

| TIPO DE PRODUCTO / TYPE OF PRODUCT | MONTO (miles de US\$ FOB) / VALUE (Th US\$ FOB) | | | | CANTIDAD (t netas) / QUANTITY (net tons) | | | | PRECIO / PRICE (US\$/kg FOB) | | |
|---------------------------------------|---|-----------------|-------------|-----------------|--|-----------------|-------------|-----------------|------------------------------|------------|------------|
| | 2010 | 2011 | Var. (%) | Part./Share (%) | 2010 | 2011 | Var. (%) | Part./Share (%) | 2010 | 2011 | Var. (%) |
| TOTAL CHORITOS / TOTAL MUSSELS | 25.749,1 | 40.911,7 | 58,9 | 100,0 | 11.287,1 | 16.409,7 | 45,4 | 100,0 | 2,3 | 2,5 | 9,3 |
| CONGELADO / FROZEN | 22.335,7 | 37.933,5 | 69,8 | 92,7 | 10.621,5 | 15.829,5 | 49,0 | 96,5 | 2,1 | 2,4 | 14,0 |
| CONSERVAS / CANNED | 3.413,4 | 2.978,2 | -12,7 | 7,3 | 665,6 | 580,2 | -12,8 | 3,5 | 5,1 | 5,1 | 0,1 |
| FRESCO REFRIGERADO / FRESH CHILLED | S/E | S/E | N/C | N/C | S/E | S/E | N/C | N/C | N/C | N/C | N/C |

Fuente / Source: Elaborado por TechnoPress S.A. a partir de información de InfoTrade (obtenida de datos de Aduanas) / Prepared by TechnoPress S.A., based on InfoTrade (information obtained from Customs data)

RANKING EXPORTACIONES CHILENAS DE CHORITOS (Ordenados por valor 2011)

RANKING OF CHILEAN MUSSEL EXPORTS (Sorted by value 2011)

Enero-Marzo 2010 - 2011 / January - March 2010 - 2011

| EMPRESAS / COMPANIES | MONTO FOB (M US\$) / FOB VALUE (TH US\$) | | | | CANTIDAD (t) / QUANTITY (t) | | | | PRECIO / PRICE (US\$/kg) | | |
|-------------------------------------|--|---------------|-----------|-----------------|-----------------------------|---------------|-----------|-----------------|--------------------------|------------|----------|
| | 2010 | 2011 | Var (%) | Part./Share (%) | 2010 | 2011 | Var (%) | Part./Share (%) | 2010 | 2011 | Var (%) |
| Total | 25.749 | 40.912 | 59 | 100 | 11.287 | 16.410 | 45 | 100 | 2,3 | 2,5 | 9 |
| BLUESHELL S.A. | 4.106 | 4.951 | 21 | 12 | 1.858 | 2.032 | 9 | 12 | 2,2 | 2,4 | 10 |
| FYS CHILE S.A. | 1.816 | 3.730 | 105 | 9 | 825 | 1.501 | 82 | 9 | 2,2 | 2,5 | 13 |
| INMUEBLES CATALUNA LTDA. | 666 | 3.475 | 422 | 8 | 299 | 1.372 | 359 | 8 | 2,2 | 2,5 | 14 |
| SOUTH PACIFIC KORP S.A. | 0 | 3.211 | N/C | 8 | 0 | 1.194 | N/C | 7 | N/C | 2,7 | N/C |
| TORALLA S.A. | 1.095 | 3.090 | 182 | 8 | 494 | 1.114 | 125 | 7 | 2,2 | 2,8 | 25 |
| SAINT ANDREWS SMORY DELICACIES S.A. | 2.099 | 3.054 | 45 | 7 | 1.171 | 1.479 | 26 | 9 | 1,8 | 2,1 | 15 |
| SOC. COMERCIAL RIA AUSTRAL LTDA. | 1.685 | 2.251 | 34 | 6 | 751 | 904 | 20 | 6 | 2,2 | 2,5 | 11 |
| PESQUERA TRANS. ANTARTIC LTDA. | 2.554 | 2.227 | -13 | 5 | 485 | 461 | -5 | 3 | 5,3 | 4,8 | -8 |
| EXPORTADORA PAQUITO CHILE LTDA. | 845 | 2.063 | 144 | 5 | 491 | 833 | 70 | 5 | 1,7 | 2,5 | 44 |
| CAMANCHACA S.A. | 332 | 2.009 | 505 | 5 | 150 | 962 | 540 | 6 | 2,2 | 2,1 | -5 |
| Otros/ Others | 10.553 | 10.853 | 3 | 27 | 4.763 | 4.558 | -4 | 28 | 2,2 | 2,4 | 7 |

Fuente / Source: Elaborado por TechnoPress S.A. a partir de información de InfoTrade (obtenida de datos de Aduanas) / Prepared by TechnoPress S.A., based on InfoTrade (information obtained from Customs data)

COMPOSICIÓN POR MERCADO DE EXPORTACIONES DE CHORITOS (Ordenados por valor 2011)

COMPOSITION PER MUSSEL EXPORT MARKET (Sorted by value 2011)

Enero-Marzo 2010 - 2011 / January - March 2010 - 2011

| PAISES / COUNTRIES | MONTO FOB (M US\$) / FOB VALUE (TH US\$) | | | | CANTIDAD (t) / QUANTITY (t) | | | | PRECIO / PRICE (US\$/kg) | | |
|-------------------------------|--|---------------|-----------|-----------------|-----------------------------|---------------|-----------|-----------------|--------------------------|------------|----------|
| | 2010 | 2011 | Var (%) | Part./Share (%) | 2010 | 2011 | Var (%) | Part./Share (%) | 2010 | 2011 | Var (%) |
| Total | 25.749 | 40.912 | 59 | 100 | 11.287 | 16.410 | 45 | 100 | 2,3 | 2,5 | 9 |
| ESPAÑA / SPAIN | 8.397 | 13.779 | 64 | 34 | 3.059 | 4.659 | 52 | 28 | 2,7 | 3,0 | 8 |
| ITALIA / ITALY | 4.241 | 6.473 | 53 | 16 | 2.014 | 2.599 | 29 | 16 | 2,1 | 2,5 | 18 |
| FRANCIA / FRANCE | 3.764 | 5.374 | 43 | 13 | 1.970 | 2.484 | 26 | 15 | 1,9 | 2,2 | 13 |
| ESTADOS UNIDOS / UNITED STATE | 2.904 | 3.637 | 25 | 9 | 1.383 | 1.851 | 34 | 11 | 2,1 | 2,0 | -6 |
| REINO UNIDO / UNITED KINGDOM | 762 | 1.667 | 119 | 4 | 306 | 658 | 115 | 4 | 2,5 | 2,5 | 2 |
| HOLANDA / NETHERLANDS | 206 | 1.398 | 580 | 3 | 95 | 562 | 492 | 3 | 2,2 | 2,5 | 15 |
| RUSIA / RUSSIA | 512 | 1.188 | 132 | 3 | 262 | 579 | 121 | 4 | 2,0 | 2,1 | 5 |
| BÉLGICA / BELGIUM | 506 | 1.174 | 132 | 3 | 238 | 497 | 109 | 3 | 2,1 | 2,4 | 11 |
| ARGENTINA / ARGENTINA | 923 | 853 | -8 | 2 | 468 | 409 | -13 | 2 | 2,0 | 2,1 | 6 |
| DINAMARCA / DENMARK | 286 | 611 | 113 | 1 | 105 | 243 | 131 | 1 | 2,7 | 2,5 | -8 |
| Otros / Others | 3.249 | 4.759 | 46 | 12 | 1.387 | 1.870 | 35 | 11 | 2,3 | 2,5 | 9 |

Fuente / Source: Elaborado por TechnoPress S.A. a partir de información de InfoTrade (obtenida de datos de Aduanas) / Prepared by TechnoPress S.A., based on InfoTrade (information obtained from Customs data)

EXPORTACIONES DE OTRAS ESPECIES / Enero - Marzo 2010 y 2011

EXPORT OF OTHER SPECIES / January - March 2010 and 2011



EXPORTACIONES DE ALGAS SECAS Y PRODUCTOS DERIVADOS (EXTRACCION Y CULTIVO)

ALGAE AND ALGAE BY-PRODUCT EXPORTS (EXTRACTED AND FARMED)

| TIPO DE PRODUCTO / TYPE OF PRODUCT | MONTO (miles de US\$ FOB) / VALUE (Th US\$ FOB) | | | CANTIDAD (t netas) / QUANTITY (net tons) | | | PRECIO (US\$/kg FOB) / PRICE (US\$/kg FOB) | | |
|--|---|-----------------|--------------|--|-----------------|--------------|--|-------------|-------------|
| | 2010 | 2011 | Var. (%) | 2010 | 2011 | Var. (%) | 2010 | 2011 | Var. (%) |
| TOTAL | 40.470,3 | 50.179,6 | 24,0 | 15.432,0 | 21.096,3 | 36,7 | 2,6 | 2,4 | -9,3 |
| ALGAS SECAS / DRY ALGAE | 15.666,0 | 22.299,1 | 42,3 | 13.447,9 | 18.986,2 | 41,2 | 1,2 | 1,2 | 0,8 |
| CHASCÓN O HUIRO NEGRO / SEAWEED (<i>Lessonia nigrescens</i>) | 6.212,6 | 9.708,8 | 56,3 | 7.120,3 | 11.029,7 | 54,9 | 0,9 | 0,9 | 0,9 |
| HUIRO PALO / GIANT KELP | 3.168,5 | 3.120,9 | -1,5 | 2.724,6 | 2.488,8 | -8,7 | 1,2 | 1,3 | 7,8 |
| LUGA NEGRA / BLACK SEAWEED (<i>Sarcothalia crispata</i>) | 2.508,3 | 2.179,3 | -13,1 | 1.352,2 | 853,1 | -36,9 | 1,9 | 2,6 | 37,7 |
| PELILLO / GRACILARIA ALGAE | 235,0 | 2.169,8 | 823,1 | 267,0 | 1.499,0 | 461,5 | 0,9 | 1,4 | 64,4 |
| OTRAS / OTHER | 3.541,7 | 5.120,3 | 44,6 | 1.983,8 | 3.115,6 | 57,1 | 1,8 | 1,6 | -7,9 |
| PRODUCTOS DERIVADOS // BY-PRODUCTS | 24.804,3 | 27.880,5 | 12,4 | 1.984,1 | 2.110,2 | 6,4 | 12,5 | 13,2 | 5,7 |
| AGAR / AGAR | 8.142,3 | 11.248,1 | 38,1 | 500,3 | 562,7 | 12,5 | 16,3 | 20,0 | 22,8 |
| PELILLO / GRACILARIA ALGAE | 8.142,3 | 11.248,1 | 38,1 | 500,3 | 562,7 | 12,5 | 16,3 | 20,0 | 22,8 |
| CHASCA / SEAWEED (<i>Gelidium chilenses</i>) | S/E | S/E | N/C | S/E | S/E | N/C | N/C | N/C | N/C |
| POLÍMERO NATURAL / NATURAL POLYMER | 3.868,2 | 3.579,4 | -7,5 | 247,5 | 231,5 | -6,5 | 15,6 | 15,5 | -1,0 |
| CHASCÓN O HUIRO NEGRO / SEAWEED (<i>Lessonia nigrescens</i>) | 3.868,2 | 3.579,4 | -7,5 | 247,5 | 231,5 | -6,5 | 15,6 | 15,5 | -1,0 |
| COLAGAR / COLLAGAR | S/E | 456,0 | N/C | S/E | 89,3 | N/C | N/C | 5,1 | N/C |
| PELILLO / GRACILARIA ALGAE | S/E | 456,0 | N/C | S/E | 89,3 | N/C | N/C | 5,1 | N/C |
| CARRAGENINA / CARRAGEENIN | 10.901,3 | 10.901,8 | 0,0 | 1.061,8 | 1.083,0 | 2,0 | 10,3 | 10,1 | -1,9 |
| LUGA LUGA / LUGA LUGA | 10.901,3 | 10.901,8 | 0,0 | 1.061,8 | 1.083,0 | 2,0 | 10,3 | 10,1 | -1,9 |
| ALGAS S/E | S/E | S/E | N/C | S/E | S/E | N/C | N/C | N/C | N/C |
| ALGINATOS 1 / ALGINATES 1 | 1.892,5 | 1.695,2 | -10,4 | 174,4 | 143,8 | -17,6 | 10,9 | 11,8 | 8,7 |
| CHASCÓN O HUIRO NEGRO / SEAWEED (<i>Lessonia nigrescens</i>) | 1.892,5 | 1.695,2 | -10,4 | 174,4 | 143,8 | -17,6 | 10,9 | 11,8 | 8,7 |

1/ Incluye Ácido Algínico, Alginato de Sodio y Alginato de Potasio / 1/ Includes Alginate Acid, Sodium Alginate and Potassium Alginate

Fuente/Source: Elaborado por la Sección de Economía, Instituto de Fomento Pesquero (obtenida de datos de Aduanas) / Prepared by IFOP's Economy Section (information obtained from Customs data)

EXPORTACIONES DE MOLUSCOS SELECCIONADOS Y TURBOT (EXTRACCION Y CULTIVO)

SELECTED MOLLUSK EXPORTS (EXTRACTED AND FARMED)

| TIPO DE PRODUCTO / TYPE OF PRODUCT | MONTO (miles de US\$ FOB) / VALUE (Th US\$ FOB) | | | CANTIDAD (t netas) / QUANTITY (net tons) | | | PRECIO (US\$/kg FOB) / PRICE (US\$/kg FOB) | | |
|--|---|----------------|----------------|--|--------------|----------------|--|-------------|--------------|
| | 2010 | 2011 | Var. (%) | 2010 | 2011 | Var. (%) | 2010 | 2011 | Var. (%) |
| TOTAL CHOLGAS / TOTAL RIBBED MUSSELS | 17,0 | 0,4 | N/C | 7,0 | 1,3 | N/C | 0,0 | 0,3 | N/C |
| CONSERVAS / CANNED | 17,0 | 0,4 | N/C | 7,0 | 1,3 | N/C | N/C | 0,3 | N/C |
| CONGELADO / FROZEN | S/E | S/E | N/C | S/E | S/E | N/C | N/C | N/C | N/C |
| TOTAL OSTIONES / TOTAL SCALLOPS | 4.461,2 | 3.451,2 | -22,6 | 446,0 | 302,9 | -32,1 | 10,0 | 11,4 | 13,9 |
| OSTION DEL NORTE / NORTHERN SCALLOP | 3.775,6 | 3.451,2 | -8,6 | 383,7 | 302,9 | -21,0 | 9,8 | 11,4 | 15,8 |
| CONGELADO / FROZEN | 2.731,4 | 3.221,4 | 17,9 | 288,3 | 282,6 | -2,0 | 9,5 | 11,4 | 20,3 |
| FRESCO REFRIGERADO / FRESH CHILLED | 996,9 | 174,8 | -82,5 | 92,3 | 17,5 | -81,1 | 10,8 | 10,0 | -7,3 |
| SALADO / SALTED | 47,3 | 55,0 | 16,2 | 3,1 | 2,9 | -5,7 | 15,5 | 19,0 | 23,2 |
| OSTION DEL SUR / SOUTHERN SCALLOP | 685,6 | S/E | N/C | 62,3 | S/E | N/C | N/C | N/C | N/C |
| CONGELADO / FROZEN | 685,6 | S/E | N/C | 62,3 | S/E | N/C | 11,0 | N/C | N/C |
| OSTION S/E / SCALLOP N/S | S/E | S/E | N/C | S/E | S/E | N/C | N/C | N/C | N/C |
| CONGELADO / FROZEN | S/E | S/E | N/C | S/E | S/E | N/C | N/C | N/C | N/C |
| TOTAL OSTRAS / TOTAL OYSTERS | 143,0 | 75,9 | -46,9 | 12,5 | 8,0 | -36,3 | 11,4 | 9,5 | -16,6 |
| OSTRA DEL PACÍFICO / PACIFIC OYSTERS | 143,0 | 75,9 | -46,9 | 12,5 | 8,0 | -36,3 | 11,4 | 9,5 | -16,6 |
| VIVAS / LIVE | 143,0 | 75,9 | -46,9 | 12,5 | 8,0 | -36,3 | 11,4 | 9,5 | -16,6 |
| CONGELADO / FROZEN | S/E | S/E | N/C | S/E | S/E | N/C | N/C | N/C | N/C |
| FRESCO REFRIGERADO / FRESH REFRIGERATED | S/E | S/E | N/C | S/E | S/E | N/C | N/C | N/C | N/C |
| TOTAL ABALONES / TOTAL ABALONES | 3.103,0 | 2.379,1 | -23,3 | 146,7 | 62,8 | -57,2 | 21,1 | 37,9 | 79,0 |
| ABALÓN ROJO (CALIFORNIANO) / RED ABALONE (CALIFORNIA) | 3.102,4 | 2.349,2 | -24,3 | 146,7 | 61,5 | -58,1 | 21,2 | 38,2 | 80,7 |
| CONSERVAS / CANNED | 546,6 | 1.542,5 | 182,2 | 12,2 | 29,7 | 144,3 | 44,9 | 51,9 | 15,5 |
| CONGELADO / FROZEN | 2.530,1 | 804,2 | -68,2 | 133,3 | 31,6 | -76,3 | 19,0 | 25,4 | 34,1 |
| FRESCO REFRIGERADO / FRESH CHILLED | 25,7 | 2,5 | -90,1 | 1,2 | 0,1 | -88,8 | 22,1 | 19,5 | -11,6 |
| ABALÓN VERDE (JAPONÉS) / GREEN ABALONE (JAPANESE) | 0,6 | 29,9 | 4.941,1 | 0,0 | 1,4 | 4.433,3 | 19,8 | 22,0 | 11,2 |
| CONGELADO / FROZEN | 0,6 | 29,9 | 4.941,1 | 0,0 | 1,4 | 4.433,3 | 19,8 | 22,0 | 11,2 |
| CONSERVAS / CANNED | S/E | S/E | N/C | S/E | S/E | N/C | N/C | N/C | N/C |
| FRESCO REFRIGERADO / FRESH CHILLED | S/E | S/E | N/C | S/E | S/E | N/C | N/C | N/C | N/C |
| TOTAL TURBOT / TOTAL TURBOT | 664,3 | 900,9 | 35,6 | 82,4 | 90,6 | 10,0 | 8,1 | 9,9 | 23,3 |
| FRESCO REFRIGERADO / FRESH CHILLED | 659,5 | 900,9 | 36,6 | 81,2 | 90,6 | 11,6 | 8,1 | 9,9 | 22,4 |
| CONGELADO / FROZEN | 4,8 | S/E | -100,0 | 1,2 | S/E | N/C | 4,0 | N/C | N/C |
| VIVOS / LIVE | S/E | S/E | N/C | S/E | S/E | N/C | N/C | N/C | N/C |

Fuente/Source: Elaborado por la Sección de Economía, Instituto de Fomento Pesquero (obtenida de datos de Aduanas) / Prepared by IFOP's Economy Section (information obtained from Customs data)

NOTA: Los totales no necesariamente coinciden con la suma de los parciales, debido a aproximaciones

NOTE: The total figures not necessary match the addition of the partial figures because they have been approximated.

Los moluscos pueden presentarse con concha, sin concha, y en media concha / Mollusks can be shell-on, shell-off or half shell

El Turbot pueden presentarse como entero, filete, steak, trozado, panes o porciones / Turbot can be whole, fillet, steak, chunked or portions.

0 : LA CIFRA NO ALCANZA A LA UNIDAD / THE FIGURE DOES NOT REACH ONE UNIT

S/E / N/S : SIN ESPECIFICAR / NOT SPECIFIED

N/C / I/C : NO CALCULADO / IMPOSSIBLE TO CALCULATE