

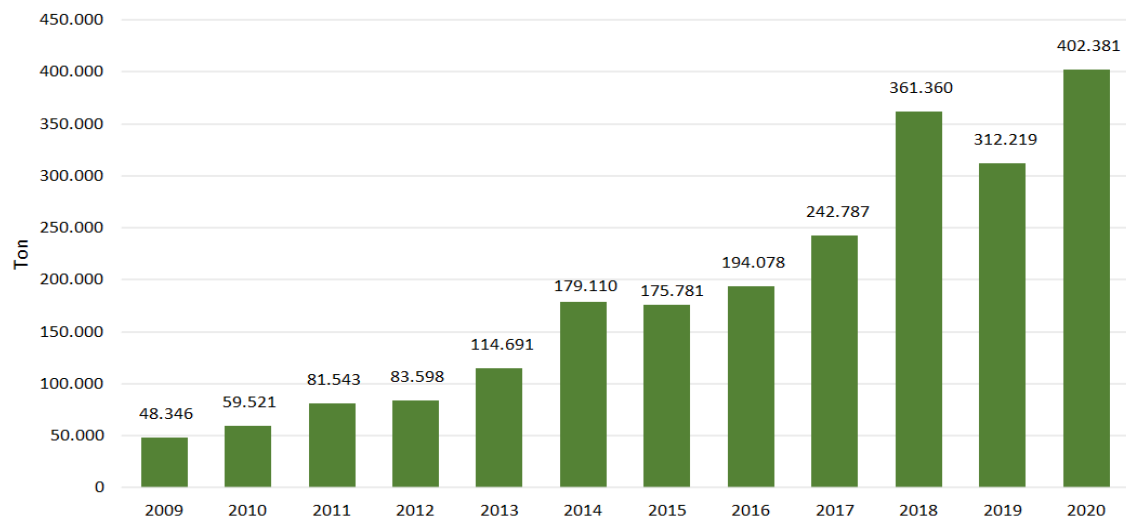
Peruvian avocado exports to Chile; more than 33,000 tons in 2020.

The figure is a new historical maximum and 101% more than the exported in 2019.

In October, the Peruvian avocado export campaign comes to an end, giving way to the Chilean avocado season in the main destination markets. In 2020, Peru's campaign broke its own export record reached in 2018, with more than 402,000 tons exported up to week 40, 29% more than in 2019 and 11% more than in the record campaign of 2018.

By quickly reviewing the market distribution of the Peruvian avocado exports, we can see that it has remained relatively stable in the last three seasons. With Europe leading the Peruvian avocado imports with 63%, followed by North America with 20%. However, Latin America has shown a constant rise in its imports, reaching 36,700 tons or 9.1% of what was shipped in 2020 and rising to third place in importance, displacing the Far East to the fourth place.

Peruvian avocado exports in tons

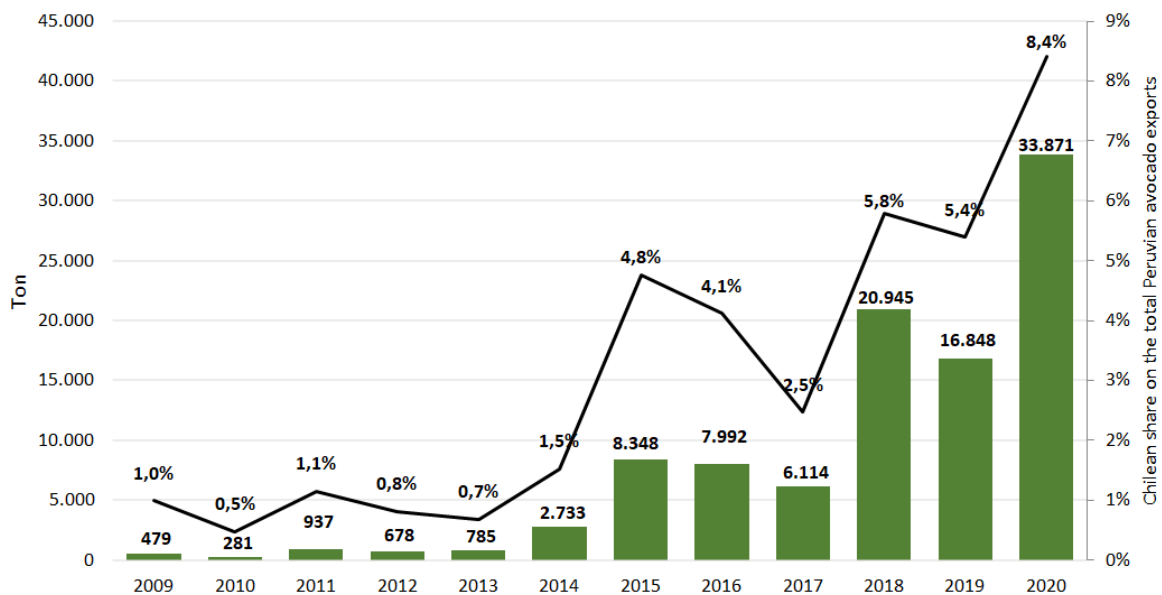


Source: Peruvian customs / made by iQonsulting
 *Data 2020 up to week 40

The export data of Peruvian avocados to the Latin American market shows that Chile is the main destination in this market. The participation of this country within the total Peruvian avocado exports already reached 8.4% in 2020 or 33,871 tons. Looking at the chart, we can see that the 2020 figure was the highest of the decade and 101% higher than 2019.

Among the main causes of the higher imports of Peruvian avocado from Chile are the strong Chilean domestic market and the lower production recorded in recent years. According to Odepa data (not shown), the average sales price in the Chilean wholesale markets for the last four seasons has been around 1,900 CLP per kilogram or 2.4 USD, a figure that can easily double during the season in some retail points of sale. This has led to a large part of Chile's production remaining in the country due to the attractiveness of the domestic market. It must be highlighted that in the last 2019/20 season, the export of Chilean avocados was 134,200 tons, the lowest in 4 years.

Peruvian avocado exports to Chile and participation share on the total exports.



Source: Peruvian customs / made by iQonsulting
 *Data 2020 up to week 40

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