

**EXPORTACIONES DE SALMÓNIDOS/SALMON AND TROUT EXPORTS**

Enero-Marzo 2009 y 2010 / January-March 2009 and 2010



ESPECIES POR PRODUCTO / SPECIES PER PRODUCT	CANTIDAD (t netas) / QUANTITY (net t)			VALOR (miles de US\$ FOB) / VALUE (Th of US\$ FOB)			PRECIO / PRICE (US\$/kg FOB)		
	2009	2010	Var. (%)	2009	2010	Var. (%)	2009	2010	Var. (%)
<b>TOTAL SALMÓNIDOS/ TOTAL SALMON &amp; TROUT</b>	<b>163,493.9</b>	<b>102,455.1</b>	<b>-37.3</b>	<b>724,440.3</b>	<b>551,801.3</b>	<b>-23.8</b>	<b>4.4</b>	<b>5.4</b>	<b>21.5</b>
<b>TOTAL SALMÓN/ TOTAL SALMON</b>	<b>133,258.8</b>	<b>73,738.1</b>	<b>-44.7</b>	<b>562,393.9</b>	<b>366,467.9</b>	<b>-34.8</b>	<b>4.2</b>	<b>5.0</b>	<b>17.8</b>
CONGELADO/FROZEN	83,171.0	46,898.1	-43.6	391,216.1	245,000.2	-37.4	4.7	5.2	11.1
FRESCO/FRESH	21,854.8	11,697.8	-46.5	133,015.9	86,819.7	-34.7	6.1	7.4	21.9
CONSERVAS/PRESERVES	998.7	486.1	-51.3	6,544.8	3,417.0	-47.8	6.6	7.0	7.3
SECO SALADO/DRIED SALTED	183.3	1,358.2	641.0	1,440.9	8,147.4	465.4	7.9	6.0	-23.7
AHUMADO/SMOKED	671.4	644.3	-4.0	8,294.5	8,232.2	-0.8	12.4	12.8	3.4
HARINA-ACEITE/FISH MEAL-OIL	26,379.6	12,653.6	-52.0	21,881.7	14,851.4	-32.1	0.8	1.2	41.5
<b>TOTAL TRUCHA/ TOTAL TROUT</b>	<b>30,235.1</b>	<b>28,717.0</b>	<b>-5.0</b>	<b>162,046.4</b>	<b>185,333.4</b>	<b>14.4</b>	<b>5.4</b>	<b>6.5</b>	<b>20.4</b>
CONGELADO/FROZEN	27,819.9	24,739.4	-11.1	142,238.9	154,698.5	8.8	5.1	6.3	22.3
FRESCO/FRESH	1,573.7	2,804.0	78.2	10,391.9	20,333.4	95.7	6.6	7.3	9.8
CONSERVAS/PRESERVES	15.2	39.2	157.9	97.6	323.2	231.1	6.4	8.2	28.4
SECO SALADO/DRIED SALTED	16.3	620.9	3,709.2	45.7	3,761.4	8,130.6	2.8	6.1	116.1
AHUMADO/SMOKED	810.0	513.5	-36.6	9,272.3	6,216.9	-33.0	11.4	12.1	5.8

Fuente/Source: Elaborado por TechnoPress S.A. a partir de información de la Sección de Economía, Instituto de Fomento Pesquero (obtenida de datos de Aduanas) / Prepared by TechnoPress S.A., based on IFOP's Economy Section (information obtained from Customs data)

**COMPOSICIÓN POR ESPECIE/ COMPOSITION PER SPECIES**

Enero-Marzo 2009 y 2010 / January-March 2009 and 2010

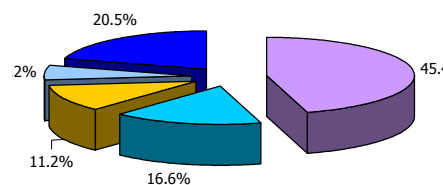


PRODUCTO POR ESPECIES / PRODUCT PER SPECIES	CANTIDAD (t netas) / QUANTITY (net t)			VALOR (miles de US\$ FOB) / VALUE (Th of US\$ FOB)			PRECIO / PRICE (US\$/kg FOB)		
	2009	2010	Part./Share 2010 (%)	2009	2010	Part./Share 2010 (%)	2009	2010	Var. (%)
<b>TOTAL SALMÓNIDOS/ TOTAL SALMON &amp; TROUT</b>	<b>163,493.9</b>	<b>102,455.1</b>	<b>100</b>	<b>724,440.3</b>	<b>551,801.3</b>	<b>100.0</b>	<b>4.4</b>	<b>5.4</b>	<b>21.5</b>
Salmón Atlántico/Atlantic salmon	61,786.9	23,542.5	23.0	341,617.1	163,759.7	29.7	5.5	7.0	25.8
Salmón Coho/Coho salmon	45,697.4	38,417.4	37.5	198,177.2	188,638.7	34.2	4.3	4.9	13.2
Salmón Rey/King salmon	468.6			1,674.6			3.6		
Salmón s/e/Salmon n/s	25,305.9	11,778.2	11.5	20,925.0	14,069.5	2.5	0.8	1.2	44.5
Trucha Café/Brown trout	229.1			1,035.4			4.5		
Trucha/ Trout	30,006.0	28,717.0	28.0	161,011.0	185,333.4	33.6	5.4	6.5	20.3
<b>CONGELADO/ FROZEN</b>	<b>110,990.9</b>	<b>71,637.5</b>	<b>69.9</b>	<b>533,455.0</b>	<b>399,698.7</b>	<b>72.4</b>	<b>4.8</b>	<b>5.6</b>	<b>16.1</b>
Salmón Atlántico/Atlantic salmon	37,069.2	10,109.3	9.9	191,866.4	66,375.4	12.0	5.2	6.6	26.9
Salmón Coho/Coho salmon	45,632.7	36,788.8	35.9	197,673.0	178,624.8	32.4	4.3	4.9	12.1
Salmón Rey/King salmon	468.6			1,674.6			3.6		
Salmón s/e/Salmon n/s	0.5			2.1			4.2		
Trucha Café/Brown trout	229.1			1,035.4			4.5		
Trucha/ Trout	27,590.8	24,739.4	24.1	141,203.5	154,698.5	28.0	5.1	6.3	22.2
<b>FRESCO/ FRESH</b>	<b>23,428.5</b>	<b>14,501.8</b>	<b>14.2</b>	<b>143,407.8</b>	<b>107,153.1</b>	<b>19.4</b>	<b>6.1</b>	<b>7.4</b>	<b>20.7</b>
Salmón Atlántico/Atlantic salmon	21,830.5	11,493.7	11.2	132,843.8	85,600.1	15.5	6.1	7.4	22.4
Salmón Coho/Coho salmon	24.3	204.1	0.20	171.9	1,219.6	0.22	7.1	6.0	-15.5
Salmón s/e/Salmon n/s				0.2					
Trucha/ Trout	1,573.7	2,804.0	2.74	10,391.9	20,333.4	3.68	6.6	7.3	9.8
<b>CONSERVAS/ PRESERVES</b>	<b>1,013.9</b>	<b>525.3</b>	<b>0.5</b>	<b>6,642.4</b>	<b>3,740.2</b>	<b>0.7</b>	<b>6.6</b>	<b>7.1</b>	<b>8.7</b>
Salmón Atlántico/Atlantic salmon	969.5	486.1	0.5	6,344.4	3,417.0	0.6	6.5	7.0	7.4
Salmón Coho/Coho salmon	29.2			200.4			6.9		
Trucha/ Trout	15.2	39.2	0.04	97.6	323.2	0.1	6.4	8.2	28.4
<b>SECO SALADO/ DRIED SALTED</b>	<b>199.6</b>	<b>1,979.1</b>	<b>1.9</b>	<b>1,486.6</b>	<b>11,908.8</b>	<b>2.2</b>	<b>7.4</b>	<b>6.0</b>	<b>-19.2</b>
Salmón Atlántico/Atlantic salmon	183.3	0.5	0.0	1,440.9	14.2	0.0	7.9	28.4	261.3
Salmón Coho/Coho salmon		1,357.7	1.33		8,133.2	1.47		6.0	
Trucha/ Trout	16.3	620.9	0.6	45.7	3,761.4	0.7	2.8	6.1	116.1
<b>AHUMADO/ SMOKED</b>	<b>1,481.4</b>	<b>1,157.8</b>	<b>1.1</b>	<b>17,566.8</b>	<b>14,449.1</b>	<b>2.6</b>	<b>11.9</b>	<b>12.5</b>	<b>5.2</b>
Salmón Atlántico/Atlantic salmon	660.2	577.5	0.6	8,162.6	7,571.1	1.4	12.4	13.1	6.0
Salmón Coho/Coho salmon	11.2	66.8	0.065	131.9	661.1	0.12	11.8	9.9	-16.0
Trucha/ Trout	810.0	513.5	0.501	9,272.3	6,216.9	1.13	11.4	12.1	5.8
<b>HARINA-ACEITE/ FISH MEAL-OIL</b>	<b>26,379.6</b>	<b>12,653.6</b>	<b>12.4</b>	<b>21,881.7</b>	<b>14,851.4</b>	<b>2.7</b>	<b>0.8</b>	<b>1.2</b>	<b>41.5</b>
Salmón s/e/Salmon n/s	25,305.4	11,778.2	11.5	20,922.7	14,069.5	2.5	0.8	1.2	44.5
Salmón Atlántico/Atlantic salmon	1,074.2	875.4	0.9	959.0	781.9	0.1	0.9	0.9	0.0

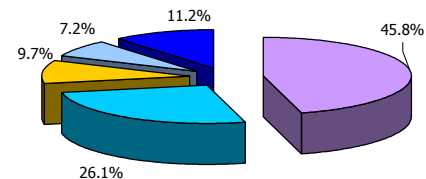
Fuente/Source: Elaborado por TechnoPress S.A. a partir de información de la Sección de Economía, Instituto de Fomento Pesquero (obtenida de datos de Aduanas) / Prepared by TechnoPress S.A., based on IFOP's Economy Section (information obtained from Customs data)

	CANTIDAD (t netas) / QUANTITY (net t)				VALOR (miles de US\$ FOB) / VALUE (Th. US\$ FOB)				PRECIO / PRICE (US\$/kg FOB)		
	2009	2010	Var. (%)	Part./Share (%)	2009	2010	Var. (%)	Part./Share (%)	2009	2010	Var. (%)
<b>TOTAL</b>	<b>163,494</b>	<b>102,455</b>	<b>-37.3</b>	<b>100.0</b>	<b>724,440</b>	<b>551,801</b>	<b>-23.8</b>	<b>100.0</b>	<b>4.4</b>	<b>5.4</b>	<b>17.7</b>
Japón/Japan	74,256	53,220	-28.3	51.9	331,947	280,838	-15.4	50.9	4.5	5.3	15.3
Estados Unidos/United States	27,205	13,046	-52.0	12.7	189,330	96,199	-49.2	17.4	7.0	7.4	5.6
Latinoamérica/Latin America	18,308	15,430	-15.7	15.1	70,280	82,061	16.8	14.9	3.8	5.3	27.8
Unión Europea/European Union	10,218	2,376	-76.7	2.3	52,008	18,111	-65.2	3.3	5.1	7.6	33.2
Otros Mercados/Other Markets	33,509	18,383	-45.1	17.9	80,875	74,592	-7.8	13.5	2.4	4.1	40.5

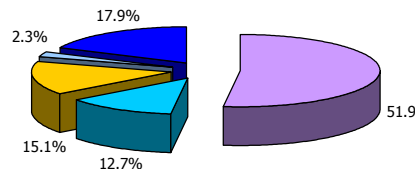
**CANTIDAD**  
 Enero - Marzo 2009 / January - March 2009



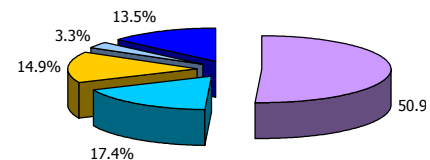
**VALOR**  
 Enero - Marzo 2009 / January - March 2009



**Enero - Marzo 2010 / January - March 2010**



**Enero - Marzo 2010 / January - March 2010**



Fuente/Source: Elaborado por TechnoPress S.A. a partir de información de la Sección de Economía, Instituto de Fomento Pesquero (obtenida de datos de Aduanas) / Prepared by TechnoPress S.A., based on IFOP's Economy Section (information obtained from Customs data)

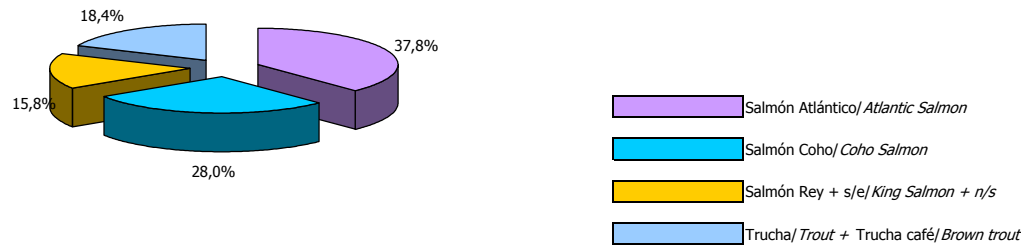
**EXPORTACIONES DE SALMÓNIDOS POR ESPECIE / SALMON EXPORTS PER SPECIES**

Enero-Marzo 2009 y 2010 / January-March 2009 and 2010

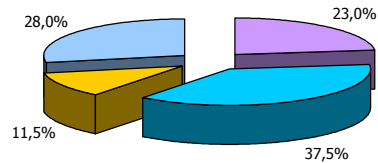


	CANTIDAD (t netas) / QUANTITY (net t)				VALOR (miles de US\$ FOB) / VALUE (Th. US\$ FOB)				PRECIO / PRICE (US\$/kg FOB)		
	2009	2010	Var. (%)	Part./Share (%)	2009	2010	Var. (%)	Part./Share (%)	2009	2010	Var. (%)
<b>TOTAL</b>	<b>163.265</b>	<b>102.455</b>	<b>-37,2</b>	<b>100,0</b>	<b>724.440</b>	<b>551.801</b>	<b>-23,8</b>	<b>100,0</b>	<b>4,4</b>	<b>5,4</b>	<b>17,6</b>
Salmón Atlántico / Atlantic Salmon	61.787	23.543	-61,9	23,0	341.617	163.760	-52,1	29,7	5,5	7,0	20,5
Salmón Coho / Coho Salmon	45.697	38.417	-15,9	37,5	198.177	188.639	-4,8	34,2	4,3	4,9	11,7
Salmón Rey + s/e / King Salmon + n/s	25.775	11.778	-54,3	11,5	22.600	14.070	-37,7	2,5	0,9	1,2	26,6
Trucha / Trout + Trucha Café / Brown trout	30.006	28.717	-4,3	28,0	162.046	185.333	14,4	33,6	5,4	6,5	16,3

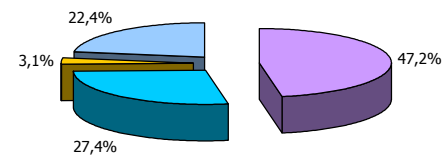
**CANTIDAD**  
Enero - Marzo 2009 / January - March 2009



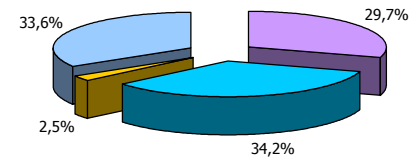
Enero - Marzo 2010 / January - March 2010



**VALOR**  
Enero - Marzo 2009 / January - March 2009



Enero - Marzo 2010 / January - March 2010



Fuente / Source: Elaborado por TechnoPress S.A. a partir de información de la Sección de Economía, Instituto de Fomento Pesquero (obtenida de datos de Aduanas) / Prepared by TechnoPress S.A., based on IFOP's Economy Section (information obtained from Customs data)

**COMPOSICIÓN POR MERCADOS (ordenado por valor 2010)**

COMPOSITION BY MARKET (sorted by value 2010)

Enero-Marzo 2009 y 2010 / January-March 2009 and 2010



PAÍS DE DESTINO / DESTINATION COUNTRY	CANTIDAD (t netas) / QUANTITY (net t)				VALOR (miles de US\$ FOB) / VALUE (Th. US\$ FOB)				PRECIO / PRICE (US\$/kg FOB)		
	2009	2010	Var. (%)	Part./Share (%)	2009	2010	Var. (%)	Part./Share (%)	2009	2010	Var. (%)
<b>TOTAL</b>	<b>163,493.9</b>	<b>102,455.1</b>	<b>-37.3</b>	<b>100.0</b>	<b>724,440.3</b>	<b>551,801.3</b>	<b>-23.8</b>	<b>100.0</b>	<b>4.4</b>	<b>5.4</b>	<b>21.5</b>
Japón/Japan	74,255.5	53,220.4	-28.3	51.9	331,946.6	280,838.4	-15.4	50.9	4.5	5.3	18.0
Estados Unidos// EE.UU.	27,204.7	13,045.9	-52.0	12.7	189,330.2	96,198.5	-49.2	17.4	7.0	7.4	6.0
Brasil/ Brazil	13,319.7	11,609.6	-12.8	11.3	43,621.4	59,257.9	35.8	10.7	3.3	5.1	55.9
Rep. China/ Rep. Of China	16,658.4	5,436.3	-67.4	5.3	26,242.1	16,490.5	-37.2	3.0	1.6	3.0	92.6
Rusia/ Russia	1,440.1	2,636.1	83.0	2.6	4,252.1	13,240.1	211.4	2.4	3.0	5.0	70.1
Canadá/ Canada	2,601.6	1,372.4	-47.2	1.3	17,109.6	10,927.1	-36.1	2.0	6.6	8.0	21.1
Tailandia/ Thailand	2,992.8	2,472.8	-17.4	2.4	9,355.0	10,607.9	13.4	1.9	3.1	4.3	37.2
Francia/ France	2,719.0	1,236.2	-54.5	1.2	12,298.8	9,806.6	-20.3	1.8	4.5	7.9	75.4
México/ Mexico	1,285.3	1,119.5	-12.9	1.1	8,225.8	8,478.7	3.1	1.5	6.4	7.6	18.3
Corea del Sur/ South Korea	3,166.2	1,821.8	-42.5	1.8	9,958.6	7,197.5	-27.7	1.3	3.1	4.0	25.6
Argentina/ Argentina	1,385.1	1,329.3	-4.0	1.3	5,013.9	6,640.1	32.4	1.2	3.6	5.0	38.0
Ucrania/ Ukraine	568.7	1,217.3	114.0	1.2	1,017.2	5,238.9	415.0	0.9	1.8	4.3	140.6
Alemania/ Germany	3,695.3	678.5	-81.6	0.7	26,867.1	4,676.3	-82.6	0.8	7.3	6.9	-5.2
Vietnam/ Vietnam	2,082.9	999.5	-52.0	1.0	2,901.7	2,818.8	-2.9	0.5	1.4	2.8	102.4
Colombia/ Colombia	1,043.3	395.6	-62.1	0.4	3,704.9	2,534.0	-31.6	0.5	3.6	6.4	80.4
Venezuela/ Venezuela	633.1	341.9	-46.0	0.3	6,938.6	2,503.9	-63.9	0.5	11.0	7.3	-33.2
Taiwán/ Taiwan	1,565.6	943.8	-39.7	0.9	2,356.1	1,956.6	-17.0	0.4	1.5	2.1	37.8
Israel/ Israel	930.0	466.8	-49.8	0.5	2,253.7	1,890.6	-16.1	0.3	2.4	4.1	67.1
Italia/ Italy	225.6	121.6	-46.1	0.1	1,739.7	1,209.5	-30.5	0.2	7.7	9.9	29.0
África del Sur/ South Africa	147.6	237.6	61.0	0.2	345.2	945.3	173.8	0.2	2.3		
Singapur/ Singapore	164.4	128.8	-21.7	0.1	980.4	868.1	-11.5	0.2	6.0	6.7	13.0
España/ Spain	713.6	104.6	-85.3	0.1	1,740.3	859.9	-50.6	0.2	2.4	8.2	237.1
Reino Unido/ United Kingdom	185.0	64.7	-65.0	0.1	1,322.4	579.7	-56.2	0.1	7.1	9.0	25.3
Bélgica/ Belgium	693.7	82.6	-88.1	0.1	3,908.2	576.4	-85.3	0.1	5.6	7.0	23.9
Hong Kong/ Hong Kong	414.4	62.2	-85.0	0.1	1,519.7	337.6	-77.8	0.1	3.7	5.4	48.0
Otros 34 países/ Other 34 countries	3,402.3	1,309.3	-61.5	1.3	9,491.0	5,122.4	-46.0	0.9	2.8	3.9	40.2

Fuente/ Source: Elaborado por TechnoPress S.A. a partir de información de la Sección de Economía, Instituto de Fomento Pesquero (obtenida de datos de Aduanas) / Prepared by TechnoPress S.A., based on IFOP's Economy Section (information obtained from Customs data)

**RANKING EXPORTACIONES CHILENAS DE SALMÓNIDOS (ordenado por valor 2010)**

RANKING OF CHILEAN SALMON AND TROUT EXPORTS (sorted by value 2010)

Enero-Marzo 2009 y 2010 / January-March 2009 and 2010



EXPORTADOR / EXPORTER	CANTIDAD (t netas) / QUANTITY (net t)				VALOR (miles de US\$ FOB) / VALUE (Th. of US\$ FOB)				PRECIO / PRICE (US\$/kg FOB)		
	2009	2010	Var. (%)	Part./Share (%)	2009	2010	Var. (%)	Part./Share (%)	2009	2010	Var. (%)
<b>TOTAL</b>	<b>163,493.9</b>	<b>102,455.1</b>	<b>-37.3</b>	<b>100.0</b>	<b>724,440.3</b>	<b>551,801.3</b>	<b>-23.8</b>	<b>100.0</b>	<b>4.4</b>	<b>5.4</b>	<b>21.5</b>
EMPRESAS AQUACHILE S.A. (AquaChile S.A.+ Salmones Chiloé S.A.+Salmones Maulín Ltda.+Agua Claras S.A.)	21,252.6	13,383.4	-37.0	13.1	106,157.7	72,887.8	-31.3	13.2	5.0	5.4	9.0
MAINSTREAM CHILE S.A.	12,125.7	9,216.6	-24.0	9.0	55,886.6	47,963.9	-14.2	8.7	4.6	5.2	12.9
SALMONES ITATA S.A.	143.6	4,683.8	3,161.7	4.6	986.9	34,782.8	3,424.5	6.3	6.9	7.4	8.1
MULTIEXPORT FOODS S.A. + SALMONES MULTIEXPORT S.A.	6,203.0	5,048.4	-18.6	4.9	36,800.0	33,083.8	-10.1	6.0	5.9	6.6	10.5
SALMONES ANTÁRTICA LTDA.	3,298.7	4,623.4	40.2	4.5	21,052.6	31,081.4	47.6	5.6	6.4	6.7	5.3
TRUSAL S.A.	5,752.5	3,428.4	-40.4	3.3	26,146.1	23,611.8	-9.7	4.3	4.5	6.9	51.5
SALMONES PACIFIC STAR LTDA.	3,945.8	4,246.3	7.6	4.1	17,502.3	22,996.2	31.4	4.2	4.4	5.4	22.1
GRANJA MARINA TORNAGALEONES LTDA.	5,155.2	4,144.7	-19.6	4.0	24,138.7	21,317.0	-11.7	3.9	4.7	5.1	9.8
SALMONES AYSÉN S.A.	2,720.4	4,044.4	48.7	3.9	12,851.0	20,520.7	59.7	3.7	4.7	5.1	7.4
PESQUERA LOS FIORDOS LTDA.	11,099.2	4,265.9	-61.6	4.2	47,992.1	19,241.5	-59.9	3.5	4.3	4.5	4.3
ACUINOVA CHILE S.A.	4,150.1	3,566.9	-14.1	3.5	19,673.7	16,998.2	-13.6	3.1	4.7	4.8	0.5
VENTISQUEROS S.A.	3,175.2	2,419.0	-23.8	2.4	16,519.7	15,632.5	-5.4	2.8	5.2	6.5	24.2
SALMONES CUPQUELAN S.A.	3,087.1	2,050.1	-33.6	2.0	12,833.9	14,510.1	13.1	2.6	4.2	7.1	70.3
CÍA. PESQUERA CAMANCHACA S.A.	7,446.3	2,872.4	-61.4	2.8	50,769.6	14,485.4	-71.5	2.6	6.8	5.0	-26.0
SALMONES FRIOSUR SOCIEDAD ANONIMA.	3,431.4	1,842.7	-46.3	1.8	13,940.2	13,197.0	-5.3	2.4	4.1	7.2	76.3
CULTIVOS MARINOS CHILOÉ S.A.	2,990.1	1,339.2	-55.2	1.3	22,796.4	11,753.7	-48.4	2.1	7.6	8.8	15.1
MARINE HARVEST CHILE S.A. + DELIFISH LTDA.	9,374.2	1,204.6	-87.1	1.2	51,876.7	11,140.6	-78.5	2.0	5.5	9.2	67.1
Otros Exportadores / Other	58,142.8	30,074.9	-48.3	29.4	186,516.1	126,596.9	-32.1	22.9	3.2	4.2	31.2

Fuente/ Source: Elaborado por TechnoPress S.A. a partir de información de la Sección de Economía, Instituto de Fomento Pesquero (obtenida de datos de Aduanas) / Prepared by TechnoPress S.A., based on IFOP's Economy Section (information obtained from Customs data)