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Chile’s pisco exports fell 23.9% through August, ending a two-year recovery.

A collapse in sales to China drove much of the decline, leaving shipments at 168,452 liters worth $1.22 million.

Thursday, October 1, 2026



Chile’s exports of pisco with national denomination of origin fell sharply in the first eight months of 2026, breaking two straight years of recovery and adding to a deeper decline in grape pomace spirit exports, according to foreign trade data released by the Chilean

government.

From January through August, Chile exported 168,452 liters of pisco worth $1.22 million on an FOB basis, down 19.8% in volume and 23.9% in value from the same period of 2025, figures from the Office of Agricultural Studies and Policies, known as ODEPA, showed. The data series was published on Sept. 29 and tracks exports by product category over time.

The weaker performance interrupted a rebound that had taken shape in 2024 and 2025 after a steep drop in 2023. In 2022, Chile exported 425,324 liters of pisco worth $2.53 million. A year later, shipments fell to 135,428 liters and $1.02 million, a decline of 68.2% in volume and 59.8% in value. Exports then recovered to 246,769 liters and $1.63 million in 2024, before rising again to 320,261 liters and $2.34 million in 2025.

Even after that recovery, 2025 remained below 2022 in both volume and export revenue. Volume was still 24.7% lower, while value was 7.7% lower. The gap was narrower in dollar terms because the average export value rose from $5.96 per liter in 2022 to $7.30 per liter in 2025, an increase of 22.6%.

The new figures show that momentum weakened again this year. In the January-August period of 2025, Chile had exported 209,925 liters of pisco worth $1.60 million. This year’s lower total means exporters shipped 41,473 fewer liters and brought in $382,132 less than a year earlier.

The drop in value was steeper than the drop in volume. The average export value for pisco fell from $7.63 per liter in the first eight months of 2025 to $7.24 this year, a decline of 5.1%. That reduction added to the fall in shipped quantities. Even so, the current year remains above the same period of 2024, when pisco exports totaled 143,528 liters and $918,111. Compared with that earlier period, 2026 is still up 17.4% in volume and 33.2% in value.

A rolling 12-month comparison also points to a broader slowdown. Between September 2025 and August 2026, Chile exported 278,788 liters of pisco worth $1.96 million. In the previous 12 months, shipments reached 313,264 liters and $2.32 million. That amounts to a decline of 11% in volume and 15.6% in value.

China accounted for a large share of the deterioration. Between January and August, exports to China dropped to 33,493 liters worth $295,042, from 68,178 liters and $690,350 in the same period last year. That was a decline of 50.9% in volume and 57.3% in value. The lost revenue in China alone, $395,308, was larger than the net decline in total pisco export revenue, showing that gains in other markets partly offset the drop.

Despite the contraction, China remained Chile’s largest pisco market by value, taking 24.2% of export revenue in the category during the period. The United States led by volume, with 40,188 liters, but it also bought less than a year earlier. Shipments to the U.S. fell 20.7% in volume and 21.9% in value to $235,516. Germany imported 21,530 liters worth $98,133, down 41.2% in volume and 45.6% in value. France bought 6,510 liters worth $64,349, a decline of 23.3% in volume and 55.1% in value.

Not all markets moved lower. Exports to Japan rose to 5,070 liters and $61,129, up 60.5% in volume and 164.6% in value. Canada increased purchases from 2,073 liters to 7,698 liters, while import value rose from $13,978 to $44,525. Argentina almost held volume steady, with a 3.2% decline, but doubled the value of its purchases to $65,808. The period also included shipments to markets that showed no exports in this category during the same months of 2025. The United Kingdom imported 6,570 liters worth $71,411, and Spain imported 8,001 liters worth $45,557.

The ODEPA data also show why longer-term comparisons require caution. Until 2021, Chile’s trade series grouped products under a category labeled “pisco and similar” and another category for other spirits. Beginning in 2022, the classification separated pisco with national denomination of origin, other spirits, and grape pomace spirit into distinct lines. That makes it possible to track pomace spirit directly from 2022 onward, but it means the newer categories do not match the older ones exactly.

Under the older classification, exports of “pisco and similar” were already uneven. Chile exported 379,671 liters worth $2.74 million in 2016, then 411,245 liters and $2.80 million in 2017. Volume reached 514,115 liters in 2018, the highest level in that category between 2016 and 2021, but revenue barely changed, rising just 0.3% to $2.81 million. The average export value dropped to $5.46 per liter that year, from

$7.21 in 2016. Exports then fell to 344,732 liters and $2.34 million in 2019, and to 301,533 liters and $2.08 million in 2020, before recovering to 423,861 liters and $2.76 million in 2021.

The picture for grape pomace spirit is weaker and more consistent. Since receiving its own export category in 2022, it has posted lower shipment volumes in every full year that followed. In 2022, Chile exported 334,478 liters worth $1.66 million. In 2023, that fell to 208,760 liters and $689,318, a decline of 37.6% in volume and 58.4% in value. The average export value dropped from $4.95 to $3.30 per liter.

In 2024, volume fell again, this time to 109,085 liters, down 47.7%. But export value rose 26.5% to $871,794, lifting the average to $7.99 per liter. That meant exporters sold roughly half as much product as in 2023 while earning more revenue. The improvement did not last. In 2025, exports dropped to 26,592 liters and $250,129, down 75.6% in volume and 71.3% in value. Compared with 2022, grape pomace spirit had lost 92% of its export volume and 84.9% of its revenue.

The decline continued this year. From January through August, Chile exported 7,881 liters of grape pomace spirit worth $74,674, compared with 14,129 liters and $125,415 a year earlier. That was a drop of 44.2% in volume and 40.5% in value. The average export value rose from $8.88 to $9.48 per liter, up 6.7%, but that increase was not enough to offset the fall in volume.

The 12-month trend was weaker still. Between September 2025 and August 2026, exports totaled 20,344 liters worth $199,388, down from 50,802 liters and $429,967 in the previous 12 months. That represented a decline of 60% in volume and 53.6% in value.

Trade in grape pomace spirit was also highly concentrated. Hong Kong imported 3,816 liters worth $40,824 in the first eight months of 2026, while China imported 2,457 liters worth $21,785. Together, those two destinations accounted for 83.8% of the category’s export value. The sharpest market loss from a year earlier came in the United Kingdom, which had bought 5,940 liters worth $53,444 in the January-August period of 2025 but showed no recorded shipments in the category this year.

While pisco and grape pomace spirit both weakened, Chile’s category of other spirits moved in the opposite direction and softened the decline in the broader group. From January through August, exports of other spirits reached 325,052 liters worth $1.86 million, up 24.4% in volume and 19.6% in value from the same period last year. That increase followed a weak 2025, when the category had posted declines of 17% in volume and 6.8% in value.

The Czech Republic was the main buyer in that category, importing 187,600 liters worth $952,319 in the first eight months of the year. That was an increase of 42.6% in volume and 33.5% in value, and it accounted for 51.2% of export revenue in other spirits.

Taken together, the three current spirit categories show a mixed result for Chile’s exports. Combined shipments of pisco with denomination of origin, other spirits, and grape pomace spirit reached 501,385 liters worth $3.15 million between January and August. Total volume rose 3.3% from a year earlier, but total value fell 3.9%. The increase in volume came entirely from the rise in other spirits, not from pisco or grape pomace spirit.

Over a longer period, the aggregate series of spirit exports included in the ODEPA data reached its high point in 2017, at 3.42 million liters and $7.89 million. By 2025, that total had fallen to 790,160 liters and $5.26 million, a decline of 76.9% in volume and 33.3% in value. Those figures cover the whole group of spirit categories in the series, rather than pisco or grape pomace spirit alone.

ODEPA’s data identify export value as FOB and show that shifts in average value per liter do not necessarily reflect a uniform change in prices for the same product. They can also reflect changes in destination markets and in the mix of shipments sent abroad.