



## Boletín de la leche: avance de recepción y producción de la industria láctea



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## **Boletín de la leche: avance de recepción y producción de la industria láctea Información a septiembre 2023**

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**Códigos de las plantas lecheras del país**

| <b>Código</b> | <b>Región</b> | <b>Nombre de la planta</b>                | <b>Localidad</b> |
|---------------|---------------|-------------------------------------------|------------------|
| 8             | RM.           | SOPROLE                                   | San Bernardo     |
| 9             | RM.           | NESTLE CHILE S.A.                         | Macul            |
| 10            | RM.           | WATT'S S.A.                               | Lonquén          |
| 16            | RM.           | QUILLAYES - PETEROA                       | Calera de Tango  |
| 20            | XVI           | WATT'S S.A.                               | Chillán          |
| 22            | VIII          | NESTLE CHILE S.A.                         | Los Ángeles      |
| 23            | VIII          | SOPROLE                                   | Los Ángeles      |
| 24            | IX            | QUILLAYES - PETEROA                       | Victoria         |
| 27            | IX            | PROLESUR                                  | Temuco           |
| 28            | IX            | SURLAT S.A.                               | Loncoche         |
| 29            | IX            | SURLAT S.A.                               | Pitrufquén       |
| 31            | XIV           | COLUN                                     | La Unión         |
| 32            | XIV           | PROLESUR                                  | Los Lagos        |
| 34            | XIV           | WATT'S S.A.                               | Valdivia         |
| 35            | X             | PROLESUR                                  | Osorno           |
| 39            | X             | NESTLE CHILE S.A.                         | Osorno           |
| 41            | X             | WATT'S S.A.                               | Osorno           |
| 46            | X             | NESTLE CHILE S.A.                         | Llanquihue       |
| 47            | X             | CHILOLAC                                  | Ancud            |
| 49            | X             | ALIMENTOS PUERTO VARAS S.A.               | Puerto Varas     |
| 50            | X             | LÁCTEOS OSORNO LTDA.                      | Osorno           |
| 51            | XIV           | QUILLAYES - PETEROA                       | Futroneo         |
| 53            | X             | LACTALIS                                  | Osorno           |
| 54            | XIV           | LÁCTEOS LAS PARCELAS DE VALDIVIA LTDA.    | Valdivia         |
| 55            | XIV           | LACTALIS                                  | Río Bueno        |
| 56            | X             | INVERSIONES E INDUSTRIAS VALLE VERDE S.A. | Osorno           |
| 57            | VIII          | GRANAROLO CHILE SPA                       | Los Ángeles      |
| 58            | X             | NESTLE CHILE S.A.                         | Cancura          |
| 59            | X             | LACTALIS                                  | Purranque        |
| 60            | RM.           | LACTALIS                                  | Melipilla        |
| 61            | XVI           | COMERCIAL DEL CAMPO S.A.                  | Bulnes           |

**Cuadro 1**  
**Recepción de leche y elaboración de productos lácteos en plantas lecheras**

| Producto                             | Unidad    | Enero - septiembre   |                      | % Variación<br>2023/2022 |
|--------------------------------------|-----------|----------------------|----------------------|--------------------------|
|                                      |           | 2022                 | 2023                 |                          |
| <b>Recepción de leche</b>            | <b>lt</b> | <b>1.515.617.685</b> | <b>1.455.208.300</b> | <b>-4,0</b>              |
| <b>Elaboración de leche fluida</b>   | <b>lt</b> | <b>336.905.377</b>   | <b>343.847.835</b>   | <b>2,1</b>               |
| Leche pasteurizada 3,0 % m.g.        | lt        | 1.152.654            | 816.368              | -29,2                    |
| Leche pasteurizada 2,5 % m.g.        | lt        | 12.837.010           | 15.696.065           | 22,3                     |
| Leche pasteurizada descremada        | lt        | 1.477.371            | 795.076              | -46,2                    |
| Leche esterilizada con sabor         | lt        | 102.122.143          | 95.760.435           | -6,2                     |
| Leche esterilizada descremada        | lt        | 53.136.686           | 59.089.279           | 11,2                     |
| Leche esterilizada semidescremada    | lt        | 26.071.802           | 30.462.515           | 16,8                     |
| Leche esterilizada entera            | lt        | 140.107.711          | 141.228.097          | 0,8                      |
| <b>Elaboración de leche en polvo</b> | <b>kg</b> | <b>45.901.718</b>    | <b>37.630.976</b>    | <b>-18,0</b>             |
| Leche en polvo 28 % m.g.             | kg        | 7.082.083            | 3.101.116            | -56,2                    |
| Leche en polvo 26 % m.g.             | kg        | 13.557.522           | 10.565.579           | -22,1                    |
| Leche en polvo 20 % m.g.             | kg        | 89.802               | 264.216              | 194,2                    |
| Leche en polvo 18 % m.g.             | kg        | 1.924.417            | 1.224.491            | -36,4                    |
| Leche en polvo 12 % m.g.             | kg        | 15.876.445           | 14.198.747           | -10,6                    |
| Leche en polvo descremada            | kg        | 7.371.449            | 8.276.827            | 12,3                     |
| Quesillos                            | kg        | 12.715.049           | 11.339.681           | -10,8                    |
| Quesos                               | kg        | 71.602.722           | 74.863.478           | 4,6                      |
| Yogur                                | lt        | 165.818.783          | 164.309.855          | -0,9                     |
| Leche cultivada o fermentada         | lt        | 12.061.032           | 10.505.355           | -12,9                    |
| Crema                                | kg        | 25.326.523           | 25.965.572           | 2,5                      |
| Mantequilla                          | kg        | 19.811.099           | 19.940.833           | 0,7                      |
| Suero en polvo                       | kg        | 16.786.559           | 19.188.230           | 14,3                     |
| Leche condensada                     | kg        | 30.504.214           | 27.235.580           | -10,7                    |
| Manjar                               | kg        | 25.408.501           | 27.827.918           | 9,5                      |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 2**  
**Recepción mensual de leche y elaboración de productos lácteos. 2023**  
 Total país

| Producto                             | Unidad | ene         | feb         | mar         | abr         | may         | jun         | jul         | ago         | sep         | oct | nov | dic | Total         |
|--------------------------------------|--------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|-----|-----|---------------|
| <b>Recepción nacional</b>            | lt     | 204.048.254 | 159.653.028 | 168.431.322 | 163.406.333 | 154.421.674 | 129.677.661 | 130.665.539 | 157.562.808 | 187.341.681 |     |     |     | 1.455.208.300 |
| Precio pagado (sin/iva, nominal)     | \$/lt  | 403,77      | 414,14      | 429,84      | 454,69      | 459,11      | 454,01      | 448,43      | 442,64      | 417,00      |     |     |     |               |
| <b>Elaboración de leche fluida</b>   | lt     | 35.077.813  | 33.415.251  | 38.795.956  | 39.278.732  | 38.608.133  | 34.404.821  | 40.301.510  | 39.578.675  | 44.386.944  |     |     |     | 343.847.835   |
| Leche pasteurizada 3,0 % m.g.        | lt     | 88.550      | 264.729     | 134.135     | 73.138      | 201.746     |             | 21.650      | 19.780      | 12.640      |     |     |     | 816.368       |
| Leche pasteurizada 2,5 % m.g.        | lt     | 1.947.360   | 1.101.300   | 1.717.830   | 1.817.530   | 2.083.695   | 1.200.230   | 1.609.780   | 2.311.910   | 1.906.430   |     |     |     | 15.696.065    |
| Leche pasteurizada descremada        | lt     | 287.280     | 167.931     | 102.690     |             | 69.220      | 42.550      | 24.685      | 100.720     |             |     |     |     | 795.076       |
| Leche esterilizada con sabor         | lt     | 8.452.270   | 10.966.238  | 13.840.285  | 11.643.613  | 9.794.368   | 10.409.485  | 10.045.145  | 9.737.315   | 10.871.716  |     |     |     | 95.760.435    |
| Leche esterilizada descremada        | lt     | 6.601.546   | 3.878.873   | 6.612.126   | 6.442.020   | 6.730.489   | 6.684.053   | 7.402.185   | 7.287.204   | 7.450.783   |     |     |     | 59.089.279    |
| Leche esterilizada semidescremada    | lt     | 3.295.895   | 2.794.963   | 3.291.794   | 3.312.162   | 3.578.508   | 2.976.133   | 3.994.053   | 3.469.021   | 3.749.986   |     |     |     | 30.462.515    |
| Leche esterilizada entera            | lt     | 14.404.912  | 14.241.217  | 13.097.096  | 15.990.269  | 16.150.107  | 13.092.370  | 17.204.012  | 16.652.725  | 20.395.389  |     |     |     | 141.228.097   |
| <b>Elaboración de leche en polvo</b> | kg     | 6.887.444   | 4.179.236   | 4.295.779   | 3.901.720   | 3.040.122   | 2.988.198   | 2.963.362   | 3.965.134   | 5.409.981   |     |     |     | 37.630.976    |
| Leche en polvo 28 % m.g.             | kg     | 1.108.275   | 233.941     | 307.550     | 344.675     | 760.700     | 177.325     | 85.250      | 29.475      | 53.925      |     |     |     | 3.101.116     |
| Leche en polvo 26 % m.g.             | kg     | 2.152.187   | 562.184     | 417.251     | 920.619     | 413.063     | 699.283     | 1.122.457   | 1.256.351   | 3.022.184   |     |     |     | 10.565.579    |
| Leche en polvo 20 % m.g.             | kg     | 19.384      |             | 75.908      | 53.207      | 42.519      | 3.128       | 70.070      |             |             |     |     |     | 264.216       |
| Leche en polvo 18 % m.g.             | kg     | 161.464     | 104.205     | 306.518     | 234.159     | 123.494     | 121.770     | 30.801      | 86.136      | 55.944      |     |     |     | 1.224.491     |
| Leche en polvo 12 % m.g.             | kg     | 1.537.025   | 2.069.221   | 2.206.877   | 1.736.995   | 1.220.339   | 1.659.033   | 1.042.759   | 1.698.587   | 1.027.911   |     |     |     | 14.198.747    |
| Leche en polvo descremada            | kg     | 1.909.109   | 1.209.685   | 981.675     | 612.065     | 480.007     | 327.659     | 612.025     | 894.585     | 1.250.017   |     |     |     | 8.276.827     |
| Quesillos                            | kg     | 1.272.140   | 1.288.543   | 1.497.871   | 1.273.086   | 1.285.012   | 1.149.612   | 1.107.659   | 1.277.181   | 1.188.577   |     |     |     | 11.339.681    |
| Quesos                               | kg     | 9.509.089   | 8.214.245   | 9.270.097   | 8.685.289   | 9.084.527   | 6.941.690   | 5.869.128   | 7.984.855   | 9.304.558   |     |     |     | 74.863.478    |
| Yogur                                | lt     | 16.332.559  | 17.739.510  | 21.024.259  | 18.374.671  | 18.402.629  | 17.552.659  | 17.201.786  | 19.558.859  | 18.122.923  |     |     |     | 164.309.855   |
| Leche cultivada o fermentada         | lt     | 1.271.588   | 1.181.277   | 1.417.351   | 1.158.399   | 1.228.618   | 994.157     | 996.769     | 1.306.994   | 950.202     |     |     |     | 10.505.355    |
| Crema                                | kg     | 3.177.705   | 2.958.288   | 3.222.514   | 3.075.877   | 3.174.693   | 2.184.750   | 2.162.089   | 3.069.749   | 2.939.907   |     |     |     | 25.965.572    |
| Mantequilla                          | kg     | 2.339.794   | 1.824.431   | 2.401.346   | 2.424.143   | 2.383.922   | 2.300.741   | 1.889.421   | 2.094.833   | 2.282.202   |     |     |     | 19.940.833    |
| Suero en polvo                       | kg     | 2.257.300   | 2.347.450   | 2.357.850   | 2.292.925   | 2.155.775   | 1.865.500   | 1.168.875   | 2.187.700   | 2.554.855   |     |     |     | 19.188.230    |
| Leche condensada                     | kg     | 2.910.585   | 2.791.750   | 3.245.681   | 3.002.777   | 3.728.216   | 3.257.073   | 1.865.802   | 3.226.343   | 3.207.353   |     |     |     | 27.235.580    |
| Manjar                               | kg     | 2.613.921   | 2.459.206   | 3.095.803   | 2.801.051   | 2.751.110   | 3.295.995   | 2.886.273   | 4.333.616   | 3.590.943   |     |     |     | 27.827.918    |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 3**  
**Recepción mensual de leche y elaboración de productos lácteos. 2023**

Región Metropolitana

| Producto                             | Unidad | ene        | feb        | mar        | abr        | may        | jun        | jul        | ago        | sep        | oct | nov | dic | Total       |
|--------------------------------------|--------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-----|-----|-----|-------------|
| <b>Recepción R. Metropolitana</b>    | lt     | 20.371.783 | 17.806.092 | 19.310.625 | 18.415.195 | 18.582.997 | 18.142.844 | 19.117.689 | 19.661.929 | 19.144.792 |     |     |     | 170.553.946 |
| Precio pagado (sin/iva, nominal)     | \$/lt  | 446,23     | 438,07     | 453,63     | 480,05     | 483,24     | 480,85     | 479,09     | 478,99     | 451,82     |     |     |     |             |
| <b>Elaboración de leche fluida</b>   | lt     | 10.039.346 | 10.490.193 | 14.821.090 | 13.347.971 | 14.311.115 | 12.063.733 | 15.356.202 | 15.148.251 | 16.563.842 |     |     |     | 122.141.743 |
| Leche pasteurizada 3,0 % m.g.        | lt     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Leche pasteurizada 2,5 % m.g.        | lt     | 1.947.360  | 1.101.300  | 1.717.830  | 1.817.530  | 2.038.380  | 1.200.230  | 1.609.780  | 2.311.910  | 1.906.430  |     |     |     | 15.650.750  |
| Leche pasteurizada descremada        | lt     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Leche esterilizada con sabor         | lt     | 4.613.336  | 5.229.283  | 6.684.250  | 5.374.041  | 5.277.905  | 4.253.253  | 5.268.282  | 4.746.121  | 5.476.652  |     |     |     | 46.923.123  |
| Leche esterilizada descremada        | lt     | 650.510    | 620.870    | 1.115.990  | 1.078.520  | 1.055.000  | 1.072.010  | 1.100.950  | 1.880.160  | 1.639.910  |     |     |     | 10.213.920  |
| Leche esterilizada entera            | lt     | 2.828.140  | 3.538.740  | 5.303.020  | 5.077.880  | 5.939.830  | 5.538.240  | 7.377.190  | 6.210.060  | 7.540.850  |     |     |     | 49.353.950  |
| <b>Elaboración de leche en polvo</b> | kg     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Leche en polvo 28 % m.g.             | kg     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Leche en polvo 26 % m.g.             | kg     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Leche en polvo 18 % m.g.             | kg     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Leche en polvo 12 % m.g.             | kg     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Leche en polvo descremada            | kg     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Quesillos                            | kg     | 653.155    | 630.183    | 716.184    | 618.568    | 583.485    | 609.887    | 566.760    | 591.904    | 527.011    |     |     |     | 5.497.137   |
| Quesos                               | kg     | 23.359     | 21.493     | 7.864      | 6.029      | 13.655     | 19.136     | 21.656     | 13.895     | 10.990     |     |     |     | 138.077     |
| Yogur                                | lt     | 9.921.679  | 10.231.009 | 12.043.293 | 10.315.784 | 11.250.383 | 10.627.123 | 10.198.529 | 11.922.669 | 10.604.174 |     |     |     | 97.114.643  |
| Leche cultivada o fermentada         | lt     | 856.650    | 825.100    | 1.010.450  | 788.850    | 824.850    | 737.750    | 680.090    | 975.510    | 679.630    |     |     |     | 7.378.880   |
| Crema                                | kg     | 855.826    | 713.121    | 893.016    | 723.404    | 921.119    | 826.049    | 721.079    | 860.086    | 896.771    |     |     |     | 7.410.471   |
| Mantequilla                          | kg     | 261.835    | 217.371    | 335.901    | 285.967    | 345.542    | 274.231    | 235.090    | 294.283    | 303.565    |     |     |     | 2.553.785   |
| Suero en polvo                       | kg     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Leche condensada                     | kg     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Manjar                               | kg     | 291.260    | 268.950    | 452.950    | 360.680    | 385.520    | 416.050    | 336.790    | 452.450    | 388.750    |     |     |     | 3.353.400   |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 4**  
**Recepción mensual de leche y elaboración de productos lácteos. 2023**  
 Región de Ñuble

| Producto                             | Unidad | ene       | feb       | mar       | abr       | may       | jun       | jul       | ago       | sep       | oct | nov | dic | Total      |
|--------------------------------------|--------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|-----|-----|------------|
| <b>Recepción Región de Ñuble</b>     | lt     | 4.140.754 | 3.573.064 | 3.688.262 | 3.957.021 | 3.672.502 | 3.766.148 | 3.774.645 | 4.032.535 | 4.122.532 |     |     |     | 34.727.463 |
| Precio pagado (sin/iva, nominal)     | \$/lt  |           |           |           |           |           |           |           |           |           |     |     |     |            |
| <b>Elaboración de leche fluida</b>   | lt     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche pasteurizada 3,0 % m.g.        | lt     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche pasteurizada 2,5 % m.g.        | lt     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche pasteurizada descremada        | lt     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche esterilizada con sabor         | lt     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche esterilizada descremada        | lt     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche esterilizada entera            | lt     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| <b>Elaboración de leche en polvo</b> | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche en polvo 28 % m.g.             | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche en polvo 26 % m.g.             | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche en polvo 18 % m.g.             | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche en polvo 12 % m.g.             | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche en polvo descremada            | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Quesillos                            | kg     | 161.200   | 151.277   | 165.871   | 142.175   | 129.419   | 129.084   | 126.313   | 129.390   | 123.116   |     |     |     | 1.257.845  |
| Quesos                               | kg     | 123.381   | 93.902    | 102.977   | 108.868   | 116.690   | 127.131   | 110.338   | 106.381   | 117.121   |     |     |     | 1.006.789  |
| Yogur                                | lt     | 1.894.932 | 2.490.566 | 2.434.718 | 2.734.551 | 2.160.269 | 2.169.163 | 2.097.163 | 2.413.007 | 2.354.351 |     |     |     | 20.748.720 |
| Leche cultivada o fermentada         | lt     | 86.276    | 61.814    | 73.786    | 58.072    | 64.206    | 54.837    | 48.551    | 48.411    | 41.834    |     |     |     | 537.787    |
| Crema                                | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Mantequilla                          | kg     | 260       | 1.590     | 820       | 1.900     | 2.300     | 1.180     | 2.545     | 1.745     | 1.042     |     |     |     | 13.382     |
| Suero en polvo                       | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche condensada                     | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Manjar                               | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 5**  
**Recepción mensual de leche y elaboración de productos lácteos. 2023**  
 Región del Biobío

| Producto                             | Unidad | ene       | feb       | mar       | abr       | may       | jun       | jul       | ago       | sep       | oct | nov | dic | Total      |
|--------------------------------------|--------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|-----|-----|------------|
| <b>Recepción Región del Biobío</b>   | lt     | 4.724.633 | 3.798.446 | 3.838.868 | 3.542.445 | 3.662.465 | 3.611.749 | 3.753.967 | 3.881.079 | 4.162.600 |     |     |     | 34.976.252 |
| Precio pagado (sin/iva, nominal)     | \$/lt  |           |           |           |           |           |           |           |           |           |     |     |     |            |
| <b>Elaboración de leche fluida</b>   | lt     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche pasteurizada 3,0 % m.g.        | lt     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche pasteurizada 2,5 % m.g.        | lt     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche pasteurizada descremada        | lt     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche esterilizada con sabor         | lt     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche esterilizada descremada        | lt     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche esterilizada entera            | lt     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| <b>Elaboración de leche en polvo</b> | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche en polvo 28 % m.g.             | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche en polvo 26 % m.g.             | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche en polvo 18 % m.g.             | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche en polvo 12 % m.g.             | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche en polvo descremada            | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Quesillos                            | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Quesos                               | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Yogur                                | lt     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche cultivada o fermentada         | lt     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Crema                                | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Mantequilla                          | kg     | 44.580    | 36.480    | 46.920    | 48.160    | 14.000    | 25.840    | 34.780    | 32.980    | 55.240    |     |     |     | 338.980    |
| Suero en polvo                       | kg     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Leche condensada                     | kg     | 2.910.585 | 2.791.750 | 3.245.681 | 3.002.777 | 3.728.216 | 3.257.073 | 1.865.802 | 3.226.343 | 3.207.353 |     |     |     | 27.235.580 |
| Manjar                               | kg     | 1.611.794 | 1.391.384 | 1.622.643 | 1.366.765 | 1.000.848 | 1.601.834 | 1.233.060 | 2.641.163 | 2.057.168 |     |     |     | 14.526.659 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 6**  
**Recepción mensual de leche y elaboración de productos lácteos. 2023**  
 Región de La Araucanía

| Producto                                | Unidad | ene        | feb        | mar        | abr        | may        | jun       | jul        | ago        | sep        | oct | nov | dic | Total       |
|-----------------------------------------|--------|------------|------------|------------|------------|------------|-----------|------------|------------|------------|-----|-----|-----|-------------|
| <b>Recepción Región de La Araucanía</b> | lt     | 14.874.511 | 11.410.675 | 11.897.231 | 12.272.087 | 11.437.444 | 9.204.672 | 10.068.420 | 10.920.090 | 13.117.329 |     |     |     | 105.202.459 |
| Precio pagado (sin/iva, nominal)        | \$/lt  | 406,31     | 413,59     | 427,60     | 467,26     | 472,58     | 466,72    | 460,61     | 454,77     | 430,28     |     |     |     |             |
| <b>Elaboración de leche fluida</b>      | lt     | 10.220.570 | 9.193.782  | 9.838.229  | 10.114.780 | 7.738.989  | 8.194.204 | 9.830.745  | 8.521.622  | 10.863.856 |     |     |     | 84.516.777  |
| Leche pasteurizada 3,0 % m.g.           | lt     | 88.550     | 264.729    | 134.135    | 73.138     | 201.746    |           | 21.650     | 19.780     | 12.640     |     |     |     | 816.368     |
| Leche pasteurizada 2,5 % m.g.           | lt     |            |            |            |            | 45.315     |           |            |            |            |     |     |     | 45.315      |
| Leche pasteurizada descremada           | lt     | 287.280    | 167.931    | 102.690    |            | 69.220     | 42.550    | 24.685     | 100.720    |            |     |     |     | 795.076     |
| Leche esterilizada con sabor            | lt     | 914.700    | 1.884.780  | 2.375.910  | 1.720.596  | 1.097.298  | 1.634.796 | 1.402.332  | 1.382.856  | 1.741.062  |     |     |     | 14.154.330  |
| Leche esterilizada descremada           | lt     | 3.497.454  | 1.194.762  | 1.884.804  | 2.308.386  | 2.085.876  | 2.860.638 | 2.769.288  | 2.216.172  | 2.946.750  |     |     |     | 21.764.130  |
| Leche esterilizada semidescremada       | lt     | 2.648.538  | 2.324.844  | 2.555.994  | 2.325.162  | 2.344.806  | 1.896.372 | 2.751.420  | 2.593.140  | 2.161.854  |     |     |     | 21.602.130  |
| Leche esterilizada entera               | lt     | 2.784.048  | 3.356.736  | 2.784.696  | 3.687.498  | 1.894.728  | 1.759.848 | 2.861.370  | 2.208.954  | 4.001.550  |     |     |     | 25.339.428  |
| <b>Elaboración de leche en polvo</b>    | kg     | 58.260     | 11.025     | 7.855      | 20.225     | 52.950     | 45.910    | 51.730     | 29.530     | 37.260     |     |     |     | 314.745     |
| Leche en polvo 28 % m.g.                | kg     |            |            |            |            |            |           |            |            |            |     |     |     |             |
| Leche en polvo 26 % m.g.                | kg     | 53.225     | 11.025     | 7.375      | 16.025     | 41.650     | 20.050    | 18.350     | 11.650     | 20.300     |     |     |     | 199.650     |
| Leche en polvo 18 % m.g.                | kg     |            |            |            |            |            |           |            |            |            |     |     |     |             |
| Leche en polvo 12 % m.g.                | kg     |            |            |            |            |            |           |            |            |            |     |     |     |             |
| Leche en polvo descremada               | kg     | 5.035      |            | 480        | 4.200      | 11.300     | 25.860    | 33.380     | 17.880     | 16.960     |     |     |     | 115.095     |
| Quesillos                               | kg     |            |            |            |            |            |           |            |            |            |     |     |     |             |
| Quesos                                  | kg     | 345.899    | 250.421    | 252.512    | 187.852    | 548.388    | 173.110   |            | 218.178    | 314.410    |     |     |     | 2.290.770   |
| Yogur                                   | lt     | 337.939    | 443.551    | 701.698    | 442.079    | 281.998    | 357.604   | 294.300    | 367.293    | 332.677    |     |     |     | 3.559.139   |
| Leche cultivada o fermentada            | lt     |            |            |            |            |            |           |            |            |            |     |     |     |             |
| Crema                                   | kg     | 597.780    | 564.948    | 645.900    | 658.764    | 648.480    | 742.704   | 583.116    | 640.740    | 643.128    |     |     |     | 5.725.560   |
| Mantequilla                             | kg     | 190.263    | 147.940    | 193.531    | 214.160    | 206.225    | 243.671   | 181.212    | 201.313    | 212.250    |     |     |     | 1.790.565   |
| Suero en polvo                          | kg     | 87.525     | 71.625     | 67.900     | 66.050     | 32.475     | 44.225    | 7.325      | 30.700     | 82.855     |     |     |     | 490.680     |
| Leche condensada                        | kg     |            |            |            |            |            |           |            |            |            |     |     |     |             |
| Manjar                                  | kg     |            |            |            |            |            |           |            |            |            |     |     |     |             |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 7**  
**Recepción mensual de leche y elaboración de productos lácteos. 2023**  
 Región de Los Ríos

| Producto                             | Unidad | ene        | feb        | mar        | abr        | may        | jun        | jul        | ago        | sep        | oct | nov | dic | Total       |
|--------------------------------------|--------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-----|-----|-----|-------------|
| <b>Recepción Región de Los Ríos</b>  | lt     | 64.098.000 | 49.715.710 | 53.627.461 | 55.188.110 | 53.979.250 | 45.629.143 | 45.151.447 | 57.889.904 | 65.519.725 |     |     |     | 490.798.750 |
| Precio pagado (sin/iva, nominal)     | \$/lt  | 387,88     | 401,57     | 418,36     | 424,60     | 432,41     | 427,98     | 421,39     | 417,44     | 402,24     |     |     |     |             |
| <b>Elaboración de leche fluida</b>   | lt     | 13.136.593 | 11.639.601 | 11.570.510 | 12.734.979 | 12.921.221 | 10.444.461 | 11.539.117 | 12.442.606 | 12.941.114 |     |     |     | 109.370.202 |
| Leche pasteurizada 3,0 % m.g.        | lt     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Leche pasteurizada 2,5 % m.g.        | lt     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Leche pasteurizada descremada        | lt     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Leche esterilizada con sabor         | lt     | 2.924.234  | 3.852.175  | 4.780.125  | 4.548.976  | 3.419.165  | 4.521.436  | 3.374.531  | 3.608.338  | 3.654.002  |     |     |     | 34.682.982  |
| Leche esterilizada descremada        | lt     | 2.039.354  | 1.586.573  | 2.889.223  | 2.234.848  | 2.486.350  | 1.536.120  | 2.501.244  | 2.297.263  | 2.022.991  |     |     |     | 19.593.966  |
| Leche esterilizada entera            | lt     | 8.173.005  | 6.200.853  | 3.901.162  | 5.951.155  | 7.015.706  | 4.386.905  | 5.663.342  | 6.537.005  | 7.264.121  |     |     |     | 55.093.254  |
| <b>Elaboración de leche en polvo</b> | kg     | 632.700    |            |            |            | 100.000    | 442.925    | 391.550    | 192.875    | 775.175    |     |     |     | 2.535.225   |
| Leche en polvo 28 % m.g.             | kg     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Leche en polvo 26 % m.g.             | kg     | 489.600    |            |            |            | 100.000    | 442.925    | 391.550    | 192.875    | 775.175    |     |     |     | 2.392.125   |
| Leche en polvo 18 % m.g.             | kg     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Leche en polvo 12 % m.g.             | kg     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Leche en polvo descremada            | kg     | 143.100    |            |            |            |            |            |            |            |            |     |     |     | 143.100     |
| Quesillos                            | kg     | 457.785    | 507.083    | 615.816    | 512.343    | 572.108    | 410.641    | 414.586    | 555.887    | 538.450    |     |     |     | 4.584.699   |
| Quesos                               | kg     | 5.360.392  | 4.750.735  | 5.380.710  | 5.159.942  | 5.320.103  | 4.292.577  | 3.439.507  | 5.279.351  | 5.665.626  |     |     |     | 44.648.943  |
| Yogur                                | lt     | 4.170.759  | 4.562.616  | 5.834.645  | 4.870.656  | 4.700.201  | 4.384.871  | 4.597.986  | 4.844.003  | 4.820.058  |     |     |     | 42.785.795  |
| Leche cultivada o fermentada         | lt     | 328.662    | 294.363    | 333.115    | 311.477    | 339.562    | 201.570    | 268.128    | 283.073    | 228.738    |     |     |     | 2.588.688   |
| Crema                                | kg     | 1.007.093  | 1.199.532  | 1.039.030  | 1.113.173  | 1.045.006  | 181.694    | 354.442    | 777.540    | 770.045    |     |     |     | 7.487.555   |
| Mantequilla                          | kg     | 748.666    | 600.102    | 767.303    | 846.588    | 821.503    | 1.026.010  | 803.572    | 806.176    | 778.281    |     |     |     | 7.198.201   |
| Suero en polvo                       | kg     | 2.057.350  | 1.876.800  | 1.929.075  | 1.834.225  | 1.818.000  | 1.590.500  | 964.225    | 1.856.475  | 2.033.275  |     |     |     | 15.959.925  |
| Leche condensada                     | kg     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Manjar                               | kg     | 412.636    | 596.801    | 794.141    | 877.762    | 945.736    | 970.886    | 1.001.595  | 961.425    | 858.000    |     |     |     | 7.418.982   |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 8**  
**Recepción mensual de leche y elaboración de productos lácteos. 2023**  
 Región de Los Lagos

| Producto                             | Unidad | ene        | feb        | mar        | abr        | may        | jun        | jul        | ago        | sep        | oct | nov | dic | Total       |
|--------------------------------------|--------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-----|-----|-----|-------------|
| <b>Recepción Región de Los Lagos</b> | lt     | 95.838.573 | 73.349.041 | 76.068.875 | 70.031.475 | 63.087.016 | 49.323.105 | 48.799.371 | 61.177.271 | 81.274.703 |     |     |     | 618.949.430 |
| Precio pagado (sin/iva, nominal)     | \$/lt  | 403,10     | 413,78     | 430,14     | 469,92     | 472,24     | 465,09     | 457,85     | 451,15     | 417,39     |     |     |     |             |
| <b>Elaboración de leche fluida</b>   | lt     | 1.681.304  | 2.091.675  | 2.566.127  | 3.081.002  | 3.636.808  | 3.702.423  | 3.575.446  | 3.466.196  | 4.018.132  |     |     |     | 27.819.113  |
| Leche pasteurizada 3,0 % m.g.        | lt     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Leche pasteurizada 2,5 % m.g.        | lt     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Leche pasteurizada descremada        | lt     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Leche esterilizada con sabor         | lt     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Leche esterilizada descremada        | lt     | 414.228    | 476.668    | 722.109    | 820.266    | 1.103.263  | 1.215.285  | 1.030.703  | 893.609    | 841.132    |     |     |     | 7.517.263   |
| Leche esterilizada semidescremada    | lt     | 647.357    | 470.119    | 735.800    | 987.000    | 1.233.702  | 1.079.761  | 1.242.633  | 875.881    | 1.588.132  |     |     |     | 8.860.385   |
| Leche esterilizada entera            | lt     | 619.719    | 1.144.888  | 1.108.218  | 1.273.736  | 1.299.843  | 1.407.377  | 1.302.110  | 1.696.706  | 1.588.868  |     |     |     | 11.441.465  |
| <b>Elaboración de leche en polvo</b> | kg     | 6.196.484  | 4.168.211  | 4.287.924  | 3.881.495  | 2.887.172  | 2.499.363  | 2.520.082  | 3.742.729  | 4.597.546  |     |     |     | 34.781.006  |
| Leche en polvo 28 % m.g.             | kg     | 1.108.275  | 233.941    | 307.550    | 344.675    | 760.700    | 177.325    | 85.250     | 29.475     | 53.925     |     |     |     | 3.101.116   |
| Leche en polvo 26 % m.g.             | kg     | 1.609.362  | 551.159    | 409.876    | 904.594    | 271.413    | 236.308    | 712.557    | 1.051.826  | 2.226.709  |     |     |     | 7.973.804   |
| Leche en polvo 20 % m.g.             | kg     | 19.384     |            | 63.565     | 36.585     | 42.519     | 3.128      | 70.070     |            |            |     |     |     | 235.251     |
| Leche en polvo 18 % m.g.             | kg     | 161.464    | 104.205    | 306.518    | 234.159    | 123.494    | 121.770    | 30.801     | 86.136     | 55.944     |     |     |     | 1.224.491   |
| Leche en polvo 12 % m.g.             | kg     | 1.537.025  | 2.069.221  | 2.206.877  | 1.736.995  | 1.220.339  | 1.659.033  | 1.042.759  | 1.698.587  | 1.027.911  |     |     |     | 14.198.747  |
| Leche en polvo descremada            | kg     | 1.760.974  | 1.209.685  | 981.195    | 607.865    | 468.707    | 301.799    | 578.645    | 876.705    | 1.233.057  |     |     |     | 8.018.632   |
| Quesillos                            | kg     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Quesos                               | kg     | 3.656.058  | 3.097.694  | 3.526.034  | 3.222.598  | 3.085.691  | 2.329.736  | 2.297.627  | 2.367.050  | 3.196.411  |     |     |     | 26.778.899  |
| Yogur                                | lt     | 7.250      | 11.768     | 9.905      | 11.601     | 9.778      | 13.898     | 13.808     | 11.887     | 11.663     |     |     |     | 101.558     |
| Leche cultivada o fermentada         | lt     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Crema                                | kg     | 717.006    | 480.687    | 644.568    | 580.536    | 560.088    | 434.303    | 503.452    | 791.383    | 629.963    |     |     |     | 5.341.986   |
| Mantequilla                          | kg     | 1.094.190  | 820.948    | 1.056.871  | 1.027.368  | 994.352    | 729.809    | 632.222    | 758.336    | 931.824    |     |     |     | 8.045.920   |
| Suero en polvo                       | kg     | 112.425    | 399.025    | 360.875    | 392.650    | 305.300    | 230.775    | 197.325    | 300.525    | 438.725    |     |     |     | 2.737.625   |
| Leche condensada                     | kg     |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Manjar                               | kg     | 298.231    | 202.071    | 226.069    | 195.844    | 419.006    | 307.225    | 314.828    | 278.578    | 287.025    |     |     |     | 2.528.877   |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 9**  
**Recepción de leche fluida en plantas lecheras por regiones. Años 2022 y 2023**  
 Litros

| Meses   | Región Metropolitana |             |                             | Región de Ñuble |             |                             | Región del Biobío |            |                             | Región de La Araucanía |             |                             | Región de Los Ríos |             |                             | Región de Los Lagos |             |                             | País          |               |                             |
|---------|----------------------|-------------|-----------------------------|-----------------|-------------|-----------------------------|-------------------|------------|-----------------------------|------------------------|-------------|-----------------------------|--------------------|-------------|-----------------------------|---------------------|-------------|-----------------------------|---------------|---------------|-----------------------------|
|         | 2022                 | 2023        | %<br>Variación<br>2023/2022 | 2022            | 2023        | %<br>Variación<br>2023/2022 | 2022              | 2023       | %<br>Variación<br>2023/2022 | 2022                   | 2023        | %<br>Variación<br>2023/2022 | 2022               | 2023        | %<br>Variación<br>2023/2022 | 2022                | 2023        | %<br>Variación<br>2023/2022 | 2022          | 2023          | %<br>Variación<br>2023/2022 |
| ene     | 20.332.659           | 20.371.783  | 0,2                         | 4.740.281       | 4.140.754   | -12,6                       | 4.994.038         | 4.724.633  | -5,4                        | 13.604.981             | 14.874.511  | 9,3                         | 67.165.839         | 64.098.000  | -4,6                        | 99.587.192          | 95.838.573  | -3,8                        | 210.424.990   | 204.048.254   | -3,0                        |
| feb     | 17.712.438           | 17.806.092  | 0,5                         | 4.185.671       | 3.573.064   | -14,6                       | 4.431.501         | 3.798.446  | -14,3                       | 12.239.070             | 11.410.675  | -6,8                        | 54.469.119         | 49.715.710  | -8,7                        | 79.889.695          | 73.349.041  | -8,2                        | 172.927.494   | 159.653.028   | -7,7                        |
| mar     | 18.986.027           | 19.310.625  | 1,7                         | 4.726.126       | 3.688.262,0 | -22,0                       | 4.775.744         | 3.838.868  | -19,6                       | 12.300.619             | 11.897.231  | -3,3                        | 57.794.337         | 53.627.461  | -7,2                        | 79.784.696          | 76.068.875  | -4,7                        | 178.367.549   | 168.431.322   | -5,6                        |
| abr     | 18.220.998           | 18.415.195  | 1,1                         | 4.104.015       | 3.957.021,0 | -3,6                        | 4.600.881         | 3.542.445  | -23,0                       | 11.810.521             | 12.272.087  | 3,9                         | 57.537.202         | 55.188.110  | -4,1                        | 79.360.607          | 70.031.475  | -11,8                       | 175.634.224   | 163.406.333   | -7,0                        |
| may     | 18.997.711           | 18.582.997  | -2,2                        | 3.770.887       | 3.672.502,0 | -2,6                        | 4.437.199         | 3.662.465  | -17,5                       | 11.266.021             | 11.437.444  | 1,5                         | 55.350.730         | 53.979.250  | -2,5                        | 70.962.134          | 63.087.016  | -11,1                       | 164.784.682   | 154.421.674   | -6,3                        |
| jun     | 18.654.595           | 18.142.844  | -2,7                        | 3.727.697       | 3.766.148,0 | 1,0                         | 4.093.797         | 3.611.749  | -11,8                       | 8.955.993              | 9.204.672   | 2,8                         | 45.539.456         | 45.629.143  | 0,2                         | 52.640.500          | 49.323.105  | -6,3                        | 133.612.038   | 129.677.661   | -2,9                        |
| jul     | 19.103.945           | 19.117.689  | 0,1                         | 3.768.735       | 3.774.645,0 | 0,2                         | 3.859.416         | 3.753.967  | -2,7                        | 8.502.567              | 10.068.420  | 18,4                        | 43.324.784         | 45.151.447  | 4,2                         | 50.227.051          | 48.799.371  | -2,8                        | 128.786.498   | 130.665.539   | 1,5                         |
| ago     | 19.103.530           | 19.661.929  | 2,9                         | 3.947.841       | 4.032.535,0 | 2,1                         | 4.110.235         | 3.881.079  | -5,6                        | 10.078.754             | 10.920.090  | 8,3                         | 51.727.753         | 57.889.904  | 11,9                        | 67.253.547          | 61.177.271  | -9,0                        | 156.221.660   | 157.562.808   | 0,9                         |
| sep     | 18.989.088           | 19.144.792  | 0,8                         | 4.131.164       | 4.122.532,0 | -0,2                        | 4.425.535         | 4.162.600  | -5,9                        | 13.029.941             | 13.117.329  | 0,7                         | 65.264.582         | 65.519.725  | 0,4                         | 88.997.839          | 81.274.703  | -8,7                        | 194.838.149   | 187.341.681   | -3,8                        |
| oct     | 20.306.818           |             |                             | 4.356.844       |             |                             | 5.107.556         |            |                             | 15.875.703             |             |                             | 77.683.094         |             |                             | 113.401.547         |             |                             | 236.731.562   |               |                             |
| nov     | 19.951.636           |             |                             | 4.078.866       |             |                             | 4.938.606         |            |                             | 15.579.642             |             |                             | 77.110.314         |             |                             | 115.952.443         |             |                             | 237.611.507   |               |                             |
| dic     | 20.628.080           |             |                             | 4.233.280       |             |                             | 5.030.566         |            |                             | 16.113.800             |             |                             | 73.275.095         |             |                             | 109.168.850         |             |                             | 228.449.671   |               |                             |
| ene-sep | 170.100.991          | 170.553.946 | 0,3                         | 37.102.417      | 34.727.463  | -6,4                        | 39.728.346        | 34.976.252 | -12,0                       | 101.788.467            | 105.202.459 | 3,4                         | 498.173.802        | 490.798.750 | -1,5                        | 668.703.261         | 618.949.430 | -7,4                        | 1.515.597.284 | 1.455.208.300 | -4,0                        |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 10**  
**Origen de la leche recepcionada en plantas lecheras por regiones**  
 Cifras correspondientes al mes de septiembre 2023

| Región de origen       | Región de recepción  |            |                  |            |                   |            |                        |            |                    |            |                     |            |                    |            |
|------------------------|----------------------|------------|------------------|------------|-------------------|------------|------------------------|------------|--------------------|------------|---------------------|------------|--------------------|------------|
|                        | Región Metropolitana |            | Región de Ñuble  |            | Región del Biobío |            | Región de La Araucanía |            | Región de Los Ríos |            | Región de Los Lagos |            | País               |            |
|                        | Litros               | %          | Litros           | %          | Litros            | %          | Litros                 | %          | Litros             | %          | Litros              | %          | Litros             | %          |
| Región de Coquimbo     | 20.948               | 0,1        | 0                | 0,0        | 0                 | 0,0        | 0                      | 0,0        | 0                  | 0,0        | 0                   | 0,0        | 20.948             | 0,0        |
| Región de Valparaíso   | 6.817.345            | 35,6       | 0                | 0,0        | 0                 | 0,0        | 0                      | 0,0        | 0                  | 0,0        | 0                   | 0,0        | 6.817.345          | 3,6        |
| Región Metropolitana   | 4.687.782            | 24,5       | 0                | 0,0        | 0                 | 0,0        | 0                      | 0,0        | 0                  | 0,0        | 0                   | 0,0        | 4.687.782          | 2,5        |
| Región de O'Higgins    | 1.257.011            | 6,6        | 0                | 0,0        | 0                 | 0,0        | 0                      | 0,0        | 0                  | 0,0        | 0                   | 0,0        | 1.257.011          | 0,7        |
| Región del Maule       | 117.989              | 0,6        | 0                | 0,0        | 0                 | 0,0        | 0                      | 0,0        | 0                  | 0,0        | 0                   | 0,0        | 117.989            | 0,1        |
| Región de Ñuble        | 0                    | 0,0        | 1.968.075        | 47,7       | 0                 | 0,0        | 182.075                | 1,4        | 0                  | 0,0        | 0                   | 0,0        | 2.150.150          | 1,1        |
| Región del Biobío      | 6.243.717            | 32,6       | 1.316.388        | 31,9       | 2.697.117         | 64,8       | 115.823                | 0,9        | 0                  | 0,0        | 0                   | 0,0        | 10.373.045         | 5,5        |
| Región de La Araucanía | 0                    | 0,0        | 838.069          | 20,3       | 1.465.483         | 35,2       | 2.091.863              | 15,9       | 0                  | 0,0        | 1.402.560           | 1,7        | 5.797.975          | 3,1        |
| Región de Los Ríos     | 0                    | 0,0        | 0                | 0,0        | 0                 | 0,0        | 6.233.295              | 47,5       | 43.515.388         | 66,4       | 10.863.764          | 13,4       | 60.612.447         | 32,4       |
| Región de Los Lagos    | 0                    | 0,0        | 0                | 0,0        | 0                 | 0,0        | 4.494.273              | 34,3       | 22.004.337         | 33,6       | 69.008.379          | 84,9       | 95.506.989         | 51,0       |
| <b>País</b>            | <b>19.144.792</b>    | <b>100</b> | <b>4.122.532</b> | <b>100</b> | <b>4.162.600</b>  | <b>100</b> | <b>13.117.329</b>      | <b>100</b> | <b>65.519.725</b>  | <b>100</b> | <b>81.274.703</b>   | <b>100</b> | <b>187.341.681</b> | <b>100</b> |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 11**  
**Origen de la leche recepcionada en plantas lecheras por regiones**  
 Cifras acumuladas al mes de septiembre 2023

| Región de origen       | Región de recepción  |            |                   |            |                   |            |                        |            |                    |            |                     |            |                      |            |
|------------------------|----------------------|------------|-------------------|------------|-------------------|------------|------------------------|------------|--------------------|------------|---------------------|------------|----------------------|------------|
|                        | Región Metropolitana |            | Región de Ñuble   |            | Región del Biobío |            | Región de La Araucanía |            | Región de Los Ríos |            | Región de Los Lagos |            | País                 |            |
|                        | Litros               | %          | Litros            | %          | Litros            | %          | Litros                 | %          | Litros             | %          | Litros              | %          | Litros               | %          |
| Región de Coquimbo     | 192.896              | 0,1        | 0                 | 0,0        | 0                 | 0,0        | 0                      | 0,0        | 0                  | 0,0        | 0                   | 0,0        | 192.896              | 0,0        |
| Región de Valparaíso   | 60.262.233           | 35,3       | 0                 | 0,0        | 0                 | 0,0        | 0                      | 0,0        | 0                  | 0,0        | 0                   | 0,0        | 60.262.233           | 4,1        |
| Región Metropolitana   | 48.426.769           | 28,4       | 0                 | 0,0        | 0                 | 0,0        | 0                      | 0,0        | 0                  | 0,0        | 0                   | 0,0        | 48.426.769           | 3,3        |
| Región de O'Higgins    | 5.124.611            | 3,0        | 0                 | 0,0        | 0                 | 0,0        | 0                      | 0,0        | 0                  | 0,0        | 0                   | 0,0        | 5.124.611            | 0,4        |
| Región del Maule       | 1.054.825            | 0,6        | 0                 | 0,0        | 0                 | 0,0        | 0                      | 0,0        | 0                  | 0,0        | 0                   | 0,0        | 1.054.825            | 0,1        |
| Región de Ñuble        | 6.259.122            | 3,7        | 17.069.751        | 49,2       | 0                 | 0,0        | 703.836                | 0,7        | 0                  | 0,0        | 0                   | 0,0        | 24.032.709           | 1,7        |
| Región del Biobío      | 49.233.490           | 28,9       | 11.229.292        | 32,3       | 24.228.194        | 69,3       | 2.019.571              | 1,9        | 0                  | 0,0        | 0                   | 0,0        | 86.710.547           | 6,0        |
| Región de La Araucanía | 0                    | 0,0        | 6.306.599         | 18,2       | 10.748.058        | 30,7       | 16.818.551             | 16,0       | 0                  | 0,0        | 12.011.502          | 1,9        | 45.884.710           | 3,2        |
| Región de Los Ríos     | 0                    | 0,0        | 0                 | 0,0        | 0                 | 0,0        | 48.059.546             | 45,7       | 342.724.646        | 69,8       | 83.413.570          | 13,5       | 474.197.762          | 32,6       |
| Región de Los Lagos    | 0                    | 0,0        | 121.821           | 0,4        | 0                 | 0,0        | 37.600.955             | 35,7       | 148.074.104        | 30,2       | 523.524.358         | 84,6       | 709.321.238          | 48,7       |
| <b>País</b>            | <b>170.553.946</b>   | <b>100</b> | <b>34.727.463</b> | <b>100</b> | <b>34.976.252</b> | <b>100</b> | <b>105.202.459</b>     | <b>100</b> | <b>490.798.750</b> | <b>100</b> | <b>618.949.430</b>  | <b>100</b> | <b>1.455.208.300</b> | <b>100</b> |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 12**  
**Inventario de productos lácteos\***

Litros

Cifras correspondientes al mes de septiembre 2023

| Productos                                     | Unidad | Total     |
|-----------------------------------------------|--------|-----------|
| Leche UHT (esterilizada)                      | Litros | 3.408.923 |
| Leche en polvo entera (26% m.g. y más)        | Kilos  | 240.150   |
| Leche en polvo descremada (menos de 26% m.g.) | Kilos  | 342.940   |
| Quesos                                        | Kilos  | 2.505.802 |
| Mantequilla                                   | Kilos  | 168.760   |
| Suero en polvo                                | Kilos  | 0         |

\* comprende información entregada por las empresas: Surlat, Chilolac, Lactalis, Watt's (Chillán), Valle Verde y Comercial del Campo.

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 13**  
**Precios nominales promedios ponderados de leche pagado a productor por regiones**  
 \$/litro ( sin/iva )

| Meses | Metropolitana |        | Ñuble - Biobío |        | La Araucanía |        | Los Ríos |        | Los Lagos |        | País   |        |
|-------|---------------|--------|----------------|--------|--------------|--------|----------|--------|-----------|--------|--------|--------|
|       | 2022          | 2023   | 2022           | 2023   | 2022         | 2023   | 2022     | 2023   | 2022      | 2023   | 2022   | 2023   |
| ene   | 356,24        | 446,23 | 332,96         | 424,16 | 320,74       | 406,31 | 323,33   | 387,88 | 314,08    | 403,10 | 322,41 | 403,77 |
| feb   | 365,16        | 438,07 | 342,80         | 445,68 | 334,33       | 413,59 | 333,35   | 401,57 | 331,79    | 413,78 | 336,43 | 414,14 |
| mar   | 379,32        | 453,63 | 365,11         | 451,18 | 361,39       | 427,60 | 365,09   | 418,36 | 359,84    | 430,14 | 364,00 | 429,84 |
| abr   | 428,08        | 480,05 | 410,15         | 451,06 | 415,74       | 467,26 | 386,64   | 424,60 | 418,58    | 469,92 | 408,49 | 454,69 |
| may   | 443,72        | 483,24 | 421,98         | 460,54 | 429,20       | 472,58 | 397,48   | 432,41 | 429,37    | 472,24 | 419,93 | 459,11 |
| jun   | 438,17        | 480,85 | 423,71         | 459,04 | 423,17       | 466,72 | 396,42   | 427,98 | 421,47    | 465,09 | 415,51 | 454,01 |
| jul   | 435,07        | 479,09 | 431,89         | 455,44 | 418,01       | 460,61 | 387,19   | 421,39 | 418,18    | 457,85 | 411,06 | 448,43 |
| ago   | 434,27        | 478,99 | 455,46         | 454,15 | 409,69       | 454,77 | 373,75   | 417,44 | 405,91    | 451,15 | 401,53 | 442,64 |
| sep   | 425,97        | 451,82 | 420,93         | 428,53 | 394,45       | 430,28 | 362,19   | 402,24 | 388,35    | 417,39 | 385,09 | 417,00 |
| oct   | 428,72        |        | 410,42         |        | 384,04       |        | 365,68   |        | 382,46    |        | 382,15 |        |
| nov   | 437,40        |        | 431,22         |        | 388,45       |        | 361,33   |        | 386,63    |        | 384,49 |        |
| dic   | 445,81        |        | 414,79         |        | 400,59       |        | 361,38   |        | 396,71    |        | 390,82 |        |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 14**  
**Precios reales promedios ponderados de leche pagado a productor por regiones**  
 \$/litro ( sin/iva ) - en \$ de octubre 2023

| Meses        | Metropolitana |        | Ñuble - Biobío |        | La Araucanía |        | Los Ríos |        | Los Lagos |        | País   |        |
|--------------|---------------|--------|----------------|--------|--------------|--------|----------|--------|-----------|--------|--------|--------|
|              | 2022          | 2023   | 2022           | 2023   | 2022         | 2023   | 2022     | 2023   | 2022      | 2023   | 2022   | 2023   |
| ene          | 414,95        | 460,83 | 387,83         | 438,03 | 373,60       | 419,60 | 376,62   | 400,56 | 365,84    | 416,29 | 375,54 | 416,98 |
| feb          | 420,27        | 448,81 | 394,53         | 456,61 | 384,78       | 423,73 | 383,65   | 411,42 | 381,85    | 423,93 | 387,19 | 424,30 |
| mar          | 435,32        | 465,04 | 419,01         | 462,53 | 414,74       | 438,36 | 418,99   | 428,89 | 412,97    | 440,96 | 417,74 | 440,66 |
| abr          | 482,30        | 486,85 | 462,11         | 457,45 | 468,41       | 473,87 | 435,62   | 430,62 | 471,60    | 476,57 | 460,24 | 461,13 |
| may          | 493,04        | 488,55 | 468,89         | 465,61 | 476,91       | 477,78 | 441,66   | 437,17 | 477,10    | 477,43 | 466,61 | 464,16 |
| jun          | 481,10        | 485,58 | 465,22         | 463,56 | 464,63       | 471,32 | 435,26   | 432,20 | 462,76    | 469,67 | 456,22 | 458,48 |
| jul          | 473,30        | 484,55 | 469,84         | 460,63 | 454,73       | 465,85 | 421,20   | 426,19 | 454,91    | 463,06 | 447,17 | 453,54 |
| ago          | 466,03        | 482,75 | 488,77         | 457,73 | 439,65       | 458,34 | 401,08   | 420,73 | 435,59    | 454,70 | 430,89 | 446,12 |
| sep          | 451,63        | 454,86 | 446,29         | 431,41 | 418,21       | 433,17 | 384,01   | 404,94 | 411,75    | 420,19 | 408,29 | 419,81 |
| oct          | 450,67        |        | 431,43         |        | 403,71       |        | 384,40   |        | 402,05    |        | 401,71 |        |
| nov          | 457,41        |        | 450,95         |        | 406,23       |        | 377,86   |        | 404,32    |        | 402,08 |        |
| dic          | 461,71        |        | 429,59         |        | 414,88       |        | 374,27   |        | 410,86    |        | 404,76 |        |
| Promedio año | 457,16        |        | 441,18         |        | 422,68       |        | 399,62   |        | 418,62    |        | 417,75 |        |
| Ene - sep    | 457,35        | 473,03 | 442,63         | 454,23 | 429,39       | 449,49 | 409,09   | 420,42 | 425,18    | 445,53 | 424,67 | 440,99 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 15**  
**Recepción de leche fluida - litros - año 2023**

| N°    | Planta               | Ene         | Feb         | Mar         | Abr         | May         | Jun         | Jul         | Ago         | Sep         | Oct | Nov | Dic | Total         |
|-------|----------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|-----|-----|---------------|
| 8     | SOPROLE              | 17.248.158  | 15.058.287  | 16.421.344  | 15.582.008  | 15.713.185  | 15.316.887  | 16.090.309  | 16.635.705  | 16.533.206  |     |     |     | 144.599.089   |
| 16    | QUILLAYES            | 1.148.327   | 998.710     | 995.182     | 1.094.221   | 1.217.115   | 1.209.103   | 1.302.825   | 1.307.412   | 1.330.520   |     |     |     | 10.603.415    |
| 20    | WATT'S S.A.          | 2.154.215   | 1.894.838   | 1.903.140   | 2.253.457   | 1.953.017   | 1.981.888   | 1.894.277   | 2.121.627   | 2.240.419   |     |     |     | 18.396.878    |
| 22    | NESTLE               | 4.724.633   | 3.798.446   | 3.838.868   | 3.542.445   | 3.662.465   | 3.611.749   | 3.753.967   | 3.881.079   | 4.162.600   |     |     |     | 34.976.252    |
| 23    | SOPROLE              |             |             |             |             |             |             |             |             |             |     |     |     |               |
| 24    | QUILLAYES            |             |             |             |             |             |             |             |             |             |     |     |     |               |
| 27    | PROLESUR             |             |             |             |             |             |             |             |             |             |     |     |     |               |
| 28    | SURLAT               | 3.667.525   | 2.045.388   | 2.021.175   | 1.541.128   | 2.259.718   | 1.330.152   | 40.034      | 1.815.910   | 2.431.146   |     |     |     | 17.152.176    |
| 29    | SURLAT               | 11.206.986  | 9.365.287   | 9.876.056   | 10.730.959  | 9.177.726   | 7.874.520   | 10.028.386  | 9.104.180   | 10.686.183  |     |     |     | 88.050.283    |
| 31    | COLUN                | 58.339.661  | 46.328.761  | 49.828.996  | 50.563.149  | 48.539.442  | 41.073.346  | 40.457.835  | 49.458.268  | 57.936.691  |     |     |     | 442.526.149   |
| 32    | PROLESUR             | 5.758.339   | 3.386.949   | 3.798.465   | 4.624.961   | 5.439.808   | 4.555.797   | 4.693.612   | 8.431.636   | 7.583.034   |     |     |     | 48.272.601    |
| 35    | PROLESUR             | 30.050.781  | 22.565.112  | 23.205.887  | 20.738.086  | 18.413.726  | 14.792.711  | 14.092.739  | 18.138.282  | 29.383.723  |     |     |     | 191.381.047   |
| 39    | NESTLE               |             |             |             |             |             |             |             |             |             |     |     |     |               |
| 41    | WATT'S S.A.          | 22.437.764  | 17.343.063  | 18.179.923  | 16.911.931  | 14.785.137  | 11.885.438  | 11.882.110  | 15.730.359  | 19.652.305  |     |     |     | 148.808.030   |
| 46    | NESTLE               | 12.418.328  | 8.244.443   | 8.254.429   | 7.816.319   | 8.179.929   | 6.406.096   | 6.126.449   | 6.683.808   | 7.604.974   |     |     |     | 71.734.775    |
| 47    | CHILOLAC             | 2.057.877   | 1.491.047   | 1.251.882   | 1.104.469   | 844.294     | 608.064     | 546.817     | 612.949     | 838.575     |     |     |     | 9.355.974     |
| 49    | ALIMENTOS PTO. VARAS |             |             |             |             |             |             |             |             |             |     |     |     |               |
| 50    | LÁCTEOS OSORNO       |             |             |             |             |             |             |             |             |             |     |     |     |               |
| 51    | QUILLAYES            |             |             |             |             |             |             |             |             |             |     |     |     |               |
| 53    | LACTALIS             | 9.862.388   | 7.786.694   | 8.099.278   | 5.800.484   | 5.764.859   | 4.629.906   | 4.476.117   | 4.737.128   | 5.672.832   |     |     |     | 56.829.686    |
| 54    | LÁCTEOS VALDIVIA     |             |             |             |             |             |             |             |             |             |     |     |     |               |
| 55    | LÁCTEOS DEL SUR      |             |             |             |             |             |             |             |             |             |     |     |     |               |
| 56    | VALLE VERDE          | 5.858.648   | 5.079.078   | 6.057.525   | 6.205.620   | 4.946.429   | 3.373.412   | 3.623.255   | 4.305.624   | 5.129.700   |     |     |     | 44.579.291    |
| 57    | GRANAROLO            |             |             |             |             |             |             |             |             |             |     |     |     |               |
| 58    | NESTLE               | 13.152.787  | 10.839.604  | 11.019.951  | 11.454.566  | 10.152.642  | 7.627.478   | 8.051.884   | 10.969.121  | 12.992.594  |     |     |     | 96.260.627    |
| 59    | LACTALIS             |             |             |             |             |             |             |             |             |             |     |     |     |               |
| 60    | LACTALIS             | 1.975.298   | 1.749.095   | 1.894.099   | 1.738.966   | 1.652.697   | 1.616.854   | 1.724.555   | 1.718.812   | 1.281.066   |     |     |     | 15.351.442    |
| 61    | COMERCIAL DEL CAMPO  | 1.986.539   | 1.678.226   | 1.785.122   | 1.703.564   | 1.719.485   | 1.784.260   | 1.880.368   | 1.910.908   | 1.882.113   |     |     |     | 16.330.585    |
| Total |                      | 204.048.254 | 159.653.028 | 168.431.322 | 163.406.333 | 154.421.674 | 129.677.661 | 130.665.539 | 157.562.808 | 187.341.681 |     |     |     | 1.455.208.300 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 16**  
**Elaboración de leche fluida - litros - año 2023**

| N° | Plantas              | Ene        | Feb        | Mar        | Abr        | May        | Jun        | Jul        | Ago        | Sep        | Oct | Nov | Dic | Total       |
|----|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-----|-----|-----|-------------|
| 8  | SOPROLE              | 8.968.710  | 8.827.540  | 12.222.290 | 11.767.980 | 12.551.790 | 10.653.060 | 13.863.030 | 13.580.590 | 14.891.520 |     |     |     | 107.326.510 |
| 10 | WATT'S S.A.          | 1.070.636  | 1.662.653  | 2.598.800  | 1.579.991  | 1.759.325  | 1.410.673  | 1.493.172  | 1.567.661  | 1.672.322  |     |     |     | 14.815.233  |
| 20 | WATT'S S.A.          |            |            |            |            |            |            |            |            |            |     |     |     |             |
| 23 | SOPROLE              |            |            |            |            |            |            |            |            |            |     |     |     |             |
| 28 | SURLAT               |            |            |            |            |            |            |            |            |            |     |     |     |             |
| 29 | SURLAT               | 10.220.570 | 9.193.782  | 9.838.229  | 10.114.780 | 7.738.989  | 8.194.204  | 9.830.745  | 8.521.622  | 10.863.856 |     |     |     | 84.516.777  |
| 31 | COLUN                | 13.136.593 | 11.639.601 | 11.570.510 | 12.734.979 | 12.921.221 | 10.444.461 | 11.539.117 | 12.442.606 | 12.941.114 |     |     |     | 109.370.202 |
| 41 | WATT'S S.A.          | 1.681.304  | 2.091.675  | 2.566.127  | 3.081.002  | 3.636.808  | 3.702.423  | 3.575.446  | 3.466.196  | 4.018.132  |     |     |     | 27.819.113  |
| 46 | NESTLE               |            |            |            |            |            |            |            |            |            |     |     |     |             |
| 47 | CHILOLAC             |            |            |            |            |            |            |            |            |            |     |     |     |             |
| 49 | ALIMENTOS PTO. VARAS |            |            |            |            |            |            |            |            |            |     |     |     |             |
|    | Total                | 35.077.813 | 33.415.251 | 38.795.956 | 39.278.732 | 38.608.133 | 34.404.821 | 40.301.510 | 39.578.675 | 44.386.944 |     |     |     | 343.847.835 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 17**  
**Elaboración de leche pasteurizada 3% m.g. - litros - año 2023**

| N° | Plantas              | Ene    | Feb     | Mar     | Abr    | May     | Jun | Jul    | Ago    | Sep    | Oct | Nov | Dic | Total   |
|----|----------------------|--------|---------|---------|--------|---------|-----|--------|--------|--------|-----|-----|-----|---------|
| 8  | SOPROLE              |        |         |         |        |         |     |        |        |        |     |     |     |         |
| 20 | WATT'S S.A.          |        |         |         |        |         |     |        |        |        |     |     |     |         |
| 23 | SOPROLE              |        |         |         |        |         |     |        |        |        |     |     |     |         |
| 29 | SURLAT               | 88.550 | 264.729 | 134.135 | 73.138 | 201.746 |     | 21.650 | 19.780 | 12.640 |     |     |     | 816.368 |
| 31 | COLUN                |        |         |         |        |         |     |        |        |        |     |     |     |         |
| 41 | WATT'S S.A.          |        |         |         |        |         |     |        |        |        |     |     |     |         |
| 49 | ALIMENTOS PTO. VARAS |        |         |         |        |         |     |        |        |        |     |     |     |         |
|    | Total                | 88.550 | 264.729 | 134.135 | 73.138 | 201.746 |     | 21.650 | 19.780 | 12.640 |     |     |     | 816.368 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 18**  
**Elaboración de leche pasteurizada 2,5% m.g. - litros - año 2023**

| N°    | Plantas              | Ene       | Feb       | Mar       | Abr       | May       | Jun       | Jul       | Ago       | Sep       | Oct | Nov | Dic | Total      |
|-------|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|-----|-----|------------|
| 8     | SOPROLE              | 1.947.360 | 1.101.300 | 1.717.830 | 1.817.530 | 2.038.380 | 1.200.230 | 1.609.780 | 2.311.910 | 1.906.430 |     |     |     | 15.650.750 |
| 20    | WATT'S S.A.          |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 23    | SOPROLE              |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 29    | SURLAT               |           |           |           |           | 45.315    |           |           |           |           |     |     |     | 45.315     |
| 31    | COLUN                |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 41    | WATT'S S.A.          |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 47    | CHILOLAC             |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 49    | ALIMENTOS PTO. VARAS |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Total |                      | 1.947.360 | 1.101.300 | 1.717.830 | 1.817.530 | 2.083.695 | 1.200.230 | 1.609.780 | 2.311.910 | 1.906.430 |     |     |     | 15.696.065 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 19**  
**Elaboración de leche pasteurizada descremada - litros - año 2023**

| N°    | Plantas              | Ene     | Feb     | Mar     | Abr | May    | Jun    | Jul    | Ago     | Sep | Oct | Nov | Dic | Total   |
|-------|----------------------|---------|---------|---------|-----|--------|--------|--------|---------|-----|-----|-----|-----|---------|
| 29    | SURLAT               | 287.280 | 167.931 | 102.690 |     | 69.220 | 42.550 | 24.685 | 100.720 |     |     |     |     | 795.076 |
| 41    | WATT'S S.A.          |         |         |         |     |        |        |        |         |     |     |     |     |         |
| 46    | NESTLÉ               |         |         |         |     |        |        |        |         |     |     |     |     |         |
| 49    | ALIMENTOS PTO. VARAS |         |         |         |     |        |        |        |         |     |     |     |     |         |
| Total |                      | 287.280 | 167.931 | 102.690 |     | 69.220 | 42.550 | 24.685 | 100.720 |     |     |     |     | 795.076 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 20**  
**Elaboración de leche esterilizada con sabor - litros - año 2023**

| N°    | Plantas     | Ene       | Feb        | Mar        | Abr        | May       | Jun        | Jul        | Ago       | Sep        | Oct | Nov | Dic | Total      |
|-------|-------------|-----------|------------|------------|------------|-----------|------------|------------|-----------|------------|-----|-----|-----|------------|
| 8     | SOPROLE     | 3.542.700 | 3.566.630  | 4.085.450  | 3.794.050  | 3.518.580 | 2.842.580  | 3.775.110  | 3.178.460 | 3.804.330  |     |     |     | 32.107.890 |
| 10    | WATT'S S.A. | 1.070.636 | 1.662.653  | 2.598.800  | 1.579.991  | 1.759.325 | 1.410.673  | 1.493.172  | 1.567.661 | 1.672.322  |     |     |     | 14.815.233 |
| 23    | SOPROLE     |           |            |            |            |           |            |            |           |            |     |     |     |            |
| 28    | SURLAT      |           |            |            |            |           |            |            |           |            |     |     |     |            |
| 29    | SURLAT      | 914.700   | 1.884.780  | 2.375.910  | 1.720.596  | 1.097.298 | 1.634.796  | 1.402.332  | 1.382.856 | 1.741.062  |     |     |     | 14.154.330 |
| 31    | COLUN       | 2.924.234 | 3.852.175  | 4.780.125  | 4.548.976  | 3.419.165 | 4.521.436  | 3.374.531  | 3.608.338 | 3.654.002  |     |     |     | 34.682.982 |
| 46    | NESTLE      |           |            |            |            |           |            |            |           |            |     |     |     |            |
| Total |             | 8.452.270 | 10.966.238 | 13.840.285 | 11.643.613 | 9.794.368 | 10.409.485 | 10.045.145 | 9.737.315 | 10.871.716 |     |     |     | 95.760.435 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 21**  
**Elaboración de leche esterilizada descremada - litros - año 2023**

| N° | Plantas              | Ene       | Feb       | Mar       | Abr       | May       | Jun       | Jul       | Ago       | Sep       | Oct | Nov | Dic | Total      |
|----|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|-----|-----|------------|
| 8  | SOPROLE              | 650.510   | 620.870   | 1.115.990 | 1.078.520 | 1.055.000 | 1.072.010 | 1.100.950 | 1.880.160 | 1.639.910 |     |     |     | 10.213.920 |
| 28 | SURLAT               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 29 | SURLAT               | 3.497.454 | 1.194.762 | 1.884.804 | 2.308.386 | 2.085.876 | 2.860.638 | 2.769.288 | 2.216.172 | 2.946.750 |     |     |     | 21.764.130 |
| 31 | COLUN                | 2.039.354 | 1.586.573 | 2.889.223 | 2.234.848 | 2.486.350 | 1.536.120 | 2.501.244 | 2.297.263 | 2.022.991 |     |     |     | 19.593.966 |
| 41 | WATT'S S.A.          | 414.228   | 476.668   | 722.109   | 820.266   | 1.103.263 | 1.215.285 | 1.030.703 | 893.609   | 841.132   |     |     |     | 7.517.263  |
| 46 | NESTLE               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 49 | ALIMENTOS PTO. VARAS |           |           |           |           |           |           |           |           |           |     |     |     |            |
|    | Total                | 6.601.546 | 3.878.873 | 6.612.126 | 6.442.020 | 6.730.489 | 6.684.053 | 7.402.185 | 7.287.204 | 7.450.783 |     |     |     | 59.089.279 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 22**  
**Elaboración de leche esterilizada semidescremada - litros - año 2023**

| N° | Plantas     | Ene       | Feb       | Mar       | Abr       | May       | Jun       | Jul       | Ago       | Sep       | Oct | Nov | Dic | Total      |
|----|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|-----|-----|------------|
| 29 | SURLAT      | 2.648.538 | 2.324.844 | 2.555.994 | 2.325.162 | 2.344.806 | 1.896.372 | 2.751.420 | 2.593.140 | 2.161.854 |     |     |     | 21.602.130 |
| 41 | WATT'S S.A. | 647.357   | 470.119   | 735.800   | 987.000   | 1.233.702 | 1.079.761 | 1.242.633 | 875.881   | 1.588.132 |     |     |     | 8.860.385  |
|    | Total       | 3.295.895 | 2.794.963 | 3.291.794 | 3.312.162 | 3.578.508 | 2.976.133 | 3.994.053 | 3.469.021 | 3.749.986 |     |     |     | 30.462.515 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 23**  
**Elaboración de leche esterilizada entera - litros - año 2023**

| N° | Plantas              | Ene        | Feb        | Mar        | Abr        | May        | Jun        | Jul        | Ago        | Sep        | Oct | Nov | Dic | Total       |
|----|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-----|-----|-----|-------------|
| 8  | SOPROLE              | 2.828.140  | 3.538.740  | 5.303.020  | 5.077.880  | 5.939.830  | 5.538.240  | 7.377.190  | 6.210.060  | 7.540.850  |     |     |     | 49.353.950  |
| 10 | WATT'S S.A.          |            |            |            |            |            |            |            |            |            |     |     |     |             |
| 20 | WATT'S S.A.          |            |            |            |            |            |            |            |            |            |     |     |     |             |
| 28 | SURLAT               |            |            |            |            |            |            |            |            |            |     |     |     |             |
| 29 | SURLAT               | 2.784.048  | 3.356.736  | 2.784.696  | 3.687.498  | 1.894.728  | 1.759.848  | 2.861.370  | 2.208.954  | 4.001.550  |     |     |     | 25.339.428  |
| 31 | COLUN                | 8.173.005  | 6.200.853  | 3.901.162  | 5.951.155  | 7.015.706  | 4.386.905  | 5.663.342  | 6.537.005  | 7.264.121  |     |     |     | 55.093.254  |
| 41 | WATT'S S.A.          | 619.719    | 1.144.888  | 1.108.218  | 1.273.736  | 1.299.843  | 1.407.377  | 1.302.110  | 1.696.706  | 1.588.868  |     |     |     | 11.441.465  |
| 46 | NESTLE               |            |            |            |            |            |            |            |            |            |     |     |     |             |
| 49 | ALIMENTOS PTO. VARAS |            |            |            |            |            |            |            |            |            |     |     |     |             |
|    | Total                | 14.404.912 | 14.241.217 | 13.097.096 | 15.990.269 | 16.150.107 | 13.092.370 | 17.204.012 | 16.652.725 | 20.395.389 |     |     |     | 141.228.097 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 24**  
**Elaboración total de leche en polvo - kilos - año 2023**

| N°    | Plantas              | Ene       | Feb       | Mar       | Abr       | May       | Jun       | Jul       | Ago       | Sep       | Oct | Nov | Dic | Total      |
|-------|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|-----|-----|------------|
| 20    | WATT'S S.A.          |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 24    | QUILLAYES            |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 28    | SURLAT               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 29    | SURLAT               | 58.260    | 11.025    | 7.855     | 20.225    | 52.950    | 45.910    | 51.730    | 29.530    | 37.260    |     |     |     | 314.745    |
| 31    | COLUN                | 632.700   |           |           |           | 100.000   | 442.925   | 391.550   | 192.875   | 775.175   |     |     |     | 2.535.225  |
| 32    | SOPROLE              |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 34    | WATT'S S.A.          |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 35    | PROLESUR             | 1.836.525 | 771.900   | 463.225   | 750.025   | 339.525   | 28.350    | 449.450   | 786.025   | 1.805.050 |     |     |     | 7.230.075  |
| 39    | NESTLE               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 41    | WATT'S S.A.          | 969.841   | 637.639   | 859.008   | 488.954   | 384.305   | 371.349   | 425.336   | 729.879   | 519.615   |     |     |     | 5.385.926  |
| 46    | NESTLE               | 1.622.903 | 486.104   | 776.770   | 701.571   | 951.002   | 476.121   | 321.155   | 408.958   | 380.915   |     |     |     | 6.125.499  |
| 47    | CHILOLAC             |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 49    | ALIMENTOS PTO. VARAS |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 53    | LACTALIS             | 29.000    |           |           |           |           |           |           |           |           |     |     |     | 29.000     |
| 54    | LACTEOS VALDIVIA     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 55    | LACTALIS             |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 58    | NESTLE               | 1.738.215 | 2.272.568 | 2.188.921 | 1.940.945 | 1.212.340 | 1.623.543 | 1.324.141 | 1.817.867 | 1.891.966 |     |     |     | 16.010.506 |
| Total |                      | 6.887.444 | 4.179.236 | 4.295.779 | 3.901.720 | 3.040.122 | 2.988.198 | 2.963.362 | 3.965.134 | 5.409.981 |     |     |     | 37.630.976 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 25**  
**Elaboración de leche en polvo 28% m.g. - kilos - año 2023**

| N° | Plantas   | Ene       | Feb     | Mar     | Abr     | May     | Jun     | Jul    | Ago    | Sep    | Oct | Nov | Dic | Total     |
|----|-----------|-----------|---------|---------|---------|---------|---------|--------|--------|--------|-----|-----|-----|-----------|
| 24 | QUILLAYES |           |         |         |         |         |         |        |        |        |     |     |     |           |
| 39 | NESTLE    |           |         |         |         |         |         |        |        |        |     |     |     |           |
| 46 | NESTLE    | 1.108.275 | 183.525 | 307.550 | 344.675 | 760.700 | 177.325 | 85.250 | 29.475 | 53.925 |     |     |     | 3.050.700 |
| 58 | NESTLE    |           | 50.416  |         |         |         |         |        |        |        |     |     |     | 50.416    |
|    | Total     | 1.108.275 | 233.941 | 307.550 | 344.675 | 760.700 | 177.325 | 85.250 | 29.475 | 53.925 |     |     |     | 3.101.116 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 26**  
**Elaboración de leche en polvo 26% m.g. - kilos - año 2023**

| N° | Plantas              | Ene       | Feb     | Mar     | Abr     | May     | Jun     | Jul       | Ago       | Sep       | Oct | Nov | Dic | Total      |
|----|----------------------|-----------|---------|---------|---------|---------|---------|-----------|-----------|-----------|-----|-----|-----|------------|
| 20 | WATT'S S.A.          |           |         |         |         |         |         |           |           |           |     |     |     |            |
| 24 | QUILLAYES            |           |         |         |         |         |         |           |           |           |     |     |     |            |
| 28 | SURLAT               |           |         |         |         |         |         |           |           |           |     |     |     |            |
| 29 | SURLAT               | 53.225    | 11.025  | 7.375   | 16.025  | 41.650  | 20.050  | 18.350    | 11.650    | 20.300    |     |     |     | 199.650    |
| 31 | COLUN                | 489.600   |         |         |         | 100.000 | 442.925 | 391.550   | 192.875   | 775.175   |     |     |     | 2.392.125  |
| 32 | PROLESUR             |           |         |         |         |         |         |           |           |           |     |     |     |            |
| 35 | PROLESUR             | 657.025   | 49.600  | 69.500  | 370.500 | 78.200  |         | 262.725   | 429.750   | 1.051.350 |     |     |     | 2.968.650  |
| 39 | NESTLE               |           |         |         |         |         |         |           |           |           |     |     |     |            |
| 41 | WATT'S S.A.          | 530.721   | 156.519 | 155.393 | 258.286 | 146.583 | 71.747  | 60.311    | 283.855   | 140.929   |     |     |     | 1.804.344  |
| 46 | NESTLE               | 48.045    | 4.029   |         |         |         |         |           |           |           |     |     |     | 52.074     |
| 47 | CHILOLAC             |           |         |         |         |         |         |           |           |           |     |     |     |            |
| 49 | ALIMENTOS PTO. VARAS |           |         |         |         |         |         |           |           |           |     |     |     |            |
| 53 | LACTALIS             |           |         |         |         |         |         |           |           |           |     |     |     |            |
| 54 | LACTEOS VALDIVIA     |           |         |         |         |         |         |           |           |           |     |     |     |            |
| 55 | LACTALIS             |           |         |         |         |         |         |           |           |           |     |     |     |            |
| 58 | NESTLE               | 373.571   | 341.011 | 184.983 | 275.808 | 46.630  | 164.561 | 389.521   | 338.221   | 1.034.430 |     |     |     | 3.148.736  |
|    | Total                | 2.152.187 | 562.184 | 417.251 | 920.619 | 413.063 | 699.283 | 1.122.457 | 1.256.351 | 3.022.184 |     |     |     | 10.565.579 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 27**  
**Elaboración de leche en polvo 20% m.g. - kilos - año 2023**

| N° | Plantas | Ene    | Feb | Mar    | Abr    | May    | Jun   | Jul    | Ago | Sep | Oct | Nov | Dic | Total   |
|----|---------|--------|-----|--------|--------|--------|-------|--------|-----|-----|-----|-----|-----|---------|
| 46 | NESTLE  |        |     | 12.343 | 16.622 |        |       |        |     |     |     |     |     | 28.965  |
| 58 | NESTLE  | 19.384 |     | 63.565 | 36.585 | 42.519 | 3.128 | 70.070 |     |     |     |     |     | 235.251 |
|    | Total   | 19.384 |     | 75.908 | 53.207 | 42.519 | 3.128 | 70.070 |     |     |     |     |     | 264.216 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 28**  
**Elaboración de leche en polvo 18% m.g. - kilos - año 2023**

| N° | Plantas              | Ene     | Feb     | Mar     | Abr     | May     | Jun     | Jul    | Ago    | Sep    | Oct | Nov | Dic | Total     |
|----|----------------------|---------|---------|---------|---------|---------|---------|--------|--------|--------|-----|-----|-----|-----------|
| 20 | WATT'S S.A.          |         |         |         |         |         |         |        |        |        |     |     |     |           |
| 29 | SURLAT               |         |         |         |         |         |         |        |        |        |     |     |     |           |
| 31 | COLUN                |         |         |         |         |         |         |        |        |        |     |     |     |           |
| 32 | SOPROLE              |         |         |         |         |         |         |        |        |        |     |     |     |           |
| 39 | NESTLE               |         |         |         |         |         |         |        |        |        |     |     |     |           |
| 41 | WATT'S S.A.          | 38.800  | 16.296  | 29.016  |         |         |         |        | 30.651 | 22.610 |     |     |     | 137.373   |
| 46 | NESTLE               | 122.664 | 87.909  | 249.483 | 190.418 | 98.610  | 121.770 | 30.801 | 55.485 | 33.334 |     |     |     | 990.474   |
| 49 | ALIMENTOS PTO. VARAS |         |         |         |         |         |         |        |        |        |     |     |     |           |
| 53 | LACTALIS             |         |         |         |         |         |         |        |        |        |     |     |     |           |
| 58 | NESTLE               |         |         | 28.019  | 43.741  | 24.884  |         |        |        |        |     |     |     | 96.644    |
|    | Total                | 161.464 | 104.205 | 306.518 | 234.159 | 123.494 | 121.770 | 30.801 | 86.136 | 55.944 |     |     |     | 1.224.491 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 29**  
**Elaboración de leche en polvo 12% m.g. - kilos - año 2023**

| Nº    | Plantas              | Ene       | Feb       | Mar       | Abr       | May       | Jun       | Jul       | Ago       | Sep       | Oct | Nov | Dic | Total      |
|-------|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|-----|-----|------------|
| 20    | WATT'S S.A.          |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 24    | QUILLAYES            |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 31    | COLUN                |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 39    | NESTLE               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 41    | WATT'S S.A.          | 40.121    | 63.064    | 87.129    | 54.928    | 64.740    | 66.128    | 83.080    | 90.093    | 72.644    |     |     |     | 621.927    |
| 46    | NESTLE               | 151.644   | 125.016   | 207.394   | 97.256    | 57.292    | 137.051   | 95.129    | 128.848   | 97.731    |     |     |     | 1.097.361  |
| 49    | ALIMENTOS PTO. VARAS |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 53    | LACTALIS             |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 58    | NESTLE               | 1.345.260 | 1.881.141 | 1.912.354 | 1.584.811 | 1.098.307 | 1.455.854 | 864.550   | 1.479.646 | 857.536   |     |     |     | 12.479.459 |
| Total |                      | 1.537.025 | 2.069.221 | 2.206.877 | 1.736.995 | 1.220.339 | 1.659.033 | 1.042.759 | 1.698.587 | 1.027.911 |     |     |     | 14.198.747 |

**Cuadro 30**  
**Elaboración de leche en polvo descremada - kilos - año 2023**

| Nº    | Plantas              | Ene       | Feb       | Mar     | Abr     | May     | Jun     | Jul     | Ago     | Sep       | Oct | Nov | Dic | Total     |
|-------|----------------------|-----------|-----------|---------|---------|---------|---------|---------|---------|-----------|-----|-----|-----|-----------|
| 20    | WATT'S S.A.          |           |           |         |         |         |         |         |         |           |     |     |     |           |
| 24    | QUILLAYES            |           |           |         |         |         |         |         |         |           |     |     |     |           |
| 28    | SURLAT               |           |           |         |         |         |         |         |         |           |     |     |     |           |
| 29    | SURLAT               | 5.035     |           | 480     | 4.200   | 11.300  | 25.860  | 33.380  | 17.880  | 16.960    |     |     |     | 115.095   |
| 31    | COLUN                | 143.100   |           |         |         |         |         |         |         |           |     |     |     | 143.100   |
| 32    | PROLESUR             |           |           |         |         |         |         |         |         |           |     |     |     |           |
| 34    | WATT'S S.A.          |           |           |         |         |         |         |         |         |           |     |     |     |           |
| 35    | PROLESUR             | 1.179.500 | 722.300   | 393.725 | 379.525 | 261.325 | 28.350  | 186.725 | 356.275 | 753.700   |     |     |     | 4.261.425 |
| 39    | NESTLE               |           |           |         |         |         |         |         |         |           |     |     |     |           |
| 41    | WATT'S S.A.          | 360.199   | 401.760   | 587.470 | 175.740 | 172.982 | 233.474 | 281.945 | 325.280 | 283.432   |     |     |     | 2.822.282 |
| 46    | NESTLE               | 192.275   | 85.625    |         | 52.600  | 34.400  | 39.975  | 109.975 | 195.150 | 195.925   |     |     |     | 905.925   |
| 49    | ALIMENTOS PTO. VARAS |           |           |         |         |         |         |         |         |           |     |     |     |           |
| 53    | LACTALIS             | 29.000    |           |         |         |         |         |         |         |           |     |     |     | 29.000    |
| 54    | LACTEOS VALDIVIA     |           |           |         |         |         |         |         |         |           |     |     |     |           |
| 58    | NESTLE               |           |           |         |         |         |         |         |         |           |     |     |     |           |
| Total |                      | 1.909.109 | 1.209.685 | 981.675 | 612.065 | 480.007 | 327.659 | 612.025 | 894.585 | 1.250.017 |     |     |     | 8.276.827 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 31**  
**Elaboración de quesillos - kilos - año 2023**

| N°    | Plantas              | Ene       | Feb       | Mar       | Abr       | May       | Jun       | Jul       | Ago       | Sep       | Oct | Nov | Dic | Total      |
|-------|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|-----|-----|------------|
| 8     | SOPROLE              | 101.320   | 84.320    | 100.950   | 92.260    | 98.630    | 112.040   | 92.580    | 96.040    | 87.580    |     |     |     | 865.720    |
| 16    | QUILLAYES            | 289.748   | 282.347   | 309.953   | 231.966   | 215.451   | 228.821   | 235.380   | 226.589   | 223.236   |     |     |     | 2.243.491  |
| 20    | WATT'S S.A.          |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 31    | COLUN                | 457.785   | 507.083   | 615.816   | 512.343   | 572.108   | 410.641   | 414.586   | 555.887   | 538.450   |     |     |     | 4.584.699  |
| 32    | SOPROLE              |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 49    | ALIMENTOS PTO. VARAS |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 57    | GRANAROLO CHILE      |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 60    | LACTALIS             | 262.087   | 263.516   | 305.281   | 294.342   | 269.404   | 269.026   | 238.800   | 269.275   | 216.195   |     |     |     | 2.387.926  |
| 61    | COMERCIAL DEL CAMPO  | 161.200   | 151.277   | 165.871   | 142.175   | 129.419   | 129.084   | 126.313   | 129.390   | 123.116   |     |     |     | 1.257.845  |
| Total |                      | 1.272.140 | 1.288.543 | 1.497.871 | 1.273.086 | 1.285.012 | 1.149.612 | 1.107.659 | 1.277.181 | 1.188.577 |     |     |     | 11.339.681 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 32**  
**Elaboración de yogur - litros - año 2023**

| N°    | Plantas              | Ene        | Feb        | Mar        | Abr        | May        | Jun        | Jul        | Ago        | Sep        | Oct | Nov | Dic | Total       |
|-------|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-----|-----|-----|-------------|
| 8     | SOPROLE              | 8.179.940  | 7.945.020  | 9.752.930  | 8.257.260  | 9.166.770  | 8.665.590  | 8.157.250  | 9.829.660  | 8.111.640  |     |     |     | 78.066.060  |
| 9     | NESTLE               | 1.399.711  | 1.954.926  | 1.842.612  | 1.678.487  | 1.567.029  | 1.546.589  | 1.688.126  | 1.661.310  | 2.158.991  |     |     |     | 15.497.781  |
| 10    | WATT'S S.A.          | 127.379    | 147.351    | 195.120    | 181.243    | 238.819    | 226.010    | 141.980    | 207.629    | 127.038    |     |     |     | 1.592.569   |
| 16    | QUILLAYES            | 214.649    | 183.712    | 252.631    | 198.794    | 277.765    | 188.934    | 211.173    | 224.070    | 206.505    |     |     |     | 1.958.233   |
| 20    | WATT'S S.A.          | 1.894.932  | 2.490.566  | 2.434.718  | 2.734.551  | 2.160.269  | 2.169.163  | 2.097.163  | 2.413.007  | 2.354.351  |     |     |     | 20.748.720  |
| 28    | SURLAT               |            |            |            |            |            |            |            |            |            |     |     |     |             |
| 29    | SURLAT               | 337.939    | 443.551    | 701.698    | 442.079    | 281.998    | 357.604    | 294.300    | 367.293    | 332.677    |     |     |     | 3.559.139   |
| 31    | COLUN                | 4.170.759  | 4.562.616  | 5.834.645  | 4.870.656  | 4.700.201  | 4.384.871  | 4.597.986  | 4.844.003  | 4.820.058  |     |     |     | 42.785.795  |
| 46    | NESTLE               |            |            |            |            |            |            |            |            |            |     |     |     |             |
| 47    | CHILOLAC             | 7.250      | 11.768     | 9.905      | 11.601     | 9.778      | 13.898     | 13.808     | 11.887     | 11.663     |     |     |     | 101.558     |
| 49    | ALIMENTOS PTO. VARAS |            |            |            |            |            |            |            |            |            |     |     |     |             |
| Total |                      | 16.332.559 | 17.739.510 | 21.024.259 | 18.374.671 | 18.402.629 | 17.552.659 | 17.201.786 | 19.558.859 | 18.122.923 |     |     |     | 164.309.855 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 33**  
**Elaboración de quesos - kilos - año 2023**

| N°    | Plantas              | Ene       | Feb       | Mar       | Abr       | May       | Jun       | Jul       | Ago       | Sep       | Oct | Nov | Dic | Total      |
|-------|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|-----|-----|------------|
| 16    | QUILLAYES            | 23.359    | 21.493    | 7.864     | 6.029     | 13.655    | 19.136    | 21.656    | 13.895    | 10.990    |     |     |     | 138.077    |
| 23    | SOPROLE              |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 24    | QUILLAYES            |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 28    | SURLAT               | 345.899   | 250.421   | 252.512   | 187.852   | 548.388   | 173.110   |           | 218.178   | 314.410   |     |     |     | 2.290.770  |
| 29    | SURLAT               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 31    | COLUN                | 3.269.426 | 2.848.822 | 3.174.918 | 3.124.671 | 3.118.563 | 2.339.376 | 2.103.078 | 3.405.973 | 3.686.484 |     |     |     | 27.071.311 |
| 32    | PROLESUR             | 2.090.966 | 1.901.913 | 2.205.792 | 2.035.271 | 2.201.540 | 1.953.201 | 1.336.429 | 1.873.378 | 1.979.142 |     |     |     | 17.577.632 |
| 34    | WATT'S S.A.          |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 35    | SOPROLE              |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 41    | WATT'S S.A.          | 1.566.578 | 1.374.728 | 1.697.785 | 1.669.288 | 1.577.455 | 1.349.943 | 1.229.357 | 1.190.784 | 1.785.510 |     |     |     | 13.441.428 |
| 46    | NESTLE               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 47    | CHILOLAC             | 196.984   | 140.985   | 124.709   | 104.228   | 92.694    | 60.025    | 53.779    | 46.270    | 78.992    |     |     |     | 898.666    |
| 49    | ALIMENTOS PTO. VARAS |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 50    | LÁCTEOS OSORNO       |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 51    | QUILLAYES            |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 53    | LACTALIS             | 706.747   | 601.216   | 498.188   | 485.072   | 530.253   | 430.530   | 556.061   | 624.575   | 695.488   |     |     |     | 5.128.130  |
| 54    | LACTEOS VALDIVIA     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 55    | LACTALIS             |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 56    | VALLE VERDE          | 778.828   | 680.367   | 863.883   | 737.933   | 630.030   | 346.425   | 455.720   | 504.119   | 633.663   |     |     |     | 5.630.968  |
| 57    | GRANAROLO CHILE      |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 59    | LACTALIS             | 406.921   | 300.398   | 341.469   | 226.077   | 255.259   | 142.813   | 2.710     | 1.302     | 2.758     |     |     |     | 1.679.707  |
| 60    | LACTALIS             |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 61    | COMERCIAL DEL CAMPO  | 123.381   | 93.902    | 102.977   | 108.868   | 116.690   | 127.131   | 110.338   | 106.381   | 117.121   |     |     |     | 1.006.789  |
| Total |                      | 9.509.089 | 8.214.245 | 9.270.097 | 8.685.289 | 9.084.527 | 6.941.690 | 5.869.128 | 7.984.855 | 9.304.558 |     |     |     | 74.863.478 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 34**  
**Elaboración de crema - kilos - año 2023**

| N°    | Plantas              | Ene       | Feb       | Mar       | Abr       | May       | Jun       | Jul       | Ago       | Sep       | Oct | Nov | Dic | Total      |
|-------|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|-----|-----|------------|
| 8     | SOPROLE              | 672.200   | 585.930   | 714.720   | 537.090   | 698.220   | 664.240   | 492.240   | 726.380   | 687.340   |     |     |     | 5.778.360  |
| 9     | NESTLE               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 10    | WATT'S S.A.          | 162.804   | 106.314   | 156.522   | 167.790   | 201.090   | 141.876   | 212.376   | 108.498   | 185.160   |     |     |     | 1.442.430  |
| 16    | QUILLAYES            | 20.822    | 20.877    | 21.774    | 18.524    | 21.809    | 19.933    | 16.463    | 25.208    | 24.271    |     |     |     | 189.681    |
| 20    | WATT'S S.A.          |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 22    | NESTLE               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 23    | SOPROLE              |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 24    | QUILLAYES            |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 28    | SURLAT               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 29    | SURLAT               | 597.780   | 564.948   | 645.900   | 658.764   | 648.480   | 742.704   | 583.116   | 640.740   | 643.128   |     |     |     | 5.725.560  |
| 31    | COLUN                | 1.007.093 | 1.199.532 | 1.039.030 | 1.113.173 | 1.045.006 | 181.694   | 354.442   | 777.540   | 770.045   |     |     |     | 7.487.555  |
| 39    | NESTLE               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 41    | WATT'S S.A.          |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 46    | NESTLE               | 717.006   | 480.687   | 644.568   | 580.536   | 560.088   | 434.303   | 503.452   | 791.383   | 629.963   |     |     |     | 5.341.986  |
| 47    | CHILOLAC             |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 49    | ALIMENTOS PTO. VARAS |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 51    | QUILLAYES            |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 58    | NESTLE               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 60    | LACTALIS             |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Total |                      | 3.177.705 | 2.958.288 | 3.222.514 | 3.075.877 | 3.174.693 | 2.184.750 | 2.162.089 | 3.069.749 | 2.939.907 |     |     |     | 25.965.572 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 35**  
**Elaboración de mantequilla - kilos - año 2023**

| N°    | Plantas              | Ene       | Feb       | Mar       | Abr       | May       | Jun       | Jul       | Ago       | Sep       | Oct | Nov | Dic | Total      |
|-------|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|-----|-----|------------|
| 41    | WATT'S S.A.          | 261.835   | 217.371   | 335.901   | 285.967   | 345.542   | 274.231   | 235.090   | 294.283   | 303.565   |     |     |     | 2.553.785  |
| 16    | QUILLAYES            |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 20    | WATT'S S.A.          |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 22    | NESTLE               | 44.580    | 36.480    | 46.920    | 48.160    | 14.000    | 25.840    | 34.780    | 32.980    | 55.240    |     |     |     | 338.980    |
| 24    | QUILLAYES            |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 28    | SURLAT               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 29    | SURLAT               | 190.263   | 147.940   | 193.531   | 214.160   | 206.225   | 243.671   | 181.212   | 201.313   | 212.250   |     |     |     | 1.790.565  |
| 31    | COLUN                | 748.666   | 600.102   | 767.303   | 846.588   | 821.503   | 1.026.010 | 803.572   | 806.176   | 778.281   |     |     |     | 7.198.201  |
| 32    | PROLESUR             |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 35    | PROLESUR             | 873.839   | 635.527   | 835.511   | 846.043   | 814.268   | 660.909   | 475.540   | 557.594   | 749.930   |     |     |     | 6.449.161  |
| 39    | NESTLE               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 41    | WATT'S S.A.          |           | 265       |           |           |           |           |           |           |           |     |     |     | 265        |
| 46    | NESTLE               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 47    | CHILOLAC             | 27.603    | 21.203    | 21.246    | 20.199    | 18.547    | 12.729    | 8.261     | 7.158     | 8.583     |     |     |     | 145.529    |
| 49    | ALIMENTOS PTO. VARAS |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 50    | LÁCTEOS OSORNO       |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 51    | QUILLAYES            |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 53    | LACTALIS             | 96.588    | 83.493    | 82.714    | 60.766    | 74.097    | 15.451    | 66.121    | 71.704    | 79.324    |     |     |     | 630.258    |
| 55    | LACTALIS             |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 56    | VALLE VERDE          | 96.160    | 80.460    | 117.400   | 100.360   | 87.440    | 40.720    | 82.300    | 121.880   | 93.987    |     |     |     | 820.707    |
| 57    | GRANAROLO CHILE      |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 58    | NESTLE               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 59    | LACTALIS             |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 61    | COMERCIAL DEL CAMPO  | 260       | 1.590     | 820       | 1.900     | 2.300     | 1.180     | 2.545     | 1.745     | 1.042     |     |     |     | 13.382     |
| Total |                      | 2.339.794 | 1.824.431 | 2.401.346 | 2.424.143 | 2.383.922 | 2.300.741 | 1.889.421 | 2.094.833 | 2.282.202 |     |     |     | 19.940.833 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 36**  
**Elaboración de suero en polvo - kilos - año 2023**

| N° | Plantas              | Ene       | Feb       | Mar       | Abr       | May       | Jun       | Jul       | Ago       | Sep       | Oct | Nov | Dic | Total      |
|----|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|-----|-----|------------|
| 20 | WATT'S S.A.          |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 24 | QUILLAYES            |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 28 | SURLAT               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 29 | SURLAT               | 87.525    | 71.625    | 67.900    | 66.050    | 32.475    | 44.225    | 7.325     | 30.700    | 82.855    |     |     |     | 490.680    |
| 31 | COLUN                | 1.630.000 | 1.480.000 | 1.530.000 | 1.468.000 | 1.454.000 | 1.100.000 | 750.000   | 1.500.000 | 1.600.000 |     |     |     | 12.512.000 |
| 32 | PROLESUR             | 427.350   | 396.800   | 399.075   | 366.225   | 364.000   | 490.500   | 214.225   | 356.475   | 433.275   |     |     |     | 3.447.925  |
| 35 | PROLESUR             | 71.425    | 66.725    | 38.550    | 43.225    | 27.500    |           | 2.200     | 114.300   | 55.925    |     |     |     | 419.850    |
| 41 | WATT'S S.A.          | 41.000    | 332.300   | 322.325   | 349.425   | 277.800   | 230.775   | 195.125   | 186.225   | 382.800   |     |     |     | 2.317.775  |
| 46 | NESTLE               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 49 | ALIMENTOS PTO. VARAS |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 53 | LACTALIS             |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 54 | LACTEOS VALDIVIA     |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 55 | LACTEOS DEL SUR      |           |           |           |           |           |           |           |           |           |     |     |     |            |
|    | Total                | 2.257.300 | 2.347.450 | 2.357.850 | 2.292.925 | 2.155.775 | 1.865.500 | 1.168.875 | 2.187.700 | 2.554.855 |     |     |     | 19.188.230 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 37**  
**Elaboración de leche condensada - kilos - año 2023**

| N°    | Plantas   | Ene       | Feb       | Mar       | Abr       | May       | Jun       | Jul       | Ago       | Sep       | Oct | Nov | Dic | Total      |
|-------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|-----|-----|------------|
| 22    | NESTLE    | 2.910.585 | 2.791.750 | 3.245.681 | 3.002.777 | 3.728.216 | 3.257.073 | 1.865.802 | 3.226.343 | 3.207.353 |     |     |     | 27.235.580 |
| 24    | QUILLAYES |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 29    | SURLAT    |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 46    | NESTLE    |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Total |           | 2.910.585 | 2.791.750 | 3.245.681 | 3.002.777 | 3.728.216 | 3.257.073 | 1.865.802 | 3.226.343 | 3.207.353 |     |     |     | 27.235.580 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 38**  
**Elaboración de manjar - kilos - año 2023**

| N°    | Plantas              | Ene       | Feb       | Mar       | Abr       | May       | Jun       | Jul       | Ago       | Sep       | Oct | Nov | Dic | Total      |
|-------|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|-----|-----|------------|
| 8     | SOPROLE              | 291.260   | 268.950   | 452.950   | 360.680   | 385.520   | 416.050   | 336.790   | 452.450   | 388.750   |     |     |     | 3.353.400  |
| 16    | QUILLAYES            |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 22    | NESTLE               | 1.611.794 | 1.391.384 | 1.622.643 | 1.366.765 | 1.000.848 | 1.601.834 | 1.233.060 | 2.641.163 | 2.057.168 |     |     |     | 14.526.659 |
| 24    | QUILLAYES            |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 28    | SURLAT               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 29    | SURLAT               |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 31    | COLUN                | 412.636   | 596.801   | 794.141   | 877.762   | 945.736   | 970.886   | 1.001.595 | 961.425   | 858.000   |     |     |     | 7.418.982  |
| 41    | WATT'S S.A.          | 298.231   | 202.071   | 226.069   | 195.844   | 419.006   | 307.225   | 314.828   | 278.578   | 287.025   |     |     |     | 2.528.877  |
| 47    | CHILOLAC             |           |           |           |           |           |           |           |           |           |     |     |     |            |
| 49    | ALIMENTOS PTO. VARAS |           |           |           |           |           |           |           |           |           |     |     |     |            |
| Total |                      | 2.613.921 | 2.459.206 | 3.095.803 | 2.801.051 | 2.751.110 | 3.295.995 | 2.886.273 | 4.333.616 | 3.590.943 |     |     |     | 27.827.918 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.

**Cuadro 39**  
**Elaboración de leche cultivada - litros - año 2023**

| N°    | Plantas              | Ene       | Feb       | Mar       | Abr       | May       | Jun     | Jul     | Ago       | Sep     | Oct | Nov | Dic | Total      |
|-------|----------------------|-----------|-----------|-----------|-----------|-----------|---------|---------|-----------|---------|-----|-----|-----|------------|
| 8     | SOPROLE              | 856.650   | 825.100   | 1.010.450 | 788.850   | 824.850   | 737.750 | 680.090 | 975.510   | 679.630 |     |     |     | 7.378.880  |
| 9     | NESTLE               |           |           |           |           |           |         |         |           |         |     |     |     |            |
| 10    | WATT'S S.A.          |           |           |           |           |           |         |         |           |         |     |     |     |            |
| 16    | QUILLAYES            |           |           |           |           |           |         |         |           |         |     |     |     |            |
| 20    | WATT'S S.A.          | 86.276    | 61.814    | 73.786    | 58.072    | 64.206    | 54.837  | 48.551  | 48.411    | 41.834  |     |     |     | 537.787    |
| 28    | SURLAT               |           |           |           |           |           |         |         |           |         |     |     |     |            |
| 29    | SURLAT               |           |           |           |           |           |         |         |           |         |     |     |     |            |
| 31    | COLUN                | 328.662   | 294.363   | 333.115   | 311.477   | 339.562   | 201.570 | 268.128 | 283.073   | 228.738 |     |     |     | 2.588.688  |
| 46    | NESTLE               |           |           |           |           |           |         |         |           |         |     |     |     |            |
| 47    | CHILOLAC             |           |           |           |           |           |         |         |           |         |     |     |     |            |
| 49    | ALIMENTOS PTO. VARAS |           |           |           |           |           |         |         |           |         |     |     |     |            |
| Total |                      | 1.271.588 | 1.181.277 | 1.417.351 | 1.158.399 | 1.228.618 | 994.157 | 996.769 | 1.306.994 | 950.202 |     |     |     | 10.505.355 |

Fuente: elaborado por Odepa con antecedentes proporcionados por las plantas lecheras.