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## Chile

### Exporter Guide

## Excellent Opportunities for U.S. Exports of Agricultural and Related Products

**Approved By:**

Marcela Rondon, Agricultural Attaché

**Prepared By:**

Sergio Gonzalez, Agricultural Specialist

**Report Highlights:**

This report provides information to U.S. exporters of agricultural and related products on how to do business in Chile. Chile is the top market for consumer oriented agricultural products in South America. Consumer oriented products represented 67% of all U.S. agricultural and related exports to Chile from January through October 2017 reaching a value of \$ 600 million and 40.6% increase over 2016. Top products exported to Chile are beer, poultry, pork, beef, dairy products, condiments and sauces. Chile's economy is ranked as a high-income economy by the World Bank and is considered South America's most stable and prosperous nation in Latin America and the Caribbean.

**Post:**  
Santiago

### **Executive Summary:**

- Economically, Chile is the top performing country in the region of Latin America and the Caribbean. Forecasts predict economic growth of 3% for 2018 and 3.4% up to 2021. On December 17, Chileans elected Sebastian Piñera as their new president and is expected to have a positive impact on the Chilean economic environment over the next four years.
- Chilean food industry is the main productive activity in the country, with annual sales of \$ 34 billion. Furthermore, 54% of total food production is destined to the domestic market and 46% is exported to more than 190 countries worldwide.
- New ingredients are being used in the production of healthier products especially those adapted to consumers with food intolerances, such as lactose and gluten free products. Alongside there is a rising demand for organic foods.
- Chilean companies seek to reformulate and develop new products that do not need to carry a warning label from the [nutritional labeling law](#). Therefore, new ingredients are needed, which can be perceived as healthier substitutes (for example sweeteners instead of sugar) or new innovations on how to produce tasteful products within the same price range, but with healthier ingredients.
- Healthy foods are a category of products that show huge potential for growth in the Chilean market, there is increasing concern for health issues among consumers and food processing companies that are trying to adapt to health regulations and consumers' demand. Another category of products with high growth potential is gourmet food and beverages.
- Chile was selected the top world destination to travel in 2018 according to [Lonely Planet Travel Guide](#).
- Hotels, currently the biggest investment sector of the HRI market, are expected to continue to thrive and this will provide export opportunities for U.S. producers.
- Hotels, restaurants and institutions seek to reduce operational costs by buying processed foods and ready-made meals which minimize labor costs.
- Consumers' healthy lifestyle trends have changed not only restaurant and hotel operators, but also the institutional food services.
- The Chilean market for retail food is composed of a mix of large supermarkets, mid-sized grocery stores, convenience stores, gas station markets and an array of smaller independent neighborhoods "mom-and-pop" shops.
- Despite the increasing selection of products and advances made in the supermarket sector as a whole, compared to the U.S., the selection of imported specialty products is still limited. About 10-15 percent of products sold in supermarkets are imported, but this segment has grown by 85 percent over the last years.

## Section I. Market Overview

The demand for U.S. “consumer oriented” agricultural products in Chile has increased together with income. This category represented 67% of all U.S. agricultural and related exports to Chile from January through October 2017 reaching a value of \$ 600 million and 40.6% increase over 2016. As a result, Chile is the top market for consumer oriented products in South America. Top products exported to Chile are beer, poultry, pork, beef, dairy products, condiments and sauces.

Chile, with a population of 17.6 million in 2017, is a centralized country both economically and demographically. It is estimated that in and around the country’s capital, Santiago de Chile in the metropolitan region, 46.5% of the GDP is produced and more than half of the population live. Population growth is slowing down (1.1% growth in 2016) and the population is aging.

Economically, Chile is still the top performing country in the region of Latin America and the Caribbean (The Global Competitiveness Report 2016-2017), experiencing a slowdown in economic activity but with a recovery projected in 2018 and 2019 thanks to improving private-sector prospects, rising copper prices and increasing consumer confidence ([Adimark Gfk](#)).

Despite a slowdown in economic growth between 2011 and 2016 (from an annual real GDP growth of 5.8% in 2011 to 1.6% in 2016), Chile is expected to return to a 3% growth in 2018. While this economic slowdown is particularly tied to the extractive sector, Chileans benefit from higher paying jobs in other industries, such that consumer spending remained steady in 2016 (2.4% real growth in spending according to IMF). Consumer spending is projected to have a real growth of 3.6% following 2018.

Chile has an abundance of natural resources, and although it is working towards the diversification of its economy, it still depends heavily on copper exports. Because of declining international copper prices, combined with an economic slowdown of Chile’s main export partner, China, Chile experienced an economic downfall in both 2014 and 2015. Moreover, government reforms, such as the tax reform passed in 2014, lowered both investor and consumer confidence. Economic growth began to recover in 2016 with the Central Bank of Chile recording a 1.6% increase in economic activity and a GDP of \$225 billion. Furthermore, forecasts predict economic growth of 3% for 2018 and 3.4% up to 2021. On December 17, Chileans elected Sebastian Piñera as their new president and is expected to have a positive impact on the Chilean economic environment over the next four years.

Chile has an open economy and is very committed to trade liberalization. Chile has 26 trade agreements with 66 economies - notably the U.S.-Chile Free Trade Agreement (FTA), which entered into force in 2004. As of 2015 all trade tariffs were successfully eliminated and 100% of all U.S. exports enter Chile duty-free. Chilean exports reach markets that represent 86.3% of the global GDP with privileged tariff conditions.

The Chilean Central Bank reported a net trade balance of \$5.3 billion in 2016, a 51.7% increase over 2015 (and a 101.5% increase over 2012). Exports fell 17% in 2015 and 3% in 2016, which can be attributed to a decrease of mining exports (by 19% in 2015 and 7% in 2016) and considering that copper accounts for more than 90% of all Chilean mining exports. This drop is a result of a decline in demand

from China, which led to a drop in copper prices (\$ 3.74 /pound in January 2013 to \$ 2/pound in January 2016). Imports decreased by 6% in 2016, reaching \$ 58.8 billion CIF) and have decreased by 0.5% from January- October 2017 over the same period in 2016. Exports increased by 13% in January - October 2017 over 2016 which can be attributed to the manufacture and mining sectors. Inflation has not affected Chile, and while it was 3.8% in 2016, it is expected to fall to 2.8% in 2017, and to stabilize around the target of 3% by 2021.

The general long-term consumer trends in Chile continue to prevail: between 2010 and 2016, GDP per capita in current prices grew by 7.2% and reached \$ 13,793 in 2016 (World Bank). This is the highest in the Latin American region and is one of the main drivers for consumer spending. Consumption is seen as a “reward”, demonstrated through increasing numbers of people spending their free time in shopping malls. Moreover, due to the openness of the economy, foreign products are available at competitive prices.

However, as a result of the economic slowdown, Chilean consumers are increasingly price sensitive. As such, Chileans are seeking discounted prices, purchasing less often or switching to low priced products.

Consumer spending per capita fell from \$9,798 in 2013 to \$8,470 in 2015, but increased to \$8,600 in 2016, and it is expected to rise to \$ 9,712 up to 2021 (Euromonitor).

Per capita consumer expenditure on food and beverages was \$1,572 in 2011, decreasing to \$ 1,531 in 2016 and, according to Euromonitor, is predicted to rise to \$1,668 by 2021. Since food and drink are essential products, spending in this category is relatively constant and does not fluctuate as much as for non-essential products.

## **Section II. Exporter Business Tips**

- Personal relationships are extremely important in Chile and, as such, it is recommended to build connections in order to become a trusted business partner. This may rely on good customer services, such as personal visits and extensive follow-up. This can be achieved either directly or by hiring a local representative. It is worth noting that the reputation of a foreign supplier is strongly affected by the quality of its representative.
- Seek to make use of already existing relationships they might have with international food processing companies. Having a contact often makes market entry easier.
- Offer a strong value-added proposition to Chilean counterparts that showing that they are competitive in quality, prices and payment conditions. Chile is an open economy and the food industry is very competitive.
- To be an attractive alternative to domestic producers, prices and quality must be high. Higher prices must be balanced by other characteristics such as better service or quality. Moreover, companies that import ingredients from the U.S. report that good payment conditions are relevant selection criteria of business partners.
- There is a wide variety of food products in Chile’s retail sector, due to the market openness.

Thus, the U.S. exporter must be clear as to what role the product will have in the market and how will it be positioned in relation to other competitors.

- It is important to differentiate your product against other like products. Supermarkets have limited shelf space and usually different brands are available.
- U.S. produced products have a very positive image and are viewed as high-quality and safe.
- The appropriate marketing campaign would inform the consumer the origin of the brand. Slogans and marketing materials should be understood in Spanish. Be mindful of using slang. The word American coupled with a flag can be favorably used in this market.
- Agents/importers must be able to store imported products until they are tested and approved for sale/distribution by local health officials.
- While regulations are relatively transparent, changes are not widely advertised. Hence, the exporter or his/her representative must monitor the official journal (Diario Oficial), where periodical changes are published. One can also visit the websites of the Ministry of Agriculture ([www.sag.gob.cl](http://www.sag.gob.cl)) and the Ministry of Health (<http://www.minsal.cl/>) to seek further updates.
- For labeling and certification requirements for meat, poultry, dairy and fresh produce, consult the USDA office in Santiago's web page at [www.usdachile.cl](http://www.usdachile.cl) under "Import Requirements" and "Food Law."
- Spanish labeling is mandatory for all products.
- Consumers are very brand oriented, but major supermarket chains are introducing and seeking private labels.
- Consumers relate expired shelf life to spoilage, which is one of their major concerns when shopping.
- The market for imported consumer foods is concentrated in the Santiago Metropolitan region.
- The Ministry of Health published on June 26, 2015 the implementing regulation to [Law 20606](#) that regulates the labeling of the nutritional compositions of food products, Decree 13, 2015. The Decree aims at targeting food products that are intended for consumption by children under 14 years of age if they exceed specified limits of sodium, sugar, energy (calories) and saturated fats. Food products that exceed the limits will be required to use black stop signs that state "high in salt, sugar, energy or saturated fat" according to its nutritional composition. One stop sign must be used for each of the critical nutrients in excess. Therefore, some products may have up to four stop signs.

**Table 1: Advantages and Challenges for U.S. Exporters to Chile**

<b>Advantages</b>	<b>Challenges</b>
Clear rules and transparent regulations offered by the government allow for fair competition.	Chile has FTAs with 66 countries worldwide, and they do not depend on imports from a specific region. Instead, imports that offer the best price and quality worldwide are the most attractive.
The purchasing power of Chile's middle and upper-middle income consumers continues to rise.	Chilean customers are accustomed to competitive prices due to the openness of the economy. Moreover, economic slowdown has increased their price-sensitivity.
The U.S.-Chile free trade agreement resulted in 0% duties for all U.S. agricultural products as of January 1, 2015.	The establishment of personal relationships is often not a priority for U.S. companies. Chileans value face-to-face meetings and strong personal relationships.
Chile's largest retailers have operations in other Latin American countries making it a gateway to other Latin American markets.	The nutritional labeling law could increase costs of packaging products.
American brands are well-regarded as high quality with many well-known brands already present in the market.	There is a lack of awareness about the all the different types and qualities of some U.S. products by Chilean consumers and importers; i.e. premium quality beef cuts, high quality cheeses and dairy products, health food products etc. that do not exist in Chile. Thus more marketing and knowledge is required.
Equal playing field for imported and local products.	
Chile has one of the highest percentages of non-traditional store sales in Latin America, which allows suppliers to target large retail chains for larger volume sales.	
U.S. food inputs are known for their high quality and meeting respected FDA & USDA standards.	
Demand for premium processed foods and beverages that provide convenience and health benefits continue to increase.	
Demand for healthier foods ingredients has increased due to food processors that are seeking solutions to produce foods which do not exceed the nutritional limits set by the 2016 nutritional labeling law.	

### Section III. Market Sector Structure and Trends

#### Food Processing Sector:

- Chilean food industry is the main productive activity in the country, with annual sales of \$ 34 billion. Furthermore, 54% of total food production is destined to the domestic market and 46% is exported to more than 190 countries worldwide.
- There are three main reasons for Chilean companies to import food ingredients: (1) If the products are not available domestically through local production (2) if it is cheaper to import rather than buy domestically; or (3) if imported products offer a higher quality than those available in the domestic market.
- Total sales, based on retail value of the food processing industry at constant 2016 prices reached \$14.7 billion in 2016, growing 3.8% over 2015. Furthermore, between 2016 and 2021, the industry is expected to grow by a compound annual growth rate (CAGR) of 3.2%.
- Demand for healthier products is growing with particular regard to value-added products. Increased awareness of the health aspects of food has made consumers more selective about their food choices.
- New ingredients are being used in the production of healthier products especially those adapted to consumers with food intolerances, such as lactose and gluten free products. Alongside there is a rising demand for organic foods.
- Chilean companies seek to reformulate and develop new products that do not need to carry a warning label from the nutritional labeling law. Therefore, new ingredients are needed, which can be perceived as healthier substitutes (for example sweeteners instead of sugar) or new innovations on how to produce tasteful products within the same price range, but with healthier ingredients.
- Best Product prospects are:
  - Healthy foods: Superfoods, functional foods, sweeteners and natural alternatives, spreads, free-from products and private label products
  - Snacks: Dried fruit & fruit snacks, rice snacks, vegetable and bread snacks and other natural foods & snacks
  - Meat Products: Pork
  - Dairy Products : Low-Fat powder milk & other milk types and premium cheese
  - Ready-made meals: fresh and healthy ingredients, premium ready-made meals and shelf stable ready-made meals
  - Breakfast Cereal: Muesli and granola
  - Coconut Products
  - Creative Condiments
  - Alternative Grains
  - Value Added Baked Goods: Packaged flat bread and pita, wholegrain bread and bread with natural ingredients, gluten free bread and “light” varieties of bread

- Non-Alcoholic Drinks: Tea products, juices (“rich in”, coconut water, maqui, aloe vera) and sports and energy drinks.
  - Alcoholic Drinks: Pre-mixed and convenient drinks, cider and sparkling wine, beer and lighter alcoholic drinks (sparkling wine or lager beer) and craft beer
  - Pet Food
- For further information on food processing ingredients please see GAIN reports which can be found in the following link: [GAIN search](#).

### **Hotel, Restaurant and Tourist Industry:**

- Chile was selected the top world destination to travel in 2018 according to [Lonely Planet Travel Guide](#).
- Hotels, currently the biggest investment sector of the HRI market, are expected to continue to thrive and this will provide export opportunities for U.S. producers.
- Hotels, restaurants and institutions seek to reduce operational costs by buying processed foods and ready-made meals which minimize labor costs.
- Consumers’ healthy lifestyle trends have changed not only restaurant and hotel operators, but also the institutional food services.
- A [nutritional labeling law](#) for food products was implemented in June 27, 2016. Many companies have responded to this law by modifying the recipes and ingredients of current products, and by innovating and investing in new “healthy” products which do not require labels.
- Healthy foods are a category of products that show huge potential for growth in the Chilean market, there is increasing concern for health issues among consumers and food processing companies that are trying to adapt to health regulations and consumers’ demand. Another category of products with high growth potential is gourmet food and beverages.
- Best prospects for sales in Chile that growth potential for U.S. agriculture and related products are processed foods, ready-made meals, healthy and gourmet foods and beverages while U.S. pork, poultry and beef exports continue to grow and still have good sales potential.
- For further information on food services please see GAIN reports which can be found in the following link: [GAIN search](#).

## Retail Sector:

- There are five main retail groups in Chile: Falabella, Cencosud, Walmart Chile, Ripley and La Polar.
- Falabella and Cencosud have department stores, home centers and supermarket/ hypermarkets; Chile has a modern, highly competitive supermarket sector.
- The Chilean market for retail food is composed of a mix of large supermarkets, mid-sized grocery stores, convenience stores, gas station markets and an array of smaller independent neighborhoods “mom-and-pop” shops.
- Most consumption occurs in the Santiago Metropolitan Region since it concentrates 40% of the country’s total population. Supermarkets have the largest market share for Chile’s food sales, holding 48.2% of total food sales, mid-sized supermarkets hold 12.1% of total sells and Grocery stores have a market share of 21.2%. The most frequently found type of retail store is the grocery store with a total of 69,223 locations.
- Chile is becoming increasingly urbanized, not only in the Metropolitan region but also in other provincial or second-tier cities. The retail industry has been adjusting to this trend especially grocery retailing that has been adopting a convenience model through chained convenience stores, forecourt retailers and smaller supermarkets.
- Hypermarkets and supermarkets in the mid to high-income areas carry a varied assortment of specialty items with a relatively high degree of imported products. A rise in consumer sophistication in the mid to high socio-economic areas, in terms of products, brands and price, has resulted in increased demand for imported food products. These stores now account for 26 percent of total sales and offer customers fresh bakery goods, fresh seafood, coffee bars, prepared salads, pizzas, meat dishes, and the typical assortment of grocery products. Warehouse outlets and wholesale clubs have not yet made an appearance.
- Despite the increasing selection of products and advances made in the supermarket sector as a whole, compared to the U.S., the selection of imported specialty products is still limited. About 10-15 percent of products sold in supermarkets are imported, but this segment has grown by 85 percent over the last years.
- The 2004 U.S.-Chile free trade agreement prompted new interest in U.S. products and opened new opportunities for products such as beef, poultry, pork, processed foods and dairy products.
- For more information on the retail market see [GAIN report](#).

#### Section IV. Best High-Value Added Product Prospects

Product Category and HS codes	Imports 2016 (\$)	5-Year Composed annual growth rate 2012-2016 \$ CIF	Top Countries of Origin 2016	U.S. Key Strengths	Key Constraints Over market Development
<b>Meat and Edible Meat Offal (HS 201-210)</b>	\$1.2 billion	3.51%	<ol style="list-style-type: none"> <li>1. Brazil – 37%</li> <li>2. Paraguay – 30%</li> <li>3. Argentina – 14%</li> <li>4. U.S. – 13%</li> </ol>	<p>Meat imports are mostly bovine meat (73.2% of overall meat imports)</p> <p>Exports from Brazil are increasing rapidly.</p> <p>High demand for U.S. meat products.</p> <p>The U.S. is the second largest supplier of pork meat to Chile.</p>	Chile exports pork meat and poultry.
<b>Fish and Crustaceans, Mollusks and Other Aquatic Invertebrates (HS 302-307)</b>	\$61.1 million	6.36%	<ol style="list-style-type: none"> <li>1. China – 41%</li> <li>2. Ecuador – 31%</li> <li>3. Vietnam – 14%</li> </ol> <p>U.S. is an insignificant supplier (2%)</p>	<p>Premium seafood products (shrimps and products not found in Chile) are imported.</p> <p>Imports from Asia are usually cheaper than locally produced products.</p>	One of Chile's main export products is fish and local production has high quality such that value of imports is 64 times smaller than the value of exports.
<b>Dairy Produce, Bird's Eggs, Natural Honey, Edible Products of Animal Origin NESOI (HS 401-410)</b>	\$196.9 million	3.49%	<ol style="list-style-type: none"> <li>1. U.S.A – 27%</li> <li>2. Argentina – 23%</li> <li>3. New Zealand – 21%</li> </ol>	<p>The U.S. is Chile's main provider of dairy products. Processed milk products are typically imported to Chile. The most commonly imported products are Gouda (23.1% of overall value imports), fresh/white cheese (12.9%) and low-fat (12.8%) and high-fat (8.8%) powder milk.</p>	Local production is increasing, becoming more competitive and moving towards processed products.
<b>Cereals, flours (incl. cereal and vegetable), wheat gluten (HS 1001-</b>	\$659.3 million	-7.37%	<ol style="list-style-type: none"> <li>1. U.S. – 39%</li> <li>2. Argentina</li> </ol>	Favorable natural conditions for cereal production in the U.S.A and Argentina.	Domestic cereal production in Chile is not sufficient for the domestic market and

<b>1109)</b>			- 33%		imports are important.
<b>Preparations of Meat, Fish or Crustaceans, Mollusks or Other Aquatic Invertebrates (HS 1601-1605)</b>	\$171.5 million	-0.31%	3. Canada – 10%	Demand for pre-prepared, convenient products is rising driven by changes in consumer lifestyles. Imports are cheaper from Asia, therefore holding higher market shares.	Domestic preparations of meat and fish are readily available in Chile
			1. China – 28%		
			2. Thailand – 18%		
			3. Ecuador – 18%		
			U.S. is an insignificant supplier (5%)		
			1. Argentina – 29%		
<b>Sugars and Sugar Confectionery without cocoa (HS 1701-1704)</b>	\$328.5 million	-4.71%	2. Brazil – 27%	Chileans sugar consumption might be affected by the new labeling law, as companies seek alternatives to sugary products. However, snack consumption in Chile is generally high.	Chile has no domestic production of cane sugar, meaning most sugar is imported. Regarding products and brands, Chilean brands are very popular and Chileans are brand loyal.
			3. Guatemala – 21%		
			U.S. is an insignificant supplier (4%)		
			1. Brazil – 27%		
<b>Cocoa and Cocoa Preparations (HS 1801-1806)</b>	\$129.1 million	2.36%	2. U.S. – 10%	More premium chocolates are demanded, driving value growth, thereby increasing export possibilities to Chile. Chileans are the biggest consumers of chocolates per capita (1.9 kg annually)	Chile has no domestic cocoa production and depends on imports.
			3. Spain – 8%		
			1. Argentina – 23%	Chile is one of the largest bread consumers in the world, and as the category reaches maturity packaged bread and value-added products increase.	Local production of baked goods is strong and imports are generally low.
			2. Peru – 14%		
<b>Baking products (HS 1901-05)</b>	\$182 million	3.11%	3. U.S. – 9%		
			1. Belgium – 16%		
<b>Preparations or conserves of Vegetables, Fruit, or Other Parts of Plants</b>	\$237.2 million	7.02%	2. Argentina – 15%	Like other prepared foods, imports are high and have good potential, especially regarding value-added	Local producers seek to shift towards more elaborated and value added products to increase their sales.

<b>(HS 2001-2009)</b>			3. Holland – 10%	products and convenience products.	
			5. U.S. – 8%		
<b>Preparations for sauces/prepared sauces and preparations for soups and broths (HS 2103-2104)</b>	\$52.1 million	2.9%	1. U.S. – 70%	Sales of prepared foods are rising driven by ongoing changes in consumer lifestyles. This includes less time and motivation to prepare food, more single households, etc. such that demand for good quality prepared foods is constantly rising.	Chilean brands provide packaged food but are often not as innovative as foreign producers given that most food trends such as healthy foods are adapted from other countries.
			2. China – 6%		
			3. Peru – 6%		
<b>Beverages and Spirits (HS 2201-2208)</b>	\$370.9 million	5.0%	1. U.S. – 23%	Beers, spirits and soft drinks are often imported and imports will increase as consumers demand more variety and tastes.	Chile focuses on wine production and imports mostly beer and spirit in the category of alcoholic beverages.
			2. Mexico – 19%		
			3. Austria – 14%		

Source: Based on Chilean customs data, company public information and interviews

## Section V. Key Contacts and Further Information

### Mailing Address:

Office of Agricultural Affairs  
U.S. Embassy, Santiago  
3460 Santiago PL  
Washington D.C. 20521/3460

### Street Address:

Office of Agricultural Affairs  
U.S. Embassy, Santiago  
Av. Andrés Bello 2800 - Las Condes  
Santiago, Chile

Tel.: (56 2) 2330-3704

Fax.: (56 2) 2330-3203

E-Mail: [agsantiago@fas.usda.gov](mailto:agsantiago@fas.usda.gov)

### Websites:

U.S. Department of Agriculture in Santiago Chile: [www.usdachile.cl](http://www.usdachile.cl)

Foreign Agricultural Service homepage: [www.fas.usda.gov](http://www.fas.usda.gov)

For further information on food processing, food services and retail sector please see GAIN reports which can be found in the following link: [GAIN search](#).

## Appendix – Statistics

**Table A. Key trade and Demographic Information**

Agricultural Imports From All Countries (\$Mil) / U.S. Market Share (%) 1/	3,524 / 24.0%
Consumer Food Imports From All Countries (\$Mil) / U.S. Market Share (%) 1/	2,333 / 20.6%
Edible Fishery Imports From All Countries (\$Mil) / U.S. Market Share (%) 1/	184 / 1.3%
Total Population (Millions) / Annual Growth Rate (%)	17.6 / 1.1%
Urban Population (Millions) / Annual Growth Rate (%)	15.7 / 1.0%
Number of Major Metropolitan Areas 2/	3
Size of the Middle Class (Millions) / Growth Rate (%) 3/	11.5 / 4.9
Per Capita Gross Domestic Product (U.S. Dollars)	\$13,793
Unemployment Rate (%)	6.70%
Per Capita Food Expenditures (U.S. Dollars)	\$1,531
Percent of Female Population Employed 4/	45.30%
Exchange Rate (US\$1 = Chilean pesos)	633

1/ UN Trade Data

2/ Population in excess of 1,000,000

3/ Population with an average annual income higher than US\$ 8,900

4/ Percent against total number of women (15 years old or above)

## TABLE B. Consumer Oriented Agricultural Products & Edible Fishery Product Imports

Product	Imports from the World			Imports from the U.S.			U.S. market share		
	2014	2015	2016	2014	2015	2016	2014	2015	2016
Beef & Beef Products	870,419	855,262	798,366	64,878	54,470	52,039	7.5%	6.4%	6.5%
Food Preps. & Misc. Bev	229,466	246,369	234,925	46,617	46,108	40,715	20.3%	18.7%	17.3%
Dairy Products	234,168	241,698	222,940	59,228	66,916	58,648	25.3%	27.7%	26.3%
Poultry Meat & Prods. (ex. eggs)	189,470	204,684	198,490	87,537	82,176	76,082	46.2%	40.1%	38.3%
Wine & Beer	124,292	176,105	170,441	44,569	48,149	59,552	35.9%	27.3%	34.9%
Pork & Pork Products	94,657	106,116	67,548	39,166	35,423	48,518	41.4%	33.4%	71.8%
Fresh Fruit	163,645	98,219	107,094	14,099	6,506	10,015	8.6%	6.6%	9.4%
Chocolate & Cocoa Products	129,310	138,244	132,755	16,706	16,422	14,804	12.9%	11.9%	11.2%
Processed Vegetables	138,277	133,092	120,550	12,770	8,270	9,005	9.2%	6.2%	7.5%
Processed Fruit	99,849	106,651	113,538	7,657	6,472	4,991	7.7%	6.1%	4.4%
Snack Foods NESOI	88,282	92,111	91,362	6,941	6,852	6,894	7.9%	7.4%	7.5%
Condiments & Sauces	39,181	39,155	48,002	21,172	29,649	32,637	54.0%	75.7%	68.0%
Coffee, Roasted and Extracts	38,734	52,948	43,147	1,691	4,717	9,525	4.4%	8.9%	22.1%
Tea	69,603	73,168	65,461	5,634	1,961	2,355	8.1%	2.7%	3.6%
Fruit & Vegetable Juices	32,687	33,074	32,270	2,959	4,866	3,833	9.1%	14.7%	11.9%
Tree Nuts	38,707	54,035	36,800	43,122	26,848	21,833	111.4%	49.7%	59.3%
Dog & Cat Food	95,422	96,141	99,666	11,429	13,315	13,666	12.0%	13.8%	13.7%
Nursery Products & Cut Flowers	38,044	75,028	29,487	1,084	668	741	2.8%	0.9%	2.5%
Meat Products NESOI	21,622	19,818	17,842	13,975	8,527	8,847	64.6%	43.0%	49.6%
Fresh Vegetables	15,198	10,188	10,393	584	392	713	3.8%	3.8%	6.9%
Non-Alcoholic Bev. (ex. juices, coffee, tea)	19,512	20,777	16,180	4420	3186	4301	22.7%	15.3%	26.6%
Spices	8,828	9,666	12,598	609	461	686	6.9%	4.8%	5.4%
Eggs & Products	4,928	5,939	5,705	125	72	186	2.5%	1.2%	3.3%
<b>Consumer Oriented Agricultural Total</b>	<b>2,888,486</b>	<b>2,675,561</b>	<b>2,332,568</b>	<b>506,970</b>	<b>472,427</b>	<b>480,584</b>	<b>17.6%</b>	<b>17.7%</b>	<b>20.6%</b>
<b>Fish products Total</b>	<b>216,382</b>	<b>218,272</b>	<b>184,087</b>	<b>1791</b>	<b>1891</b>	<b>2405</b>	<b>0.8%</b>	<b>0.9%</b>	<b>1.3%</b>

Source: United Nations Commodity Trade Statistics, United Nations Statistics Division

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

**Exports of Consumer Oriented Agricultural Products to Chile. Values in thousands of dollars**

Exports to Chile Consumer Oriented Agricultural			
	Values in Thousands of dollars		
	2014	2015	2016
<b>World Total</b>	<b>2,888,486</b>	<b>2,675,561</b>	<b>2,332,568</b>
Brazil	482,045	457,827	539,602
United States	506,970	472,427	480,584
Paraguay	275,220	333,403	361,103
Ecuador	160,323	116,437	117,325
Peru	85,002	107,835	115,048
Mexico	121,425	108,815	96,893
Spain	70,210	64,278	71,107
Germany	51,437	53,477	69,776
China	53,057	53,607	65,147
Belgium	55,649	48,651	57,851
New Zealand	59,271	40,793	43,206
Uruguay	57,982	58,470	41,016
Colombia	44,448	38,980	39,151
Canada	46,484	7,189	36,802
Italy	27,486	28,330	33,420

Source: United Nations Commodity Trade Statistics, United Nations Statistics Division

**Exports of Edible Fish Products to Chile. Values in thousands of dollars**

<b>Exports to Chile</b>			
<b>Fish products</b>			
	<b>Values in Thousands of dollars</b>		
	<b>2014</b>	<b>2015</b>	<b>2016</b>
<b>World Total</b>	<b>216,382</b>	<b>218,272</b>	<b>184,087</b>
China	67,760	91,898	112,686
Ecuador	74,018	57,962	47,784
Spain	6,124	5,770	5,944
Germany	241	136	4,588
Peru	5,276	4,438	4,282
Uruguay	450	100	2,521
United States	1,791	1,891	2,405
Morocco	448	1,118	1,151
India	490	1,191	1,147
Poland	0	0	342
Costa Rica	9	52	316
Burma			207
Korea, South	222	1,309	179
Namibia	0	0	110
Taiwan		54	95

Source: United Nations Commodity Trade Statistics, United Nations Statistics Division