

FACT SHEET

Chile: All Flavors Surprising

Chilean Food - Uniquely Natural

- Chile is a country of startling contrasts and extreme beauty. Located on the west coast of South America's tapering cone, is 2700 miles long and uniquely narrow. Its average width is only 110 miles. Its length and extraordinarily diverse geography provides an unsurpassed climatic range and soils that are suitable for a very wide range of food production. Chile exports a wide variety of high-quality food products to the most competitive and discerning markets in the world.
- Chile has become a food producing and exporting powerhouse because of its privileged natural conditions for food production, entrepreneurial spirit, democratic stability, commitment to free trade and environmental sustainability, and sound economic management. Chile enjoys low inflation and controlled foreign debt. Chile's unique natural gifts combined with its skilled agricultural professionals and technologically advanced infrastructure give Chile the ability to produce and export a tremendous variety of whole and processed foods of unsurpassed quality, purity and consistency.
- Chile is a leading producer and exporter of some of the world's finest fruits, berries, vegetables, fish, shellfish, poultry, meats, and, of course, its well-known excellent wines. Chile is the world's largest exporter of fresh grapes (21%); second largest exporter of salmon and trout (38%), avocados (17%) and plums (16%). Chile is the third largest exporter in the world of fresh kiwi (9%), frozen raspberries and blackberries (12%), prunes (13%) and blueberries (11%). (source: Trademap, COMTRADE 2003).
- Chilean foods consistently are awarded for their taste and quality in international food competitions. Just a few examples are the international acclaim for olive oil, including awards at the Leone D'Oro dei Mastri Oleari 2006, Parma, Italia; Sol d'Oro 2006, Diploma di Gran Menzione. Chilean cheese received the American Cheese Society award, while Chilean lamb was recognized as the Best Organic Product from ANUGA.
- As a southern-hemisphere country, Chile's growing seasons run counter to the growing seasons of countries in the northern hemisphere. Chile can thus supply the highest quality fresh fruits and vegetables to northern hemisphere countries during their winter months. Chilean vegetables, fruits, berries, fish, shellfish and meats are exported to consuming countries as fresh, frozen and processed foods, in both regular and, increasingly, in organic forms.
- Chile's prodigious food production is the result of the convergence of several factors:
 - Exceptionally fertile soils and pristine waters in large part the result of its natural geographical remoteness and barriers that protect it from the diseases and parasites common to most other agricultural areas. Chile is considered one of the world's naturally cleanest environments for food production.
 - Chile's diverse climates enable food production throughout the country. In the north, the desert provides habitat for goats, and tropical conditions for carica, the central Mediterranean climate is ideal for produce, olives, while the region to

the south is habitat for dairy, salmon, Patagonia for meat, and the cold pacific waters for seafood.

- Chile's agricultural statistics tell a story of dramatic growth:
 - Ten percent of Chile's \$80 billion gross domestic product (GDP), or around \$8 billion, comes from food exports.
 - 26 percent of all Chilean exports are food.
 - 17 percent of the Chilean workforce is in the food industry, made up of more than 4000 companies.
 - Chile is ranked 17th in the world in food exports, and number one in food export growth rate. Chile's food exports grew 132 percent between 1996 and 2005. If this rate of growth continues, by 2010 Chile will be among the top ten food exporters in the world.

Food Purity, Wholesomeness & Service

- Worldwide, consumers prize Chile's food products for their purity and wholesomeness, the result of Chile's state-of-the-art farming techniques and uniquely isolated, diverse geography.
- With the Pacific Ocean abutting the entire country's length in the west, the towering Andes mountains to the east, Antarctica territory to the south and the Atacama Desert in the north, Chile is naturally protected from the parasites and diseases that plague most other growing regions of the world. Thus, Chilean farmers use significantly less agrochemicals than most food producing regions in the world.
- Chile's food industry is committed to serving its international customers with the best service, supported by superior communications, transportation and technological infrastructures.

Chilean Seafood

- Chilean salmon, sea bass (aka Patagonian toothfish), oysters and scallops are sought after by the world's most demanding connoisseurs.
- Chile's close-in coastal waters and its Exclusive Economic Zone (200 nautical miles) encompass three large marine ecosystems: The northern zone is where sardines, anchovies and mackerel are fished; the central-southern zone is where open-ocean species such as the common hake (similar to cod) and crustaceans such as shrimp are found; and the southern zone where Chilean Salmon, sea bass, clams, sea urchins, abalones, king crab, and snow crab are harvested.
- Chile's fishing vessels are among the most technologically advanced in the world, and fishing countries such as South Korea, Norway and Iceland purchase commercial fishing vessels manufactured in Chile.
- Chile is a leader in agri- and aquaculture research. Chile has formed the Salmon Technological Institute (INTESAL) to research and promote best practices in aquaculture by certifying companies in accordance with international ISO standards.

- Chile is the second largest producer and exporter of salmon, short of Norway, the world's current leader. Chile's salmon industry is widely recognized for its advanced techniques and high-quality products. Salmon products range from fresh and frozen fish, to smoked and canned salmon. Chile exported over \$1.6 billion worth of salmon products in 2005.
- Chile is an active participant in forming international agreements aimed at protecting and preserving the world's fisheries. For example, Chile is a party to the United Nations Convention on Law of the Sea, signed in 1982 and ratified in 1997. It is also a party to the Convention on the Conservation of Antarctic Marine Living Resources, signed in 1982, which is part of the Antarctic Treaty system.

Fresh Fruits & Vegetables

- Chile's mild, Mediterranean-style climate of its central region is ideal for growing fine-quality fruits and vegetables, both traditional as well as exotic varieties, which it exports to 70 markets.
- Because of Chile's location in the southern hemisphere, it produces and supplies fresh fruits and vegetables to the main consumer markets in the northern hemisphere during those countries' winter months.

Processed & Specialty Foods

- Based on the range of high quality, fresh products available, Chile has naturally become an outstanding producer of processed fruit and vegetables and specialty foods, including
 - olive oils
 - avocado oils
 - dried fruits
 - fruit preserves
 - fruit and vegetable paste
 - raisins
 - frozen berries
 - fruit juice concentrates
 - vinegars
 - dairy products
 - spices
- Chile is an international market leader in some of these products; Processed foods from Chile are increasingly being recognized in international food competitions.
- Chile is a trusted provider of processed food products for demanding international markets in America and Europe.

Chilean Meat & Poultry

- Chile's protective natural barriers of ocean, high mountains, desert and glaciers have also protected its meat (pork, lamb and beef), and poultry industries from the parasites and diseases common to most other countries. For example, Chile has never experienced any known cases of avian flu or Bovine Spongiform Encephalopathy (BSE), commonly known as

mad cow disease. In addition, Chile is free from all animal diseases registered on List A of the World Organization for Animal Health (OIE).

- In addition, Chile maintains the very highest standards of sanitation and the most advanced and humane techniques for raising livestock and poultry.
- Chile maintains best practices in order to guarantee livestock and poultry health and food safety, as well as workers' safety and environmental sustainability.
- Chile produces only all natural free-range beef. Grass fed beef has about the same fat content as skinless chicken and has been shown to be higher in heart friendly Omega-3 Fatty Acids, Beta-Carotene and Conjugated Linoleic Acid (CLA)

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