of products they process.

Company	Types of Products	Sales (US \$millions)	End-Use Channels	Production Location
AGRÍCOLA ARIZTÍA	Chicken, cold, meat, turkey, cheese, seafood.	588 (2012)	Retail and HRI	Chile
AGROSUPER	Meats, fish and prepared meals.	1,987 (2013)	Retail and HRI	Chile

CÍA. CERVECERÍAS UNIDAS (CCU)	Alcoholic and non-alcoholic beverages, confectionary products.	2,000 (2014)	Retail and HRI	Chile, Argentina
COCA-COLA EMBONOR	Coca-Cola products.	690 (2014)	Retail and HRI	Chile, Bolivia
COLÚN	Dairy products.	550 (2012)	Retail and HRI	Chile
CORPESCA	Fishmeal, fish oil, frozen fish.	804 (2014)	Retail and HRI	Chile
EMBOTELLADORA ANDINA	Non-alcoholic beverages.	2,770 (2014)	Retail and HRI	Chile, Argentina, Brazil
EMPRESAS CAROZZI	Pasta, confectionary products, chocolates, flour, salsa, tomato, paste, desserts, fruit pulp.	1,006 (2014)	Retail and HRI	Chile, Peru, Argentina
EMPRESA IANSA	Sugar, pet food, feed and fodder.	525 (2014)	Retail and HRI	Chile, Peru
NESTLÉ CHILE	Confectionary products, dairy products, baked goods, beverages, prepared meals.	1,723 (2013)	Retail and HRI	Chile
SOPROLE	Dairy products.	562 (2013)	Retail and HRI	Chile
VIÑA CONCHA Y TORO CHILE	Wine	876 (2014)	Retail and HRI	Chile
VIÑA SAN PEDRO TARAPACÁ	Wine	258 (2014)	Retail and HRI	Chile
WATT'S	Dairy products, fruit concentrates, juices and nectars, jams, oil, condiments, pastas, hams and sausages, wines.	531 (2014)	Retail and HRI	Chile

Source: Company Annual Reports

Chilean Processing Ingredients Sectors.

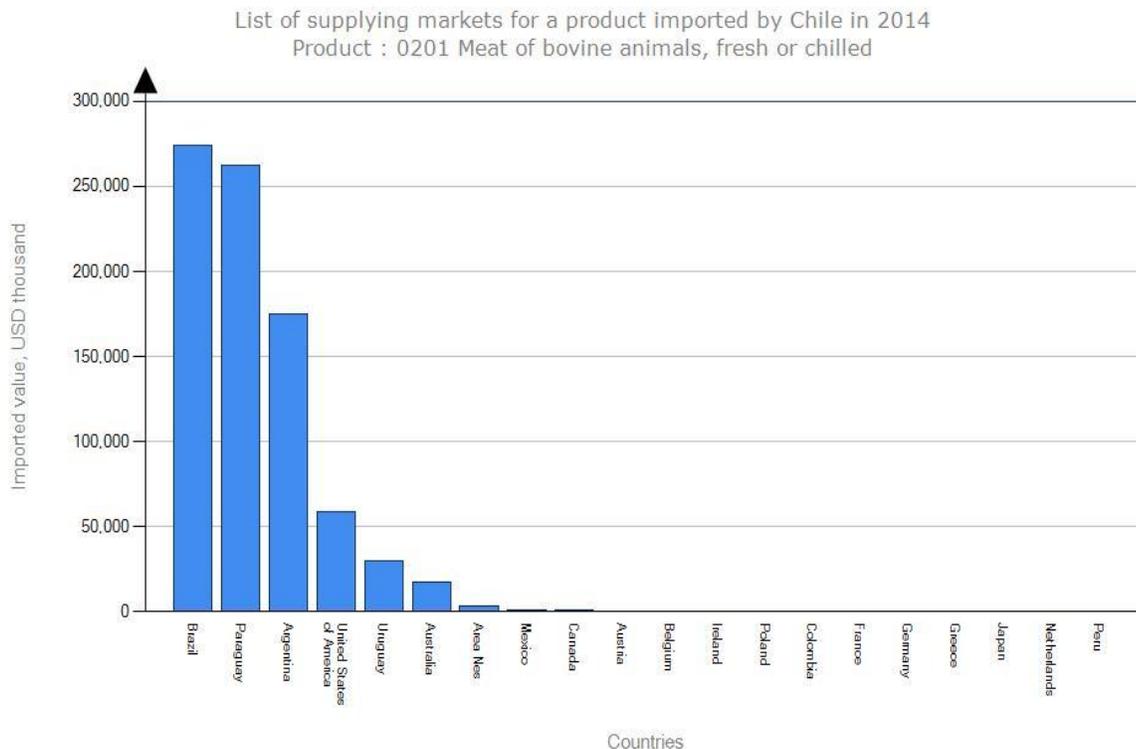
The following section provides a general overview of how different product categories are behaving in Chile.

Red Meat and Poultry.

Bovine Meat:

According to the Chilean government's Agricultural Research and Policies Office (ODEPA), during 2014 the national production of bovine meat reached to 224,111 MT, showing an increase of 8.64% compared to the total production of 2013. The consumption per capita of beef meat by 2013 stood at 24.4 kilogram per person. The average amount of beef consumed since 2008 is 22.7 kilograms per person.

Chile's bovine meat exports have decreased by -8% since 2010. By 2014, the quantity of bovine meat exported reached 2,846 MT valued in \$28.7 million. The main countries that Chile supplies this product to are Germany (13.1%), South Korea (5.9%) and United Kingdom (3.1%). In contrast, bovine meat imports of Chile in volume terms have presented a 4% growth since 2010. During 2014, the total quantity imported of bovine meat reached 141,011 MT, reaching to a value of \$821.2 million. Brazil is Chile's main bovine meat supplier, accounting for 33.3% of the total market share, followed by Paraguay (31.9%), Argentina (21.3%) and the United States (7.1%). The following bar chart depicts the different suppliers of bovine meat for Chile.



Source: UN COMTRADE Statistics

Ovine, porcine, equine and goat Meat:

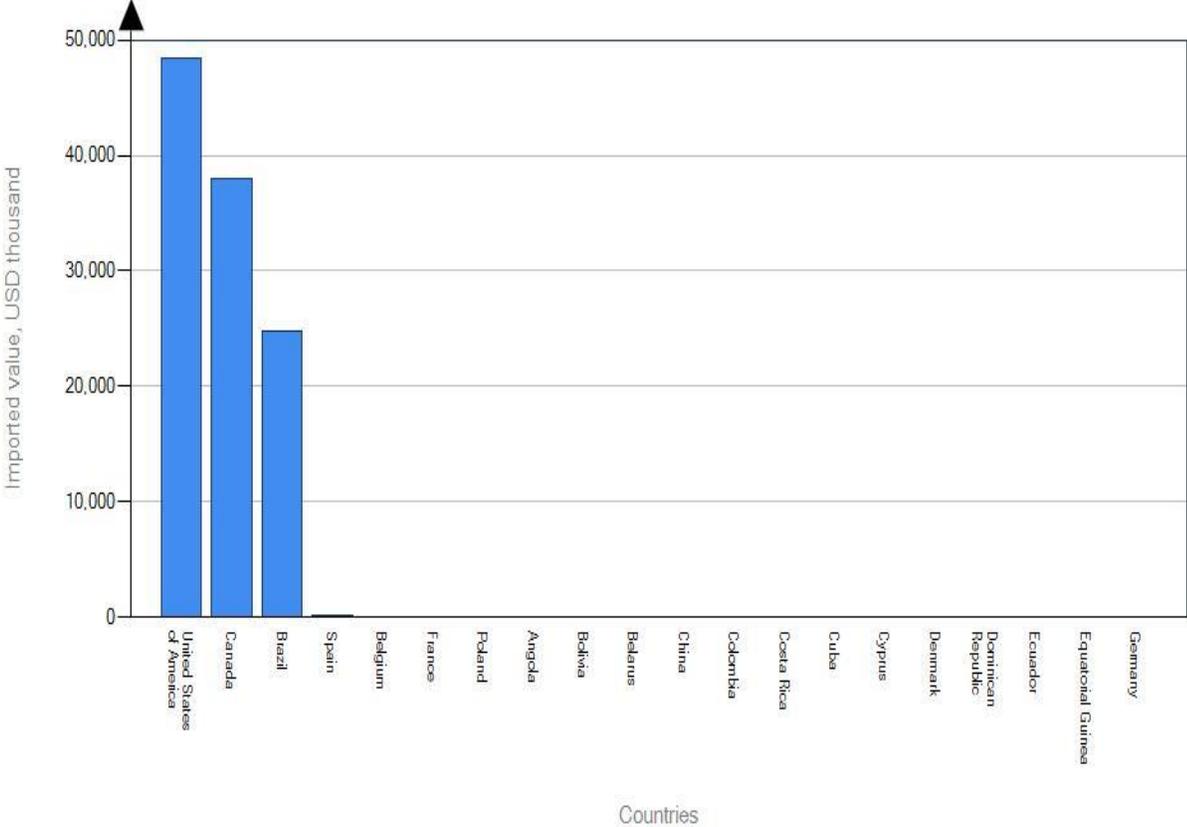
During 2014, the national production of ovine, porcine, equine and goat meat reached a total amount of 541,198 MT of kilograms, presenting a decrease by 4.49% compared to the same period of 2013, leaving a wider gap for imports to fill in.

Goat and sheep meat exports reached a volume of 6,196 MT valued in \$35.1 million during 2014. The main countries supplied by Chile are Spain (14.7%), Mexico (11.5%) and the Netherlands (11.1%). Since 2010, the quantity exported from Chile has shown a negative growth of 3%. On the other hand, imports of goat or sheep meat are banned from the country due to scrapie, which is a disease located in the brain of these animals. Therefore, in order to prevent from diseases, the government banned this product of being imported into the country. However, the USDA is in the process of negotiating for the acceptance for this product.

In 2014, the production of pork meat presented a decrease, caused due to the reduction of the number of industrial farms in the country during 2013. By 2013, pork meat consumption per capita in Chile stood

at 26.6 kilograms per person. Since 2008 the average consumption has been 25.4 kilograms per person. Swine meat exports during 2014 accounted for a volume of 121,805 MT valued in \$405.8 million. Since 2010, the quantity exported of swine meat increased by 7%. The main countries Chile exports pork meat to are Japan (30.0%), Russia (25.2%) and South Korea (21.9%). In contrast, imports for this products have shown a 35% growth in quantity since 2010. The main suppliers for Chile are United States (43.5%), Canada (34.1%) and Brazil (22.3%). The following bar chart depicts the different suppliers of swine meat for Chile.

List of supplying markets for a product imported by Chile in 2014
 Product : 0203 Meat of swine, fresh, chilled or frozen



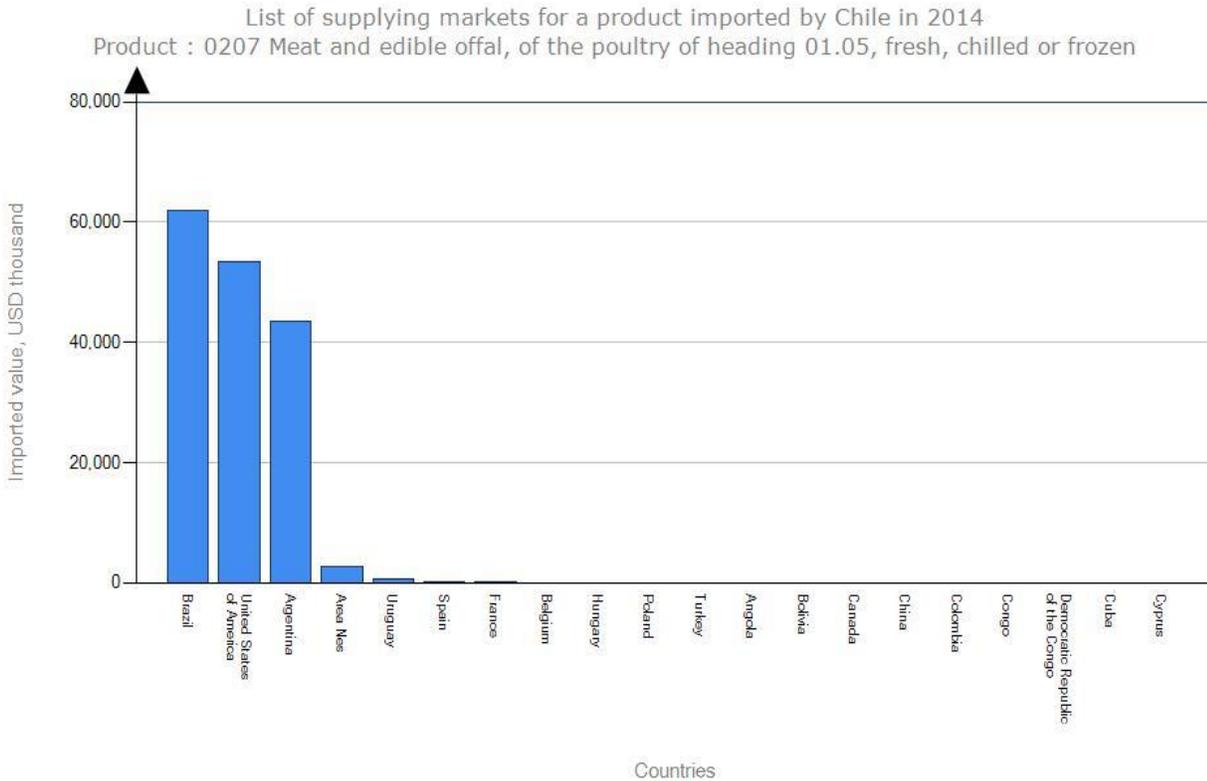
Source: UN COMTRADE Statistics

Poultry Meat:

Poultry meat production showed a decrease in national production by 2014 reaching to a volume of 669,054 MT. This presented a -1.69% variation compared to the same period of 2013. Since 1998, poultry meat consumption per capita has been on the rise. During 2013, consumption per capita of poultry meat stood at 37.5 kilograms per person. The average consumption per capita since 2008 has been 35 kilograms per person.

Exports in 2014 reached a volume of 103,913 MT valued in \$306.9 million. The exported growth in quantity has reached a 1% growth since 2010. The main countries Chile exported poultry meat to are the

United States (29.3), Mexico (22.6%) and United Kingdom (12.4%). As for Chile’s imports of poultry meat, they totaled 87,931 MT valued in \$162.1 million. The total quantity has achieved a 9% growth since 2010. Chile’s main poultry meat provider is Brazil (38.3%), United States (32.9%) and Argentina (26.8%). The following bar chart presents the different suppliers of poultry meat for Chile.



Source: UN COMTRADE Statistics

Fish and Seafood Products.

Fish:

Thanks to the geographic location of Chile and the availability of coastline, canals and archipelagos, Chile has located itself as one of the main exporters of salmon, specifically Pacific salmon, with 95% of producers located in Southern Chile. Most of the national production is exported due to lower consumption rates compared to meat consumption. According to Chile’s Customs, there was a fish imports reduction from \$0.8 million CIF in the first six months of 2014 to \$0.7 million CIF by the first six months of 2015, presenting a 15% decrease; caused by the 5.26% increase in fish national production in the country from 475,000 MT in 2013 to 500,000 MT by 2014. This was caused due to the inverse relationship that national production and imports have. The more national production, the less imports.

Seafood:

During 2014 the total value of imports of shrimps was valued in \$34.3 million, accounted by 3,758 MT. The imported volume of shrimps have presented an increase of 26.0% since 2010. The main suppliers to Chile of shrimps and prawns are Ecuador (77.3%), China (15.5%) and Vietnam (2.8%). Crabs, on the other hand, have shown an increase in imported volume of 17% since 2010, reaching to a volume of 26

MT valued in \$0.2 million.

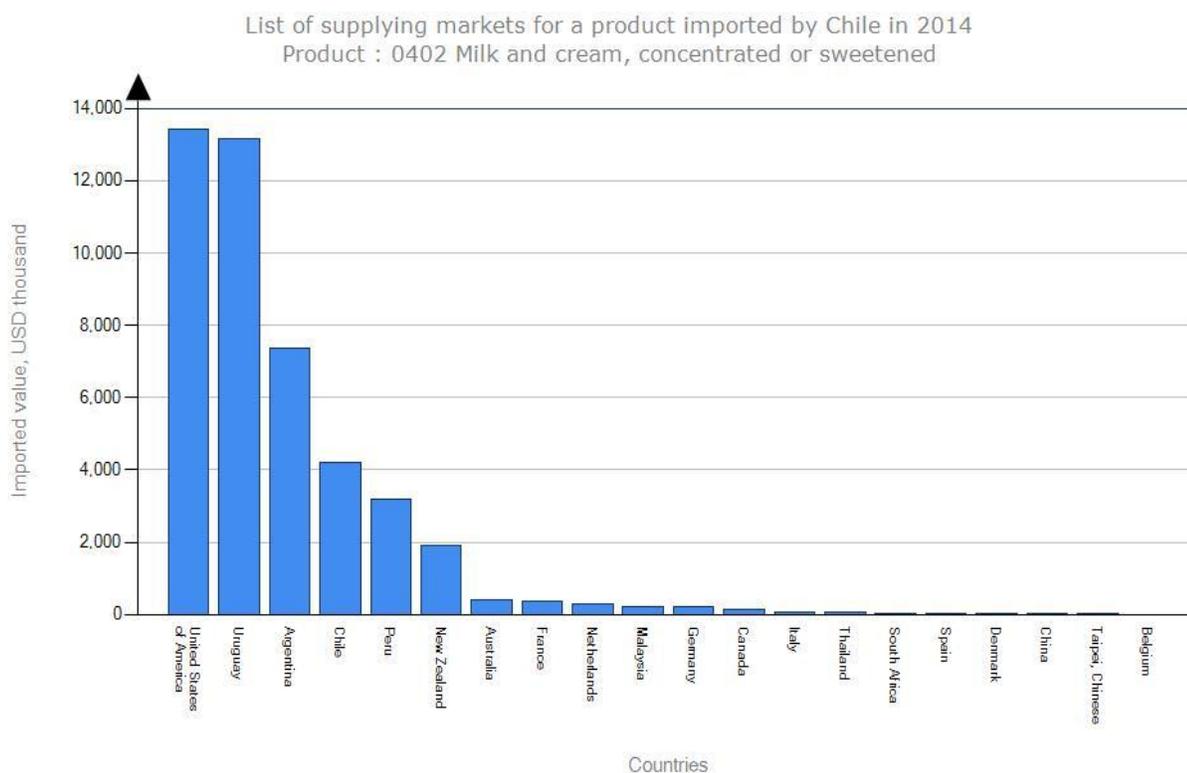
Dairy Products.

Milk:

Chile has an estimated 16,000 dairy farmers. According to the Chilean government's Agricultural Research and Policies Office (ODEPA), during 2014 the national reception of milk reached 423,141,311 liters produced by the 150 plants in the country, showing an increase of 6.28% compared to 2013. Consumption of milk per capita increased by 0.7% in 2013 compared to 2012, recording a consumption of 147 liters per person and which has kept increasing since 2010.

Exports of milk and cream during 2014 reached to a volume of 51,378 MT valued in \$155.5 million. The main countries that Chile exports to are Venezuela (18.0%), China (15.7%) and Mexico (11.7%). In contrast, imports of milk and cream during 2014 accounted for a volume of 11,762 MT valued in \$45.0 million. Imported quantity of milk and cream has presented a 16% growth since 2010. The main countries suppliers to Chile are United States (29.8%), Uruguay (29.2%) and Argentina (16.4%).

The following bar chart presents the different suppliers of milk and cream for Chile.



Source: UN COMTRADE Statistics

The products that saw greater increase in production were fluid milk with a growth of 8.1%, followed by condensed milk with 7.7% growth and cultivated milk with 3.6%. Fat-free or reduced fat milk products have continually increased in demand due to consumers' increasing preference towards healthy products. These products are forecasted to have a compound annual growth rate of 6%. Dairy products offering benefits for people's health with reduced-fat will continue to grow caused by the interest of consumers to avoid fat food and products which are unhealthy. Also, milk powder has seen an immense

increase in its imports of 510% from the first six months of 2014 to the first six months of 2015. This is partially due to the relatively low local production of milk powder in Chile. During 2013, Chile produced 44.2 thousand MT and by 2014 it decreased by 8.1% accounting 40.6 thousand MT. Nestlé Chile will remain the main competitor of milk products with 33% of value share, which the company recorded during 2014.

Cheese:

Local production of cheese decreased by 8.39% from 2013 to 2014, reaching to a volume of 81,574 MT. However, even though the production of cheese decreased during this year, the market for cheese in Chile has grown during previous years due to an increase in wine culture and Chileans having a higher disposable income. According to the National Statistics Institute (INE), 58% of dairy products imports were constituted by cheese. Cooperativa Agrícola y Lechera will remain the leader in the cheese market of Chile, which owns 30% of the total market share.

Yogurt:

Yogurt sales have also boosted due to the perception of health and wellness in the product; however, consumers are seeking for differentiation in this sector such as new textures and flavors. Soprole SA is the leading supplier of yogurt in Chile with a 32% market share. Trends reveal that people are seeking brands that provide creamier yogurt products.

Prepared Fruit, Prepared Vegetables, Oilseed Products.

Oils:

Most products that Chilean customers are demanding provide healthier, gourmet and premium aspects due to the health trends in the country, especially amongst economic segments situated as upper-middle/upper class, as they possess more disposable income to spend on higher quality products. Oils and fats grew by 5% during 2014 valued in \$549.3 million. The product which recorded the highest growth was olive oil, recording a 14% growth due to the increasing gourmet culture in the country. This sector is forecasted to achieve a 1% compound annual growth rate until 2019. During 2014, Watt's dominated the market of oils and fats with 24.8% of value share, followed by Soprole SA with 10.7% and Distribución y Servicios D&S SA with 9.7%.

Canned Products:

Canned or preserved products obtained an increase of 6% in value terms and 2% in volume terms, reaching to 59,800 MT valued in \$267.6 million during 2014. The product recording the biggest growth were canned/preserved beans with a 35% growth in value terms valued in \$3.0 million, and which is expected to keep leading sales at least until 2019. The canned/preserved sector is forecasted to obtain a compound annual growth rate of 2% value sales and 1% volume sales. Products containing reduced in salt are expected to have strong potential sales in upcoming years. Additionally, as consumers are increasingly demanding for more sophisticated cooking, canned fruit, vegetables and fish will have a good growth potential in upcoming years. The main leaders of canned/preserved food is Orizon SA with 24.6% market share, Foodcorp Chile SA with 12.8% and ICB SA with 10.1%.

Frozen Processed Food:

Frozen vegetables recorded 1.5% increase in value sales during 2014 valued in \$78.7 million. Since 2009, the frozen processed vegetables value sales has grown by 33.8% and it is expected to keep increasing with a compound annual growth rate of 1.8% until 2019. Within frozen processed potatoes, the sector accounted for a 4.4% increase in value sales during 2014 valued in \$21.4 million and which is expected to growth in upcoming years by 5.8% annually.

Dried Processed Food:

Sales of dried food increased by 1% in volume and 8% in value, constituted by 249,000 MT valued in

\$496.9 million. The product recording the highest growth was brown rice due to the trend of health and wellness in the country, which accounted for a 28% growth in value and 23% growth in volume.

Baked Goods.

According to Euromonitor, by 2014 baked goods increased by 7% in value sales reaching \$3,269.6 million and is forecasted to increase at a compound annual growth rate of 4% until 2019.

Bread:

Expanding trends of consumers turning to healthier products increased sales for wholegrain packaged/industrial bread instead of white unpackaged/artisanal bread. Chileans increasingly buy high-fiber and wholemeal products caused by this trend. Although consumers are increasingly preferring packaged/industrial bread as it already comes pre-cut, unpackaged/artisanal bread still has higher popularity within the country with 90% market share. Within packaged/industrial bread, Ideal SA is the leader in the market with 49% market share during 2014 followed by Nevares Chile SA.

Pastries:

Amongst the pastries products, cakes and variations, such as strudel, have been the most popular products. Individual-portion pastries are very popular such as croissants and which are targeted for on-the-go consumers; whereas multi-portion products are often targeted to consumers who consume at home or at the office.

Snack Foods:

During 2014 the value and volume sales for sales of snack foods increased by 13% and 6% respectively, valued \$443.1 million reaching to 55,700 MT. The snack industry is expected to expand by a compound annual growth rate of 5% in value terms and 4% in volume terms. Premium snacks have increased in demand due to increasing levels of health and wellness awareness of consumers who seek for snacks including fruits, nuts and other beneficial ingredients. PepsiCo is expected to lead the market with its brand Doritos, Lay's, Evercrisp Snack Mix and Cheetos; with 61% market share followed by ICB with Pringles and Marco Polo brands, accounting for 13% market share.

Chips/Crisps:

These product showed the highest growth rate in 2014 with a 19% growth in value and 9% growth in volume, accounting for a total of 23,944.5 MT valued \$194.0 million. New brands are starting to enter the market which have recorded positive sales due to Chileans willingness to try new flavors and tastes.

Popcorn:

During 2014 popcorn sales increased by 1%. Chileans are increasingly trying new flavors of popcorn and are growing in popularity, especially low-fat varieties.

Fruit and nuts:

Chile's demand for dried fruit snacks, such as fruit chips, dehydrated fruits and nuts continue to grow as Chileans purchasing power continues to rise and consumers are trending in the direction of healthy snack options. Even though the fruit snacks industry is smaller compared to other snacks, this industry recorded a 6% volume growth during 2014, constituted by 34.6 MT and a market share valued at \$401.1 million. Nut mixes reached its second highest growth in 2014 with 6.1% growth.

Snack bars:

Snack bars also recorded high growth rate due to the increasing trend towards health and wellness in the country.

Non-Alcoholic Beverages:

According to UN COMTRADE Statistics, between 2013 and 2014, Chile's exports of non-alcoholic beverages decreased by 18% reaching a value of \$5.6 million. Chile top export markets for non-alcoholic beverages are Spain (34.4%), Ecuador (16.2%) and Argentina (12%). In general, within the non-alcoholic beverage imports, Chile's main supplier is Austria with an imported value of \$36.1 million by 2014. This represents 56.1% of the total non-alcoholic beverage imports for Chile. Switzerland stands as the second supplier of Chile (11.6%) with imported value of \$7.5 million, followed by U.S. (10.4%) with non-alcoholic beverages imports valued \$6.7 million. Between 2010 and 2014 imports of non-alcoholic beverages coming from U.S. increased by 33% including the 13% growth from 2013 to 2014.

Alcoholic Beverages:

According to the World Health Organization (WHO) statistics in 2014, Chileans above 15 years old drink 9.6 liters of pure alcohol per capita annually. The world average is of 6.2 liters and Latin American average being of 8.4. Thus, Chile is the top consumer of alcohol in Latin America, as a result of a typically lower price and low taxes on alcohol domestically. Due to the slowdown in the economy during 2014, Chileans are increasingly seeking to buy from off-trade channels such as auto service shops, as they prefer to save money that would be spent in a restaurant or other on-trade channels and drink at home or social gatherings. However, the forecasted increase in disposable income in the next 5 years will cause a favorable landscape for alcoholic beverages such as beer, RTD's, sparkling wine and spirits.

Beer:

Within the alcoholic industry, beer still has higher levels of preference over wine. Exports of beer made from malt go mainly to Israel (28.8%) valued \$0.7 million, followed by Argentina (21.6%) valued \$0.5 million and Australia (10.4%) valued \$0.2 million. Imports of beer made from malt, on the other hand, mainly come from Mexico (49.7%) with a value of \$90.3 million, U.S. (29%) valued \$52.9 million and Argentina (7%) valued \$12.7 million. Cía Cervecerías Unidas SA will keep its position in the market and remain as the leader of alcoholic beverages by obtaining more than half of the total market share.

Wine:

Wine exports from Chile mainly go to United States (14.4% of all exports) with a value of \$266.6 million, followed by the United Kingdom (12.3%) valued \$228.7 million. Chile imports wine mainly from Argentina with a 44.7% market share with valued imports of \$4.1 million, France (19.2%) with imports valued in \$1.8 million and Spain (15.4%) imports valued in \$1.4 million. The value of wine imported from U.S. increased by 18% from 2013 to 2014. Regarding the wine industry, the main variety dominating the market is Cabernet Sauvignon, followed by Sauvignon Blanc, Merlot and Chardonnay.

Condiments and Sauces:

According to Euromonitor, sauces, dressings and condiments were expected to achieve a 2% increase in volume sales and 6% in value sales during 2014, accounting for 92,400 MT valued \$357.9 million. Low-fat and low-sodium sauces have increased in popularity due to the influence of health and wellness awareness. Unilever Chile Foods Ltd. maintains its leadership in this industry with 29% market share.

Sauces:

Barbecue sauces have gained great popularity and are on the rise with a growth rate of 18.5% last year. Barbecue sauces are mainly used in grilling and as a sauce for pizza, hamburgers and dips. The second product with highest growth was soy based sauces, with 9.2% growth rate in 2014. Spicy and chilly

sauces still remain popular, as well as mayonnaise-based sauces.

Prepared Meals:

In 2014 ready-to-eat meals sales grew by 9% reaching \$50.3 million and 6% in volume reaching 8,000 MT. The compound annual growth rate is forecasted to be 4% at least until 2019. The industry of ready-to-eat meals showed growth due to the increasingly lack of time Chileans have to cook or shop. Consumers seek for more convenient meals. Additionally, consumers are seeking for more sophisticated product ingredients and are willing to try more variety of tastes. Within this category of ready meals, the product that showed the highest growth was frozen pizza with 14.2% growth in volume sales. The leader in the market is Sadia Chile, an international company, with 19% of market share. With their competitive prices and wide portfolio for ready-to-eat meal products, their top products are frozen pizzas and lasagnas.

Frozen Ready Meals:

Frozen ready meals recorded a 13% growth in value in 2014 due to its convenience and long shelf-life. Products of fish, turkey and vegetables have recorded higher popularity. Frozen ready meals are normally consumed at home. On the other hand, chilled ready-to-eat meals are more popular to be consumed outside home such as in the office or at schools.

Sector Trends:

- Chile is the major exporter of blueberries, grapes, plums, prunes, dried apples, farmed trout and farmed Atlantic salmon.
- Chile has the highest alcohol consumption of any Latin American country. Beer records the highest popularity; however, wine is increasingly becoming more demanded.
- Products offering convenience and rapid preparation are becoming more popular caused by the fact that Chileans do not have too much time to cook. Increasingly more people, especially women, are becoming part of the workforce.
- An increase in obesity levels have made consumers more health conscious.
- Pet food has also increased in demand due to consumers increasing awareness of their pet's health. Consumers are increasingly seeking for value-added food products for their pets thanks to the higher levels of disposable income in the country and a continuing pet humanization trend. During 2014, dog food increased by 5% in volume and 9% in value.
- Chile's new labelling regulation will require products to be within certain limits set by the Ministry of Health for sugars, fat, calories and sodium, or it will be subjected to special labelling requirements.
- Retailers are increasingly investing in their aisles and including more freezers in order to expand storage capacity.
- During previous years, investment in infrastructure of warehouses, distribution companies and distribution centers have also increased which gives suppliers more opportunities to import.
- More discounters and convenience stores in urban areas are being built to reach more customers.

- During a shareholders' meeting, Coca-Cola Embonor announced they will invest \$70 million in Bolivia and Chile to expand and renovate its capacity production during 2015.
- During 2015, Colún plans to start production in a new plant worth \$60 million, specialized in dairy products to increase production by 20%.
- In 2014 Corpesca invested \$60 million which might see increases in production during the

following years.

- Watts S.A. has plans for further expansion for their processed food product lines to meet growing demands.

Section III. Competition.

The following table presents different world suppliers to Chile according to different categories of products. This information shows the participation of U.S. in the food imports for Chile and the main competitors they would face when entering the market.

Product	Total Imports 2014 (US \$millions)	U.S. Imports 2014 (US \$millions)	Growth value in U.S. imports 2010-14 (%)	U.S. Market Share (%)	Main Competitors (% of market share)
Red meat/poultry products	1,163.2	169.1	47	14.5	Brazil: 32.6% Paraguay: 23.7% Argentina: 18.9%
Fish/seafood products	61.4	0.9	10	1.6	Ecuador: 44.9% China: 24.9% Vietnam: 13.2%
Dairy products	204.8	47.6	26	23.2	New Zealand: 33.3% U.S.: 23.2% Argentina: 23.1%
Fruit and Nuts	183.7	60.0	19	32.7	Ecuador: 40.4% U.S.: 32.7% Peru: 10.1%
Vegetables	76.8	15.6	36	20.3	Canada: 21.1% U.S.: 20.3% Peru: 18.1%
Prepared fruit/nuts/vegetables	222.2	20.9	32	9.4	Belgium: 15.3% Argentina: 11.4% U.S.: 9.4%
Oil seed products	152.4	11.1	3	7.2	Argentina: 41.3% Bolivia: 12.2% Indonesia:

					7.9%	
Confectionary products	341.5	14.7	26	4.3	Colombia: 28.3% Guatemala: 20.6% Brazil: 17.4%	
Baked goods	82.0	9.3	32	11.4	Argentina: 40.8% U.S.: 11.4% Germany: 7.2%	
Snack products	Almonds	35.3	35.3	85	99.9	U.S.: 99.9% Italy: 00.1%
	Walnuts	3.4	3.0	35	88.5	U.S.: 88.5% Italy: 6.1% Argentina: 5.3%
	Popcorn	309.0	3.6	49	1.2	Paraguay: 60.3% Argentina: 38.4% U.S.: 1.2%
	Potato Chips	8.2	3.6	18	44.0	U.S.: 44.0% Canada: 27.8% Argentina: 12.3%
Beverage products	407.9	80.9	45	19.8	Mexico: 24.2% U.S.: 19.8% U.K.: 10.4%	
Sauces, condiments and seasonings 2103	38.8	23.1	18	59.5%	U.S.: 59.5% Argentina: 12.2% China: 7.2%	

Source: UN COMTRADE Statistics

U.S. exporters have the advantage that their products are perceived to be of high quality, safe, unique and with special characteristics such as reliability, service and delivery. However, some challenges include higher freight costs, competing suppliers or the challenge of localizing the product or packaging to Chile's standards and culture.

Section IV. Best Product Prospects.

- Products providing health benefits will remain having growth such as products having lower calories, sugar and fat. Many domestic companies are even adapting their product line to meet this trend in the market.
- Packaged food keeps seeing stable growth due to long hours of work of Chilean and the preference and popularity of convenience ready meals.
- Within milk products, health and wellness trends keep pushing producers to expand their product

line to satisfy consumers. Reduced-fat milk or fat-free milk have positive growth during 2015. In addition, powder milk has also grown in demand due to convenience and cheaper prices, especially within skimmed milk powder. Non-fat dry milk is expected to have good sales potential due to low levels of national production of milk powder and the high levels of health awareness. Non-fat dry milk has entered duty free from the United States since 2007.

Additionally, producers in the industry have created the association Promolac to increase domestic consumption of milk and milk products with the use of promotional campaigns.

- Fruits and vegetables have increased sales due to the high number of people suffering from obesity or are overweight and a movement towards healthier diets.
- Sweeteners have also good potential as 69% of Chileans consume them. Demand continues to be on the rise. Whey protein products containing maltodextrin, has achieved substantial growth in previous years, achieving a 50% annual growth rate and reaching sales of \$90 million. This product is normally bought by higher socioeconomic levels such as upper-middle/upper class and it is consumed not only by professional athletes, but by most consumers who practice a sport on a regular basis.
- Food ingredients such as additives, dextrose, fibers and enzymes are increasingly being used in the food processing industry in order to search for new substitutes of sweeteners or ingredients for their products, which provide healthier benefits than artificial or synthetic ingredients.
- The use of plant extracts have also increased in popularity in the elaboration of food products due to increasing consumer preferences.
- Synthetic food coloring and artificial flavor enhancers are increasingly being replaced by natural coloring and natural flavor enhancers for consumer's food products, giving a good sales potential for this market in upcoming years.
- Sales of fats and oils are also on the rise since the elimination of tariffs since 2004. However, fat substitutes have achieved higher growth as increasingly more companies are innovating to find a healthier substitute of fats in order to meet the more demanding consumer needs.
- Seasonings, herbs and spices will bring an opportunity for exporters as more consumers are looking to try new tastes. U.S. seasonings, herbs and spices are highly competitive in the market due to the low prices compared to the national product or other foreign countries.
- As consumers are increasingly seeking for healthier options, consumer's diets have also turned to vegetarian products to achieve protein. This is the case of soy ingredients, which is another substitute of meat to get protein. Pet food demand is expected to continue growing. The strong pet humanization trend has caused people to seek for higher quality food products for their pets. Additionally, U.S. pet food sales have increased over the years.

The following table presents other products that have good sales potential.

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	U.S. is the second supplier of dairy products within Chile, showing how receptive the market for U.S. dairy

					to pay for higher prices.	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 to their low costs and quality.	U.S. are leading producers of soy beans.
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	U.S. is the largest turkey producer and largest exporter.

					chicken meat.	
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, owning almost 100% of the market share.	According to the Economic Times, U.S. exporters expect black pepper to double in production.

Source: Chile Customs

Section VI. Post Contact and Further Information.

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