



# Estadísticas Productivas de la Industria Semillera Chilena 2019

Margarita Vergara M.  
Encargada de Estudios y Proyectos

Asociación Gremial de Productores de Semillas, ANPROS A.G.  
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# Introducción



- El presente documento muestra detalladamente la información de exportaciones e importaciones chilenas de semillas realizadas durante el año 2019 (enero a diciembre).
- Las estadísticas de Comercio Exterior han sido corregidas y consensuadas con ODEPA a enero de 2020.
- Las exportaciones totales de semillas el 2019 alcanzaron los US\$360 MM, 8% menos que lo exportado en 2018. En términos de cantidad, el 2019 se exportaron 44.512 toneladas, un 17% menos que lo exportado el año anterior.
- Las exportaciones de semillas de Maíz en 2019 fueron de U\$70,7 MM, un 18% menos que el año 2018 tanto en valor como en cantidad.
- El Grupo de las Hortalizas aumentó sus exportaciones de semillas de US\$197,1 MM en 2018 a US\$198,5 MM en 2019, significando un aumento de 1% en valor y 7% en cantidad de kilos. A partir del 2015, este grupo de semillas corresponde a la mayor proporción de las semillas físicas exportadas, lugar que ocupó Maíz por más de una década.

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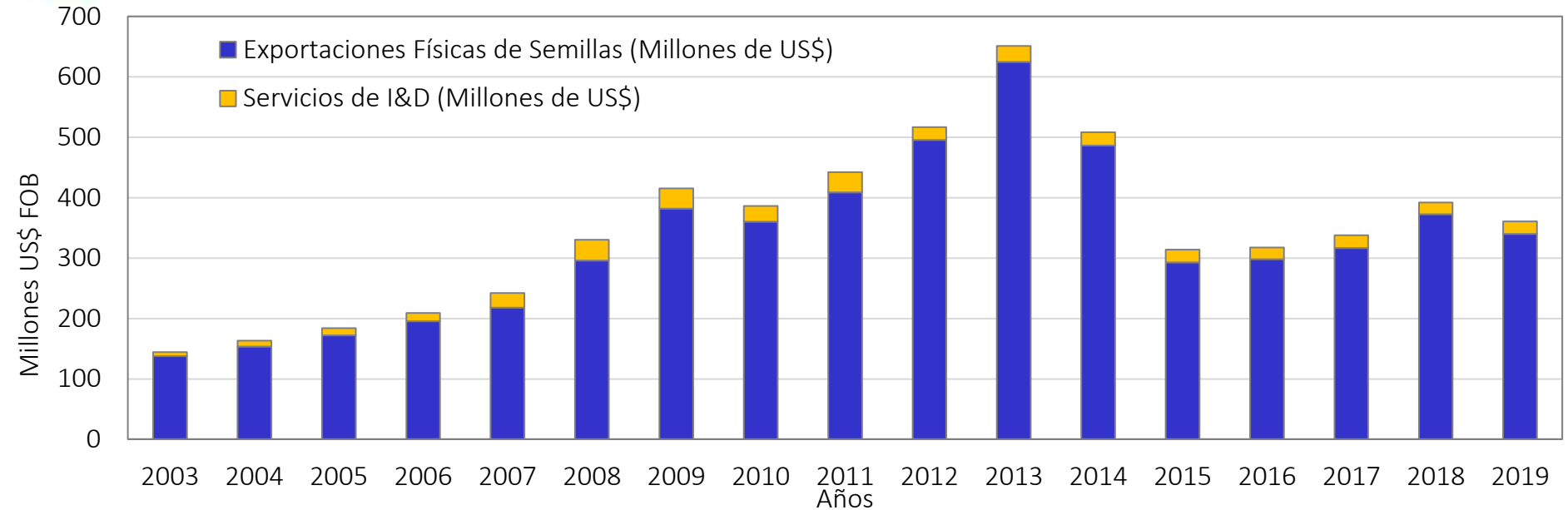
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# 1. Exportaciones Chilenas de Semillas

# Evolución Exportaciones Totales de la Industria Semillera Chilena



| AÑO  | Exportaciones Totales (Mill US\$) | Exportaciones Semillas Físicas (Mill US\$) | Servicios de I&D (Mill US\$) |
|------|-----------------------------------|--|------------------------------|
| 2003 | 144,2                             | 137,8                                      | 6,4                          |
| 2004 | 163,4                             | 153,4                                      | 10,1                         |
| 2005 | 184,2                             | 171,9                                      | 12,3                         |
| 2006 | 209,1                             | 195,4                                      | 13,7                         |
| 2007 | 242,9                             | 218,0                                      | 24,3                         |
| 2008 | 330,5                             | 296,1                                      | 34,4                         |
| 2009 | 415,6                             | 382,1                                      | 33,5                         |
| 2010 | 386,3                             | 360,3                                      | 26,0                         |
| 2011 | 442,2                             | 408,8                                      | 33,4                         |
| 2012 | 516,8                             | 495,8                                      | 21,0                         |
| 2013 | 651,1                             | 625,0                                      | 26,1                         |
| 2014 | 508,4                             | 486,2                                      | 22,2                         |
| 2015 | 314,1                             | 292,9                                      | 21,2                         |
| 2016 | 317,5                             | 298,0                                      | 19,5                         |
| 2017 | 338,0                             | 316,5                                      | 21,5                         |
| 2018 | 392,2                             | 372,6                                      | 19,5                         |
| 2019 | 360,5                             | 340,1                                      | 20,4                         |

# Detalle de las Exportaciones de Semillas 2019

| EXPORTACIONES DE SEMILLAS 2019 |                    |                   |
|--------------------------------|--------------------|-------------------|
| PRODUCTO                       | FOB (US\$)         | CANTIDAD (KG)     |
| <b>MAÍZ</b>                    | <b>70.686.970</b>  | <b>22.492.845</b> |
| <b>HORTALIZAS</b>              |                    |                   |
| ZANAHORIA                      | 24.859.334         | 372.546           |
| SANDÍA                         | 22.279.747         | 31.298            |
| PIMIENTO                       | 20.504.033         | 23.427            |
| BRÓCOLI                        | 19.783.211         | 94.217            |
| REPOLLO                        | 18.383.520         | 265.427           |
| COLIFLOR                       | 17.708.274         | 77.646            |
| BUNCHING                       | 11.641.692         | 199.421           |
| PEPINO                         | 10.007.874         | 106.287           |
| ZAPALLO                        | 9.648.284          | 155.287           |
| TOMATE                         | 8.541.809          | 2.971             |
| LECHUGA                        | 8.239.879          | 75.246            |
| MAÍZ DULCE                     | 7.578.435          | 718.332           |
| CEBOLLA                        | 6.148.760          | 24.947            |
| MELÓN                          | 4.044.975          | 9.576             |
| FREJOL                         | 2.872.459          | 899.041           |
| HINOJO                         | 2.546.885          | 48.432            |
| ENDIBIA                        | 570.631            | 2.143             |
| ROMERO                         | 500.082            | 641               |
| BERENJENA                      | 488.882            | 746               |
| ESPÁRRAGO                      | 338.410            | 10.164            |
| ALBAHACA                       | 255.135            | 3.609             |
| PUERRO                         | 227.364            | 14.524            |
| MOSTAZA                        | 216.325            | 88.584            |
| ARVEJA                         | 199.246            | 146.914           |
| ESPINACA                       | 184.391            | 5.165             |
| KALE                           | 183.376            | 1.721             |
| APIO                           | 112.659            | 1.157             |
| ACHICORIA                      | 95.042             | 580               |
| OTRAS HORTALIZAS               | 81.581             | 930               |
| RÁBANO                         | 80.274             | 13                |
| AJÍ                            | 69.203             | 31                |
| KOHLRABI                       | 59.996             | 612               |
| RADICCHIO                      | 33.198             | 5                 |
| ACELGA                         | 27.031             | 6.233             |
| PAKCHOI                        | 21.014             | 87                |
| HABA                           | 8.480              | 2.800             |
| <b>Sub total</b>               | <b>198.541.491</b> | <b>3.390.759</b>  |

| PRODUCTO | FOB (US\$) | CANTIDAD (KG) |
|----------|------------|---------------|
| FLORES   | 15.644.414 | 33.993        |
| GIRASOL  | 16.167.858 | 3.915.555     |
| CANOLA   | 22.057.847 | 6.905.569     |
| SOYA     | 12.489.729 | 4.757.949     |

| FORRAJERAS       |                  |                  |
|------------------|------------------|------------------|
| ALFALFA          | 1.250.543        | 206.000          |
| AVENA FORRAJERA  | 1.169.364        | 1.563.840        |
| TRÉBOL ROSADO    | 567.511          | 187.016          |
| TRÉBOL ENCARNADO | 139.828          | 93.450           |
| VICIA            | 37.687           | 29.000           |
| <b>Sub-total</b> | <b>3.164.932</b> | <b>2.079.306</b> |

| OTROS                              |                    |                   |
|------------------------------------|--------------------|-------------------|
| PAPA                               | 1.022.666          | 926.975           |
| TABACO                             | 257.373            | 124               |
| OTRAS SEMILLAS                     | 56.856             | 2.743             |
| REMOLACHA                          | 27.231             | 4.652             |
| ALGODÓN                            | 13.010             | 65                |
| LUPINO                             | 417                | 500               |
| TRIGO                              | 362                | 1.081             |
| SORGO                              | 128                | 112               |
| <b>Sub-total</b>                   | <b>1.378.042</b>   | <b>936.253</b>    |
| <b>TOTAL EXPORTACIONES FÍSICAS</b> | <b>340.131.283</b> | <b>44.512.229</b> |

| PRODUCTO                                | FOB (US\$)         | CANTIDAD (KG)     |
|---|--------------------|-------------------|
| EXPORTACIONES DE SEMILLAS FÍSICAS       | <b>340.131.283</b> | <b>44.512.229</b> |
| SERVICIOS DE INVESTIGACIÓN Y DESARROLLO | <b>20.417.580</b>  | <b>0</b>          |
| <b>TOTAL EXPORTACIONES</b>              | <b>360.548.864</b> | <b>44.512.229</b> |

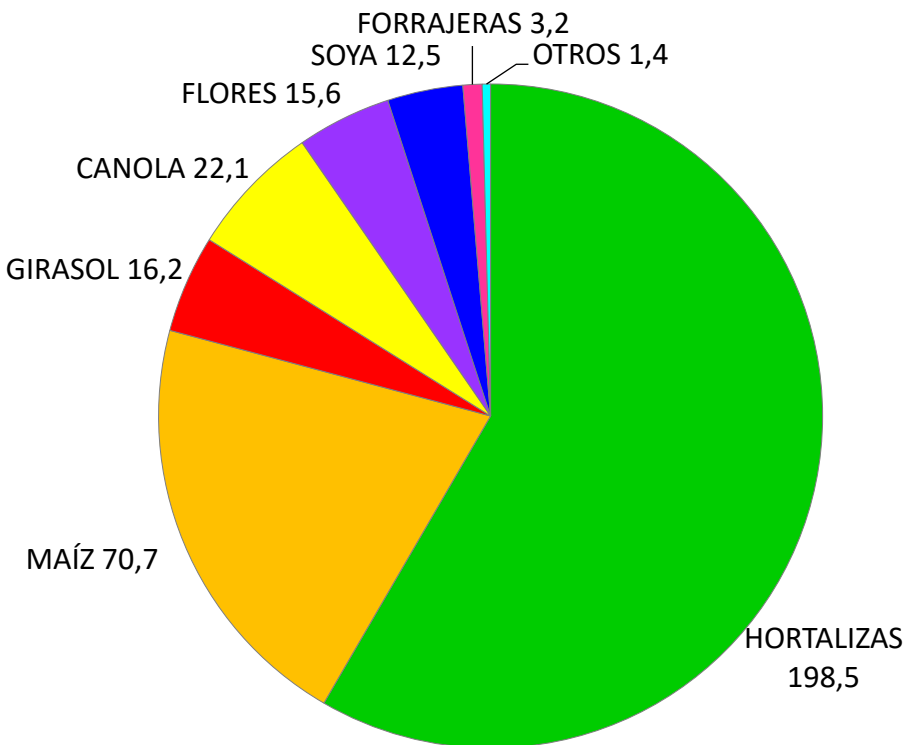
Fuente: Elaboración ANPROS A.G. con datos del Servicio Nacional de Aduanas

## Composición de las Exportaciones de Semillas Chilenas 2019

| EXPORTACIONES DE SEMILLAS 2019 |                    |                   |
|--------------------------------|--------------------|-------------------|
| Cultivos                       | FOB (US\$)         | Cantidad (Kg)     |
| HORTALIZAS                     | 198.541.491        | 3.390.759         |
| MAIZ                           | 70.686.970         | 22.492.845        |
| CANOLA                         | 22.057.847         | 6.905.569         |
| SERVICIOS DE I&D               | 20.417.580         |                   |
| GIRASOL                        | 16.167.858         | 3.915.555         |
| FLORES                         | 15.644.414         | 33.993            |
| SOYA                           | 12.489.729         | 4.757.949         |
| FORRAJERAS                     | 3.164.932          | 2.079.306         |
| OTROS                          | 1.378.042          | 936.253           |
| <b>TOTAL EXPORTACIONES</b>     | <b>360.548.864</b> | <b>44.512.229</b> |



## Exportaciones Chilenas de Semillas 2019, (MM US\$ FOB)



| EXPORTACIONES 2019 |                    |            |                   |            |
|--------------------|--------------------|------------|-------------------|------------|
| PRODUCTO           | FOB (US\$)         | %          | CANTIDAD (KG)     | %          |
| HORTALIZAS         | 198.541.491        | 58,4       | 3.390.759         | 7,6        |
| MAÍZ               | 70.686.970         | 20,8       | 22.492.845        | 50,5       |
| GIRASOL            | 16.167.858         | 4,6        | 3.915.555         | 0,1        |
| CANOLA             | 22.057.847         | 4,8        | 6.905.569         | 8,8        |
| FLORES             | 15.644.414         | 6,5        | 33.993            | 15,5       |
| SOYA               | 12.489.729         | 3,7        | 4.757.949         | 10,7       |
| FORRAJERAS         | 3.164.932          | 0,9        | 2.079.306         | 4,7        |
| OTROS              | 1.378.042          | 0,4        | 936.253           | 2,1        |
| <b>TOTAL</b>       | <b>340.131.283</b> | <b>100</b> | <b>44.512.229</b> | <b>100</b> |



# 1.1 Análisis Comparativo

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# Análisis Comparativo por Especie

VARIACIÓN DE LAS EXPORTACIONES DE SEMILLAS 2018-2019

| PRODUCTO          | FOB (US\$)         |                    | Diferencias<br>FOB (US\$) | Cantidad (Kg)    |                  | Diferencias<br>Cantidad (Kg) |
|-------------------|--------------------|--------------------|---------------------------|------------------|------------------|------------------------------|
|                   | 2018               | 2019               |                           | 2018             | 2019             |                              |
| <b>HORTALIZAS</b> |                    |                    |                           |                  |                  |                              |
| ZANAHORIA         | 16.243.041         | 24.859.334         | <b>53%</b>                | 233.612          | 372.546          | <b>59%</b>                   |
| SANDÍA            | 26.099.438         | 22.279.747         | <b>-15%</b>               | 26.364           | 31.298           | <b>19%</b>                   |
| PIMIENTO          | 19.955.873         | 20.504.033         | <b>3%</b>                 | 27.192           | 23.427           | <b>-14%</b>                  |
| BRÓCOLI           | 27.348.294         | 19.783.211         | <b>-28%</b>               | 133.437          | 94.217           | <b>-29%</b>                  |
| REPOLLO           | 17.858.084         | 18.383.520         | <b>3%</b>                 | 272.225          | 265.427          | <b>-2%</b>                   |
| COLIFLOR          | 17.005.685         | 17.708.274         | <b>4%</b>                 | 113.080          | 77.646           | <b>-31%</b>                  |
| BUNCHING          | 9.102.389          | 11.641.692         | <b>28%</b>                | 170.341          | 199.421          | <b>17%</b>                   |
| PEPINO            | 11.727.477         | 10.007.874         | <b>-15%</b>               | 135.492          | 106.287          | <b>-22%</b>                  |
| ZAPALLO           | 12.097.011         | 9.648.284          | <b>-20%</b>               | 176.985          | 155.287          | <b>-12%</b>                  |
| TOMATE            | 7.071.125          | 8.541.809          | <b>21%</b>                | 2.656            | 2.971            | <b>12%</b>                   |
| LECHUGA           | 8.971.429          | 8.239.879          | <b>-8%</b>                | 79.185           | 75.246           | <b>-5%</b>                   |
| MAÍZ DULCE        | 4.292.372          | 7.578.435          | <b>77%</b>                | 366.186          | 718.332          | <b>96%</b>                   |
| CEBOLLA           | 5.173.955          | 6.148.760          | <b>19%</b>                | 37.840           | 24.947           | <b>-34%</b>                  |
| MELÓN             | 4.188.517          | 4.044.975          | <b>-3%</b>                | 8.501            | 9.576            | <b>13%</b>                   |
| FREJOL            | 3.091.909          | 2.872.459          | <b>-7%</b>                | 975.690          | 899.041          | <b>-8%</b>                   |
| HINOJO            | 2.890.075          | 2.546.885          | <b>-12%</b>               | 71.003           | 48.432           | <b>-32%</b>                  |
| ENDIBIA           | 649.369            | 570.631            | <b>-12%</b>               | 2.936            | 2.143            | <b>-27%</b>                  |
| ROMERO            | 418.932            | 500.082            | <b>19%</b>                | 520              | 641              | <b>23%</b>                   |
| BERENJENA         | 188.895            | 488.882            | <b>159%</b>               | 234              | 746              | <b>218%</b>                  |
| ESPÁRRAGO         | 558.878            | 338.410            | <b>-39%</b>               | 6.063            | 10.164           | <b>68%</b>                   |
| ALBAHACA          | 243.574            | 255.135            | <b>5%</b>                 | 6.077            | 3.609            | <b>-41%</b>                  |
| PUERRO            | 226.706            | 227.364            | <b>0%</b>                 | 15.820           | 14.524           | <b>-8%</b>                   |
| MOSTAZA           | 331.358            | 216.325            | <b>-35%</b>               | 128.724          | 88.584           | <b>-31%</b>                  |
| ARVEJA            | 203.341            | 199.246            | <b>-2%</b>                | 143.351          | 146.914          | <b>2%</b>                    |
| ESPINACA          | 256.210            | 184.391            | <b>-28%</b>               | 3.934            | 5.165            | <b>31%</b>                   |
| KALE              | 145.387            | 183.376            | <b>26%</b>                | 312              | 1.721            | <b>451%</b>                  |
| APIO              | 93.189             | 112.659            | <b>21%</b>                | 4.555            | 1.157            | <b>-75%</b>                  |
| ACHICORIA         | 42.713             | 95.042             | <b>123%</b>               | 346              | 580              | <b>68%</b>                   |
| OTRAS HORTALIZAS  | 12.576             | 81.581             | <b>549%</b>               | 168              | 930              | <b>455%</b>                  |
| RÁBANO            | 162.550            | 80.274             | <b>-51%</b>               | 36               | 13               | <b>-64%</b>                  |
| AJÍ               | 0                  | 69.203             |                           | 0                | 31               |                              |
| KOLHRABI          | 222.325            | 59.996             | <b>-73%</b>               | 1.031            | 612              | <b>-41%</b>                  |
| RADICCHIO         | 36.880             | 33.198             | <b>-10%</b>               | 38               | 5                | <b>-87%</b>                  |
| ACELGA            | 0                  | 27.031             |                           | 0                | 6.233            |                              |
| PAKCHOI           | 23.940             | 21.014             | <b>-12%</b>               | 166              | 87               | <b>-48%</b>                  |
| HABA              | 95.668             | 8.480              | <b>-91%</b>               | 12.645           | 2.800            | <b>-78%</b>                  |
| RÚCULA            | 17.267             | 0                  | <b>-100%</b>              | 1.054            | 0                | <b>-100%</b>                 |
| <b>Sub total</b>  | <b>197.046.431</b> | <b>198.514.459</b> | <b>1%</b>                 | <b>3.157.800</b> | <b>3.390.759</b> | <b>7%</b>                    |

Fuente: Elaboración ANPROS  
A.G. con datos del Servicio  
Nacional de Aduanas



## Análisis Comparativo por Especie

| PRODUCTO | FOB (US\$) |            | Diferencias FOB (US\$) | Cantidad (Kg) |            | Diferencias Cantidad (Kg) |
|----------|------------|------------|------------------------|---------------|------------|---------------------------|
|          | 2018       | 2019       |                        | 2018          | 2019       |                           |
| MAÍZ     | 86.586.326 | 70.686.970 | -18%                   | 27.319.279    | 22.492.845 | -18%                      |
| FLORES   | 16.908.774 | 15.644.414 | -7%                    | 33.248        | 33.993     | 2%                        |
| CANOLA   | 22.991.481 | 22.057.847 | -4%                    | 7.426.530     | 6.905.569  | -7%                       |
| GIRASOL  | 33.297.824 | 16.167.858 | -51%                   | 7.758.946     | 3.915.555  | -50%                      |
| SOYA     | 11.639.299 | 12.489.729 | 7%                     | 5.942.936     | 4.757.949  | -20%                      |

| FORRAJERAS                 |                    |                    |                        |                   |                   |                           |
|----------------------------|--------------------|--------------------|------------------------|-------------------|-------------------|---------------------------|
| PRODUCTO                   | FOB (US\$)         |                    | Diferencias FOB (US\$) | Cantidad (Kg)     |                   | Diferencias Cantidad (Kg) |
|                            | 2018               | 2019               |                        | 2018              | 2019              |                           |
| ALFALFA                    | 1.873.567          | 1.250.543          | -33%                   | 308.250           | 206.000           | -33%                      |
| AVENA FORRAJERA            | 962.054            | 1.169.364          | 22%                    | 1.284.412         | 1.563.840         | 66%                       |
| TRÉBOL ROSADO              | 529.077            | 567.511            | 7%                     | 173.000           | 187.016           | 8%                        |
| TRÉBOL ENCARNADO           | 80.043             | 139.828            | 75%                    | 48.000            | 93.450            | 95%                       |
| VICIA                      | 87.126             | 37.687             | -57%                   | 73.000            | 29.000            | -60%                      |
| OTRAS FORRAJERAS           | 1.813              | 0                  | -100%                  | 158               | 0                 | -100%                     |
| <b>Sub-total</b>           | <b>3.533.679</b>   | <b>3.164.932</b>   | <b>-10%</b>            | <b>1.886.820</b>  | <b>2.079.306</b>  | <b>10%</b>                |
| OTROS                      |                    |                    |                        |                   |                   |                           |
| PRODUCTO                   | FOB (US\$)         |                    | Diferencias FOB (US\$) | Cantidad (Kg)     |                   | Diferencias Cantidad (Kg) |
|                            | 2018               | 2019               |                        | 2018              | 2019              |                           |
| PAPA                       | 213.606            | 1.022.666          | 379%                   | 275.000           | 926.975           | 237%                      |
| TABACO                     | 292.744            | 257.373            | -12%                   | 165               | 124               | -25%                      |
| OTRAS SEMILLAS             | 0                  | 56.856             |                        | 0                 | 2.743             |                           |
| REMOLACHA                  | 7.701              | 27.231             | 254%                   | 4.085             | 4.652             | 14%                       |
| ALGODÓN                    | 4.886              | 13.010             | 166%                   | 31                | 65                | 113%                      |
| LUPINO                     | 1.850              | 417                | -77%                   | 2.500             | 500               | -80%                      |
| TRIGO                      | 33.948             | 362                | -99%                   | 44.601            | 1.081             | -98%                      |
| SORGO                      | 63.013             | 128                | -100%                  | 67.638            | 112               | -100%                     |
| CEBADA                     | 3.474              | 0                  | -100%                  | 11.300            | 0                 | -100%                     |
| <b>Sub-total</b>           | <b>621.222</b>     | <b>1.378.042</b>   | <b>122%</b>            | <b>405.320</b>    | <b>936.253</b>    | <b>131%</b>               |
| <b>TOTAL EXPORTACIONES</b> | <b>372.625.036</b> | <b>340.131.283</b> | <b>-9%</b>             | <b>53.930.879</b> | <b>44.512.229</b> | <b>-17%</b>               |

| PRODUCTO                                | FOB (US\$)         |                    | Diferencias FOB (US\$) | Cantidad (Kg)     |                   | Diferencias Cantidad (Kg) |
|---|--------------------|--------------------|------------------------|-------------------|-------------------|---------------------------|
|   | 2018               | 2019               |                        | 2018              | 2019              |                           |
| EXPORTACIONES DE SEMILLAS FÍSICAS       | 372.625.036        | 340.131.283        | -9%                    | 53.930.879        | 44.512.229        | -17%                      |
| SERVICIOS DE INVESTIGACIÓN Y DESARROLLO | 19.530.581         | 20.417.580         | 5%                     |                   |                   |                           |
| <b>TOTAL EXPORTACIONES</b>              | <b>392.155.617</b> | <b>360.548.864</b> | <b>-8%</b>             | <b>53.930.879</b> | <b>44.512.229</b> | <b>-17%</b>               |

Fuente: Elaboración ANPROS A.G. con datos del Servicio Nacional de Aduanas



# Análisis Comparativo de los Grupos de Semillas Exportados 2018-2019

## VARIACIÓN DE LAS EXPORTACIONES DE SEMILLAS 2018-2019

| Cultivo                    | FOB (US\$)         |                    | Diferencias FOB (US\$) | Cantidad (Kg)     |                   | Diferencias Cantidad (Kg) |
|----------------------------|--------------------|--------------------|------------------------|-------------------|-------------------|---------------------------|
|                            | 2018               | 2019               |                        | 2018              | 2019              |                           |
| HORTALIZAS                 | 197.046.431        | 198.541.491        | <b>1%</b>              | 3.157.800         | 3.390.759         | <b>7%</b>                 |
| MAÍZ                       | 86.586.326         | 70.686.970         | <b>-18%</b>            | 27.319.279        | 22.492.845        | <b>-18%</b>               |
| FLORES                     | 16.908.774         | 15.644.414         | <b>-7%</b>             | 33.248            | 33.993            | <b>2%</b>                 |
| GIRASOL                    | 33.297.824         | 16.167.858         | <b>-51%</b>            | 7.758.946         | 3.915.555         | <b>-50%</b>               |
| CANOLA                     | 22.991.481         | 22.057.847         | <b>-4%</b>             | 7.426.530         | 6.905.569         | <b>-7%</b>                |
| SOYA                       | 11.639.299         | 12.489.729         | <b>7%</b>              | 5.942.936         | 4.757.949         | <b>-20%</b>               |
| FORRAJERAS                 | 3.533.679          | 3.164.932          | <b>-10%</b>            | 1.886.820         | 2.079.306         | <b>10%</b>                |
| OTROS                      | 621.222            | 1.378.042          | <b>122%</b>            | 405.320           | 936.253           | <b>131%</b>               |
| SERVICIOS DE I&D           | 19.530.581         | 20.417.580         | <b>5%</b>              |                   |                   |                           |
| <b>TOTAL EXPORTACIONES</b> | <b>392.155.617</b> | <b>360.548.864</b> | <b>-8%</b>             | <b>53.930.879</b> | <b>44.512.229</b> | <b>-17%</b>               |

## 1.2 Principales Destinos

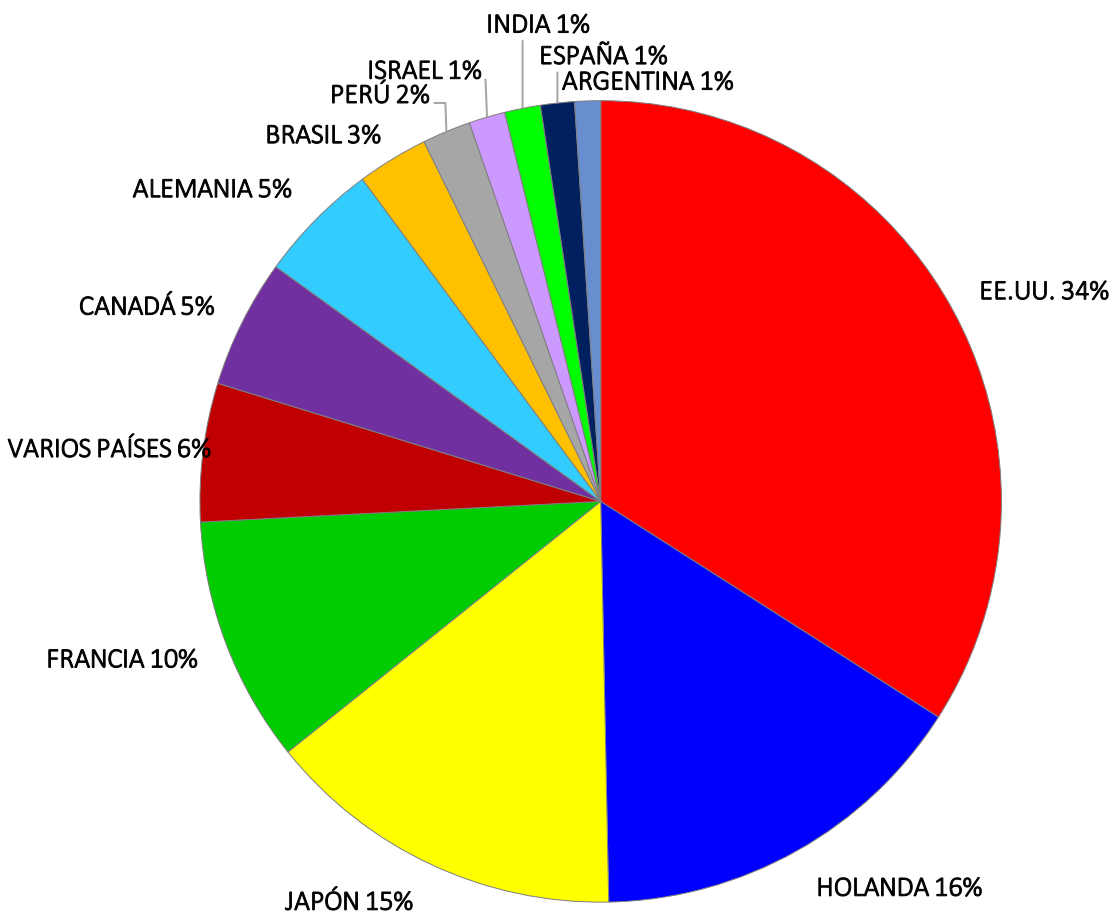
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## Países Destino de las Exportaciones de Semillas Chilenas Totales

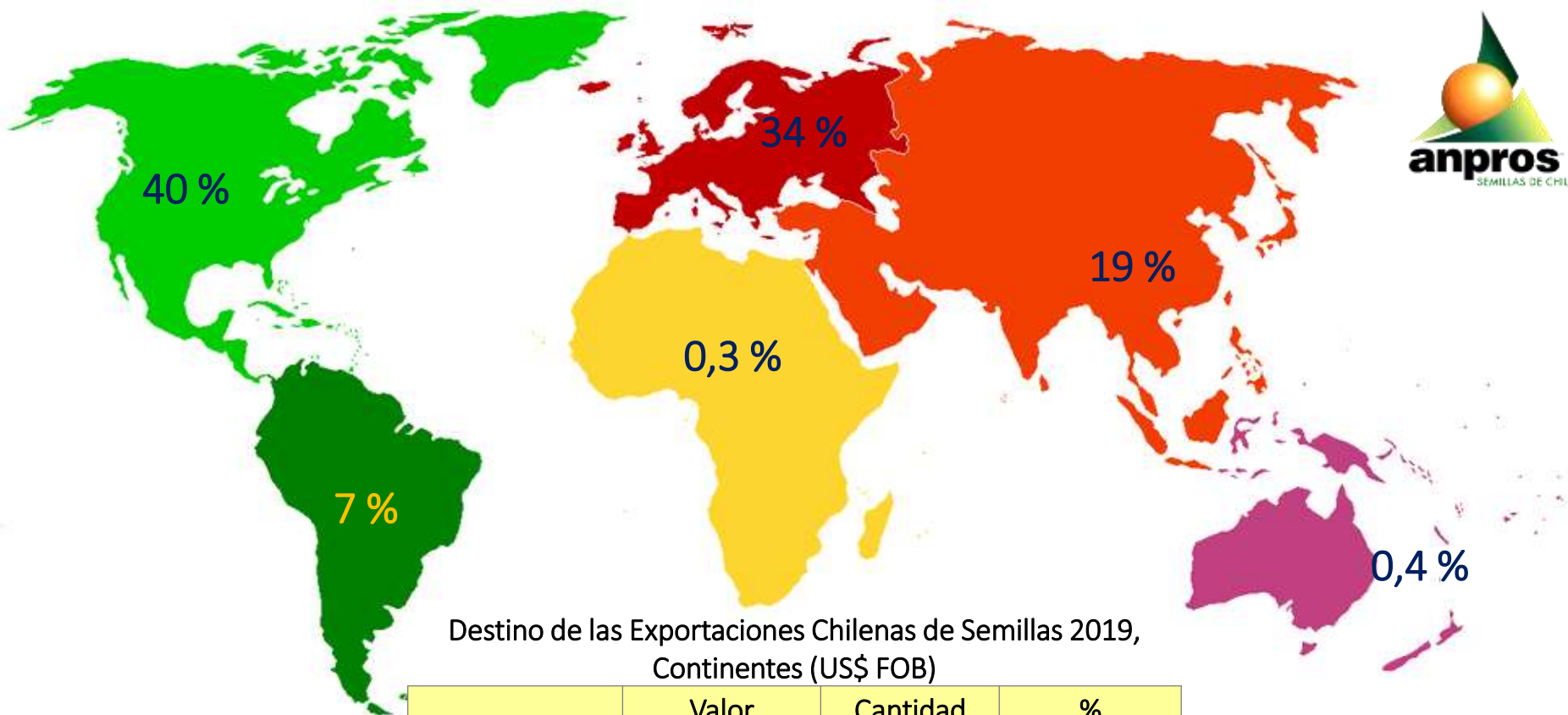
Destinos de las Exportaciones Chilenas de Semillas, 2019 (US\$FOB)



Países de Destino de Exportaciones Chilenas de Semillas, 2019 (FOB US\$)

| Destino       | Valor (US\$ FOB)   | Cantidad (Kilos)  | % Participación |
|---------------|--------------------|-------------------|-----------------|
| EE.UU.        | 122.748.486        | 20.782.720        | 34%             |
| HOLANDA       | 56.377.591         | 1.668.285         | 16%             |
| JAPÓN         | 52.529.232         | 1.485.791         | 15%             |
| FRANCIA       | 35.797.859         | 6.736.431         | 10%             |
| VARIOS PAÍSES | 20.127.231         | 3.506.583         | 6%              |
| CANADÁ        | 18.731.665         | 5.861.402         | 5%              |
| ALEMANIA      | 17.696.415         | 1.622.955         | 5%              |
| BRASIL        | 10.345.997         | 875.483           | 3%              |
| PERÚ          | 7.048.897          | 245.434           | 2%              |
| ISRAEL        | 5.277.293          | 9.783             | 1%              |
| INDIA         | 5.203.689          | 93.971            | 1%              |
| ESPAÑA        | 4.917.229          | 552.030           | 1%              |
| ARGENTINA     | 3.747.279          | 1.071.361         | 1%              |
| <b>TOTAL</b>  | <b>360.548.864</b> | <b>44.512.229</b> | <b>99%</b>      |

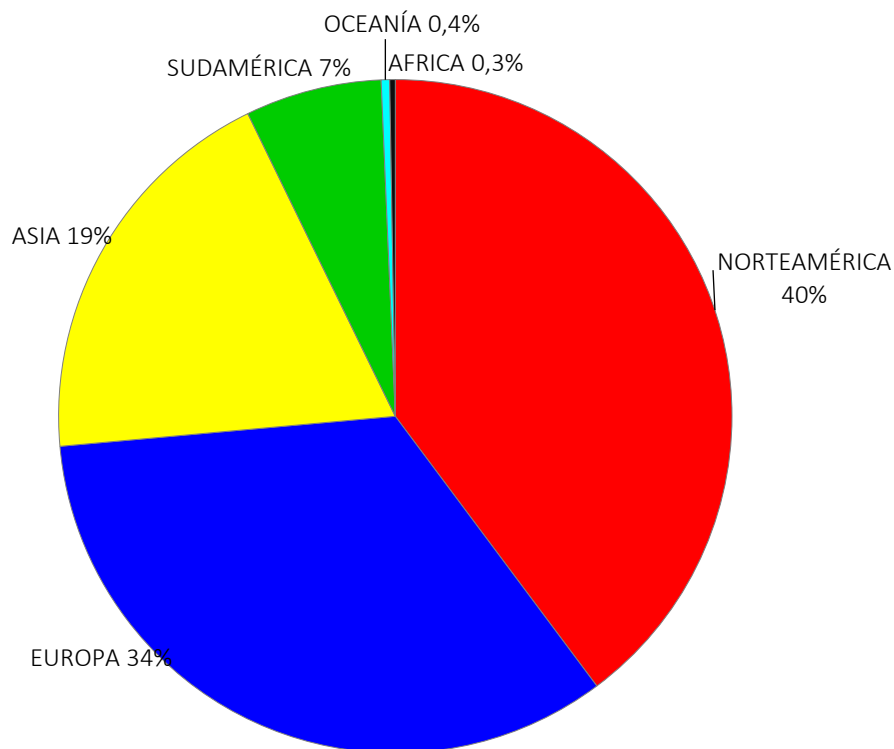
# Destino de las Exportaciones de Semillas por Continente



| Continente           | Valor (US\$ FOB)   | Cantidad (Kilos)  | % participación |
|----------------------|--------------------|-------------------|-----------------|
| NORTEAMÉRICA         | 143.445.758        | 27.775.057        | 40%             |
| EUROPA               | 121.838.188        | 11.741.239        | 34%             |
| ASIA                 | 69.244.207         | 1.847.626         | 19%             |
| SUDAMÉRICA           | 23.605.377         | 2.441.496         | 7%              |
| OCEANÍA              | 1.462.394          | 319.517           | 0,4%            |
| AFRICA               | 952.940            | 387.294           | 0,3%            |
| <b>Total general</b> | <b>360.548.864</b> | <b>44.512.229</b> | <b>100%</b>     |



## Destino de las Exportaciones Chilenas de Semillas 2019, Continentes (US\$ FOB)



**Destino de las Exportaciones Chilenas de Semillas 2019, Continentes (US\$ FOB)**

| Continentes          | Valor (US\$ FOB)   | Cantidad (Kilos)  | % participación |
|----------------------|--------------------|-------------------|-----------------|
| NORTEAMÉRICA         | 143.445.758        | 27.775.057        | 40%             |
| EUROPA               | 121.838.188        | 11.741.239        | 34%             |
| ASIA                 | 69.244.207         | 1.847.626         | 19%             |
| SUDAMÉRICA           | 23.605.377         | 2.441.496         | 7%              |
| OCEANÍA              | 1.462.394          | 319.517           | 0,4%            |
| AFRICA               | 952.940            | 387.294           | 0,3%            |
| <b>Total general</b> | <b>360.548.864</b> | <b>44.512.229</b> | <b>100%</b>     |

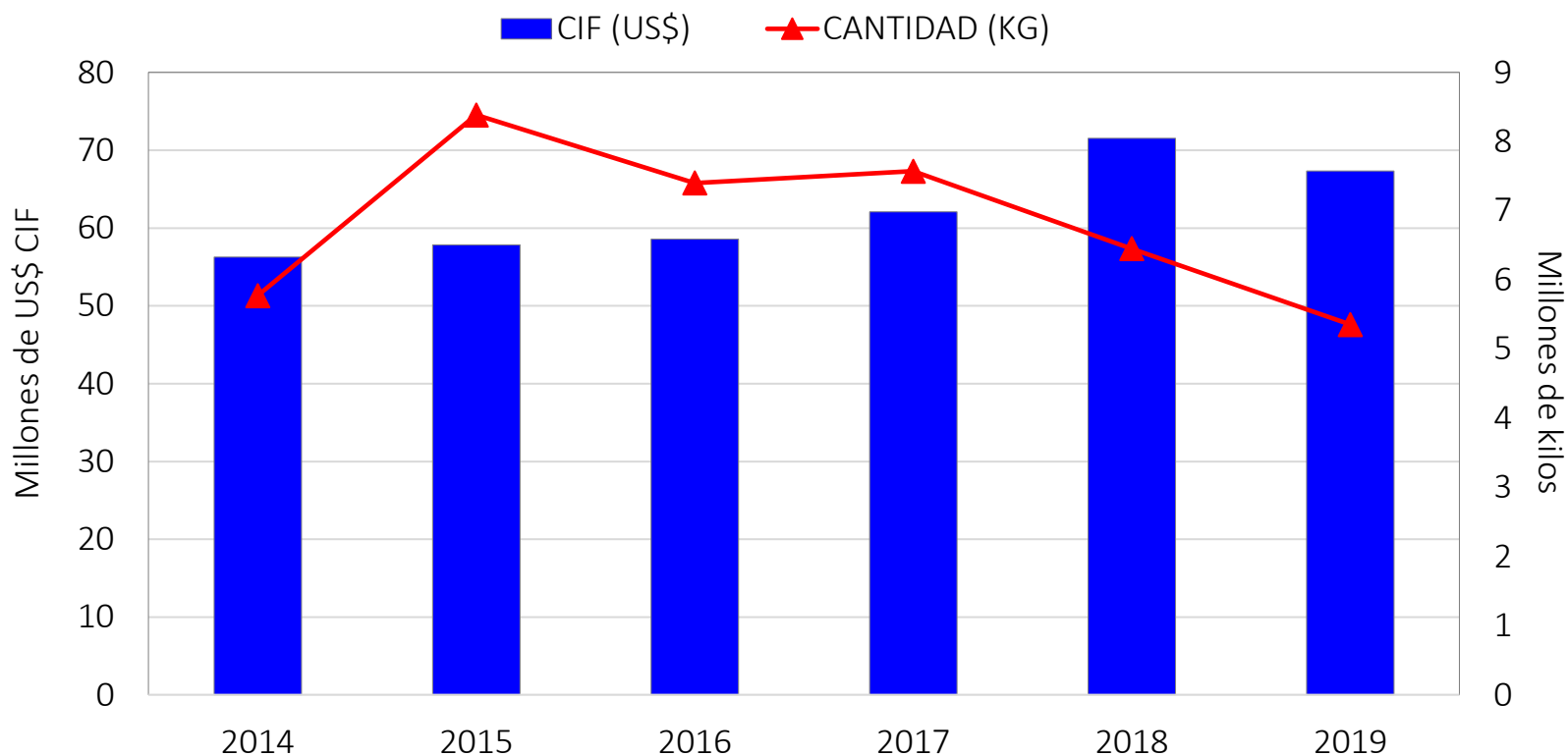




# 1. Importaciones Chilenas de Semillas



## Evolución de las Importaciones de Semillas



| Importaciones    | 2014       | 2015       | 2016       | 2017       | 2018       | 2019       |
|------------------|------------|------------|------------|------------|------------|------------|
| Valor (US\$ CIF) | 56.271.858 | 57.865.032 | 58.570.934 | 62.090.573 | 71.522.517 | 67.345.532 |
| Cantidad (Kilos) | 5.773.498  | 8.386.076  | 7.400.675  | 7.571.890  | 6.453.014  | 5.353.919  |



# Detalle de las Especies Importadas

## IMPORTACIONES 2019

| PRODUCTO          | CIF (US\$)        | CANTIDAD (KG)    |
|-------------------|-------------------|------------------|
| <b>HORTALIZAS</b> |                   |                  |
| TOMATE            | 12.229.089        | 3.057            |
| CEBOLLA           | 4.201.619         | 53.753           |
| ZANAHORIA         | 3.295.643         | 46.387           |
| ZAPALLO           | 2.847.906         | 59.367           |
| PIMIENTO          | 2.164.502         | 1.245            |
| MAÍZ DULCE        | 1.872.609         | 117.119          |
| SANDÍA            | 1.828.118         | 67.106           |
| LECHUGA           | 1.733.408         | 17.420           |
| PEPINO            | 1.678.121         | 64.497           |
| MELÓN             | 1.526.204         | 162.676          |
| COLIFLOR          | 1.496.749         | 1.576            |
| ACHICORIA         | 1.161.756         | 1.958            |
| ARVEJA            | 773.926           | 494.498          |
| BRÓCOLI           | 445.267           | 1.048            |
| REPOLLO           | 409.253           | 2.181            |
| ESPÁRRAGO         | 383.593           | 261              |
| OTRAS HORTALIZAS  | 324.117           | 5.101            |
| BETARRAGA         | 311.656           | 8.103            |
| ESPINACA          | 296.279           | 13.915           |
| APIO              | 167.266           | 299              |
| BERENJENA         | 89.361            | 90               |
| PUERRO            | 46.273            | 235              |
| ACELGA            | 44.980            | 1.628            |
| HABA              | 38.746            | 33.051           |
| AJÍ               | 36.403            | 154              |
| RÁBANO            | 30.628            | 5.177            |
| BUNCHING          | 26.476            | 617              |
| ALCACHOFA         | 25.190            | 9                |
| ALBAHACA          | 22.668            | 761              |
| CILANTRO          | 22.208            | 5.340            |
| ENDIBIA           | 10.384            | 14               |
| PEREJIL           | 9.173             | 478              |
| HINOJO            | 4.485             | 31               |
| KOHLRABI          | 3.492             | 4                |
| MOSTAZA           | 3.406             | 86               |
| KALE              | 3.286             | 189              |
| PAKCHOI           | 1.593             | 17               |
| RÚCULA            | 1.344             | 23               |
| <b>Sub-total</b>  | <b>38.567.179</b> | <b>1.169.472</b> |

| PRODUCTO      | CIF (US\$)        | CANTIDAD (KG)  |
|---------------|-------------------|----------------|
| <b>MAÍZ</b>   | <b>12.438.695</b> | <b>907.824</b> |
| <b>FLORES</b> | <b>881.464</b>    | <b>3.317</b>   |

| <b>CULTIVOS INDUSTRIALES</b> |                  |                |
|------------------------------|------------------|----------------|
| REMOLACHA                    | 2.391.155        | 50.622         |
| CANOLA                       | 1.150.193        | 67.970         |
| GIRASOL                      | 1.080.631        | 32.326         |
| SOYA                         | 866.119          | 192.621        |
| TABACO                       | 166.532          | 14.659         |
| <b>Sub-total</b>             | <b>5.654.631</b> | <b>358.198</b> |

| <b>FORRAJERAS</b> |                  |                  |
|-------------------|------------------|------------------|
| BALLICA           | 4.809.821        | 1.973.228        |
| OTRAS FORRAJERAS  | 1.309.936        | 173.019          |
| ALFALFA           | 820.550          | 143.843          |
| PASTO OVILLO      | 317.781          | 70.758           |
| TRÉBOL BLANCO     | 283.847          | 51.286           |
| AVENA             | 30.529           | 28.738           |
| TRÉBOL ROSADO     | 2.650            | 261              |
| <b>Sub-total</b>  | <b>7.575.114</b> | <b>2.441.133</b> |

| <b>OTROS</b>               |                   |                  |
|----------------------------|-------------------|------------------|
| FREJOL                     | 733.463           | 208.788          |
| OTRAS SEMILLAS             | 266.015           | 235.658          |
| PAPA                       | 181.230           | 1.707            |
| SORGO                      | 17.207            | 1.610            |
| TRIGO                      | 16.193            | 12.453           |
| CEBADA                     | 10.151            | 10.110           |
| CENTENO                    | 4.190             | 3.650            |
| <b>Sub-total</b>           | <b>1.228.450</b>  | <b>473.976</b>   |
| <b>TOTAL IMPORTACIONES</b> | <b>67.345.532</b> | <b>5.353.919</b> |

## 2.1 Análisis por Grupo

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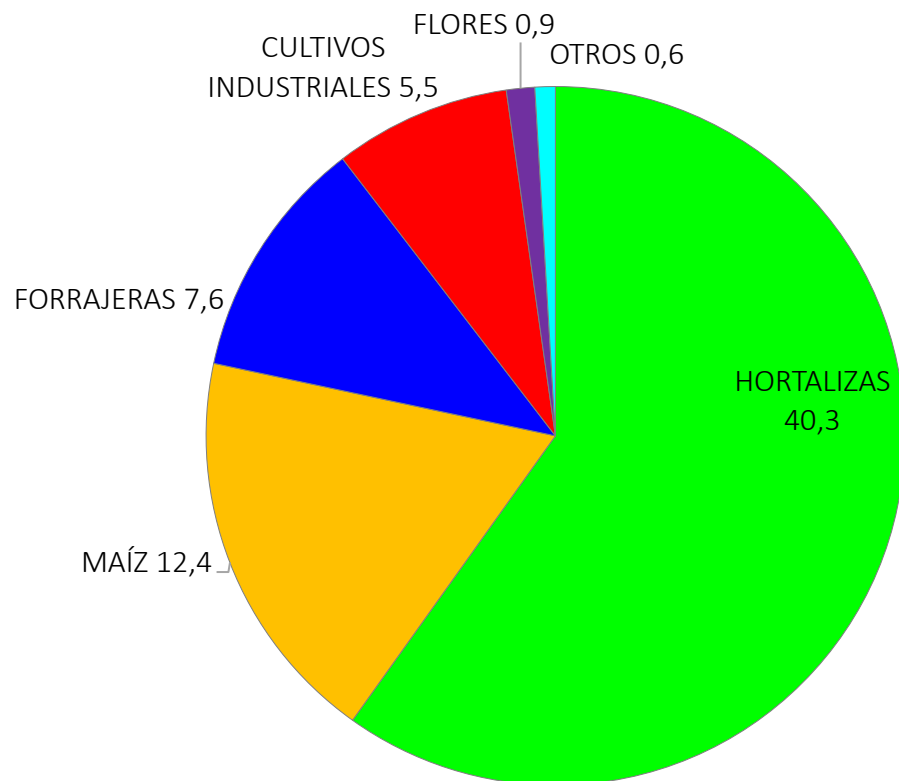


# Importación de Semillas por Grupo

Importación de Semillas 2019

| Grupo                 | Valor US\$ CIF    | Cantidad (KG)    | % Participación |
|-----------------------|-------------------|------------------|-----------------|
| HORTALIZAS            | 40.313.354        | 1.381.261        | 60%             |
| MAÍZ                  | 12.438.695        | 907.824          | 18%             |
| FORRAJERAS            | 7.572.553         | 345.149          | 11%             |
| CULTIVOS INDUSTRIALES | 5.505.306         | 2.448.243        | 8%              |
| FLORES                | 881.464           | 3.317            | 1%              |
| OTROS                 | 634.160           | 268.126          | 1%              |
| <b>TOTAL</b>          | <b>67.345.532</b> | <b>5.353.919</b> | <b>100%</b>     |

Importación de Semillas 2019  
(MM US\$ CIF)



## 2.2 Análisis Comparativo

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## Análisis Comparativo de los Grupos de Semillas Importados 2018-2019

| VARIACIÓN IMPORTACIONES AÑO 2018-2019 |                   |                   |               |                  |                  |               |
|---------------------------------------|-------------------|-------------------|---------------|------------------|------------------|---------------|
| CULTIVO                               | CIF (US\$)        |                   | VARIACIÓN (%) | CANTIDAD (KG)    |                  | VARIACIÓN (%) |
|                                       | 2018              | 2019              |               | 2018             | 2019             |               |
| MAÍZ                                  | 11.549.563        | 12.438.695        | 7,7           | 837.731          | 907.824          | 8,4           |
| HORTALIZAS                            | 40.887.322        | 40.313.354        | -1,4          | 1.271.453        | 1.381.261        | 8,6           |
| FLORES                                | 1.065.173         | 881.464           | -17,2         | 3.367,5          | 3.317            | -1,5          |
| CULTIVOS INDUSTRIALES                 | 6.569.852         | 5.505.306         | -16,2         | 520.876          | 2.448.243        | 370,0         |
| FORRAJERAS                            | 9.933.707         | 7.572.553         | -23,8         | 2.961.576        | 345.149          | -88,3         |
| OTROS                                 | 1.516.900         | 634.160           | -58,2         | 858.011          | 268.126          | -68,8         |
| <b>TOTAL</b>                          | <b>71.522.517</b> | <b>67.345.532</b> | <b>-5,8</b>   | <b>6.453.014</b> | <b>5.353.919</b> | <b>-17,0</b>  |

## 2.3 Principales Orígenes

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# Origen de las de Semillas Importadas

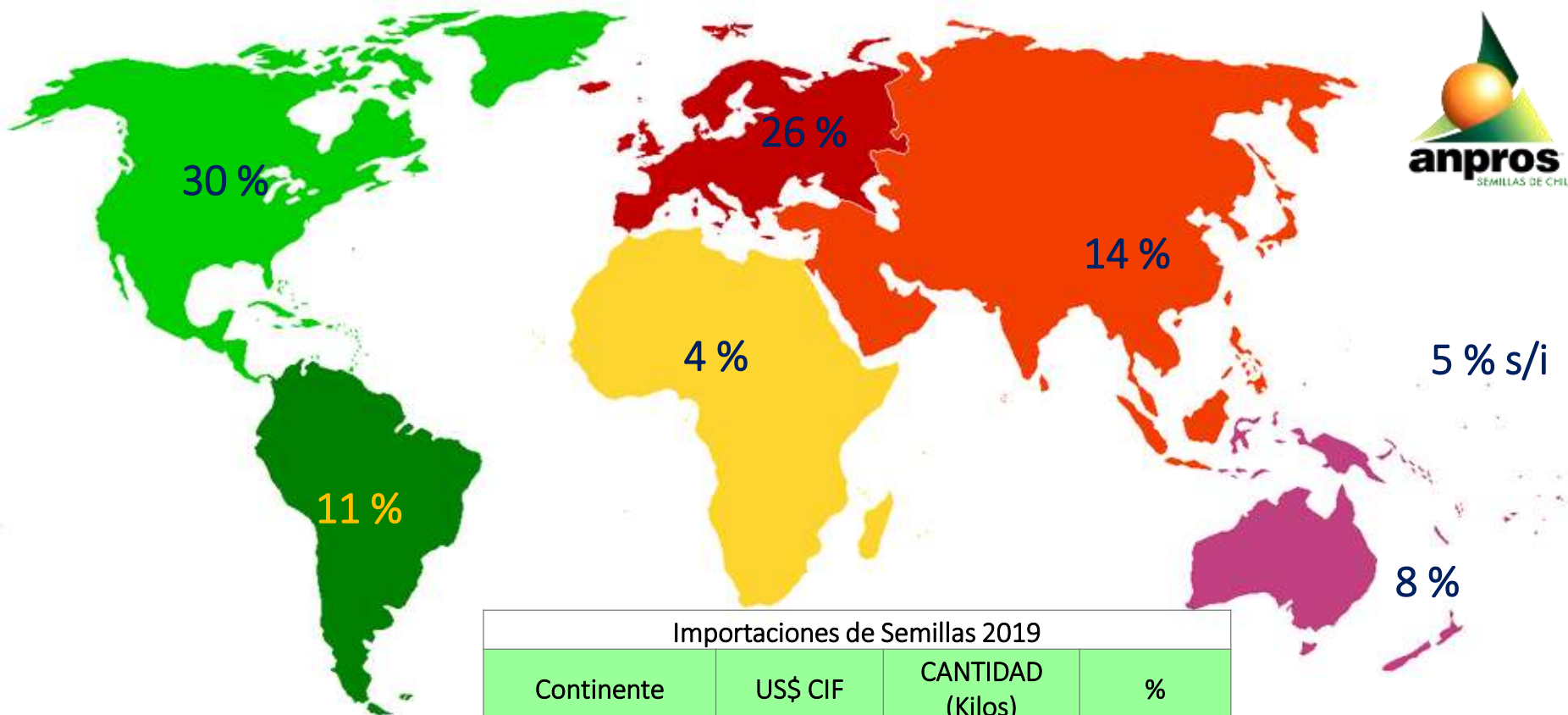
Origen de las Importaciones de Semillas, 2018 (US\$ CIF)



Origen de las Importaciones Chilenas de Semillas, 2019 (US\$ CIF)

| Países          | Valor (US\$ CIF)  | Cantidad (Kilos) | % participación |
|-----------------|-------------------|------------------|-----------------|
| EE.UU.          | 19.211.562        | 1.692.875,9      | 29%             |
| OTROS PAÍSES    | 11.991.688        | 688.662          | 18%             |
| FRANCIA         | 5.220.716         | 232.925,4        | 8%              |
| NUEVA ZELANDIA  | 4.783.896         | 1.489.452,7      | 7%              |
| PERÚ            | 4.480.575         | 296.482,4        | 7%              |
| HOLANDA         | 3.834.158         | 47.649,3         | 6%              |
| ALEMANIA        | 3.620.515         | 303.309,4        | 5%              |
| SIN INFORMACIÓN | 3.161.488         | 6.698,0          | 5%              |
| INDIA           | 2.594.150         | 3.650,7          | 4%              |
| CHINA           | 2.572.917         | 90.684,6         | 4%              |
| SUDAFRICA       | 2.015.037         | 35.590,8         | 3%              |
| THAILANDIA      | 1.945.888         | 1.508,3          | 3%              |
| ARGENTINA       | 1.912.944         | 464.429,4        | 3%              |
| <b>TOTAL</b>    | <b>67.345.532</b> | <b>5.353.919</b> | <b>100%</b>     |

# Origen de las Importaciones de Semillas por Continente



| Importaciones de Semillas 2019 |                   |                  |             |
|--------------------------------|-------------------|------------------|-------------|
| Continente                     | US\$ CIF          | CANTIDAD (Kilos) | %           |
| NORTEAMÉRICA                   | 20.540.192        | 1.879.582        | 30%         |
| EUROPA                         | 17.776.557        | 1.018.487        | 26%         |
| ASIA                           | 9.462.076         | 113.325          | 14%         |
| SUDAMÉRICA                     | 7.424.817         | 779.857          | 11%         |
| OCEANÍA                        | 5.319.917         | 1.519.517        | 8%          |
| SIN INFORMACIÓN                | 3.161.488         | 6.698            | 5%          |
| AFRICA                         | 2.849.042         | 35.940           | 4%          |
| CENTROAMÉRICA                  | 811.444           | 514              | 1%          |
| <b>Total general</b>           | <b>67.345.532</b> | <b>5.353.919</b> | <b>100%</b> |

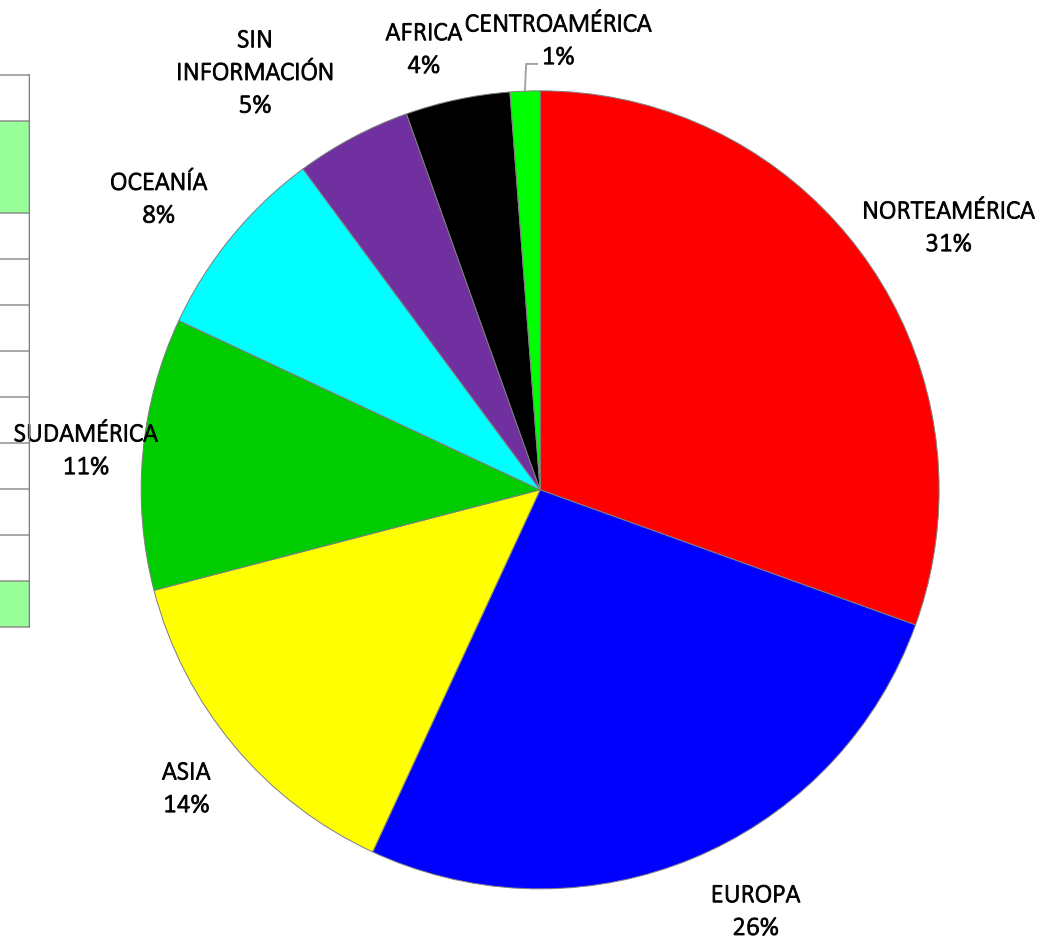
Fuente: Elaboración ANPROS A.G. con datos del Servicio Nacional de Aduanas



# Importación de Semillas por Grupo

## Origen de las Importaciones de Semillas 2019, por Continente (US\$ CIF)

| Importaciones de Semillas 2019 |                   |                  |             |
|--------------------------------|-------------------|------------------|-------------|
| Continente                     | US\$ CIF          | CANTIDAD (Kilos) | %           |
| NORTEAMÉRICA                   | 20.540.192        | 1.879.582        | 30%         |
| EUROPA                         | 17.776.557        | 1.018.487        | 26%         |
| ASIA                           | 9.462.076         | 113.325          | 14%         |
| SUDAMÉRICA                     | 7.424.817         | 779.857          | 11%         |
| OCEANÍA                        | 5.319.917         | 1.519.517        | 8%          |
| SIN INFORMACIÓN                | 3.161.488         | 6.698            | 5%          |
| AFRICA                         | 2.849.042         | 35.940           | 4%          |
| CENTROAMÉRICA                  | 811.444           | 514              | 1%          |
| <b>Total general</b>           | <b>67.345.532</b> | <b>5.353.919</b> | <b>100%</b> |





# Estadísticas Productivas de la Industria Semillera Chilena 2019

[mvergara@anpros.cl](mailto:mvergara@anpros.cl)

Asociación Gremial de Productores de Semillas, ANPROS A.G.  
Santiago abril de 2020

