



**EMBASSY OF DENMARK**  
*Santiago*



**Danish Farmers  
ABROAD**  
*- på hjemmebane overalt ...*

## DFA: Invitation for Virtual Study Tour to Chile

Danish Farmers Abroad and the Danish Embassy in Chile invite DFA members to participate in a virtual study tour around Chile on **Thursday May 20 from 14:00 to 16:00 CET=DK time** (08:00-10:00 local Chilean time)

This virtual tour will bring you closer to some of the main agricultural sectors in this very long country far, far away at the end of the world.

The Danish Embassy is organising virtual site visits and discussions with managers from different sectors such as arable farming, fruit and wine production and pig production.

## Institutions and companies from the Chilean side:

### Danish Embassy in Chile

Mr. Jens Godtfredsen, the Danish Ambassador to Chile Will introduce the current political/economic state of Chile, also including the impact of Covid-19 pandemic, the ongoing process of rewriting the constitution, the upcoming presidential elections and the current investment environment for foreign capital.

### SOFO A.G.

Mr. Andreas Köbrich, Executive Secretary of the Agriculture Development Society of Temuco (SOFO). Mr. Köbrich will open the doors to the Araucanía region that, according to the latest agricultural census from 2007 (a new census is ongoing in these months) is the region with most annual and permanent crops in Chile with more than 360.000 hectares, in large part covered by wheat, oat and barley production.

SOFO (Sociedad de Fomento Agrícola de Temuco) is one of the main agricultural unions in Chile, which supports the development and strengthening of agriculture in the country and dates back to 1918 where farmers in the south of Chile were uneasy about the economic impacts of the WWI in their productive activities.

With the Mr. Köbrich we plan to "visit" local oat and hazelnuts productions, where AgriChile, the Chilean productive branch of the Ferrero Hazelnut Company, is one of the planned visits. AgriChile has more than 3,500 hectares of hazelnut throughout Chile and has a strong presence in the Araucanía region.



## Sofruco Ltda.

Mr. Hugo Poblete, Agronomist and Agriculture Manager at the "La Rosa" farm of the family owned Sofruco Ltda. with an area of 602 hectares for wine plantation and 1,536 hectares of fruit plantations of mainly 6 different species: Avocados (27.5%), oranges (20.3%), mandarins (15.0%), plums (13.0%), pears (11.1%), Kiwis (5.4,%) and others (7.7%).

Sofruco Alimentos Ltda. harvests, commercializes and exports fresh fruits, dry fruits, nuts, bee and palm honey and juices, all of which comes from their +13,000 hectare estate in the sixth region, south of Santiago.

In 2020, Sofruco Alimentos Ltda. sold more than 38,000 tonnes of fresh fruit, (60% exports / 40% national market) that generated 57% of the income for 2020 with grapes and avocados (palta Hass) as the main products. Of processed fruits and products, dry plums (74%) and juices (22%) are the largest products groups.

The other productive area of Sofruco is the vineyard "Viña La Rosa S.A.", producing a wide range of wines at their winery with a capacity of 17.3 million litres, two bottling lines for still and sparkling wines, and cellars for wine in barrels and casks.

## Coexca S.A.

Mr. Cristián Catalán, Manager of Agrícola Coexca S.A. will present Coexca S.A., one of Chile's main pig producing companies with newly built feed mill, finisher unit with 14 of houses of 15x100 meters inaugurated in 2015, and its own 15.000 m<sup>2</sup> slaughterhouse and processing plant. Coexca S.A. is partly owned by IFU and has done business with several Danish equipment and technology suppliers.

Coexca S.A. was created to commercialize products from seven independent production units to the both the national and international market, as none of these had the capacity and scalability to initiate exports on their own.

Now, Coexca S.A. has its own 15,000 m<sup>2</sup> slaughterhouse and processing plant, and the productive branch Agrícola Coexca S.A. inaugurated the new unit "San Agustín del Arbolillo" in San Javier in 2015. Apart from San Agustín, they have three other production units, gathering approx. 7,000 sows and with the expectation of future investment as the San Agustín project alone is designed for 10,000 sows in the long term.

In 2019, Coexca S.A. had exports of pork meat for approx. USD 82.5 million mainly to China, Japan and South Korea, and was recently awarded as one of the Best Chilean Companies for the second year in a row.

## Practical details

The Danish Embassy will organise the virtual visit via **Zoom**, and we will organise for simultaneous interpretation English/Spanish throughout the entire event.

Zoom Registration link for distribution among DFA members: [Meeting Registration - Zoom](#)



<b>CEST = DK time Hour:Min</b>	<b>Content</b>	<b>Responsible</b>
13:45	Opening of Zoom meeting room	TC
14:00	Welcome and introduction to Virtual study Tour	TC + DFA
14:05	General overview of current situation in Chile, including political and economic outlook by Danish Ambassador to Chile, Jens Godtfredsen	TC
14:25	Virtual site visits (arable farming, crops, etc.) with time for questions - with Andreas Köbrich, Executive Secretary of Agriculture Development Society of Temuco (SOFO).	TC + SOFO
14:55	Break	
15:00	Virtual site visit at La Rosa de Sofruco (fruit and wine) with time for questions - with Hugo Poblete, Agricultural Manager at La Rosa de Sofruco S.A.	TC + La Rosa Sofruco
15:30	Virtual visit to Coexca pig production sites with time for questions - with Cristian Catalán, Manager at Agrícola Coexca S.A.	TC + COEXCA
15:00	Wrap up and last questions	TC + DFA
15:15	THANK YOU FOR PARTICIPATING - END OF VIRTUAL TOUR	





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