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## Chile

**Post:** Santiago

### Stone Fruit Annual 2019

**Report Categories:**

Stone Fruit

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**Report Highlights:**

Chile's cherry exports totaled 180,000 metric tons (MT) in marketing year (MY) 2018/19 and eighty-seven percent of all exports went to the Chinese market. For the past five years, Chile's cherry planted area has grown consistently at a 10 percent rate, adding up to 37,000 hectares (ha) in MY2019/20. Post projects cherry exports to increase 15 percent in MY2019/20, reaching 207,000 MT, as new orchards become productive.

Fresh peach and nectarine planted area totaled 7,428 ha in MY2018/19. Chilean nectarine exports have shifted rapidly from the United States to China after gaining market access in 2016. Post expects planted area to remain steady while production and exports will likely increase one percent in MY2019/20, totaling 57,000 MT and 98,300 MT, respectively.

**Commodities:**

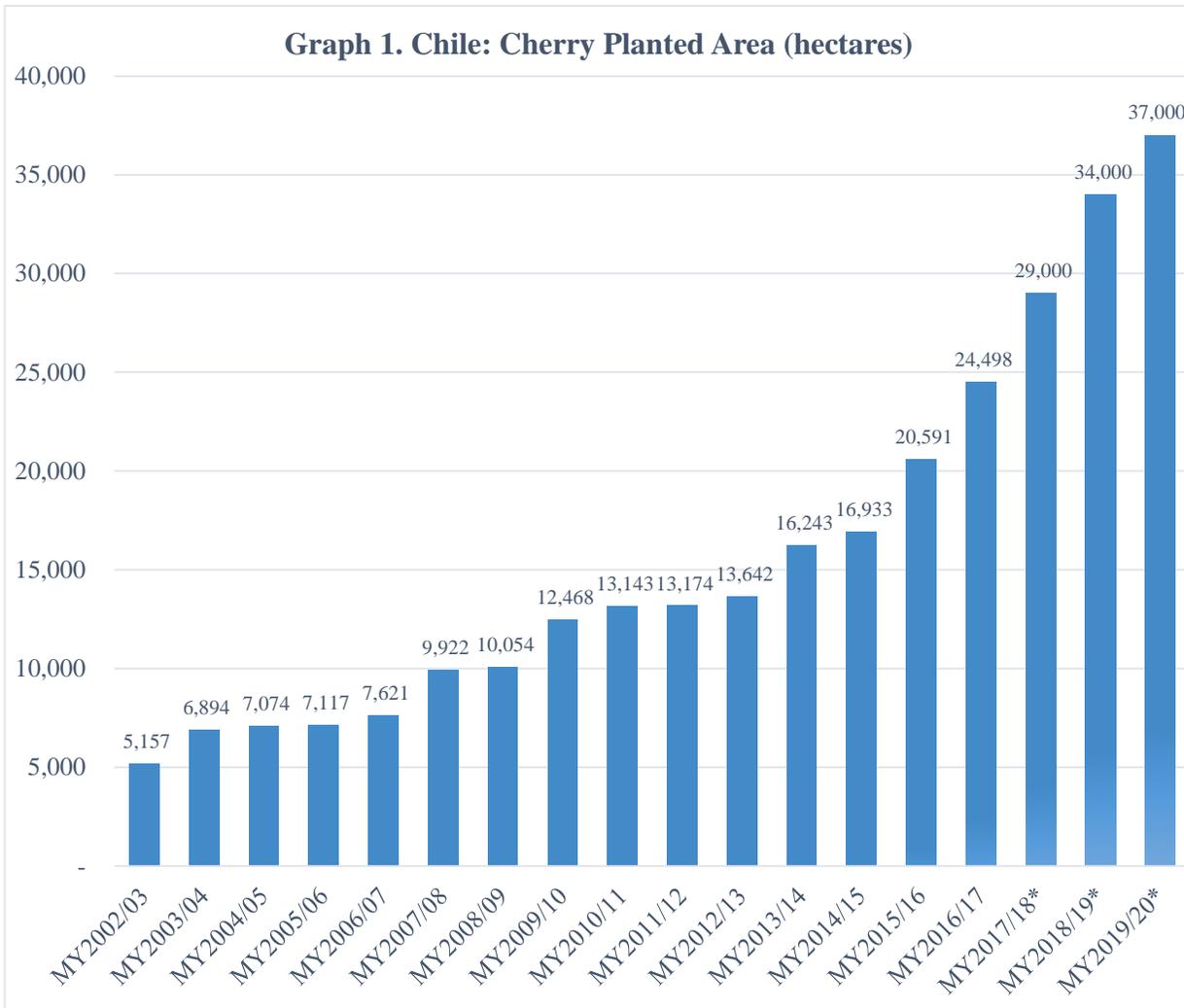
Fresh Cherries,(Sweet&Sour)

**Production:**

Chile's cherry productive area, which is located around the central part of the country, in the Maule and O'Higgins regions, has been growing at a 10 percent rate every year to year, thus increasing the export volume potential. Chile's cherry planted area reached 37,000 hectares (ha) in MY2019/20 (see graph 1).

MY2017/18 was a record year for Chile's cherry production with 205,741 MT, and exports of 184,741 MT due to favorable climatic conditions. In MY2018/19, cherry production was two percent lower than the previous marketing year, totaling 200,000 MT. This decrease was because optimal climatic conditions did not repeat, and cherry trees usually have a fall in yield year over year after a highly productive campaign.

New cherry orchards are increasing the production potential every marketing year as trees approach maturity. Post estimates a 15 percent production increase in MY2019/20, totaling 230,000 MT. Assuming regular climatic conditions, absence of frosting and unexpected rainfall during harvest months in November and December.



Source:

based in ODEPA/CIREN\* Estimations

\* Estimations

**Consumption:**

Post estimates that Chilean cherry exports represent 90 percent of the total production, domestic consumption is eight percent, and the remaining two percent is destined to the processing fruit sector.

Post estimates that fresh domestic consumption will increase by 23 percent and reach 18,500 MT, following the increase in production, and the increasing demand fresh cherries have among Chilean consumers.

**Trade:**

In MY2018/19 cherry exports reached 179,973 MT, a 2.58 percent decrease over MY2017/18 (see table 1). However, export value increased by 4.6 percent totaling \$830 million (see table 2).

China remains, by far, the top market for Chilean fresh cherries. Chilean exporters shipped 157,710 MT (87 percent) to China in MY2018/19 (data through May 2019), one percent increase over MY2017/18. Post expects Chilean exports to China to remain steadily increasing, since China's demand for fresh fruit continues to be strong and Chile keeps taking full advantage of its strong commercial relationship with China.

The United States is the second top export destination for Chilean cherries. However, exports to the United States represent only 2.7 percent of total Chilean fresh cherry exports. Additionally, in MY2018/19, Chilean fresh cherry exports to the United States decreased by 36 percent over MY2017/18, totaling 4,852 MT,

The third largest market for Chilean Cherry exports is South Korea. In 2016, South Korea granted market access to Chilean fresh cherries. Since then, Chilean exports to South Korea have grown consistently, totaling 4,147 MT in MY2018/19, which represents a 56 percent increase over MY2017/18.

Assuming regular climatic conditions, as new orchards become productive, Post estimates Chilean cherry exports to increase by 15 percent in MY2019/20 reaching 207,000 MT (see table 3).

**Policy:**

Following Chile's government strategy to diversify export destinations, Chile's Minister of Agriculture, [announced market access](#) for Chilean cherry exports to Vietnam starting August 2019.

<b>Table 1. Chile Export Statistics</b>						
<b>Commodity: Cherries fresh, Cherries</b>						
<b>Quantity (MT)</b>						
<b>Partner Country</b>	<b>Marketing Year (starting November)</b>			<b>Year To Date</b>		
	<b>MY2015/16</b>	<b>MY2016/17</b>	<b>MY2017/18</b>	<b>Nov 2017 - May 2018</b>	<b>Nov 2018 - May 2019</b>	<b>%Change</b>
World	83,562	95,392	185,134	184,741	179,973	-2.58
China	67,871	74,820	156,888	156,497	157,710	0.78
United States	5,761	6,316	7,609	7,609	4,852	-36.24
Korea, South	25	1,365	2,657	2,657	4,147	56.11
Ecuador	530	836	2,028	2,028	2,378	17.28
Brazil	1,852	2,299	3,195	3,194	2,338	-26.8
Taiwan	1,693	2,230	3,370	3,370	2,256	-33.05
United Kingdom	1,326	1,286	1,862	1,862	1,917	2.95
Thailand	333	633	841	841	875	3.99
Hong Kong	2,008	3,079	2,962	2,962	741	-74.97
Bolivia	210	233	371	371	348	-6.14
Spain	270	405	478	478	346	-27.51
Canada	63	201	524	524	316	-39.66
Netherlands	493	393	509	509	307	-39.7
Peru	74	91	280	280	227	-18.96
France	179	195	202	202	146	-27.62
Others	874	1,010	1,358	1,357	1,069	-21.22

Source: Global Trade Atlas - Chile Customs

<b>Table 2. Chile Export Statistics</b>						
<b>Commodity: Cherries fresh, Cherries</b>						
<b>United States Dollars</b>						
<b>Partner Country</b>	<b>Marketing year (starting November )</b>			<b>Year To Date</b>		
	<b>MY2015/16</b>	<b>MY2016/17</b>	<b>MY2017/18</b>	<b>Nov 2017 - May 2018</b>	<b>Nov 2018 - May 2019</b>	<b>%Change</b>
World	\$378,953,829	\$438,385,883	\$794,638,465	\$793,448,709	\$ 829,942,331	4.6
China	\$304,773,478	\$338,132,327	\$669,909,928	\$668,738,324	\$ 721,679,674	7.92
Korea, South	\$ 175,753	\$ 9,903,607	\$ 17,400,953	\$ 17,400,953	\$ 28,761,393	65.29
United States	\$ 23,977,013	\$ 27,547,029	\$ 28,965,350	\$ 28,965,003	\$ 19,826,112	-31.55
Taiwan	\$ 9,424,281	\$ 11,980,612	\$ 17,106,839	\$ 17,106,839	\$ 12,992,748	-24.05
United Kingdom	\$ 8,391,821	\$ 7,189,975	\$ 8,928,262	\$ 8,928,262	\$ 9,824,676	10.04
Brazil	\$ 8,834,540	\$ 10,663,585	\$ 11,881,564	\$ 11,879,369	\$ 9,791,696	-17.57
Thailand	\$ 2,129,720	\$ 3,907,617	\$ 4,350,839	\$ 4,350,839	\$ 5,474,104	25.82
Ecuador	\$ 1,033,468	\$ 1,808,257	\$ 3,682,436	\$ 3,682,436	\$ 4,930,107	33.88
Hong Kong	\$ 7,640,351	\$ 13,241,625	\$ 14,596,841	\$ 14,596,841	\$ 3,229,291	-77.88
Netherlands	\$ 2,989,801	\$ 1,991,319	\$ 2,657,617	\$ 2,657,617	\$ 1,846,020	-30.54
Spain	\$ 1,629,072	\$ 2,313,155	\$ 2,487,006	\$ 2,487,006	\$ 1,754,225	-29.46
Canada	\$ 326,845	\$ 768,732	\$ 2,085,977	\$ 2,085,977	\$ 1,381,709	-33.76
France	\$ 1,288,792	\$ 1,349,794	\$ 1,169,861	\$ 1,169,861	\$ 880,120	-24.77
Russia	\$ 512,772	\$ 796,566	\$ 957,034	\$ 957,034	\$ 804,409	-15.95
Singapore	\$ 210,639	\$ 435,822	\$ 935,987	\$ 935,987	\$ 756,658	-19.16
Others	\$ 5,615,483	\$ 6,355,861	\$ 7,521,971	\$ 7,506,361	\$ 6,009,389	-19.94

Source: Global Trade Atlas - Chile Customs

**Table 3. Production, Supply and Demand Data Statistics:**

Cherries (Sweet&Sour), Fresh Market Begin Year Chile	2017/2018		2018/2019		2019/2020	
	Nov 2017		Nov 2018		Nov 2019	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted	31175	31175	34000	34000	0	37000
Area Harvested	29000	29000	32500	32500	0	35500
Bearing Trees	23000	23000	25000	25000	0	27500
Non-Bearing Trees	2000	2000	2000	2000	0	2000
Total Trees	25000	25000	27000	27000	0	29500
Commercial Production	205741	205741	209000	200000	0	230000
Non-Comm. Production	1000	1000	1000	1000	0	1000
Production	206741	206741	210000	201000	0	231000
Imports	0	0	0	0	0	0
Total Supply	206741	206741	210000	201000	0	231000
Fresh Dom. Consumption	16041	15607	13000	15000	0	18500
Exports	184700	185134	190000	180000	0	207000
For Processing	6000	6000	7000	6000	0	5500
Withdrawal From Market	0	0	0	0	0	0
Total Distribution	206741	206741	210000	201000	0	231000

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

Source: post estimates

**Commodities:**

Fresh Peaches &amp; Nectarines

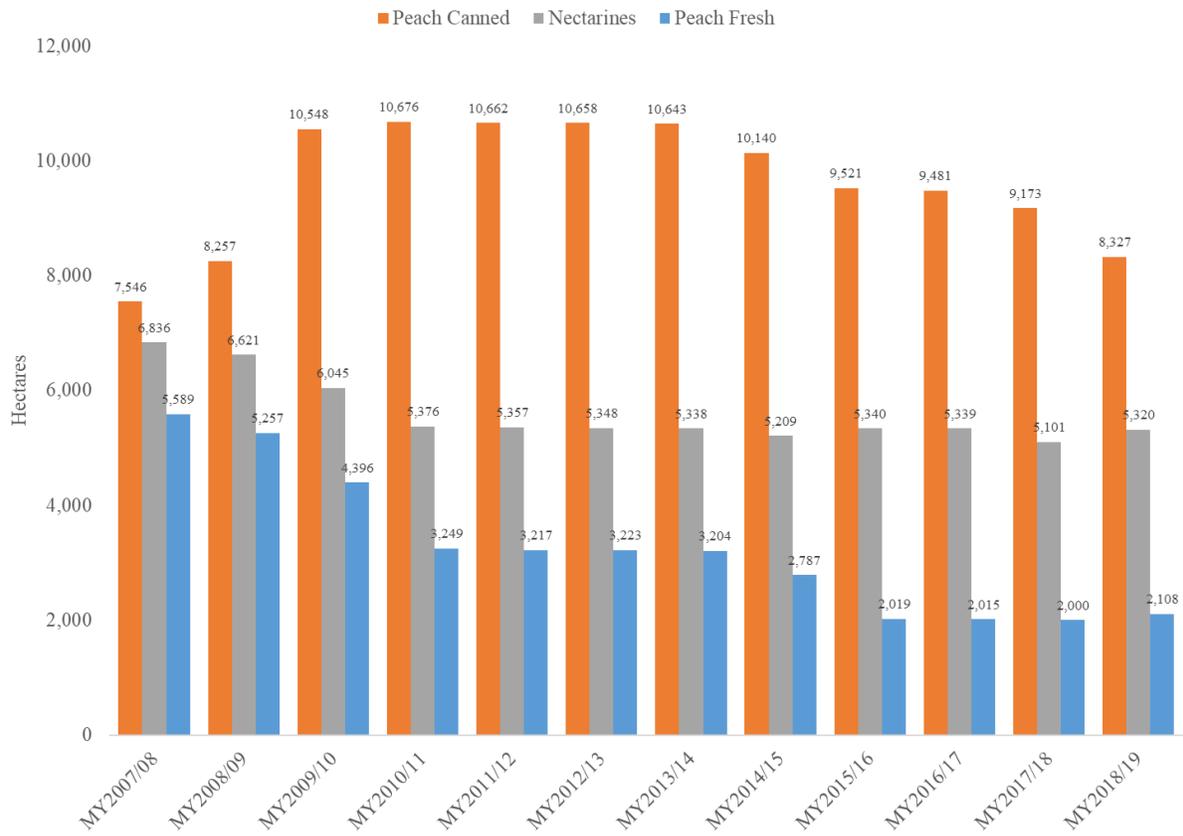
**Production:**

Chile produces peach varieties for fresh exports and varieties for the processing industry, mainly canned peaches. The majority of Chile's peach planted area is for canned peaches, which totaled 8,327 hectares (ha) in MY2018/19. However, the canned peach planted area has decreased since MY2013/14 as a result of lower profits compared to alternative fruit exports. On the other hand, fresh peach planted area totaled 2,108 (ha) in MY2018/19 and has remained steady in the last four marketing years while nectarines produced for fresh exports, totaled 5,320 ha in MY2018/19.

Fresh peach and nectarine planted area totaled 7,428 ha in MY2018/19. Post expects the planted area to remain steady because the opening of the Chinese market for nectarines in 2016 has allowed the fresh export business to continue to be a profitable one.

MY2018/19 did not present unexpected climatic events, but resulted in slightly lower yields for fresh peaches and nectarines. Production volume decreased by one percent over MY2017/18 totaling 156,400 MT. For MY2019/20. Post projects slightly higher yields, totaling 160,500 MT of production.

**Graph 2. Chile: Peach and Nectarine Planted Area (Hectares)**



Source: based in ODEPA, 2018

**Consumption:**

In MY 2019/20, Post estimates fresh domestic consumption to reach 57,000MT following the increase in production. Domestic consumption constitutes 36 percent of total commercial production.

Based in data by ODEPA/CIREN, Post estimates that exports represent 61 percent of fresh peach and nectarine production and that three percent is processed (*Note: these estimates do not include production varieties for canned peaches*).

**Trade:**

Chilean exporters of fresh peach and nectarines have diversified their export destinations, seeking for higher prices and less risk. As a result, exports destinations have shifted from the United States to mainly China, Mexico, and the Netherlands.

Chilean peach and nectarine exports totaled 96,568MT in MY2017/18, a one percent decrease over MY2017/18 (see table 4). The top market for Chilean peach and nectarines is the United States where exports totaled 34,847 MT, but decreased by eight percent in MY2018/19 over MY2017/18. However, in MY2018/19, exports to China increased by 30 percent totaling 20,005 MT, thus China became the second top destination for fresh peach and nectarines exports. Exports to Mexico also grew by 30 percent, totaling 7,008 MT.

In MY2019/20, Post projects exports to increase by one percent totaling 98,300 MT, following a slightly higher production and increasing demand for fresh Nectarines from China (see table 6).

<b>Table 4. Chile Export Statistics</b>						
<b>Commodity: 080930, Peaches, Including Nectarines, Fresh</b>						
<b>Quantity (MT)</b>						
<b>Partner Country</b>	<b>Marketing Year (starting November)</b>			<b>Year To Date</b>		
	<b>MY2015/16</b>	<b>MY2016/17</b>	<b>MY2017/18</b>	<b>Nov 2017 - May 2018</b>	<b>Nov 2018 - May 2019</b>	<b>%Change</b>
World	85,987	87,922	97,302	97,285	96,568	-0.74
United States	41,596	40,865	37,910	37,906	34,847	-8.07
China	109	3,091	15,384	15,384	20,005	30.04
Mexico	6,668	5,526	5,434	5,434	7,108	30.8
Netherlands	6,342	5,043	4,907	4,907	6,658	35.68
Brazil	9,904	7,134	8,825	8,825	6,436	-27.07
United Kingdom	2,008	1,675	2,131	2,131	3,307	55.19
Peru	1,771	2,178	2,461	2,451	2,999	22.4
Taiwan	4,226	5,979	3,690	3,690	2,961	-19.76
Canada	564	1,592	3,135	3,133	2,481	-20.82
Russia	927	1,743	2,488	2,488	1,628	-34.57
Colombia	1,693	1,653	1,624	1,624	1,358	-16.36
Ecuador	784	494	698	698	1,095	56.92
Germany	154	226	828	828	1,077	30.08
Spain	186	1,169	1,549	1,549	880	-43.19
Belgium	833	672	701	701	819	16.91
Others	8,222	8,882	5,537	5,536	2,909	-47.45

Source of Data: Chile Customs - Servicio Nacional de Aduana

Note: Data does not include canned peaches

<b>Table 5. Chile Export Statistics</b>						
<b>Commodity: 080930, Peaches, Including Nectarines, Fresh</b>						
<b>United States Dollars</b>						
<b>Partner Country</b>	<b>Marketing Year (starting November)</b>			<b>Year To Date</b>		
	<b>MY2015/16</b>	<b>MY2016/17</b>	<b>MY2017/18</b>	<b>Nov 2017 - May 2018</b>	<b>Nov 2018 - May 2019</b>	<b>%Change</b>
World	\$94,510,094	\$96,885,029	\$111,886,976	\$ 111,863,418	\$108,677,383	-2.85
United States	\$44,999,320	\$43,424,649	\$ 40,027,047	\$ 40,021,897	\$ 36,197,804	-9.56
China	\$ 163,000	\$ 3,341,884	\$ 19,800,854	\$ 19,800,854	\$ 25,328,208	27.91
Mexico	\$ 8,828,752	\$ 7,231,721	\$ 7,421,726	\$ 7,421,726	\$ 9,346,188	25.93
Brazil	\$10,549,297	\$ 7,712,289	\$ 10,579,731	\$ 10,579,731	\$ 7,177,671	-32.16
Netherlands	\$ 4,841,534	\$ 4,461,305	\$ 4,240,270	\$ 4,240,270	\$ 5,516,722	30.1
Taiwan	\$ 4,849,953	\$ 7,266,286	\$ 5,178,741	\$ 5,178,741	\$ 4,506,313	-12.98
Canada	\$ 524,365	\$ 1,748,280	\$ 3,227,846	\$ 3,221,138	\$ 2,981,132	-7.45
Peru	\$ 1,770,857	\$ 1,937,050	\$ 2,392,686	\$ 2,381,911	\$ 2,522,950	5.92
United Kingdom	\$ 2,273,962	\$ 1,734,042	\$ 1,852,968	\$ 1,852,390	\$ 2,498,822	34.9
Russia	\$ 1,072,756	\$ 2,281,532	\$ 3,362,808	\$ 3,362,808	\$ 2,171,379	-35.43
Colombia	\$ 2,326,736	\$ 2,238,372	\$ 2,231,549	\$ 2,231,549	\$ 1,902,064	-14.76
Ecuador	\$ 927,525	\$ 574,758	\$ 935,228	\$ 935,228	\$ 1,322,120	41.37
Germany	\$ 160,618	\$ 259,019	\$ 728,118	\$ 728,118	\$ 1,165,145	60.02
Spain	\$ 205,750	\$ 960,758	\$ 1,393,427	\$ 1,393,427	\$ 1,139,693	-18.21
Costa Rica	\$ 792,059	\$ 810,826	\$ 805,938	\$ 805,938	\$ 792,820	-1.63
Others	\$10,223,610	\$10,902,258	\$ 7,708,039	\$ 7,707,692	\$ 4,108,352	-46.70

Source of Data: Chile Customs - Servicio Nacional de Aduana

Note: Data does not include canned peaches

**Table 6. Production, Supply and Demand Data Statistics:**

Peaches & Nectarines, Fresh Market Begin Year Chile	2017/2018		2018/2019		2019/2020	
	Nov 2017		Nov 2018		Nov 2019	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted	7101	7354	7000	7428	0	7450
Area Harvested	6800	6800	6700	6900	0	7000
Bearing Trees	5525	5525	5300	5550	0	5600
Non-Bearing Trees	637	637	600	650	0	680
Total Trees	6162	6162	5900	6200	0	6280
Commercial Production	158285	158285	150000	156400	0	160500
Non-Comm. Production	1000	1017	1000	1200	0	1000
Production	159285	159302	151000	157600	0	161500
Imports	0	0	0	0	0	0
Total Supply	159285	159302	151000	157600	0	161500
Fresh Dom. Consumption	56000	56000	55000	55000	0	57000
Exports	97285	97302	90000	96600	0	98300
For Processing	6000	6000	6000	6000	0	6200
Withdrawal From Market	0	0	0	0	0	0
Total Distribution	159285	159302	151000	157600	0	161500

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

Source: Post estimates

Note: data does not include canned peaches.