



e-ENEXPRO
SEAFOOD AND
AQUACULTURE INDUSTRY
BUSINESS ROUNDTABLE

OCTOBER – NOVEMBER
VERSION 2020

I.- WHAT IS THIS E-ENEXPRO?

The **e-ENEXPRO / SEAFOOD AND AQUACULTURE INDUSTRY ROUNDTABLE 2020** is the main international event for the fishery and aquaculture sectors in Chile. The event will bring together Chilean seafood exporters as well as suppliers of equipment, systems and technologies developed for aquaculture.

The **e-ENEXPRO / SEAFOOD AND AQUACULTURE INDUSTRY ROUNDTABLE 2020** 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 100 Chilean companies** with approximately 500 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:

DATE

Asia, Oceania and Middle East	October 26 th to 29 th 2020
Europe and South America	November 02 nd to 6 th , 2020
North and Central America	November 09 th to 13 rd 2020

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.

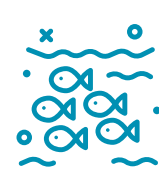
Natural flavour: purity and freshness of the products. Thanks to a combination of unique natural conditions and permanent efforts by industry to maintain the quality of products.





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 45 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 2020*

2.- AQUACULTURE INDUSTRY SUPPLIERS

Chile is a reference in South America for aquaculture industry. Chile is the second largest salmon producer in the world, with 843 thousand tons, which has allowed it to develop a world-class industry of services for aquaculture.

In Chile, the demand of goods and services for aquaculture arises from the needs of the salmon industry towards efficient solutions and technology at every stage. By doing this, Chile has achieved a diverse export offer of equipment, systems and technologies for aquaculture.

DESCRIPTION OF THE CHILEAN OFFER “AQUACULTURE INDUSTRY SUPPLIERS”

Some of the standouts the sector has to offer:

Recirculating Aquaculture Systems; Engineering Services
Histopathology and animal health services
Oxygenation systems
Cages
Fish nets
Fish net design & manufacture; engineering systems
Aquaculture pontoons, vessels
Automation services for the aquaculture industry
Farming systems
LED lighting solutions
Monitoring systems
Automatic harvesters, fish counting equipment
Feed monitoring systems
Others



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