

Exportadores  
de Carne  
de Chile



**CHILE**  
**CARNE**

2022

# **ANNUAL REPORT**

APRIL 2023



# Our Association

ChileCarne was established in 2016 to promote Chilean meat exports, given the sector's steady growth over the last two decades.

Currently, the association is made up of the following companies: **Agrosuper**, **Coexca**, **Comafri**, **Maxagro**, **Sopraval**, and **ProPavo**, which represent more than 85% of the total exported volume of Chilean white meats.

## Purpose

To promote Chilean pork and poultry production and exports being a technical partner for the industry, facilitating public-private work, advancing a sustainable white meat industry, and promoting Chilean pork and chicken internationally.

## Vision

To position Chile as a top-quality poultry and pork supplier, with high standards of health, safety, biosecurity, and sustainability.





An aerial photograph of a bustling port. A large container ship, its hull painted in bright blue and red, is docked at a pier. The deck is stacked high with colorful shipping containers in shades of red, yellow, blue, and green. Several white gantry cranes are positioned along the pier, some with their arms extended over the ship. In the foreground, a smaller tugboat with a white hull and a black superstructure is moving through the dark blue water, leaving a white wake. The background shows a hazy coastline with mountains under a clear sky.

# 02

## Pillars of Action and 2022 Milestones

### **New and better destination markets**

In collaboration with the Chilean Ministry of Agriculture, the Undersecretariat for International Economic Affairs (SUBREI), the Agricultural and Livestock Service (SAG), and the Chilean Exports Promotion Bureau (ProChile), we implement the necessary actions to facilitate exports and ensure smooth trade with other countries. This support includes efforts to obtain health authorizations to enter other markets, improve access, maintain permissions, negotiate health and tariff requirements, settle disputes, and promote the ChilePork brand in primary destination markets.

Regarding market access, our focus during 2022 was on the Association of Southeast Asian Nations (ASEAN), mainly Vietnam and Indonesia. ChileCarne and SAG organized official visits to relevant officials in both countries, managing to unlock the authorization process for Chilean plants to export to Vietnam and taking all the necessary steps to materialize it. In Indonesia we provided all the relevant information of each Chilean exporting company to conduct an audit of their slaughterhouses in 2023.

In China, the primary destination market for Chilean pork, progress was made on a new proposal for a Memorandum of Understanding for poultry and pork that would expand the list of products that can be exported to that market.

In general terms, progress was made on zoning protocols for poultry and pigs, to preserve trade from disease-free areas in the event of an outbreak of avian influenza (AI) or African swine fever (ASF). In 2023, these protocols will be negotiated with Chile's primary destination markets for them to be included in the existing phytosanitary agreements.

To position Chilean pork internationally, ChilePork resumed in-person activities in 2022, organizing several events with Wines of Chile to commemorate 60 years of diplomatic relations with South Korea and 125 with Japan. ChilePork was also launched in the Philippines, while activities continued in China targeting the foodservice channel. For the first time, ChilePork arrived in Chengdu, a city in inland China, with a cooking master class as part of Chile Week China.



## Animal health and welfare

2022 was a year of major health risks, marked by the arrival of ASF to the Dominican Republic and Haiti, and the global health alert on AI, which has decimated Europe and the United States.

In this scenario, ChileCarne took various measures in conjunction with SAG to protect the country's unique sanitary conditions at pork producing and exporting companies.

To provide more certainty to destination markets, the Chilean industry updated the surveillance plan of exotic diseases to prevent their entry, while developing emergency plans for their eradication in the event of an outbreak. In addition, Chile worked together with other countries in the Americas to define best prevention and containment practices, with the advice of international experts, such as José Manuel Sanchez Vizcaino in the case of ASF.

The industry helped strengthen border control tasks such as: monitoring at airports, ports, and border crossings by supporting SAG's canine brigade; screening of seized suspicious or risky products by donating a specialized machine that improves the diagnostic capacity for various diseases; and carrying out awareness campaigns both for travelers and supervising border personnel to prevent the entry of animal or plant-based products.

For poultry in particular, ChileCarne continued to support the implementation of biosecurity measures in 167 backyard farms (small farms for self-consumption) with more than 5,000 birds near seven wetlands throughout Chile, which host migratory birds from the Northern Hemisphere that can carry diseases such as avian influenza.

In animal welfare, the association continued to monitor all proposed bills, including the ones on the proposal for a new Constitution, to make sure they comply with current international regulations and do not hinder the industry's competitiveness.

## Food security

ChileCarne implemented 11 public-private "farm-to-table" programs to help ensure the availability, safety, and nutritional value of every product marketed both in Chile and abroad. The programs include prevention and control of pathogens, as well as antibiotic and other residues throughout the production chain.

In pathogen prevention and control, the Comprehensive Surveillance Program for Dioxins covered 102 companies in 2022 (21 farms, 22 poultry and pig feed mills, and 59 suppliers of potentially affected raw material), conducting 133 audits and 582 dioxin screenings. Five lots with dioxin levels above the authorized threshold were detected, preventing their entry into the Chilean poultry and pork production chain. This underscores the need of maintaining pollutant control and prevention programs, which have proven their effectiveness in ensuring food safety and keeping export markets open for poultry and pork produced in Chile.

The pork and poultry industry is aware of the need to tackle antimicrobial resistance (AMR), which is why it launched the "White Meat Industry Better Health Program" that promotes the responsible and prudent use of antimicrobials in poultry and pork production following the guidelines of the World Health Organization (WHO), the World Organization for Animal Health (WOAH), and the Food and Agriculture Organization of the United Nations (FAO).

The program started in 2016 with five pillars of action that include industry awareness and training; promoting the proper use of antimicrobials and best practices for health and biosecurity; supporting national legislation; and investing in research, development, and networks with local and international institutions.

ChileCarne was also part of legislative discussions on the proper use of antimicrobials, and completed its sixth year of monitoring and quantifying the use of antibiotics in the pig industry.



## Sustainability

The association is part of Chile Conscious Origin (ChOC), a public-private program led by the Ministry of Agriculture that measures and certifies producers and exporters' sustainability and contribution to the Sustainable Development Goals (SDG) according to a specific standard for each productive sector. Thanks to the Standards Map platform, companies can compare their performance internationally.

The sustainability strategy of ChileCarne and its member companies aims to implement continuous environmental management improvements and create shared value with neighboring communities. As such, companies care for the environment, their workers, and the relationship with the communities surrounding their facilities.

To advance a circular economy, the association promotes the use of technologies that add value to animal by-products by using them in new products such as biofertilizers for agriculture or biofuels for electricity, heat or steam generation, reducing greenhouse gas emissions.

Concerning water efficiency, in 2022 we released the first "Water Balance for the Chilean Pork and Poultry Sector", which shows that the industry reuses and recirculates 62% of the water used in production. After calculating the total water balance, we can say that the pig and poultry sector only uses 6.93 million cubic meters of water each year, representing 0.19% of the total water demand in central Chile, which concentrates 90% of production.

In 2022, the ChOC program rolled out sustainability standards for pig and poultry farms, covering 310 poultry and 129 pig facilities in its first stage. The goal is for all these facilities to be certified in 2023.

One of the main challenges for pig producers in 2023 will be the implementation of the new odor emission standard, which requires the incorporation of new technologies to reduce emissions with an estimated cost of 82 million USD in four years.



# 03

## Key Industry Figures

### Meat Market Jan - Dec 2022

	PRODUCTION CONSUMPTION		EXPORTS		IMPORTS	
PORK	576.402 Ton cwe	376.504 Ton cwe	309.874 Ton cwe	644.335 Million USD	109.975 Ton cwe	263.080 Million USD
CHICKEN	687.335 Ton cwe	673.660 Ton cwe	199.964 Ton cwe	540.174 Million USD	186.289 Ton cwe	344.311 Million USD
TURKEY	76.312 Ton cwe	54.089 Ton cwe	34.026 Ton cwe	174.575 Million USD	11.802 Ton cwe	64.817 Million USD
BEEF	190.745 Ton cwe	493.811 Ton cwe	27.339 Ton cwe	135.431 Million USD	330.405 Ton cwe	1.456.316 Million USD
LAMB *	23.625 Ton cwe	18.173 Ton cwe	5.684 Ton cwe	42.665 Million USD	231 Ton cwe	1.503 Million USD
TOTAL	1.554.419 Ton cwe	1.616.237 Ton cwe	576.885 Ton cwe	1.537.180 Million USD	638.702 Ton cwe	2.130.027 Million USD

(\*) Lamb, including other birds and meats.

Source: ChileCarne with data from Chilean Customs and the Chilean Statistics Institute (INE).

### Compared Production 2021 - 2022

	TON CWE		VAR
	2021	2022	22/21
PORK	589.585	576.402	-2%
CHICKEN	675.142	687.335	2%
TURKEY	71.614	76.312	7%
BEEF	209.972	190.745	-9%
LAMB (*)	23.978	23.625	-1%
TOTAL	1.570.291	1.554.419	-1%

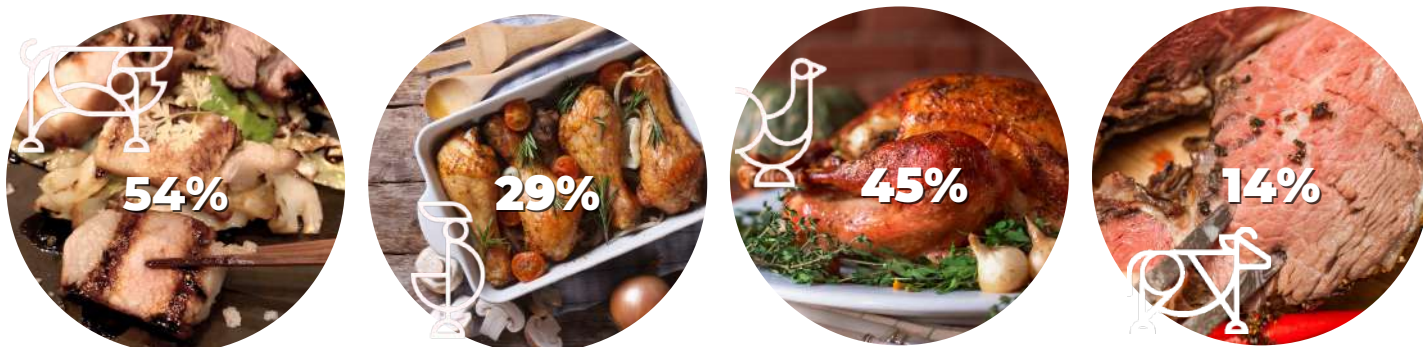
### Compared Exports 2021 - 2022

	TON CWE		VAR	MILLION USD		VAR
	2021	2022	22/21	2021	2022	22/21
PORK	341.595	309.874	-9%	809.507	644.335	-20%
CHICKEN	184.098	199.964	9%	454.723	540.174	19%
TURKEY	25.812	34.026	32%	61.973	174.575	182%
BEEF	20.119	27.339	36%	86.187	135.431	57%
LAMB (*)	5.829	5.684	-2%	38.654	42.665	10%
TOTAL	577.452	576.885	0%	1.451.043	1.537.180	6%

(\*) Lamb, including other birds and meats.

Source: ChileCarne with data from Chilean Customs and the Chilean Statistics Institute (INE).

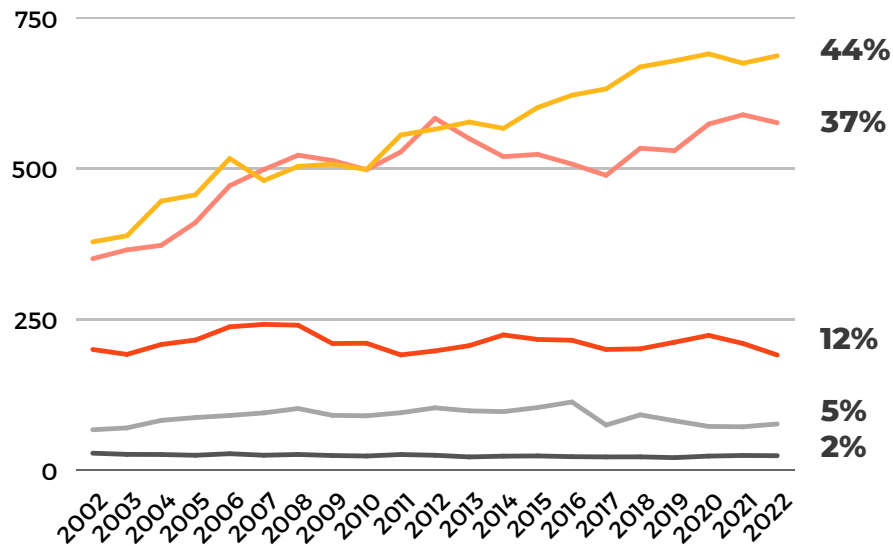
### Exported Production Share Jan - Dec 2022



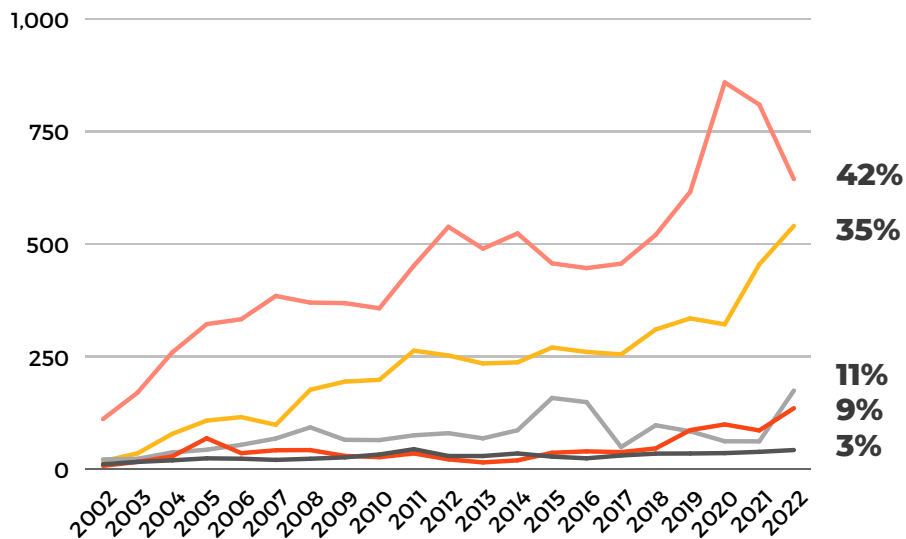
Source: ChileCarne with data from Chilean Customs and the Chilean Statistics Institute (INE).

## Production Evolution in Tons Cwe

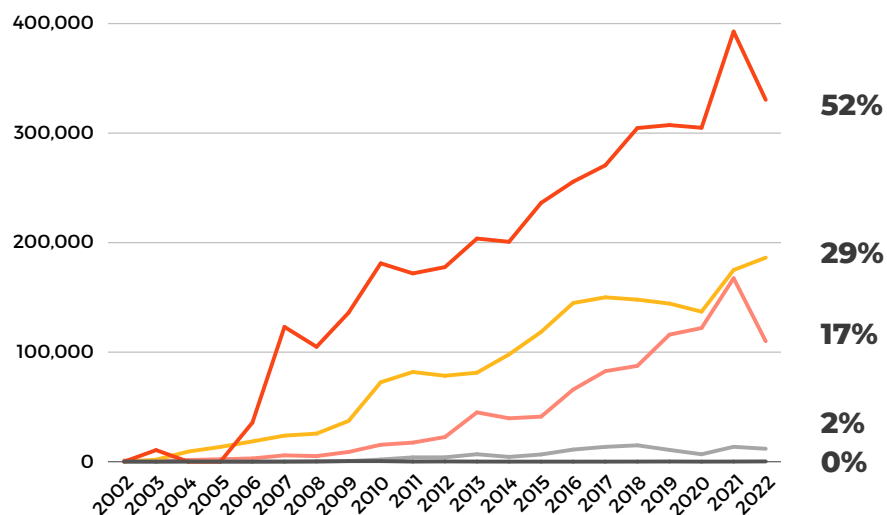
● PORK
 ● CHICKEN
 ● BEEF
 ● TURKEY
 ● LAMB



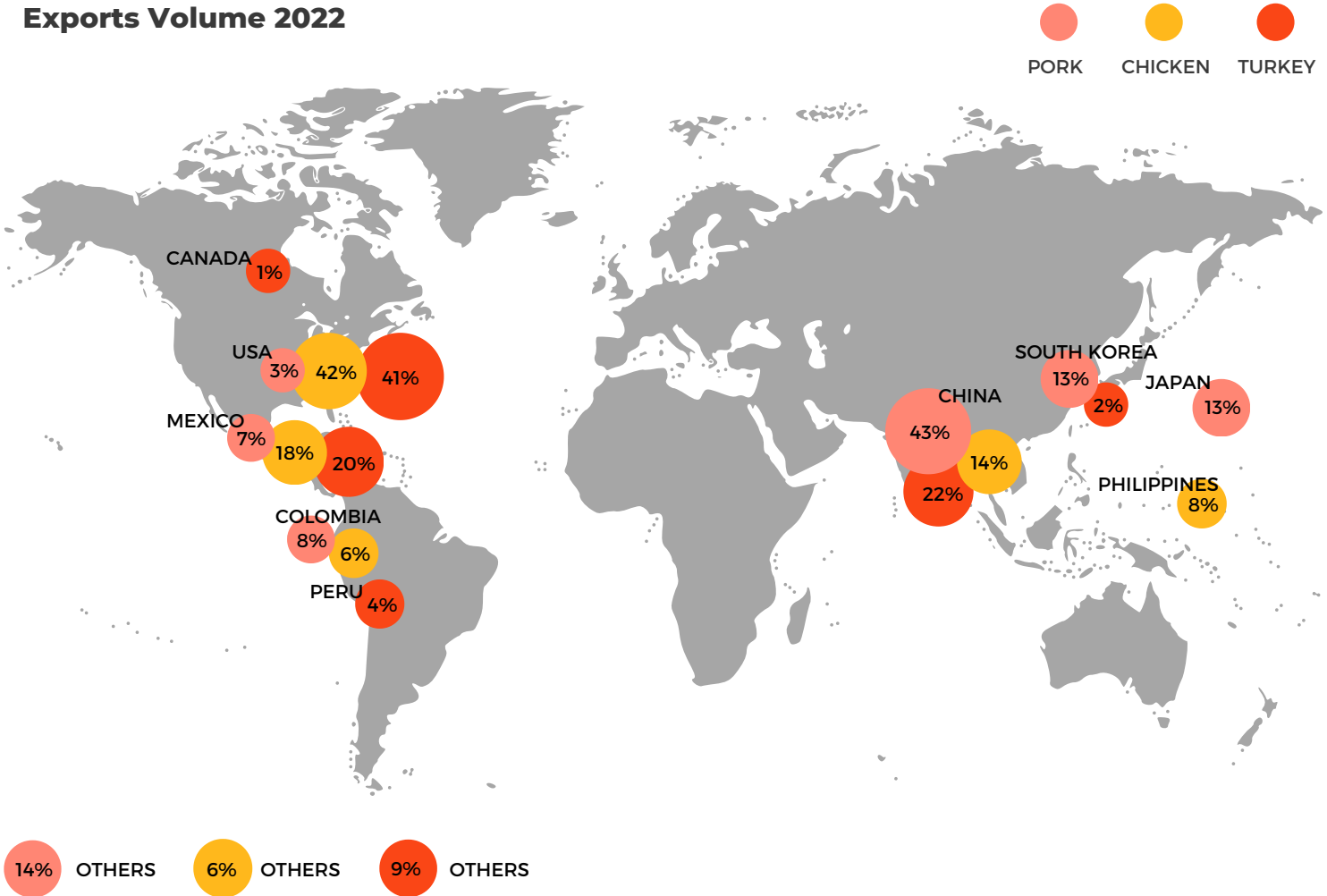
## Exports Evolution in Million USD



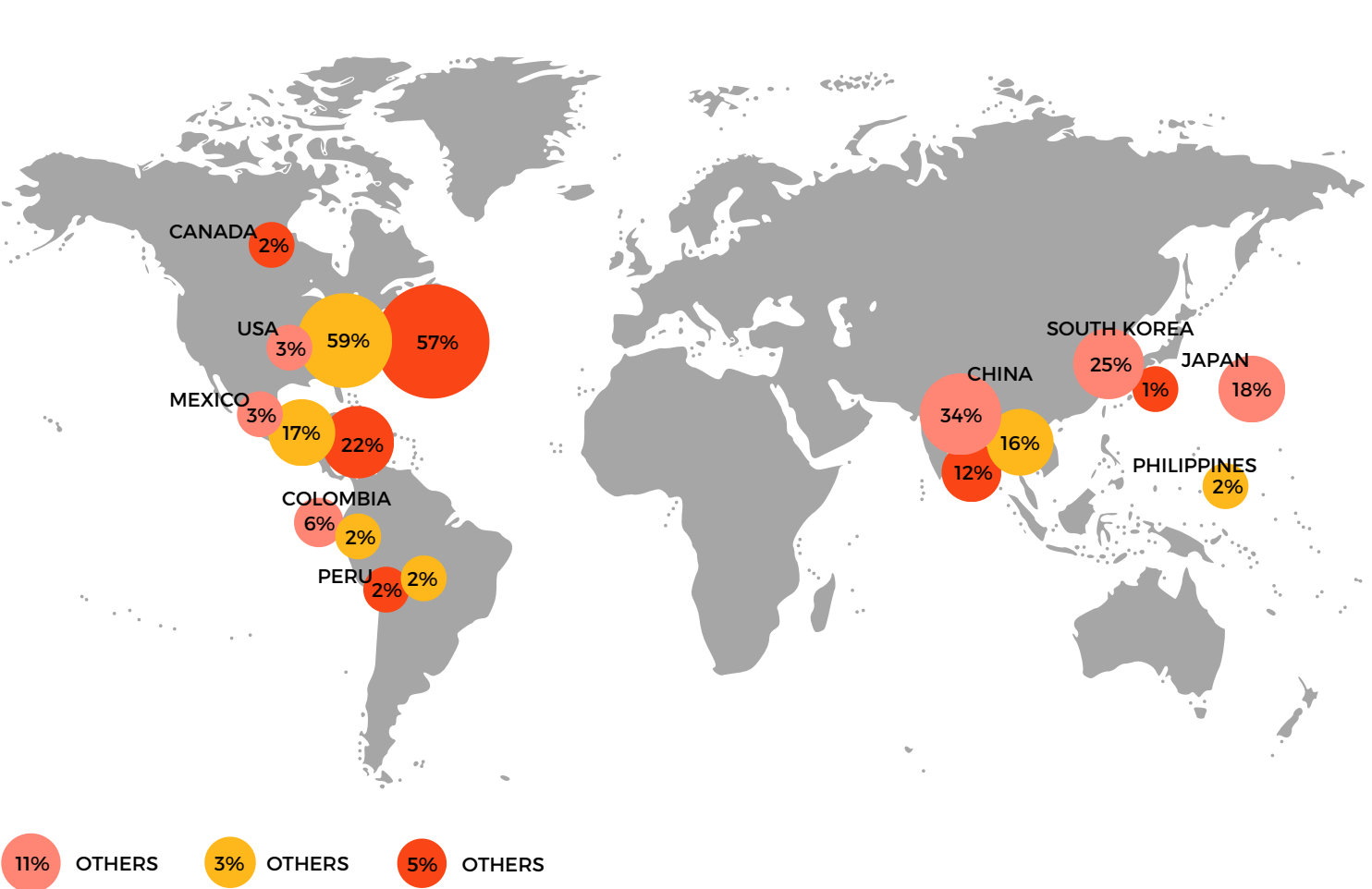
## Imports Evolution in Tons Cwe



Exports Volume 2022



Exports Value 2022



Source: ChileCarne with data from Chilean Customs and the Chilean Statistics Institute (INE).



## Animal health and welfare

### Donation of state-of-the-art equipment to SAG Lo Aguirre lab

**Date: January 26**

The industry donated a thermo scientific KingFisher Flex machine to strengthen the capacity of the Agricultural and Livestock Service's (SAG) Lo Aguirre lab to diagnose diseases in the event of their potential arrival to Chile.



### Inauguration of new facilities for SAG's Canine Brigade

**Date: March 9**

Juan Carlos Domínguez, President of ChileCarne, attended the inauguration of Chile's largest, state-of-the-art, detector dog school, where canines are trained to detect animal and plant products.

### Updating of procedures for a potential outbreak of avian influenza

**Date: March 22 and 23**

SAG and ChileCarne conducted a drill to update the procedures of the avian influenza emergency plan and its technical handbooks.



### 26th International Pig Veterinary Science (IPVS) Congress, Rio de Janeiro, Brazil

**Date: June 21 to 24**

Rodrigo Castañón, ChileCarne's Business Manager, and María Ignacia Apel, Head of Animal Health and Welfare, attended IPVS 2022, where various experts discussed biosecurity, production, and innovation strategies.

## Webinar “The Danish experience in poultry farming”

**Date: August 23**

ChileCarne and the Embassy of Denmark in Chile organized a webinar focused on the Danish poultry production model and how their experience can be applied to Latin American poultry farming.



## 27th OVUM Poultry Congress, San Pedro Sula, Honduras

**Date: September 6 to 9**

Carolina Larraín, Head of Poultry Health, and Francisco Lorenzo, Head of Foreign Trade, attended OVUM 2022 representing ChileCarne to learn about new effective methods against salmonella and avian influenza, as well as the latest developments in animal welfare and other topics.

## Seminar “Swine welfare in the Americas”

**Date: September 28 and 29**

ChileCarne, the ICFAW, WOAAH, and Universidad de O'Higgins organized a seminar to update knowledge on processes that guarantee pig welfare.



## Mission to Spain to learn about their leading experience in pig production

**Date: November 12 to 20**

As part of Elanco's Team program, Rodrigo Castañón, ChileCarne's Business Manager joined a pig sector delegation from Chile and Argentina that visited various farms to learn more about replacement for zinc oxide on weaners.

## African swine fever drill in Brazil

**Date: November 20 to 25**

María Ignacia Apel, ChileCarne's Head of Animal Health and Welfare attended the drill to learn more about Brazil's action plan in the face of a potential ASF outbreak and best practices that can be applied in Chile.



## Preventive avian influenza training for agricultural officers

**Date: November 9, 15, and 25**

As part of the Wetlands Program, Carolina Larraín, ChileCarne's Head of Poultry Health trained officers from the Agricultural Development Institute (INDAP) in the Metropolitan and O'Higgins Region on health, production management, and biosecurity.

## Awareness campaign at Santiago International Airport

**Date: December 1**

For the third consecutive year, SAG and ChileCarne installed digital ads at the airport during the summer months so that travelers can be informed about not entering animal or plant products that may damage Chile's unique sanitary conditions.





### Webinar “Antibiotic free”

**Date: March 31**

ChileCarne and Elanco organized a webinar where Michael Donohue, VP of Agri Stats talked about basic concepts, regulatory trends, and antibiotic-free (ABF) market access, comparing conventional market figures with ABF in the United States.



### International webinar "Proper use of antibiotics in the white meat industry"

**Date: July 13 and 14**

ChileCarne organized a webinar for representatives of the public and private sector to discuss what the industry is doing about the proper use of antibiotics and to exchange knowledge and progress on the fight against the global issue of antimicrobial resistance.

### 2022 International Poultry and Pork Show (SIAVS), São Paulo, Brazil

**Date: August 9 to 11**

Juan Carlos Domínguez, President of ChileCarne attended the 2022 SIAVS where more than 20,000 visitors from 50 countries had a chance to discuss the current situation and the technical and economic challenges to preserve the sector's relevance.



### Trade mission “Harnessing the benefits of U.S. soybeans,” U.S.A.

**Date: September 27 to 29**

Simón Araya, ChileCarne's Head of Strategic Projects joined a mission to the U.S. to learn about the various advantages of U.S. soymeal for animal feed, such as its nutritional value and the optimized export logistics they have implemented.

### Antimicrobial resistance public private partnerships workshop, Asunción, Paraguay

**Date: Nov 30 to Dec 2**

Matías Andrade, ChileCarne's Head of Innovation and Development Projects attended the workshop "How to create public-private partnerships to fight antimicrobial resistance?" organized by the WOAHP to promote joint actions to keep antimicrobial resistance at bay.



## Sustainability

### 2022 International Sustainability Conference: Chile Conscious Origin

**Date: January 13**

The 2022 International Sustainability Conference was held in a hybrid format, marking the conclusion of the Chile Conscious Origin's pilot phase in the poultry, dairy, and pork sectors that started in 2018.



### Biofertilizer distribution to farmers in Las Cabras, O'Higgins Region

**Date: June 17**

The Chilean Minister of Agriculture, Esteban Valenzuela and ChileCarne's representatives were part of the biofertilizer distribution at Las Cabras (O'Higgins Regions) organized by an Agrosuper and INDAP joint program that has already benefited over 1,500 farmers.

### Chile Conscious Origin Poultry Standard Clean Production Agreement

**Date: August 31**

ChileCarne signed a Clean Production Agreement (APL, in Spanish) with the Agency for Sustainability and Climate Change to implement the poultry sector sustainability standard that will promote sustainable best practices and offer a dual certification.



### Government and ChileCarne officials visit AASA's biodigester

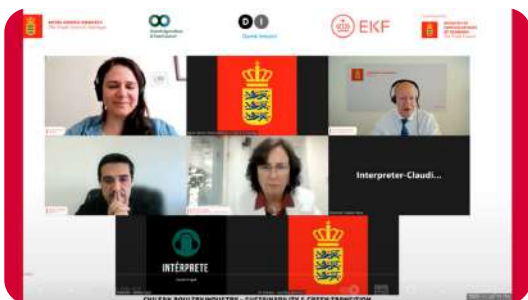
**Date: October 17**

Daniela Álvarez, ChileCarne's Sustainability Manager joined the regional secretaries of Agriculture, Nathalie Joignant; Energy, Iván Morán; and Economy, Cristián Rodríguez in a visit to AASA's biodigester to see what the pork industry is doing to reduce its carbon footprint.

## Seminar “Global risks and their impact on environment, society, and governance (ESG)”

**Date: November 8**

Juan Carlos Domínguez, President of ChileCarne, was part of the panel “ESG challenges in the food and beverage industry,” where he highlighted that the efficient use of resources is the most important variable for sustainability in the white meat industry.



## Webinar “Chilean poultry industry, sustainability, and green transition”

**Date: November 23**

ChileCarne and the Danish Embassy in Chile organized a webinar for 45 Danish companies and institutions to learn more about the Chilean situation and take part in the green transition of its poultry export industry.

## Agromek 2022 in Denmark

**Date: Nov 29 to Dec 2**

Daniela Álvarez, ChileCarne's Sustainability Manager and representatives of Maxagro, AASA, and Coexca attended Agromek 2022 in Denmark. Agromek is the largest agricultural innovation trade fair in Northern Europe, hosting 530 exhibitors from 21 countries.





## Export facilitation

### Remote cargo certification

**Date: January 26**

SAG and ChileCarne, with the support of Agrosuper launched a pilot plan for remote cargo verification, an alternative procedure to the traditional export certification of livestock products.



### Visit from the Eurasian Economic Commission

**Date: February 10**

The Minister in charge of Industry and Agriculture of the Eurasian Economic Commission (EEC), Artak Kamalyan led a delegation that visited Agrosuper's SkyView to learn about the processes involved in the production and logistics chain for pork exports.

### “ChilePork and Chilean poultry webinar and virtual matchmaking” for Philippine importers

**Date: February 21 and 22**

ChileCarne, with the support of the Chilean Embassy in the Philippines, held a webinar and business matchmaking event to strengthen business partnerships between the Chilean pork and poultry industry and the Philippines.



### ChilePork presentation for specialized media outlets and importers in Japan

**Date: March 1 to 3**

More than 40 pork importers and 5 media outlets met with ChilePork representatives in Japan to strengthen business links, get an update on the Chilean pork industry, and taste traditional Japanese dishes prepared with Chilean pork.

## Meeting with ASEAN ambassadors

**Date: May 27**

Juan Carlos Domínguez, President of ChileCarne, joined a field visit organized by the Chilean Federation of Industry (SOFOFA) to showcase Chile's exporting potential and product diversity to the ambassadors of ASEAN.



## First ChilePork cooking master class for the foodservice sector in South Korea

**Date: June 20**

14 chefs from Seoul's most prestigious hotels and restaurants attended a cooking master class, where they learned and tasted exquisite Korean recipes made with Chilean pork belly, collar, and jowl.

## Commemoration of 60 years of diplomatic relations between South Korea and Chile

**Date: June 21**

ChilePork and Wines of Chile celebrated 60 years of diplomatic relations with South Korea; more than 130 people enjoyed delicious recipes made with Chilean pork and paired with the best Chilean wines.



## Meeting with South Korean meat importers

**Date: June 22**

ChileCarne and the Agricultural and Commercial Office in South Korea met with representatives of the Korean Meat Importers Association to introduce the Chilean pork and poultry industry.

## **First cooking master class in Guangzhou, China**

**Date: July 18**

14 executive chefs from the foodservice channel attended a cooking master class aimed at penetrating more big cities in China with Chilean pork.



## **First streaming event in China, “Discover Chilean pork”**

**Date: July 25**

Specialized media outlets and more than 3.5 million people were able to learn about the Chilean pork industry and the versatility of its different cuts via streaming, Weibo and Yizhibo.

## **Visit from U.S. pork producers and exporters**

**Date: August 4**

Representatives of the U.S. National Pork Producers Council, the National Pork Board, and the U.S. Meat Export Federation visited Agrosuper to learn more about the Chilean pork industry's production processes.



## **Visit from the Chinese Ambassador to Agrosuper's slaughterhouse**

**Date: August 8**

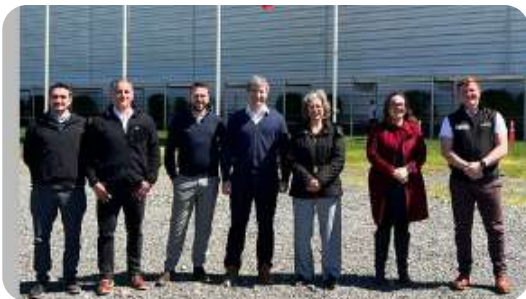
To strengthen trade relations with China and better understand the needs of this market, Agrosuper hosted the Chinese Ambassador in Chile, Niu Qingbao, at its slaughter plant in Rosario (O'Higgins Region).



## ChilePork at traditional pork festival in Talca, Maule Region

**Date: August 20 and 21**

ChilePork was part of the largest and most important winter festival in Chile, the Fiesta Costumbrista del Chancho, organized by Coexca and the Municipality of Talca to promote the brand and showcase Asian dishes made with Chilean pork.



## Visit from UK producers and exporters

**Date: September 15**

Representatives of the UK's Farmers and Livestock Producers' Trade Association, the Agriculture and Horticulture Development Board, and the British Embassy visited Agrosuper and Maxagro to learn more about the Chilean pork industry.

## International Poultry Council 2022, Bordeaux, France

**Date: September 28 to 30**

Juan Carlos Domínguez, ChileCarne's President attended this year's International Poultry Council (IPC), which brought together representatives from various countries to share their experience and update their knowledge with leading experts on key issues for the sector.



## Commemoration of 125 years of diplomatic relations between Japan and Chile

**Date: October 13**

ChilePork and Wines of Chile organized a series of activities to boost Chilean pork and wine in the Japanese market while strengthening ties with key stakeholders for both industries. More than 150 pork and wine importers were in attendance.

## ChilePork launch in the Philippines

**Date: October 17**

50 people, including importers, journalists, and officials, attended ChilePork's seminar and culinary demonstration, which marked its official launch in the Philippines.



## Meeting with Philippine importers

**Date: October 17**

The Embassy of Chile in the Philippines was the location of a meeting between Jesús Cham, President of the Meat Importers and Traders Association of the Philippines (MITA) and Juan Carlos Domínguez, President of ChileCarne to discuss opportunities for Chilean pork in that market.

## Mission to ASEAN: Vietnam and Indonesia

**Date: October 17 to 25**

Rodrigo Castañón, ChileCarne's Business Manager joined a mission to Vietnam and Indonesia led by SAG with the support of the Chilean Agricultural Office in ASEAN to draft a roadmap to access both emerging markets.



## First cooking master class in Chengdu, China

**Date: November 28**

25 executive chefs from the foodservice channel attended a Chilean pork cooking master class to learn about the versatility and flavor of its various cuts in their natural state and in different dishes.

## ChilePork at Chile Week China 2022

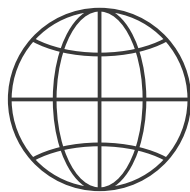
**Date: November 22 to 29**

ChilePork took part of the seminar "Agri-foods and investment opportunities in Chile" to showcase what the industry is doing about food security to guarantee the availability of healthy, safe, and nutritious foods.





# Contact us



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