



Chile

OUR VISION

- Our industry
- APECS
- Trade Context
- Outlook and future challenges

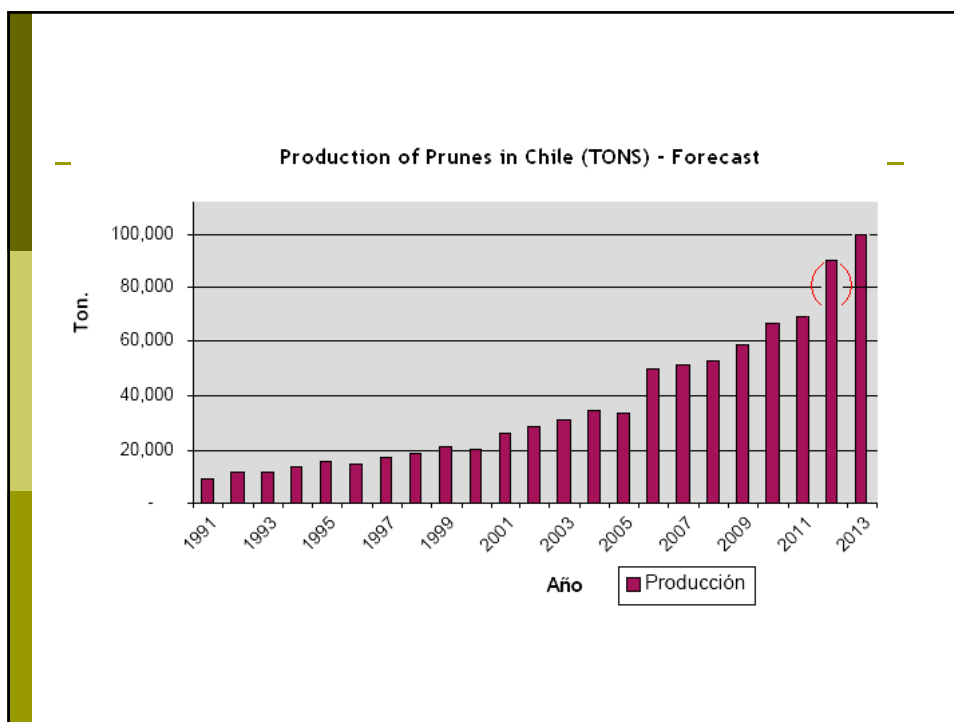
Country production

- History of prunes in Chile date back to more than 70 years.
- Production is concentrated in the Central Valleys of Chile, Regions V to VII.
- The average dry yields in Chile are 8 metric tons per hectare.



Country production.

- The 2009 crop reaches 55,000 tons.
 - Good blossom at last spring
 - Sufficient number of cold hours.
 - Water supply superior to historical records.
- The 2009 planted area is estimated at about 15,000 hectares, of which 8,900 are considered as bearing.
- Over 80% of the processed fruit are complying with HACCP rules



Production costs

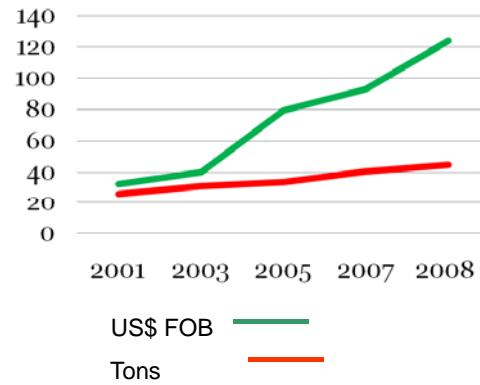
	Por Q total	Por Kilo
□ Orchard direct costs	US\$ 3.144,77	US\$ 0,236
■ Inputs, insecticides & fungicides		
■ Herbicides		
■ Fertilizers		
■ Machinery		
■ Land Rent and technical advising		
■ Workforce		
□ Harvest direct costs	US\$ 2.037,18	US\$ 0,1507
■ Machinery		
■ Workforce		
□ Direct dehydration costs	US\$ 1.633,12	US\$ 0,1208
□ TOTAL	US\$ 6.815	US\$ 0,5040

Exports

Our
Destination
Markets

Growth in Tons and
dollars

**EVOLUCION
EXPORTACIONES
CHILENAS**

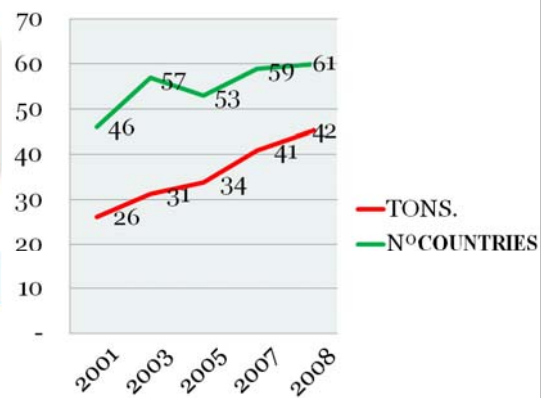


Exports

Our
Destination
Markets

Growth in Tons and N°
of countries

**CHILEAN EXPORTS
EVOLUTION**



EVOLUTION OF DESTINATION COUNTRIES (TONS)

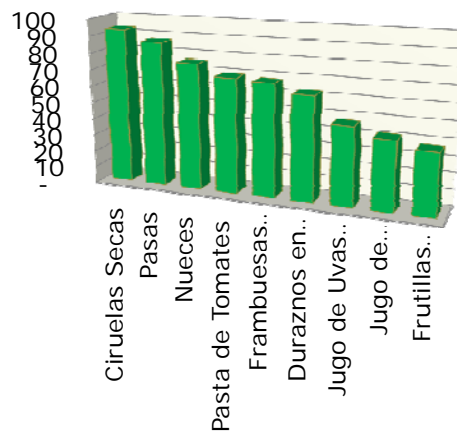
RANKING	2001	2003	2005	2007	2008	2009 **
1	México	México	México	México	Rusia	Alemania
2	Alemania	Alemania	Alemania	Alemania	México	Polonia
3	Brasil	Rusia	Rusia	Rusia	Alemania	Italia
4	Venezuela	España	Reino Unido	España	Polonia	Reino Unido
5	España	Italia	USA	Brasil	Brasil	Rusia
6	Perú	Venezuela	Italia	Italia	Italia	SUECIA
7	Francia	Brasil	Polonia	Polonia	Reino Unido	México
8	Italia	Colombia	Venezuela	Venezuela	Holanda	Holanda
9	Colombia	Holanda	Brasil	Holanda	España	España
10	Rusia	Perú	Colombia	Reino Unido	Colombia	Colombia

Exports

Our
Exporting
Industry

Agroindustrial Export
Leaders
(Million Dollars)

RANKING EN US\$M FOB



OUR VISION

- Our Industry
- APECS
- Trade Context
- Outlook and future challenges

APECS



Common tasks

- Orientating producers.
- Commercial promotion on domestic and export markets
- Developing Quality Seal.
- Associative activities.

Orientating producers.

Technical team



Expociruelas Secas



Promotion on export markets



Promotion on domestic market



Developing Quality Seal

Know-hows of our teams

Inter-lab tests

Phytosanitary programs

Analysis of residues on raw material

Associative activities

National Cluster

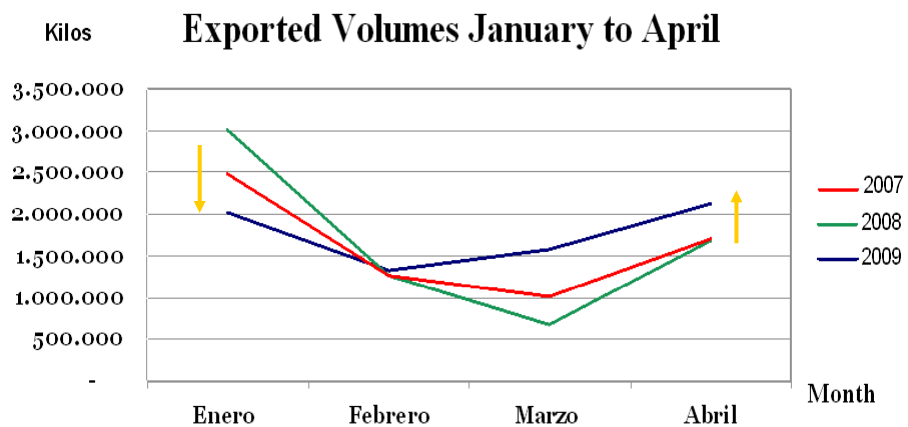
PMC

ASOEX

OUR VISION

- Our Industry
- APECS
- Trade Context
- Outlook and future challenges

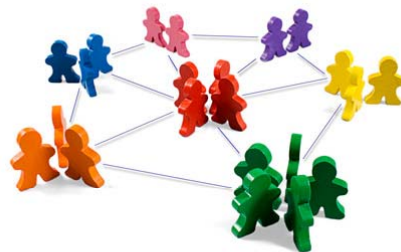
Strength of our industry



OUR VISION

- Our Industry
- APECS
- Trade Context
- Outlook and future challenges

Outlook and Challenges



Thank you

