

“An Overview of the Chilean
Hazelnut Industry”

Hazelnuts from North Patagonia



Nefuen
Trading

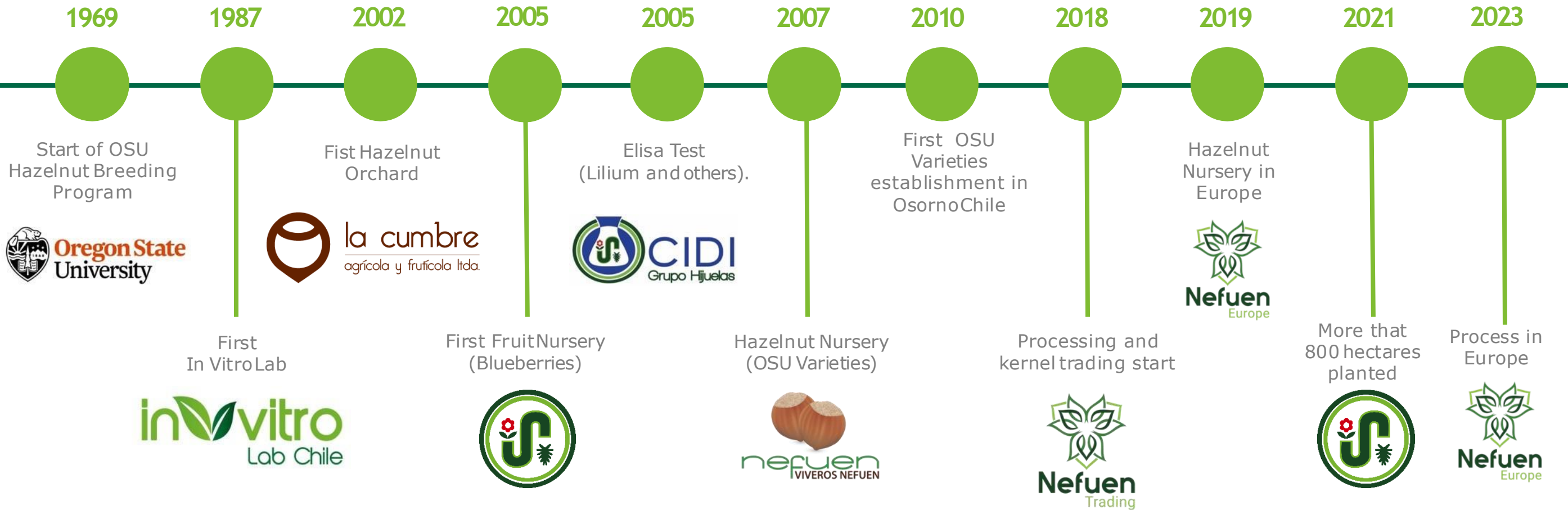


Hazelnuts from North Patagonia

- Our Story
- World Hazelnut Production & Demand
- Hazelnut Cultivation in Chile
- Hazelnut Processing & Categories
- Export Markets for Chilean Hazelnuts
- Challenges & Opportunities for Growth



OUR STORY



ENVIROMENT AND LOCATION

Osorno is a city located in the south of Chile, at the doorstep of the North Patagonia, surrounded by Volcanoes, big rivers and lakes that provide an excellent climate to produce high quality agricultural products, such as milk, wheat, meat and of course, hazelnuts are not the exception.

Our farms are near big rivers that ensure the **water** supply for irrigation to have a stable production. The trumao soil (volcanic ashes) are rich in structure that give high quality hazelnuts under a sustainable state of the art farming techniques.



FRESHNESS

Chile is located in the Southern Hemisphere that allow off season production.

Hazelnuts contains around 60% oil, so freshness is a key part of our product that emphasizes the flavor and re-engage the hazelnut consumer of the world.



This means that our hazelnuts are **fresh** from March until August, when the Northern Hemisphere production is already more than 8 months old.

Product available starting in **April**.

CLEANLINESS



The isolation created by the Andes Mountains and the Pacific Ocean allow us to produce hazelnuts with less chemical application. Based on that Chile is free of EFB and MSB (*H.Halys*) and other diseases.

Also, the few insects and diseases in our area allow us to have a unique product in the market that came only from the new hazelnuts cultivars, from the Oregon State University hazelnut breeding program, that are grown in North Patagonia.





OUR FACILITIES

“Viveros Nefuen” has the exclusive license agreement to propagate OSU (Oregon State University) hazelnut cultivars for Sud America, Europe, NZ and Australia”





OUR FARMS



- More than 8.000 hectares OSU cultivars sale via our nursery
- 30 Farmers from Maule to Los Lagos





OUR PROCESSING PLANT



SHELLING AND DRYING



STORAGE CAPACITY



PROCESS CAPACITY



QUALITY CONTROL



SAG OFFICE



FOCUS IN QUALITY AND FOOD SAFETY



Certificate of Conformity

Date(s) of Audit: 25-MAR-2024
 Re-audit Due Date: 29-APR-2025
 Certificate Expiry Date: 10-JUN-2025
 Certificate Number: C0608334-BRC5
 Site Code: 10000885
 Auditor Number: 21037
 Certificate Issue Date: 18-APR-2024

Nefuen Trading Chile SPA

Ruta 9 Sur, Km. 905, Las Guemias, Osorno, Región De Los Lagos, Chile

NSF Certification, LLC, #1181 certifies that, having conducted an audit, they meet the requirements set out in the:

Global Standard Food Safety
 Issue 9: AUGUST 2022

Has achieved Grade: AA+, Unannounced

For the scope of activities:

Drying, grading, splitting and selection of Hazelnuts; packaged in bulk polypropylene maxi bags in modified atmosphere

Including additional Modules of:

Exclusions from Scope:
 None

Product Categories:

1S: Dried food and ingredients
 S: Fruits, vegetables and nuts

Signed on behalf of
 NSF Certification, LLC

 Sarah Kroll
 Senior Managing Director
 Global Supply Chain

NSF Certification, LLC
 789 N. Dixboro Road, Ann Arbor, MI 48106 USA
 This certificate remains the property of NSF Certification, LLC.
 If you would like to give feedback on the BRCGS Standard or the audit process directly to BRCGS, please contact enquiries@brcgs.com or use the BRCGS reporting system at https://nlisubrcgs.whatdotheyknow.com
 To verify certificate validity, please visit https://directory.brcgs.com



4 PILARES

- HEALTH AND SAFETY
- BUSINESS ETHICS
- LABOUR
- ENVIRONMENT

Nefuen Trading is committed to bring the best quality fruits from varieties developed by the Oregon State University (OSU) and produced in Chile to the entire world.

We have complete traceability from the farms to the client and no child or illegal immigrant labor.

Also we are BRC certificate in Global Standard for food safety and Smeta 4 Pillars



NO CHILD LABOR



FAIR SALARY



SAFE WORKPLACE

FULL TRASABILITY



in vitro
Lab Chile


nefuen
VIVEROS NEFUEN


la cumbre
agrícola y frutícola Ltda.


Nefuen
Trading

WORLD HAZELNUT PROD. (Mt)–INC

CHILE ONLY 4 %

HAZELNUTS

The information contained herein was prepared between mid-September and October 2024.

ESTIMATED WORLD HAZELNUT PRODUCTION

In-shell Basis. Metric Tons

COUNTRY	2023/2024				2024/2025			
	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK
TÜRKIYE	215,000	650,000	865,000	135,000	135,000	785,000	920,000	150,000
ITALY	5,000	87,300	92,300	2,000	2,000	95,000	97,000	5,000
USA	2,500	84,500	87,000	1,000	1,000	87,500	88,500	1,000
CHINA	2,800	60,000	62,800	2,000	2,000	75,000	77,000	1,500
AZERBAIJAN	2,000	65,000	67,000	4,000	4,000	70,000	74,000	4,000
CHILE	5,000	65,300	70,300	2,600	2,600	60,800	63,400	1,000
GEORGIA	2,500	40,000	42,500	1,400	1,400	45,000	46,400	1,000
IRAN	600	18,000	18,600	2,000	2,000	18,000	20,000	0
SPAIN	200	9,500	9,700	500	500	12,000	12,500	600
FRANCE	0	12,000	12,000	2,000	2,000	8,500	10,500	0
OTHERS	0	31,000	31,000	0	0	31,600	31,600	0
WORLD TOTAL	235,600	1,122,600	1,358,200	152,500	152,500	1,288,400	1,440,900	164,100

WORLD CONSUMPTION (Supply - End. Stock) 1,205,700



HAZELNUT KERNEL KG/PC

INC 2023



Product	Consumption (kg/pc)
<input type="checkbox"/> Hazelnuts	0.47
Australia	0.13
Austria	1.42
Azerbaijan	0.10
Belgium	0.91
Brazil	0.04
Canada	0.49
China	0.03
France	0.48
Georgia	0.15
Germany	1.43
India	0.00
Italy	1.66
Japan	0.01
Mexico	0.02
Poland	0.47
Russian Fed.	0.13
Spain	0.30
Sweden	0.18
Switzerland	1.31
Türkiye	1.00
UK	0.07
USA	0.05
Total	0.47





HAZELNUT CATEGORIES

Kernel
90%

In Shell
10%

CHOCOLATE
INDUSTRY

70%

BAKERY 15%
SNACK 15%
OIL 5%

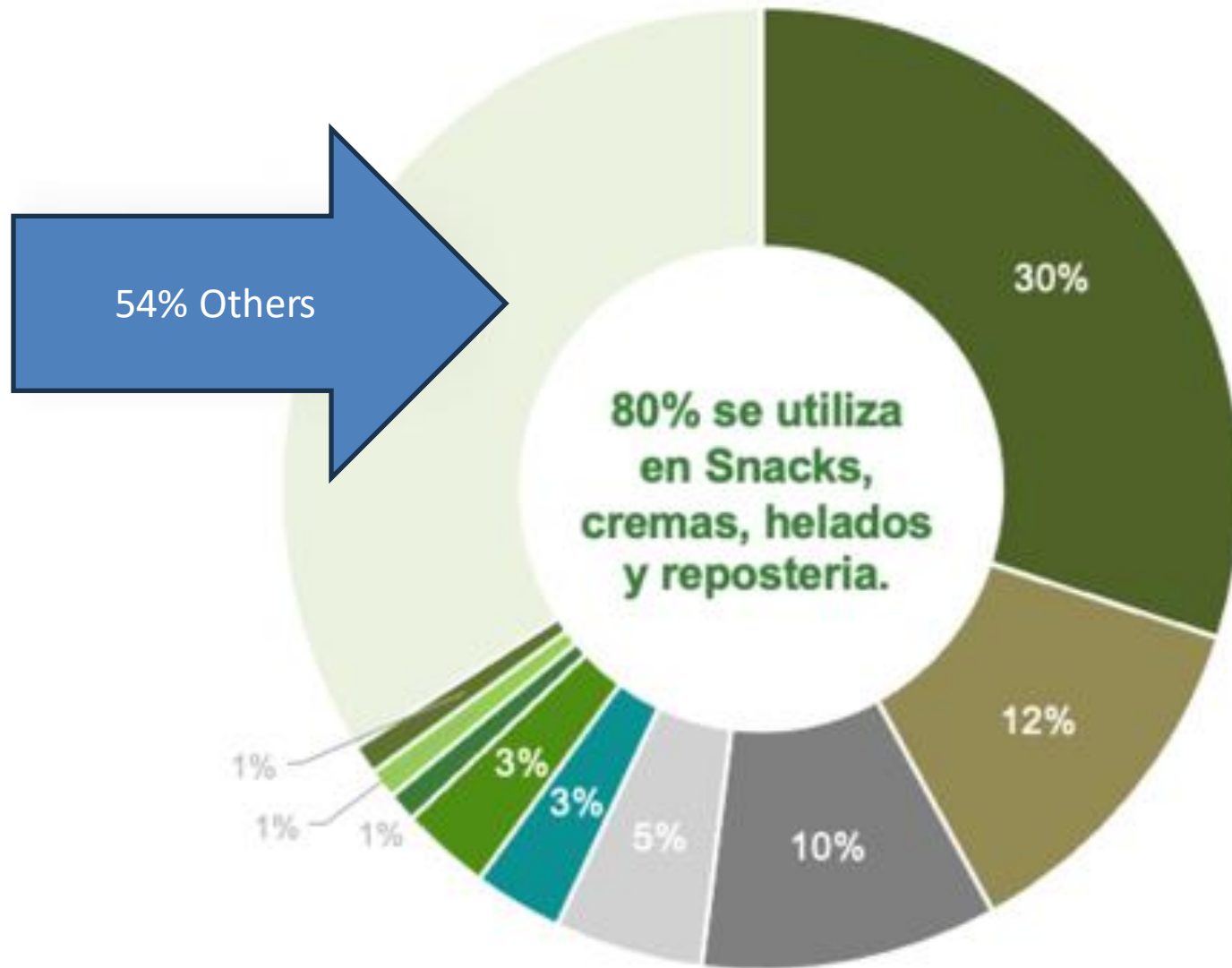
11-13mm
45%

13-15mm
30%

PASTE
20%

9-11mm
5%

MAIN BUYERS



■ **FERRERO**

■ **STORCK**

■ **Mondelēz**
International

■ 
Nestlé

■ **Kellogg's**

■ 
General Mills

■ **belVita**

■ **Ritter**
SPORT

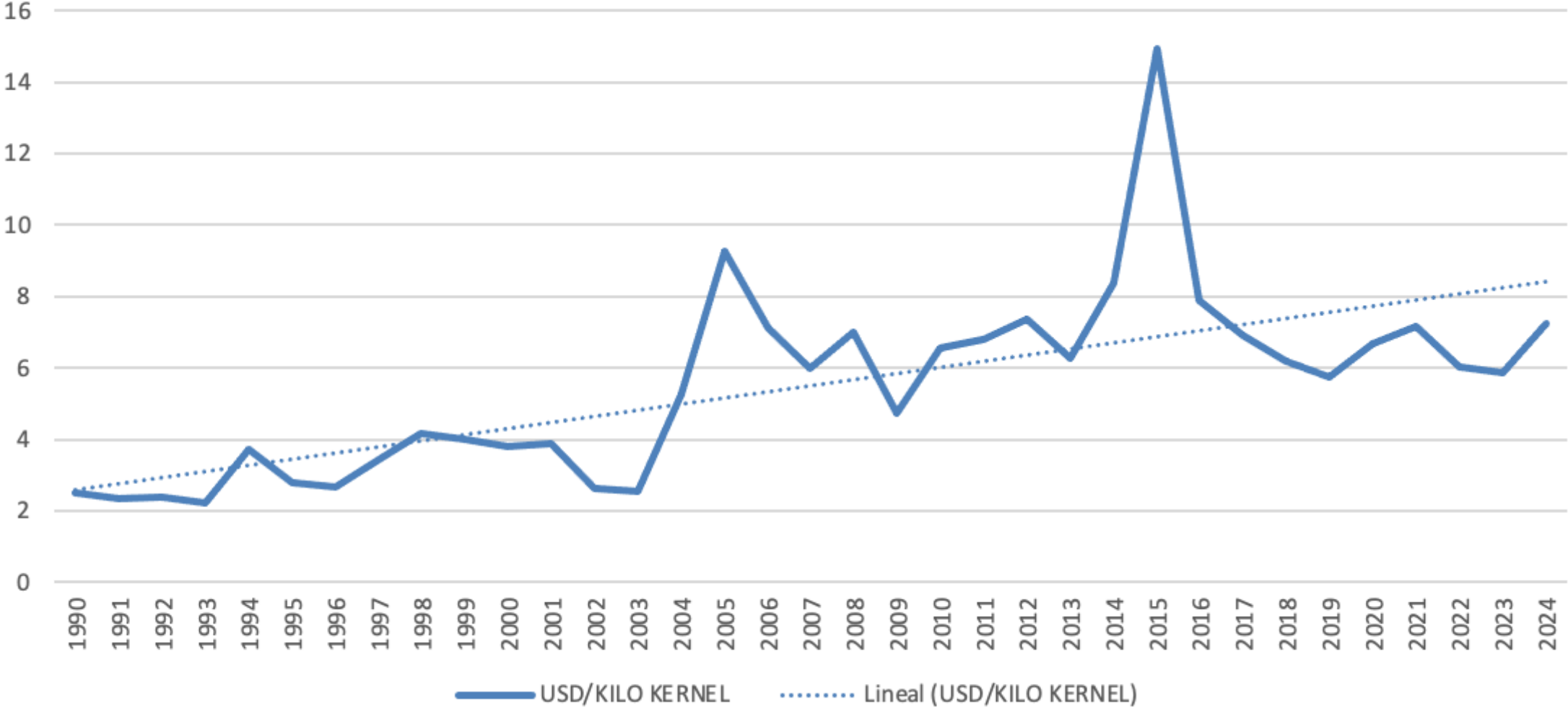
■ 
WALL'S

■ Otros



KERNEL PRICE SINCE 1990

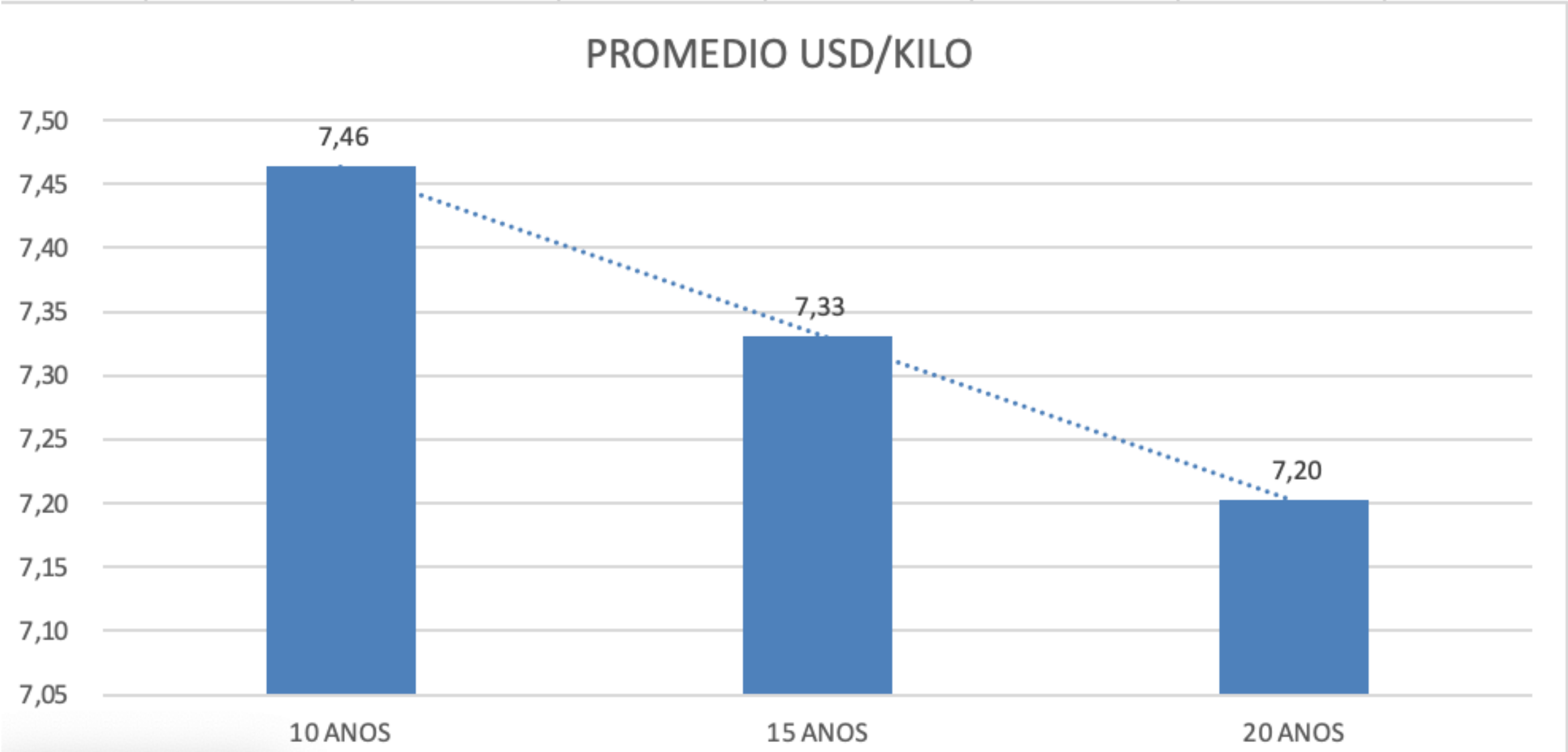
USD/KILO KERNEL



Ref: Oltan-Boyer up to 2018 and Nefuen Tarding SpA. Up 2024



KERNEL PRICE AVERAGE

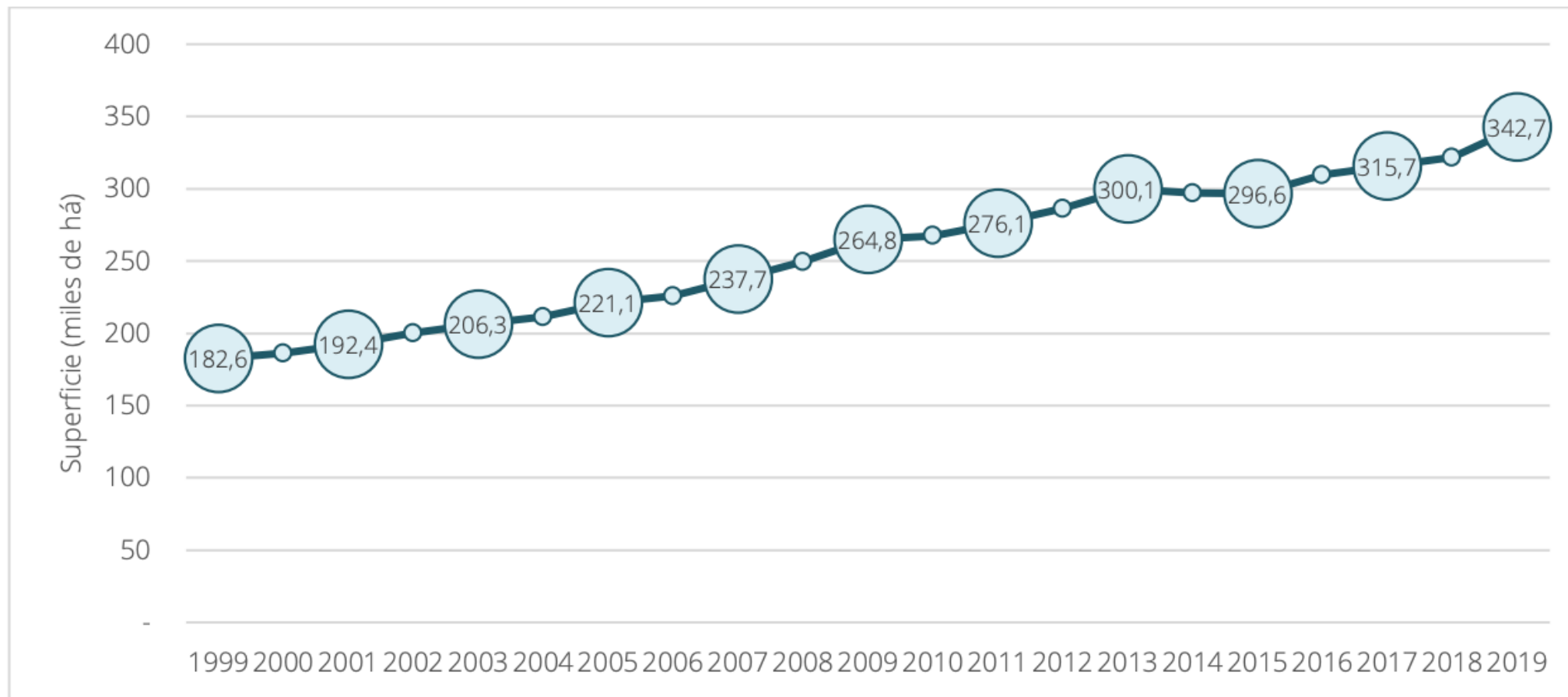


Ref: Oltan-Boyer up to 2018 and Nefuen Tarding SpA. Up 2024



FRUIT CROP SURFACE IN CHILE 1999 to 2019 (HA)

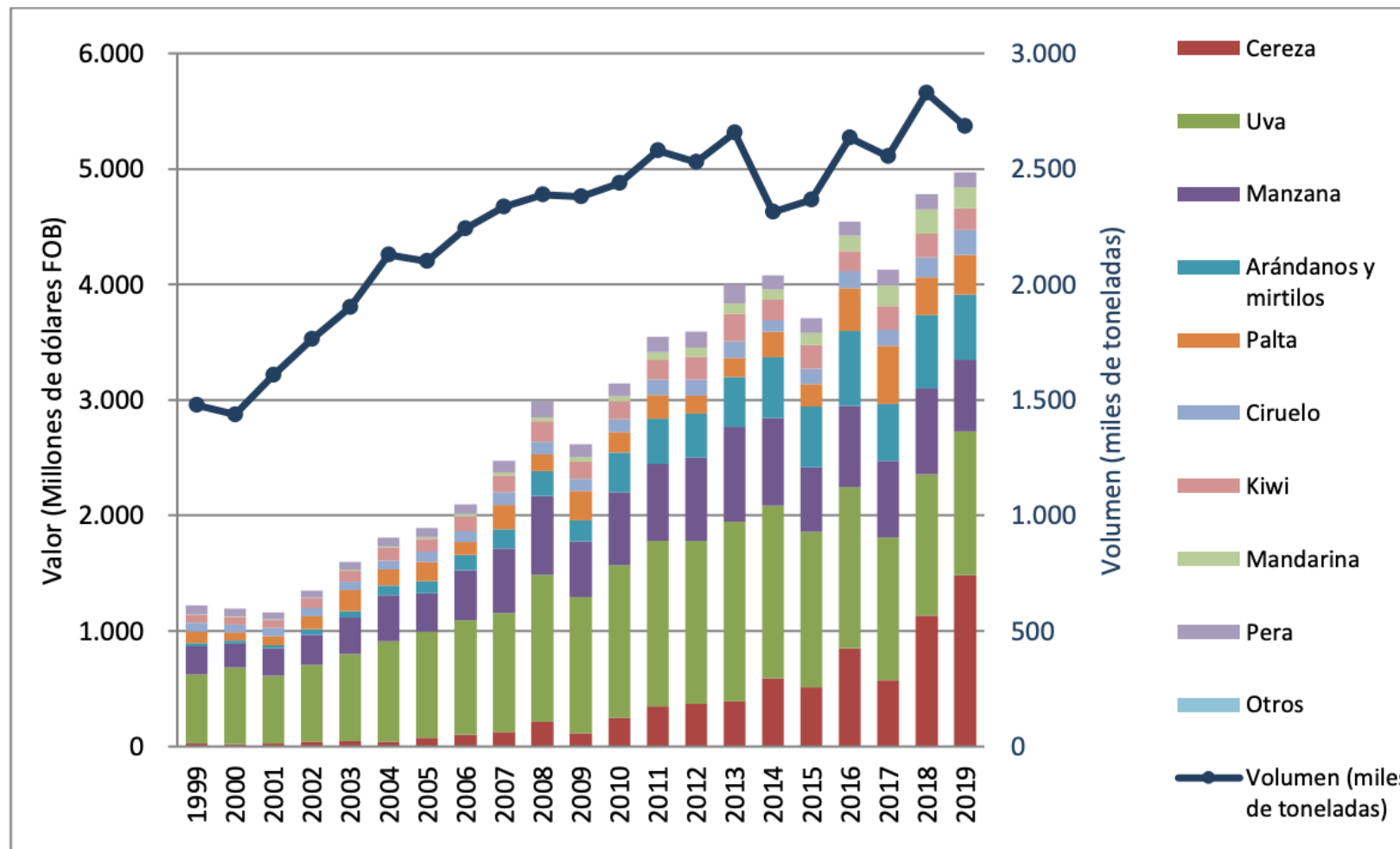
Gráfico 1. Evolución de la superficie frutícola en Chile (1999-2019).



Fuente: Catastro Frutícola Odepa Ciren¹.

FRUIT CROP SALES EVOLUTION 1999 to 2019 (FOB)

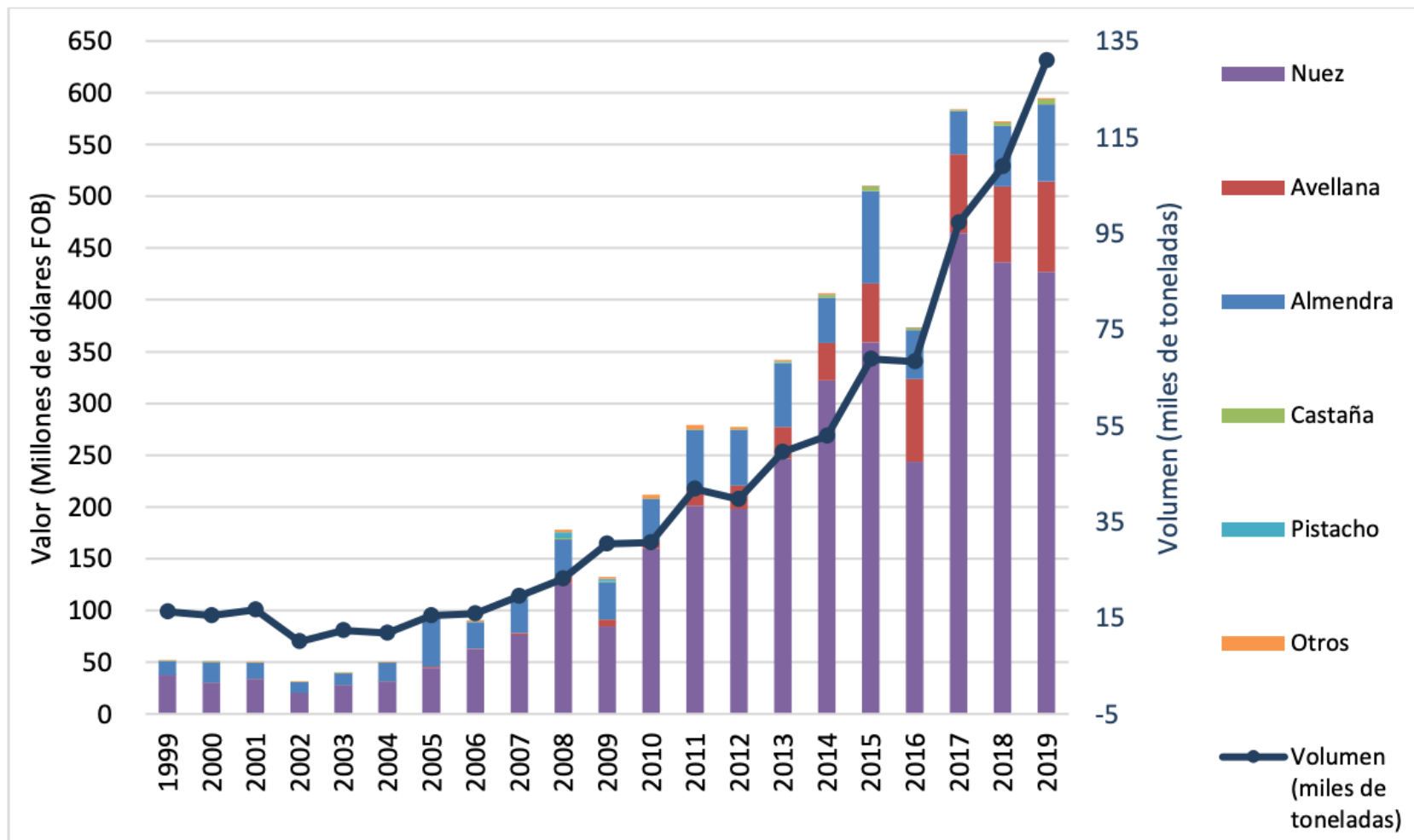
Gráfico 4. Evolución de las Exportaciones de Fruta Fresca, 1999-2019 en volumen (miles de toneladas) y en valor (millones de dólares FOB).



Fuente: Elaborado por Odepa con información del Servicio Nacional de Aduanas.

NUT TREE EVOLUTION 1990 to 2019 (FOB)

Gráfico 6. Evolución de las Exportaciones de Frutos Secos, 1999-2019 en volumen (miles de toneladas) y en valor (millones de dólares FOB).

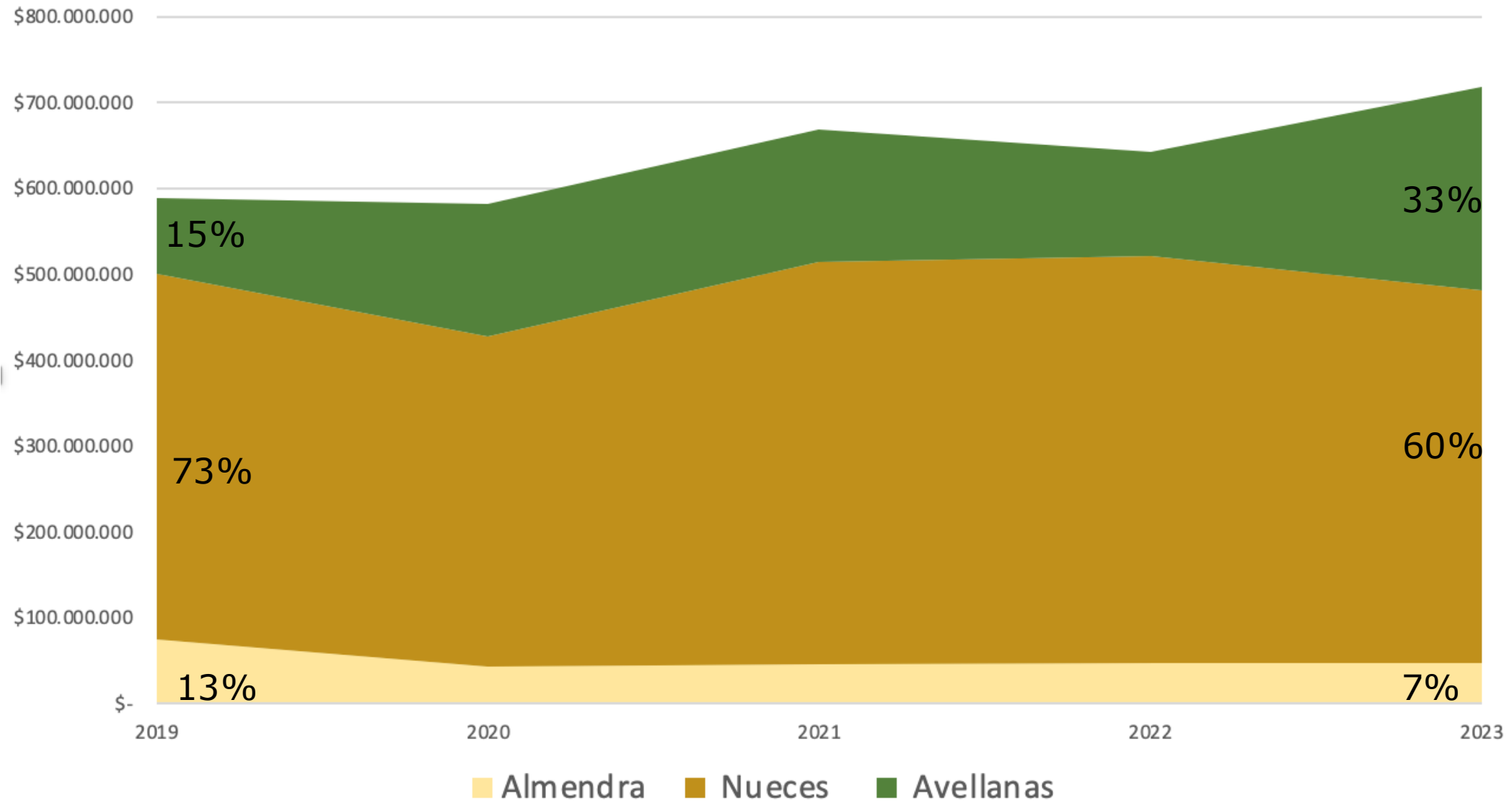


Fuente: Elaborado por Odepa con información del Servicio Nacional de Aduanas.

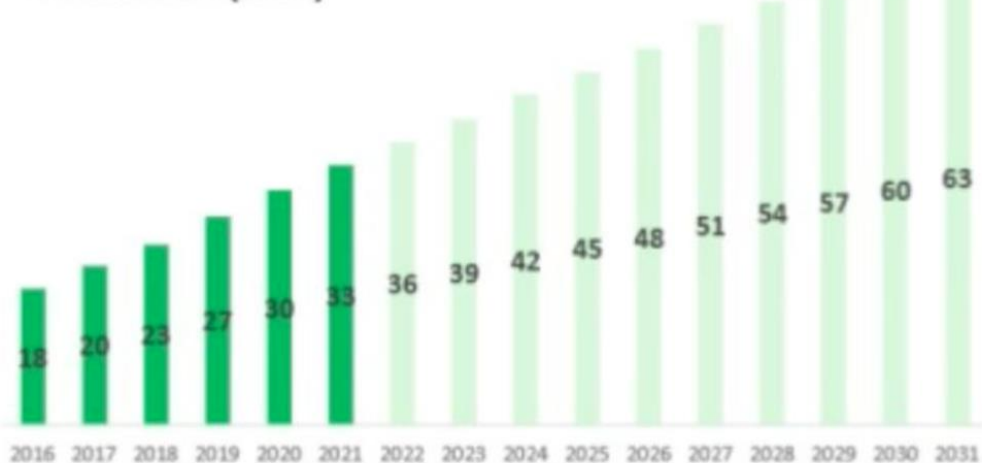
FOB Nuts Export from Chile

Pro Chile (Aduanas Dec. 2023)

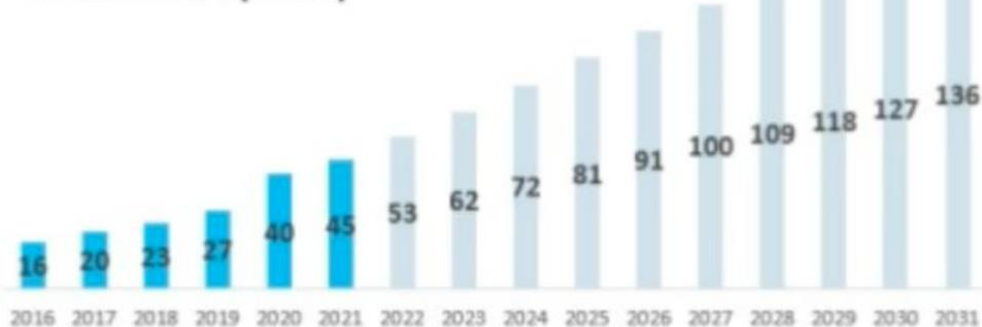
FOB Nut Exp. From Chile



Plantaciones (k has)



Producciones (k tons)



S. Anita: + 12 silos de 500 tons



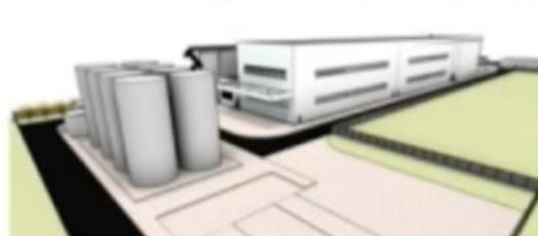
INCREMENTO DE LA CAPACIDAD DE ALMACENAJE PARA **ENTREGA DIRECTA**

Caracas: + 18 secadores



INCREMENTO DE LA CAPACIDAD DE SECADO EN EL SUR PARA **GARANTIZAR LA CALIDAD**

Ñuble: nueva planta de transformación

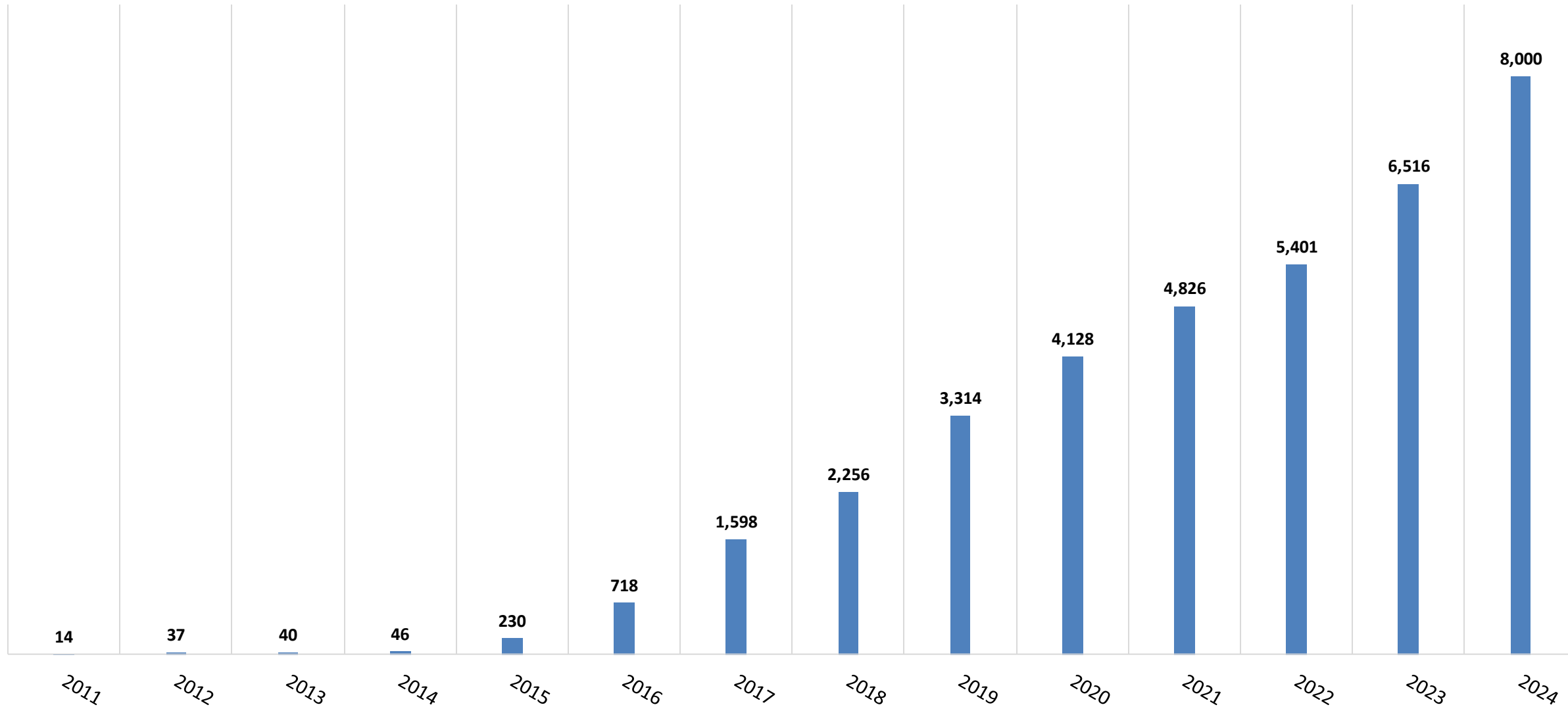


NUEVA PLANTA DE TRANSFORMACIÓN PARA **APOYAR EL CRECIMIENTO**

Viveros Nefuen Planting Statistics



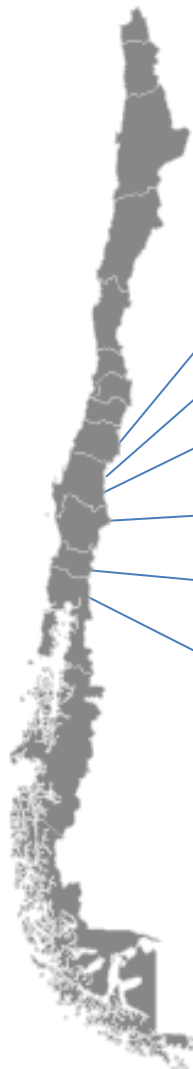
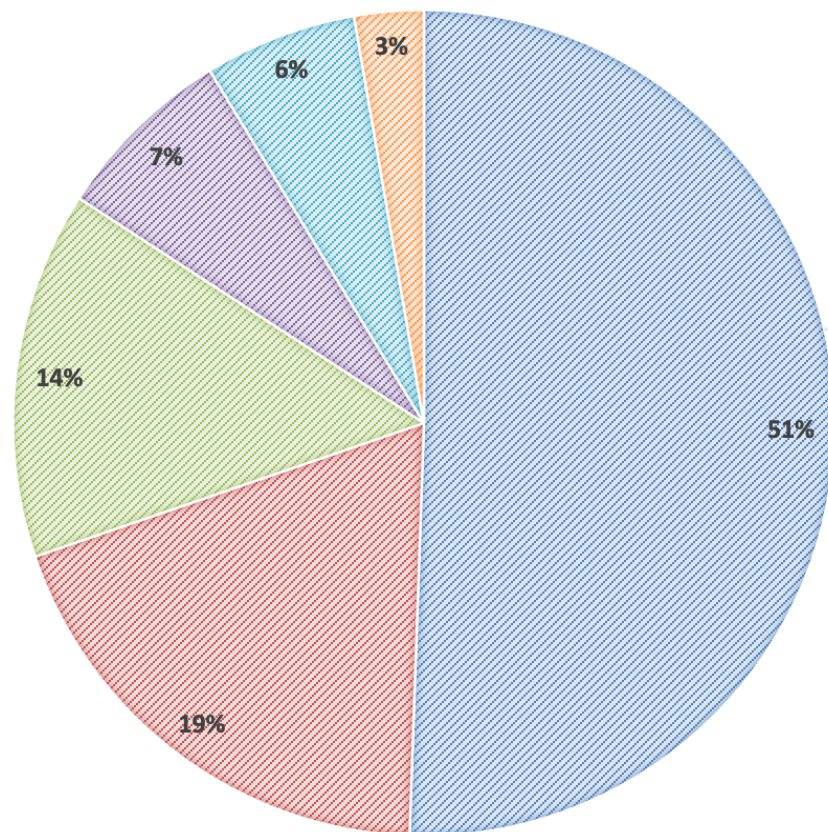
■ Total Planted



Hazelnuts Production Aereas (INE)

HAZELNUT GROWING REGION -CHILE

■ Maule ■ Araucania ■ ñuble ■ Bio Bio ■ Los Rios ■ Los Lagos

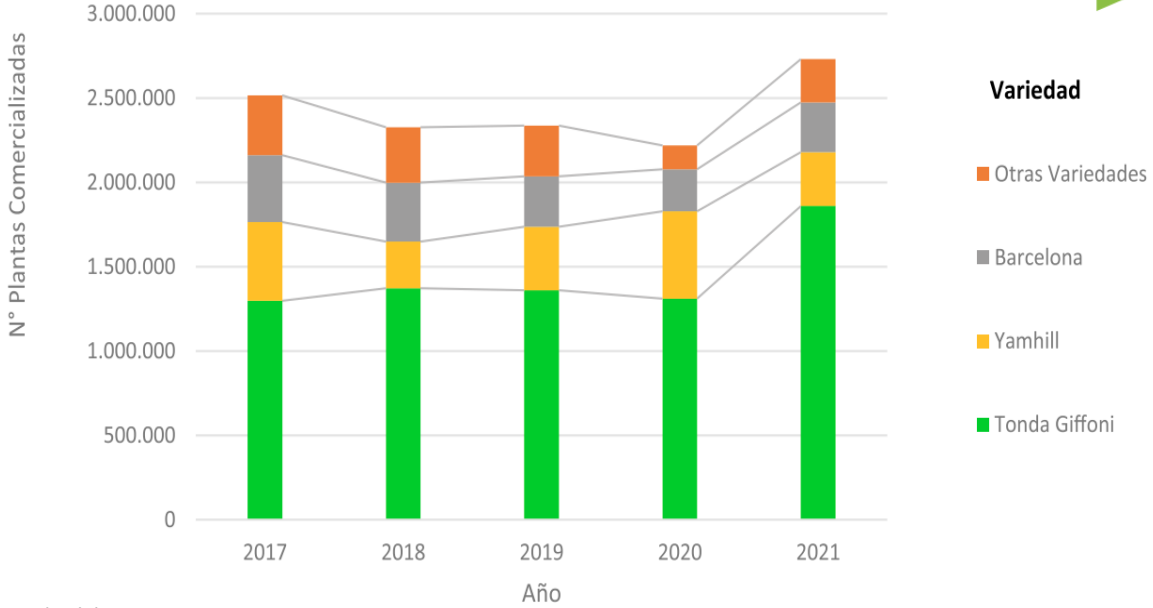


- Maule **51% Chile – OSU 14% (Lat 34)**
- Ñuble **14% Chile - OSU 4,7%**
- Bio Bio **7% Chile - OSU 38%**
- Araucanía **19% Chile - OSU 12%**
- Los Ríos **6% de Chile - OSU 18 %**
- Los Lagos **3% Chile - OSU 14 % (Lat 39)**



Hazelnut Cultivars Grown in Chile

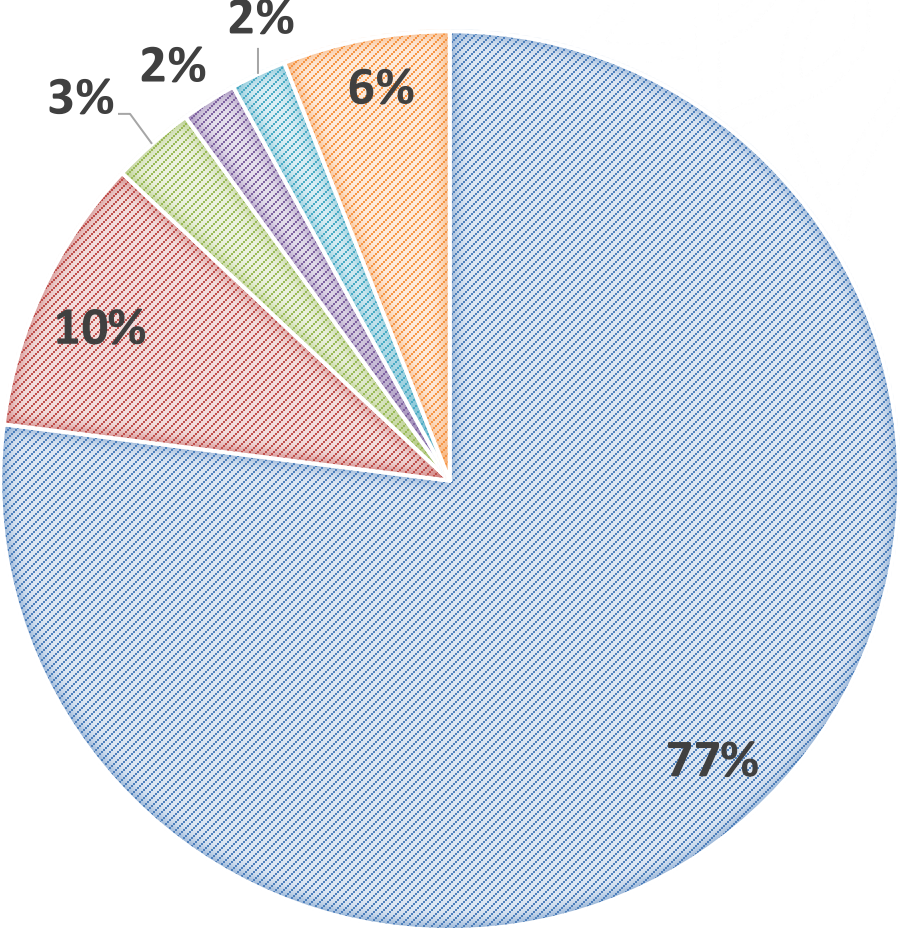
Tendencia uso Variedades Avellano europeo



Viveros de Chile AGV

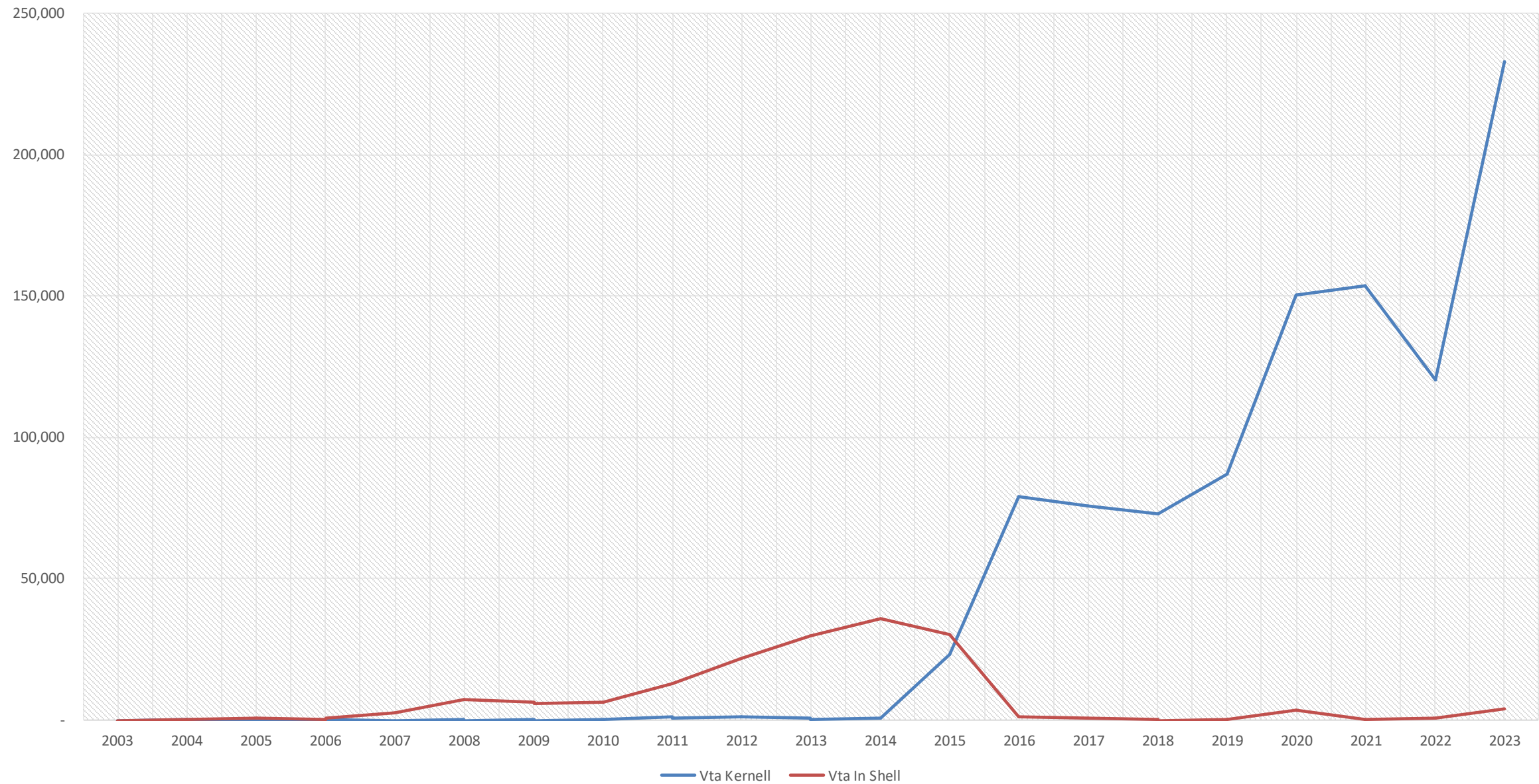
Planted Hectares/year:

- 3.721 ha in 2017
- 3.519 ha in 2018
- 3.589 ha in 2019
- 3.509 ha in 2020
- 4.253 ha in 2021
- 2022, 2023, 2024 + 10.000 ha



■ Yamhill ■ Tonda Pacifica ■ Jefferson ■ York ■ Dorris ■ Others (McDoanld, Theta)

Hazelnut Export from Chile (In Shell vs Kernel) USD FOB (M)



Ref: PROCHILE- Aduanas de Chile <https://www.aduana.cl/aduana/site/edic/base/port/comex.html>



NEWS.....!!

Frutícola Agrichile invierte US\$75 millones en su nueva planta de procesamiento de avellanas



 LITORALPRESS

Procesadora turca Balsu apuesta por las avellanas chilenas

Procesadora turca Balsu apuesta por las avellanas chilenas. Con 45 años de trayectoria en el procesamiento y comercialización de las avellanas europeas, la empresa turca Balsu se ha consolidado como la principal exportadora del fruto seco de ese país que concentra el 70% de la producción global, con unas 745 mil hectáreas y como la segunda mayor procesadora de avellanas del mundo, con un volumen de ventas de 52 mil toneladas de avellanas procesadas cada temporada y una capacidad para descascarar a diario más de 800 toneladas. Por eso, su silencioso aterrizaje en Chile ha llamado la atención en el sector.

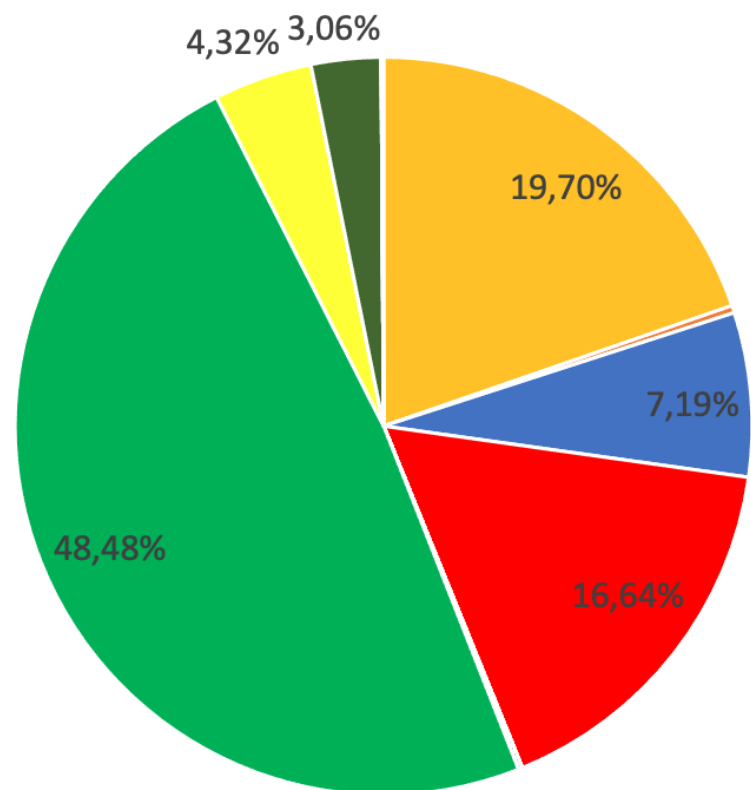
Hace cinco años iniciaron la plantación de 140 hectáreas de avellanos europeos en la comuna de Pelarco, en la Región del Maule, de las cuales obtuvieron este año su primera cosecha, y con entusiasmo aseguran que ha sido solo el primer paso, debido a las condiciones climáticas y agronómicas que encontraron y confirmaron en el país. "Antes de realizar nuestra inversión agrícola en Chile visitamos casi todos los países aptos para el cultivo de las avellanas y Chile, comparativamente, tiene una muy buena reputación en cuanto a la producción y exportaciones agrícolas, una economía estable y un sistema legal bien establecido", destaca Umut Kucuk, gerente general de Balsu Agro Chile.

También resalta que el rubro de las avellanas europeas en particular cuenta con viveros bien establecidos, arriendo y venta de maquinaria agrícola profesional y mano de obra calificada, lo que los llevó a decidirse por plantar y desarrollar nuevos planes de inversión en Chile. "Como Balsu queremos ser un actor importante en el sector de la avellana chilena. Estamos planeando comenzar a comercializar a partir de la próxima temporada y estamos avanzando en nuestros planes de establecimiento de instalaciones para el procesamiento de avellanas en Chile", asegura con entusiasmo Umut Kucuk.

HAZELNUT EXPORT FROM CHILE KERNEL BASED

Pro Chile (Aduanas DIC 2023)

KERNEL EXPORT FROM CHILE



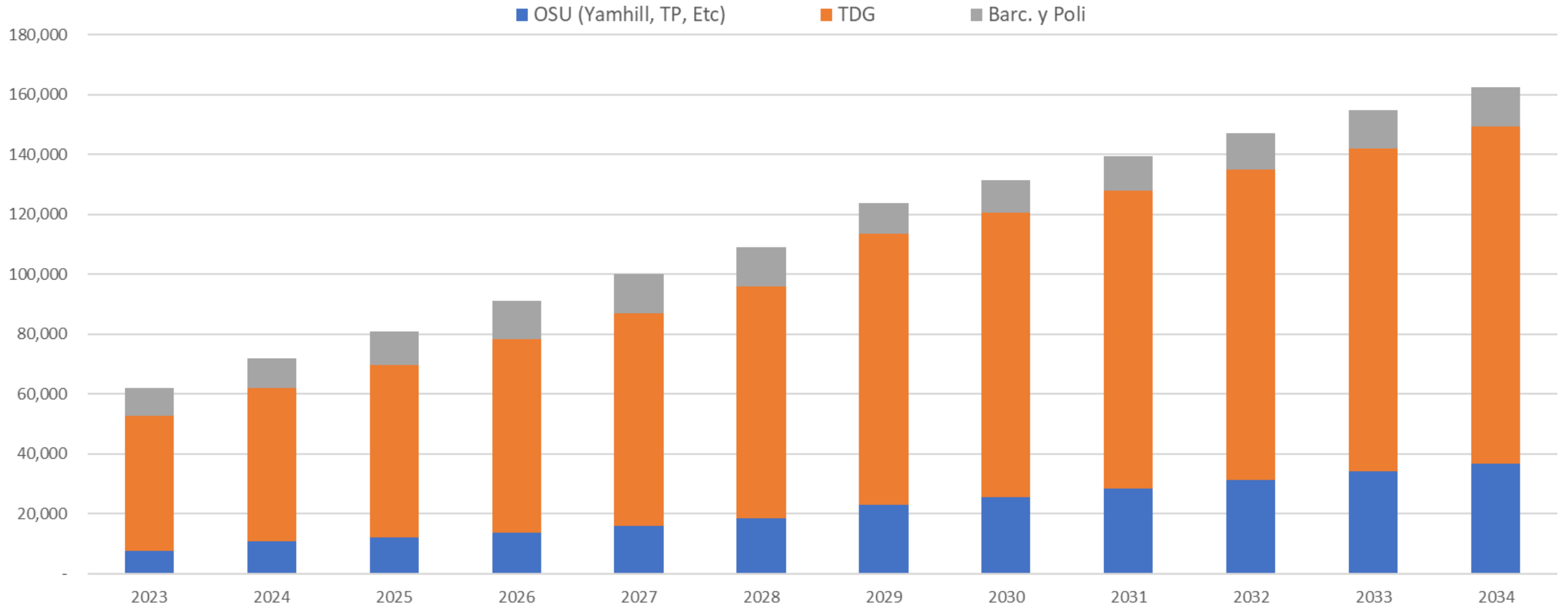
Alemania Argentina Brasil Canadá Holanda Italia México Polonia

MORE THAT 71 MIL M Tons.
(In Shell Based) up to Dec. 2023



Chilean Hazelnuts - Crop Projection

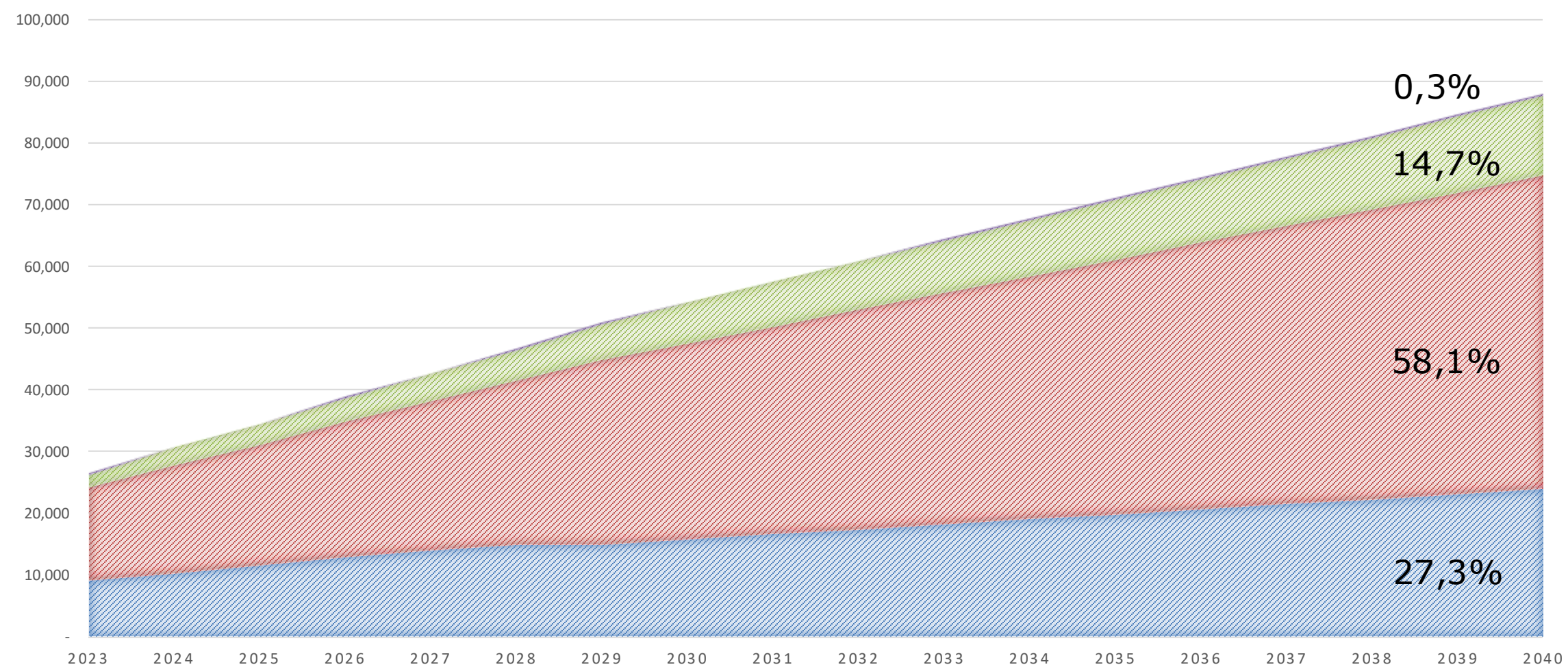
MT in Shell -Cultivars



FUTURE CHILEAN HZ OFFER

Kernell sizes

15 mm + 13 a 15 mm 11 a 13 mm 9 a 11 mm





HAZELNUT CATEGORIES

Kernel
90%

In Shell
10%

CHOCOLATE
INDUSTRY

70%

BAKERY 15%
SNACK 15%
OIL 5%

11-13mm
45%

13-15mm
30%

PASTE
20%

9-11mm
5%

11-13 m
14,5%

13-15mm
58%

15mm
27%

9-11mm
0,3%

Kernel Size / Cultivar

Kernel size distribution %

Selection	> 15 mm	13.5 - 15 mm	11 -13.5 mm	9-11 mm
Wepster	2	43	55	0
Yamhill	2	39	58	1
T.Pacifica	3	68	29	0
Sacajawea	7	77	16	0
McDonald	40	53	7	0
York	20	75	5	0
TDG	65	32	3	0
Dorris	34	62	4	0
Jefferson	87	13	1	0
Barcelona	84	16	0	0





ANALISIS BY CATEGORY

11-13mm
45%

**Stable demand
Long Term >5%**

Captive Buyer

Low Intermedation

**Higher Payback
to Farmers**

13-15mm
30%

**New Healthy
Market demand > 10%**

Lower claim → More demand

**Higher Price sustitution with
other nuts**

Push Chilean Hazelnut brand

PASTE
20%

**High demand in new
markets like de USA**

**Transformation costs is
paid by the farmer**

**Most of the paste is
done with second
quality hazelnuts**



DISCUSSIONS

- 4 to 5 years from now Chile will be 2nd largest producer in the world TODAY ONLY 4%.
- 90% of the world's demand is in Kernel and only 10% in Shell
- 70% or more of hazelnuts are consumed in the chocolate industry.
- The most used sizes in the industry are 11-13 mm (45%)
- Chile's supply of 11-13 mm in the future will be only 14% of its production, which contradicts the world's higher use (Be careful with what is planted).



DISCUSSIONS

- Chile Opportunity snack 13-15 mm (fresh market) today ONLY 10% but it must be developed as a category and as a country brand (Promote HEALTHY and SUSTAINABLE consumption)

Increase in demand via:

- 1.- Traditional chocolate markets (Mars, Ferrero, Mondalez, etc.) continue to grow and in many products hazelnuts are not replaced by other nuts.
- 2.- New markets outside Europe, China, Oceania and the USA low per capita consumption
- 3.- Fresh snack (60% fresh oils)
- 4.- Cosmetic use
- 5.- Teach Chilean population to eat hazelnuts (add value local products)