

Changes in the Chilean Salmon market

The Covid-19 pandemic has caused a change in the main markets where Chilean salmon is exported towards. And although, the main countries were initially the United States, Japan, Brazil, Russia and China, this last country has decreased its participation in the recent months, making way for Mexico, which appears as the fifth most relevant market for this national product.

According to the latest figures provided by InfoTrade and which are available to all at Aqua.cl users (on their home page). As of January 2021, Chile exported salmon and trout during the first month of this year for US \$ 425 million, with a total of 69,784 net tons, and at an average price of US \$ 6.10 / kg.

During January 2021, the main market was the United States, to which US \$ 160 million were exported; followed by Japan, with US \$ 129 million; Brazil, with US \$ 48 million; Russia, with US \$ 22 million; and Mexico, with US \$ 10 million. Further back are countries such as Thailand, Canada, Israel, Vietnam, Taiwan, Argentina and Colombia.

China was no longer among the main markets. In fact, Customs recently reported that Chilean salmon shipments to China decreased by 97% in January.

Regarding the main exporting companies, shipments were led, in January by AquaChile Group, Multiexport Foods, Australis Mar, Cermaq and Mowi.

Source: www.aqua.cl

Chilean seafood exports increase. Three countries are the main destinations

The export of more than one and a half million tons of products from fishing and aquaculture was authorized, as indicated in the report issued by the National Fisheries and Aquaculture Service (SERNAPESCA).

55% of the products to be exported are farmed fish (salmonids), while 31% is made up of extractive fishing and another 6% of bivalve molluscs (primarily mussels). Algae, crustaceans and mollusks (octopus), among others.

1,581,878 tons is the total number of shipments of marine products, 50% of which were shipped as frozen product, line in which they are mostly manufactured. 18% is exported as fishmeal and 17% of these are frozen goods.

Main destination markets

17% of the fish products exported by Chile are destined for the US market, which is closely followed by Japan with 15% and a little further by China with 12%. The other important markets for shipments of marine products are the European Union with 9% and Brazil with 7%.

The export of seafood products in 2019 was 1.404.000 tons, while in 2020 more than 1.580.000 tons were shipped, a growth of 13% that is the successful result of the innovations put into practice by SERNAPESCA are due to face restrictive measures because of the pandemic, as expressed by the deputy director of Safety and Certification of this service, Héctor Escobar, when giving his opinion about these reached figures.

It is important to note that the international agreements to endorse the electronic certification of shipments to Argentina, Brazil, Uruguay, China, Peru, Colombia and Mexico, as well as remote control procedures, are part of the policies implemented by SERNAPESCA to guarantee the continuity of exports.

Thanks to this, SERNAPESCA managed to maintain the export validation service without interruptions, reaching more than 50,000 export certificates as a guarantee of the safety of the products that are made and processed in Chile.

Likewise, the work continued updating and simplifying export procedures. Thus, throughout 2020, 82% of export procedures were carried out online, through computer platforms.