



PROCHILE
e-ENEXPRO
EXPORTER MEETING

SEA PRODUCTS INDUSTRY

JUNE
VERSION 2021

I.- WHAT IS THIS E-ENEXPRO?

The **e-ENEXPRO / SEAFOOD ROUNDTABLE 2020** is the main international event for the fishery and aquaculture sectors in Chile. The event will bring together Chilean seafood exporters.

The **e-ENEXPRO / SEAFOOD ROUNDTABLE 2021** will give you the opportunity to generate business contacts with the best Chile has to offer. As this is a 100% digital event, you will be able to schedule your own business meetings directly with Chilean exporting companies of your interest.

We are expecting the participation of 90 Chilean companies with approximately 400 B2B meetings on a global basis throughout the duration of the event.

Due to the expected high participation levels for the event, the roundtable will be organized according to the geographic zone of the importer as follows:

DATES:

Asia, Europe, Middle East and Africa:
June 14th to 17th 2021

South America, North and Central America:
June 21st to 24th 2021

Once your participation is confirmed, we will provide you with instructions on the **eENEXPRO** platform along with your individual login credentials. Once you have access to the platform, you will be able to search for companies of interest and directly arrange virtual one-on-one meetings with them.

Each meeting will last 20 minutes and will be held in English.

II.- DISTINCTIVE FEATURES OF THE OFFER

1.- SEAFOOD

Chile is a geographically privileged country, with a coastline of more than 8.000 km long with one of the richest and most productive marine ecosystems in the world and a solid seafood industry with a worldwide exporting vocation.

The extreme South of Chile benefits from pristine waters, a unique climate and geographic characteristics that together with strict rules, makes the South of the country a place with extraordinary conditions for the industry.

The industry has thrived as a result of multiple factors and decisions taken at the country level: trade opening that Chile has achieved in the last decades; public policies supporting business entrepreneurship and productive development as well as a strong work from the private sector. All these factors have contributed to make Chile a "world class seafood provider".

Quality: Due to the geography, climate, experience and professionalism, all these features make Chile a recognized seafood provider worldwide.

International interest: acknowledgement and recognition from international markets. Due to its attributes and a large history in international trade, Chile provides quality assurance valued by the global consumers in five continents.

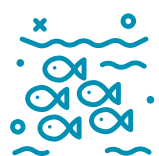
Traceability: full tracking of the productive process carried out under strict quality standards which allows Chile to have a certified supply.

Natural flavour: purity and freshness of the products. Thanks to a combination of unique natural conditions and permanent efforts by industry to maintain the quality of products.

DESCRIPTION OF THE CHILEAN SEAFOOD OFFER

Seafood covers a large variety of fishery and aquaculture products whose quality is recognized by the most demanding markets in the world. Some of the features are:

Aquaculture:



It is the third largest industry sector in Chile, with a turnover of more than **US\$ 4,5 billions and employs over 50 thousand people.**

The productive process of the aquaculture sector is ruled by the strictest national and international standards in quality, safety and occupational health, food safety and environment.

The development of the aquaculture sector is mainly due to the salmon industry which is a 30-year-old industry that has contributed to the country, a fundamental pillar of the economy for the regions in the south of Chile. The salmon industry is the second largest export sector in Chile and this industry has converted Chile into the world's second-largest exporter after Norway. Chile exports to more than 100 destinations including the United States, Japan and Brazil.

The second most important segment of Chile's aquaculture industry is mussel farming which is being developed in Los Lagos Region and has shown significant growth. Chile is now the top mussel exporter in the world.



Fishery:

The main resources in Chile's fishery sector are anchovy, sardine and Jack Mackerel with most of them being processed for fishmeal production. In addition, resources such as Chilean hake, Australis hake and Southern Blue Whiting are the main focus of the fishing industry; deep water resources such as Chilean seabass, hoki and crustaceans; such as yellow squat lobster and red prawns, among the main ones.

It is interesting to note that the Jack Mackerel industry in Chile is a major national resource, which recently became the largest certified fishery in Latin America by obtaining the MSC (Marine Stewardship Council) designation for sustainable fisheries. This designation ensures the engagement of Chile with a responsible fishing industry which is committed to the environment and its resources.

The Chilean Seafood sector mainly exports frozen, canned, fresh and 'live' Seafood products. Chile is the top global exporter of Fresh / chilled salmon fillets; Frozen pieces of Pacific salmon; Frozen Pacific salmon fillets; Frozen pieces of Atlantic salmon; Frozen trout fillets; Canned mussels; Pieces of frozen trout; Smoked and frozen sea urchins; Fresh or chilled trout fillets; Deep-frozen cod fillets; and Frozen pieces of deep cod.

Chile is the second largest exporter in the world of Frozen horse mackerel and sea urchins (canned not smoked).

CHILE'S MAIN EXPORT OFFER OF THE SECTOR, IN ORDER OF IMPORTANCE IS:

Atlantic Salmon, Pacific Salmon and Trout in different formats (whole, fillet, portion) frozen, fresh or smoked

Frozen cooked mussels in whole shell, half shell or meat format

Jack mackerel in different formats frozen, prepared or preserved

Frozen sea urchin tongues*

Australis hake in different formats, fresh or frozen

Giant squid in different formats, frozen

Chilean seabass in different formats, frozen

Frozen King crab

Canned or frozen Abalone

Razor clams, razor clams or huepo (Ensis macha) prepared or preserved

Frozen octopus

Canned or frozen Concholepas Concholepas

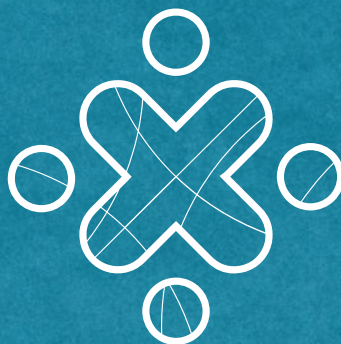
Frozen crabs

Canned clams

Julienne clams or taweras (Tawera gayi) frozen

Prepared or canned Mollusks (clams, limpets and others)

**Products that may be unavailable for 2021*



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