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Report Name: Sweets and Snack Industry in Chile

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Report Highlights:

This report provides a comprehensive overview of the sweets and snack industry in Chile, highlighting its main players, consumption trends, regulations, and related international trade. The industry is robust and competitive balancing local production and imports. Innovation and adaption to consumption trends are key to the sector's continued growth. Regulations and oversight ensure that products are safe and of high quality, benefiting both local consumers and export markets.

I. Market Overview

The sweets and snacks industry in Chile is a robust and competitive sector, characterized by a balance between local production and imports. The industry benefits from strong consumer demand, driven by evolving preferences for healthier and more diverse products. Key players in the market continue to innovate and adapt to changing trends, ensuring sustained growth and competitiveness. With a diverse range of products and a commitment to quality and innovation, the industry is well-positioned to continue its growth trajectory in the coming years.

The regulatory framework and oversight institutions play a crucial role in maintaining high standards of safety and quality, benefiting both local consumers and international markets. The import and export dynamics further enhance the industry's vibrancy, providing Chilean consumers with a wide range of options while also showcasing Chilean products to the world.

Overall, the future of the sweets and snack industry in Chile looks promising, with opportunities for growth and expansion driven by consumer trends, innovation, and strategic market positioning. In terms of market size and growth, the domestic sales of these products are expected to grow at a compound annual growth rate (CAGR) of around five to seven percent over the next five years. This growth is supported by a rising middle class, urbanization, and a trend towards premiumization in the chocolate and snack segments, with consumers willing to pay more for higher quality and healthier options. Imports of these products are also on the rise, as international brands continue to gain popularity among Chilean consumers, who are increasingly open to trying new and exotic flavors and products.

Market Size and Growth

The sweets and snacks industry in Chile is a vital part of the country's economy, contributing significantly to its Gross Domestic Product (GDP). According to recent market analyses, the industry has been growing steadily over the past decade. The increasing consumer demand for diverse and high-quality products has been a major driver of this growth. In 2023, the market size was estimated to be approximately \$1.5 billion, with projections indicating a continued upward trend.

Chile is the Latin American country with the highest per capita consumption of chocolates, averaging 2.1 kg per year. Moreover, Chilean population is among the highest spenders in this category, with an annual average of \$30 per person, placing it well ahead of countries like Brazil, Mexico, and Ecuador, which are also cacao producers. While Chile still lags far behind the consumption figures seen in countries like Germany (11 kg. per capita per year), Switzerland (9.7 kg.), and Estonia (8.8 kg.), these impressive numbers demonstrate that, despite the enforcement of labeling laws, the Chilean population remains a loyal consumer of these products. For instance, the domestic chocolate market reached a retail sales volume of 45.4 tons in 2023, totaling \$781 million in sales. *Nestlé Chile S.A.* sustained its market leadership, capturing a 36 percent retail value share. Most popular chocolate brands in Chile are *Sanhe-Nuss* and *Trencito*.

In the sugar confectionery category, Chile demonstrated a robust growth, achieving retail value sales of \$204 million, signifying a 17 percent increase. *Empresas Carozzi S.A.* maintained its market leadership, commanding a 43 percent market share. Gummies, pastilles, jellies, and chews remained the most popular segments, with gummies showing notable advancements in sales, flavors, brands, marketing, and innovation. *Frugele (Empresas Carozzi S.A.)* transitioned from a category leader, followed by *Haribo*, a German brand imported by *Cencosud S.A.*

Alimentos Dos en Uno S.A. dominated the market as the leading player in the chewing gum category, securing a substantial 62 percent share of the retail value sales.

Furthermore, the snack category displayed an eight percent growth in retail value sales, amounting to \$714 million. Notably, the savory biscuits segment stood out as the top performer, with retail value sales increasing by 10 percent to \$153 million. *Evercrisp Snack Productos de Chile S.A.* emerged as the market leader, holding a significant retail value share of 39 percent.

Consumer Preferences

Consumer preferences in Chile are evolving towards healthier and more sustainable choices, with a growing demand for products that are:

- Organic and Natural: Increasing preference for items made from organic and natural ingredients, free from artificial additives.
- Gluten-Free and Vegan: Rising interest in gluten-free and vegan products to accommodate dietary restrictions and ethical concerns.
- Premium and Artisanal: Expanding market for high-quality, unique premium and artisanal chocolates and confectionery, reflecting consumers' willingness to invest in superior products.

The sweets and snacks industry is transforming with a focus on innovation, aiming to offer healthier, tastier, and more appealing options. Key ingredients sought to meet these demands include aerating agents, sugar alternatives, emulsifiers, vegetable butter, texture modifiers, gelling and texturizing agents, and functional ingredients. This approach balances quality with health, catering to consumers' well-being.

In the chocolate category, 62 percent of Chileans prioritize flavor over price, cacao content, and portion size when it comes to chocolate. Seventy-eight percent of chocolate consumers prefer traditional flavors, though 58 percent are open to unusual and exotic combinations such as orange, coriander seeds, various spices, tomato, and even beer. Previously, the sweeter the chocolate, the better, but now the trend has shifted towards higher cocoa percentages and healthier alternatives like sugar-free chocolates. Over the past five years, dark chocolates (products with 55 percent or more cocoa) have made a significant impact in the country.

Purchase Drivers

Price dominates the confectionery purchase decision across all generations. Price is first, brand is second, and third is mood. In Chile, consumption habits for sweets and snacks have significantly evolved in recent years. For candies, chocolates, caramels, and gummies are very popular,

especially during festive seasons like Halloween, Christmas and Easter. Both local and international brands, such as *Nestlé*, *Arcor*, and *Ambrosoli*, dominate the market. However, there is a growing preference for products with less sugar and healthier options.

For cookies and crackers, there is a wide variety that includes sweet, salty, filled, and cracker-type options. Popular brands include *McKay*, *Costa*, and *Tritón*, along with *Oreo*. Cookies are commonly consumed in Chilean households by both children and adults, often as part of snacks or with beverages like tea or coffee. There is also an increasing demand for innovative products, including cookies with healthy, organic, or gluten-free ingredients.

The most popular snacks include potato chips, popcorn, nuts, and extruded snacks like *Cheetos* and *Doritos*. These products are frequently consumed outside the home in contexts such as work and recreational activities. Like candies, there is a trend towards healthier options with less salt and fat, such as dried fruits and cereal bars. Leading brands in this segment are *Lay's*, *Evercrisp*, and *Ramitas*.

Competitive Landscape

The industry is highly competitive, with a mix of local and international players vying for market share. Large multinational companies dominate the market, but there is also a significant presence of local producers who are gaining popularity due to their unique offerings and local flavors.

Chileans exhibit strong loyalty to their local confectioneries, favoring traditional products such as *cuchuflis* (wafter filled with *dulce de leche*), *alfajores* (sandwich cookie with *dulce de leche* and coated with chocolate), chocolate-covered almonds, filled chocolates, gummies, mints, nougats, milk caramels, and chocolate-covered wafers like the renowned *Super8*. Additionally, Chileans have developed a growing appreciation for imported products and brands, which have significantly influenced their preferences. Trending items include sour gummies, marshmallows, spicy sweets and snacks, reflecting an evolving market that embraces local and international flavors.

Nestlé Chile S.A. and Empresas Carozzi S.A. continue to be the leaders of total snacks in terms of value share due to their extensive product portfolios, followed at a distance by Evercrisp Snack Productos de Chile S.A., Industria de Alimentos Trendy S.A. and Alimentos Dos en Uno S.A. Below them, the market share becomes more fragmented.

Points of Sales

The sale of sweets and snack products in Chile is predominantly in supermarkets, specialized stores, convenience stores, and gas stations. Supermarkets dominate sales channels, accounting for the largest share of the market due to their extensive distribution networks and competitive pricing. Specialty candy and chocolate shops, such as *La Fette Chocolat, Varsovienne*, and *Moulie Chocolaterie*, along with stores selling imported products, provide gourmet options and international brands. Some specialized stores are *La Mundial*, *The Candyland*, *My Sweets 39*, *Confites Merello*, and *Confites Mabú*, where Chileans can find local and imported confectionery.

Convenience stores and gas stations also play a significant role, catering to on-the-go consumers seeking quick and easy snack options. Meanwhile, online sales have seen a notable surge, especially post-pandemic, reflecting a global trend towards e-commerce and the convenience it offers. Neighborhood stores and minimarkets in residential areas are also common for quick and basic shopping needs.

II. Local Production

Mayor Players

The local production of sweets and snack products in Chile is dominated by several key players. These companies make up a significant part of the sweets and snack industry in Chile, providing a diverse array of products that cater to various tastes and preferences:

- 1. <u>Nestlé Chile</u>: Nestlé is a global leader in the food and beverage industry, with a strong presence in Chile. The company produces a wide range of chocolates, sugar confectionery, and snacks, including popular brands such as *Sahne-Nuss* and *Kit Kat. Nestlé* is also the owner of the brand *La Fete Chocolat*, a premium chocolate brand in Chile, offering luxury chocolates and confectionery products, often used for gifts and special occasions. Other *Nestlé* brands include: *Trencito, Capri, Prestigio, Super 8, After Eight, McKay, Triton, Morocha, Criollitas, Kuky, Grill, Museo*, and *Alteza*.
- 2. <u>Empresas Carozzi S.A.</u>: One of the largest food companies in Chile, *Carozzi* is renowned for its extensive range of biscuits and cookies, sugar confectionery, and snacks. The company's brand *Ambrosoli* is a household name in Chile, known for its variety of candies and chocolates. Their most popular products are *CostaNuss*, *Suny*, *Vizzio*, and *Natur*. Other brands include *Costa*, *Vivo*, and *Calaf* for chocolates, candies, marshmallows, gummies and crackers.
- 3. <u>Alimentos Dos en Uno S.A.</u>: The Chilean subsidiary of the Argentine group *Arcor*, has a significant presence in the Chilean market, especially in the sugar confectionery and snack segments. The company offers a diverse range of products, including candies, chocolates, marshmallows, chewing gums, and chips, including brands like *Bon o Bon, Rocklets*, and *Butter Toffees*. Other brands include *Dos en Uno, Selz, Alka*, and *BigTime*.
- 4. <u>Evercrisp (PepsiCo)</u>: This company is a leader in the snack segment in Chile, offering a wide range of products including potato chips, corn snacks, and extruded snacks under popular brands like *Lay's*, *Cheetos*, *Tostitos*, *Doritos*, and *Toddy*.
- 5. <u>Mondelez Internacional</u>: With a presence in Chile, offering well-known brands such as *Milka*, *Oreo*, *Toblerone*, *Club Social*, *Halls*, *Trident*, *Ritz*, and *Cadbury*.
- 6. <u>Industria de Alimentos Trendy S.A.</u>: This Chilean company specializes in the production and distribution of a wide range of snacks, candies, and beverages.

- 7. <u>Confites Merello</u>: A Chilean company producing a variety of traditional sweets, gummies, and chocolates.
- 8. <u>Varsovienne</u>: A Chilean company known for their high-quality chocolates, alfajores (sandwich biscuit with dulce de leche), and pralines, focusing on artisanal and gourmet products.
- 9. <u>Ideal</u>: A subsidiary of the Mexican Group *Bimbo*, specializing in baked goods, snacks, and some confectionery item such as *Marinela* and *Lagos del Sur*.
- 10. <u>ICB S.A.</u>: Chilean importer and distribution company, who commercialize brands like *Marco Polo, Inferno, Hershey's, Nutella, Bauducco, Ferrero Rocher, Pringles*, and *Mentos*.
- 11. <u>Entrelagos</u>: A well-regarded Chilean company producing premium chocolates and confections, often featuring local flavors and ingredients.
- 12. <u>Tika Foods</u>: A Chilean snacks producer, featuring natural, gluten-free, no allergens, and vegan products.

Production Processes

The production processes in the Chilean industry are characterized by high standards of quality and safety. Leading companies invest in advanced technology and adhere to stringent quality control measures to ensure that their products meet both local and international standards. Key aspects of the production process include:

- Sourcing of Raw Materials: High-quality raw materials are essential for producing premium products. Companies source ingredients both locally and internationally to ensure the best quality.
- Manufacturing: The manufacturing process involves state-of-the-art equipment and technology. Automation and innovation play a crucial role in enhancing efficiency and maintaining consistency in product quality.
- Quality Control: Rigorous quality control measures are implemented at every stage of production, from raw material procurement to final product packaging. This ensures that the products are safe for consumption and meet all regulatory requirements.

Trends in Production

Several trends are shaping the production of sweets and snack products in Chile:

- Sustainability: Companies are increasingly focusing on sustainable practices, such as using ecofriendly packaging, reducing waste, and sourcing raw materials from sustainable sources.
- Innovation: Innovation is key to staying competitive in the market. Companies are developing new flavors, incorporating health benefits, and experimenting with new ingredients to meet changing consumer preferences.
- Local Flavors: There is a growing trend towards incorporating local flavors and ingredients into products, appealing to the Chilean palate and promoting local agriculture.

III. Regulatory Framework and Oversight Institutions

Regulatory Framework

The sweets and snack industry in Chile is governed by a comprehensive regulatory framework designed to ensure product safety and quality. Key regulations include:

- **Food Labeling Law (Law 20.606)**: Enacted to provide consumers with clear and accurate information about the nutritional content of food products. The law mandates that labels include warnings for high levels of sugar, fats, and sodium. This regulation aims to promote healthier eating habits among consumers.
- Sanitary Regulations for Food (Decree 977): This decree establishes the sanitary requirements for the production, processing, packaging, and marketing of food products in Chile. It includes guidelines on hygiene, ingredient use, and permissible additives.

Oversight Institutions

Several institutions oversee the compliance with these regulations to ensure the safety and quality of food products:

- 1. **Ministry of Health (MINSAL)**: Responsible for overseeing the implementation of food safety regulations and conducting inspections to ensure compliance. MINSAL also enforces the Food Labeling Law and monitors the nutritional content of food products.
- 2. **National Consumer Service (SERNAC)**: Protects consumer rights by ensuring that food products meet quality standards and are correctly labeled. SERNAC also handles consumer complaints and conducts market studies to identify potential issues.
- 3. **Public Health Institute (ISP)**: Regulates the use of ingredients and additives in food production. The ISP conducts laboratory testing and research to ensure that food products are safe for consumption.
- 4. **Agricultural and Livestock Service (SAG)**: Oversees the import and export of food products, ensuring they meet phytosanitary standards. SAG also regulates the use of pesticides and other chemicals in food production.

Import Procedures

For details on how to export to Chile, please refer to Chile's Global Agricultural Information Network (GAIN) reports: <u>Exporter Guide</u>, <u>FAIRS Export Certificate Report</u>, and <u>FAIRS Country Report</u>.

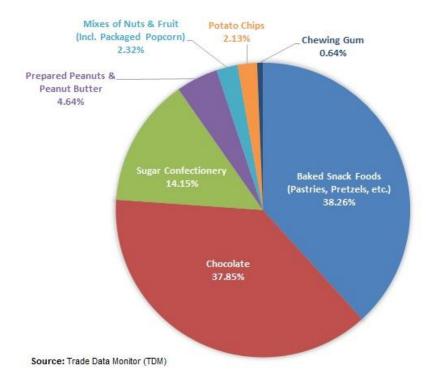
IV. Imports and Exports

Imports

Chile imports a significant volume of sweets and snack products to meet domestic demand and provide consumers with a variety of international products. In 2023, Chilean imports of sweets and snack products decreased by 3 percent totaling \$517 million (Table 1). Brazil is the leading supplier of sweets and snack products imports with a 14.4 percent market share worth \$74 million. The United States was the fourth largest supplier of sweets and snack products with an 8.8 percent market share worth \$46 million. Chilean imports from the United States are mainly chocolates and baked snacks like pastries and pretzels). Some popular U.S. brands are *Hershey's*, *Mars*, and *Frito-Lay*.

Figure 1 shows the top Chilean sweets and snack products imports in 2023 by category of product. The top category of imported products is baked snack products, followed by chocolates and sugar confectionery (mostly gummies and hard candies). These three categories of products represent 90 percent of Chilean imports of sweets and snacks products.

Figure 1: Chilean Sweets and Snack Products Imports from the World in 2023 (%)



The primary countries from which Chile imports these products include:

- **Brazil**: Supplies a wide range of biscuits and cookies, chocolates, and snacks, including popular brands like *Garoto* and *Bauducco*.
- **Argentina**: A key exporter of sugar confectionery and snack products to Chile, with brands like *Arcor* leading the market.
- **Spain**: A major supplier of nougats, and chocolates, with brands like *La Ibérica*, *Trujillo*, and *El Almendro*.
- **United States**: A major supplier of chocolates, sugar confectionery, and snacks, known for brands like *Hershey's*, *Mars*, and *Frito-Lay*.
- **Peru**: Supplies a variety of sugar confectionery products, particularly those with unique regional flavors.

Cookies and Crackers

- Total Import Value: \$198 million
- Top Suppliers: Argentina, Brazil, Mexico, and Spain
- Main Imported Products: Sweet cookies, wafers, and savory crackers

Chocolates

- Total Import Value: \$195 million
- Top Suppliers: United States, Brazil, Switzerland, Germany, and Belgium
- Main Imported Products: Chocolate bars, filled chocolates, and cocoa powder

Sugar Confectionery

- Total Import Value: \$73 million
- Top Suppliers: United States, Argentina, Colombia, and Peru
- Main Imported Products: Hard candies, gummies, and chewing gum

Snacks

- Total Import Value: \$47 million
- Top Suppliers: United States, Brazil, Mexico, and Peru
- Main Imported Products: Potato chips, corn snacks, extruded snacks, and nuts

Chewing Gum

- Total Import Value: \$3 million
- Top Suppliers: Brazil, Germany, China, and Colombia
- Main Imported Products: Chewing and bubble gums

Table 1: Chilean Sweets and Snack Products Imports from the World (by country)

	Import Value - Calendar Year(Value: USD)							
Partner Country	2018	2019	2020	2021	2022	2022	2023	2022/2023
_World	\$321,434,270	\$336,768,198	\$324,409,190	\$550,001,138	\$533,779,773	\$533,779,773	\$517,525,440	-3.05
Brazil	\$44,764,497	\$47,148,468	\$58,570,797	\$106,050,412	\$76,496,625	\$76,496,625	\$74,935,967	-2.04
Argentina	\$42,103,719	\$42,769,527	\$37,660,867	\$58,532,837	\$54,640,101	\$54,640,101	\$61,224,842	12.05
Spain	\$31,264,540	\$32,637,021	\$32,430,920	\$52,112,718	\$49,722,901	\$49,722,901	\$48,342,933	-2.78
United States	\$37,316,051	\$39,126,728	\$31,121,752	\$48,345,844	\$46,885,505	\$46,885,505	\$46,031,288	-1.82
Peru	\$13,798,185	\$17,388,131	\$18,915,759	\$30,305,478	\$43,492,613	\$43,492,613	\$45,068,454	3.62
Germany	\$23,207,033	\$18,302,812	\$21,070,462	\$30,394,343	\$27,033,468	\$27,033,468	\$28,143,615	4.11
Mexico	\$10,977,110	\$14,542,272	\$10,155,074	\$18,517,993	\$24,413,214	\$24,413,214	\$26,143,666	7.09
Colombia	\$14,825,661	\$14,644,846	\$15,903,635	\$19,266,503	\$25,246,189	\$25,246,189	\$22,174,160	-12.17
Belgium	\$14,719,680	\$14,708,529	\$12,923,210	\$28,692,019	\$21,535,226	\$21,535,226	\$21,802,151	1.24
China	\$9,915,395	\$11,124,849	\$10,180,475	\$23,946,953	\$22,948,919	\$22,948,919	\$19,657,651	-14.34
Ecuador	\$10,562,320	\$11,367,411	\$9,487,938	\$18,043,159	\$20,341,439	\$20,341,439	\$18,915,522	-7.01
Italy	\$10,610,719	\$11,090,836	\$12,745,637	\$20,646,786	\$21,599,430	\$21,599,430	\$15,370,180	-28.84
Canada	\$4,176,243	\$5,373,978	\$5,952,410	\$8,856,691	\$8,174,716	\$8,174,716	\$14,522,716	77.65
France	\$6,585,362	\$6,850,166	\$6,602,551	\$8,326,649	\$10,603,044	\$10,603,044	\$8,799,147	-17.01
Netherlands	\$6,291,358	\$5,833,519	\$5,177,800	\$6,498,219	\$6,290,188	\$6,290,188	\$7,662,826	21.82
Turkey	\$1,307,832	\$2,436,849	\$3,399,319	\$8,530,601	\$11,726,983	\$11,726,983	\$7,178,818	-38.78
Poland	\$2,770,073	\$3,620,707	\$3,369,120	\$6,863,243	\$5,366,559	\$5,366,559	\$6,306,372	17.51
Malaysia	\$5,467,719	\$6,220,333	\$2,337,316	\$3,568,531	\$3,526,407	\$3,526,407	\$5,544,993	57.24
Indonesia	\$1,312,216	\$900,905	\$1,092,150	\$2,965,529	\$4,656,789	\$4,656,789	\$4,970,631	6.74
United Kingdom	\$4,503,931	\$3,666,214	\$2,273,308	\$4,415,783	\$3,984,019	\$3,984,019	\$3,831,411	-3.83
Source: Trade Data	Source: Trade Data Monitor, LLC							

Table 2: Chilean Imports of Sweets and Snack Products from the World by Product

		Import Val	Share (%)	Variation (%)			
Products	2019	2020	2021	2022	2023	2023	2022/2023
All	\$336,768,198	\$324,409,190	\$550,001,138	\$533,779,773	\$517,525,440	100.00	-3.05
Baked Snack Foods (Pastries, Pretzels, etc.)	\$113,717,491	\$103,162,097	\$182,344,845	\$197,129,754	\$198,011,970	38.92	0.45
Chocolate	\$140,866,047	\$145,688,491	\$240,586,862	\$207,736,727	\$195,881,209	36.93	-5.71
Sugar Confectionery	\$46,198,131	\$39,152,314	\$69,481,909	\$75,367,726	\$73,255,564	14.12	-2.8
Prepared Peanuts & Peanut Butter	\$15,891,506	\$15,612,140	\$21,295,659	\$19,297,370	\$23,988,082	3.62	24.31
Mixes of Nuts & Fruit (Incl. Packaged Popcorn)	\$7,501,011	\$6,799,301	\$18,145,750	\$14,594,129	\$12,020,096	2.73	-17.64
Potato Chips	\$9,636,780	\$11,691,561	\$12,745,683	\$12,536,334	\$11,045,265	2.35	-11.89
Chewing Gum	\$2,957,232	\$2,303,287	\$5,400,431	\$7,117,733	\$3,323,253	1.33	-53.31
Source: Trade Data Monitor, LLC							

Table 3: Chilean Imports of Sweets and Snacks Products from the United States by Product

Import Value - Calendar Year (USD)					Share (%)	Variation (%)
2019	2020	2021	2022	2023	2023	2022/2023
\$39,126,728	\$31,121,752	\$48,345,844	\$46,885,505	\$46,031,288	100.00	-1.82
\$12,894,240	\$10,534,982	\$17,104,095	\$16,995,211	\$16,640,167	36.15	-2.09
\$14,176,801	\$11,803,833	\$14,705,521	\$13,680,346	\$13,060,914	28.37	-4.53
\$6,184,154	\$3,870,339	\$5,785,324	\$6,244,731	\$8,047,303	17.48	28.87
\$2,790,268	\$2,491,001	\$6,067,074	\$4,760,031	\$4,723,324	10.26	-0.77
\$1,988,650	\$2,168,987	\$4,368,531	\$4,471,440	\$3,092,949	6.72	-30.83
\$120,375	\$30,260	\$152,274	\$244,040	\$256,955	0.56	5.29
\$972,240	\$222,348	\$163,026	\$489,705	\$209,677	0.46	-57.18
ļ	\$39,126,728 \$12,894,240 \$14,176,801 \$6,184,154 \$2,790,268 \$1,988,650 \$120,375	2019 2020 \$39,126,728 \$31,121,752 \$12,894,240 \$10,534,982 \$14,176,801 \$11,803,833 \$6,184,154 \$3,870,339 \$2,790,268 \$2,491,001 \$1,988,650 \$2,168,987 \$120,375 \$30,260	2019 2020 2021 \$39,126,728 \$31,121,752 \$48,345,844 \$12,894,240 \$10,534,982 \$17,104,095 \$14,176,801 \$11,803,833 \$14,705,521 \$6,184,154 \$3,870,339 \$5,785,324 \$2,790,268 \$2,491,001 \$6,067,074 \$1,988,650 \$2,168,987 \$4,368,531 \$120,375 \$30,260 \$152,274	2019 2020 2021 2022 \$39,126,728 \$31,121,752 \$48,345,844 \$46,885,505 \$12,894,240 \$10,534,982 \$17,104,095 \$16,995,211 \$14,176,801 \$11,803,833 \$14,705,521 \$13,680,346 \$6,184,154 \$3,870,339 \$5,785,324 \$6,244,731 \$2,790,268 \$2,491,001 \$6,067,074 \$4,760,031 \$1,988,650 \$2,168,987 \$4,368,531 \$4,471,440 \$120,375 \$30,260 \$152,274 \$244,040	2019 2020 2021 2022 2023 \$39,126,728 \$31,121,752 \$48,345,844 \$46,885,505 \$46,031,288 \$12,894,240 \$10,534,982 \$17,104,095 \$16,995,211 \$16,640,167 \$14,176,801 \$11,803,833 \$14,705,521 \$13,680,346 \$13,060,914 \$6,184,154 \$3,870,339 \$5,785,324 \$6,244,731 \$8,047,303 \$2,790,268 \$2,491,001 \$6,067,074 \$4,760,031 \$4,723,324 \$1,988,650 \$2,168,987 \$4,368,531 \$4,471,440 \$3,092,949 \$120,375 \$30,260 \$152,274 \$244,040 \$256,955	2019 2020 2021 2022 2023 2023 \$39,126,728 \$31,121,752 \$48,345,844 \$46,885,505 \$46,031,288 100.00 \$12,894,240 \$10,534,982 \$17,104,095 \$16,995,211 \$16,640,167 36.15 \$14,176,801 \$11,803,833 \$14,705,521 \$13,680,346 \$13,060,914 28.37 \$6,184,154 \$3,870,339 \$5,785,324 \$6,244,731 \$8,047,303 17.48 \$2,790,268 \$2,491,001 \$6,067,074 \$4,760,031 \$4,723,324 10.26 \$1,988,650 \$2,168,987 \$4,368,531 \$4,471,440 \$3,092,949 6.72 \$120,375 \$30,260 \$152,274 \$244,040 \$256,955 0.56

Exports

Chile also exports sweets and snack products to various international markets. In 2023, Chile exported approximately \$77 million worth of sweets and snacks products. The export statistics by product category are as follows:

Chocolates

- Total Export Value: \$26.4 million
- Top Destinations: Ecuador, Peru, Paraguay, Thailand, and Argentina
- Main Exported Products: Chocolate bars, chocolate-covered nuts, and artisanal chocolates

Biscuits and Cookies

- Total Export Value: \$26.2 million
- Top Destinations: Brazil, Paraguay, Uruguay, Argentina, and United States
- Main Exported Products: Sweet cookies, savory crackers, and wafers

Snacks

- Total Export Value: \$14 million
- Top Destinations: Argentina, Brazil, Mexico, Uruguay, and Peru
- Main Exported Products: Potato chips, corn snacks, extruded snacks, and nuts

Sugar Confectionery

- Total Export Value: \$5.7 million
- Top Destinations: Ecuador, Paraguay, Peru, Bolivia, and Australia
- Main Exported Products: Hard candies, gummies, and lollipops

Chewing Gums

- Total Export Value: \$4.5 million
- Top Destinations: Bolivia, Uruguay, Panama, Puerto Rico, and Cuba
- Main Exported Products: Chewing and bubble gums

V. Key Contacts and Further Information

Ministry of Agriculture - Office of	Ministry of Economy, Development and				
Agricultural Policies and Studies	Tourism				
(ODEPA)	National Institute of Statistics (INE)				
Teatinos 40 Piso 7 – Santiago	Morandé 801 Piso 22 – Santiago				
Tel.: +56 2 800-360-990	Tel.: +56 2 3246-1010 – 3246-1018				
www.odepa.gob.cl	ine@ine.cl				
	<u>www.ine.cl</u>				
Ministry of Agriculture - Agriculture and	Ministry of Health				
Livestock Service (SAG)	Seremi de Salud (SEREMI)				
Av. Bulnes 140 – Santiago	Padre Miguel de Olivares 1229 – Santiago				
Tel.: +56 2 2345-1100	Office Directory:				
Office Directory:	https://www.minsal.cl/secretarias-regionales-				
https://www.sag.gob.cl/directorio-oficinas	ministeriales-de-salud/				
www.sag.gob.cl	https://seremi13.redsalud.gob.cl/				
Chilean Institute of Public Health	Instituto de Nutrición y Tecnología de los				
Av. Maratón 1000 – Ñuñoa, Santiago	Alimentos – INTA				
Tel.: +56 2 2575-5101 - 2575-5202	Universidad de Chile				
oirs@ispch.cl	Av. El Líbano 5524				
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	Tel.: +56 2 2978-1411 / 2978-1400				
	www.inta.cl				
National Customs Agency					
Plaza Sotomayor 60 – Valparaíso					
Tel.: +56 2 600-570-7040					
www.aduana.cl					

Attachments:

No Attachments.