



Mango Industry in the Exporting Markets: Based on Price and Trade Data

WHITE PAPER, APRIL 2022



01 **Mango Exports for the Global Market**

Mango export in the global market increased by **+3.82% YoY** to **USD 3.74 billion** in **2020**.

02 **Mexican Mango Market**

Mexican mango export value to the **US** increased by **+10.6% YoY** to **USD 432.44 million** in **2021** from **USD 391.1 million** in **2020**.

Wholesale price of **Mexican** mango decreased by **-10% MoM** to **USD 1.79/kg** in **W3 Mar-2** from **USD 1.98/kg** in **W3 Feb-22**.

03 **Peruvian Mango Market**

Peruvian mango export value to the **US** increased by **+6.7% YoY** in **2021**. From **USD 98.9 million** in **2020** to **USD 105.5 million**.

Wholesale price of **Peruvian** mango increased by **+81.78 YoY** from **USD 0.82/kg** in **2021** to **USD 1.48/kg** in **W4 Mar-22**.

04 Spanish Mango Market

Spanish mango export value increased by **+12% YoY** from **USD 112.53 million** in **2020** to **USD 126 million** in **2021**.

Wholesale price of **Spanish** mango increased by **+57.41% YoY** from **USD 4,91/kg** in **2021** to **USD 7.73/kg** in **W4 Mar-22**.

05 Mango Outlook 2022

Several factor will determine the position of the mango industry such as demand, input cost, weather conditions, and Covid-19.

Mango Industry in the Exporting Markets: Based on Price and Trade Data

WHITE PAPER, APRIL 2022

Reading and analyzing trade and price data can give agriculture businesses a clearer picture of what moves markets, and reveal general trends in world trade and their impact on specific regions and industries. By accessing market data on the mango industry, exporters and traders will be able to see that **Mexico**, **Peru**, and **Spain** are the key players in the mango industry. Further investigation using Tridge's market intelligence could uncover possible drivers of market change. With this paper, we'll give you a hands-on example of how best to utilize Tridge's trade and price data.

KEY TAKEAWAYS

Mango export values in the global market rose to **USD 3.74 billion** in **2020**, representing a **3.82% YoY** increase reflecting a growing demand in the global mango industry.

Mexico, Peru, and Spain were the major key players in the mango exporting markets. **Mexican** mango exported to the **US** increased to **+10.6% YoY** to **USD 432.44 million** in **2021**. **Peruvian** mango export to the **US** rose by **+6.7% YoY** to **USD 105.5 million** in **2021**. **Spanish** mango export to the global market also climbed by **+12% YoY** to **USD 126 million** in **2021**.

Increasing exports of mango globally have triggered further global growth in **MY 2021/22**.



14/02/2022

La campaña de mangos de México se espera con volúmenes similares al 2021 y con una excelente calidad

Image courtesy of valenciafruits.com

LOCAL NEWS

The mango campaign in Mexico will exceed 61 million boxes

La campaña de mangos de México superará los 61 millones de cajas

Image courtesy of tridge.com

Forecasts for Mexican mango campaign for 2022 season is expected to reach more than 61M boxes destined for export to the USA, with volumes indicative of the peak season for harvest from Mar. 20th to June 11th. With expectations in the last week of April and the weeks from May 29th to June 25th can cover volumes of over 3M boxes/week bound for exports.

EMEX (Association of Mango Exporters of Mexico) president, Engr. Castillejos, stated that they are anticipating a good harvest for the month of April in the province state of Oaxaca, the. The fruiting and so is the harvest has been delayed and the amounts that were supposed to be harvested in the first few months were pushed back to April.

Engr. Castillejo of EMEX also explained that there was a shortage of Ataulfo mangoes in the first two weeks of February, but the shortage is gradually being offset and the volumes recovers slightly until the last week of March, where a better production and an increase in volume throughout the month of April.”

Various factors affecting the current trade markets can make observation very challenging.

Reading and analyzing trade data can give agriculture businesses a clearer understanding of what moves markets, and reveal general trends in world trade and their impact on specific regions and industries. To the extent that trade data could help producers better see and anticipate current market flows, it is also important for them to observe current prices to understand the counterpart's margin or benchmark price.

Therefore, developing and viewing **trade** and **price data** can help you to:

- Identify the export share among domestic producers.
- Assess potential markets for export destinations in the near future.
- Knowing information on trade flows to assess the performance and dynamics of a country's export market.
- Utilize our price data as objective market indicators and identify key trends.



01. Mango Exports for the Global Market

The global export of mango registered a positive growth rate in recent years. As reflected in Chart 1 were the export value trend showed an upward trend from 2013 to 2020.

Overall mango exports to the global market climbed by +3.82% YoY at USD 3.74 billion in 2020. Despite other exporting markets such as Thailand, Vietnam, and India reducing their exports in 2020, the reduction was offset by the volumes exported by other major exporting countries like Mexico (USD 459.82 million; +3.15% YoY), Peru (USD 415 million; +51.88% YoY), and Spain (USD 112.53 million; +19.62% YoY) which make up the missing volumes and values.

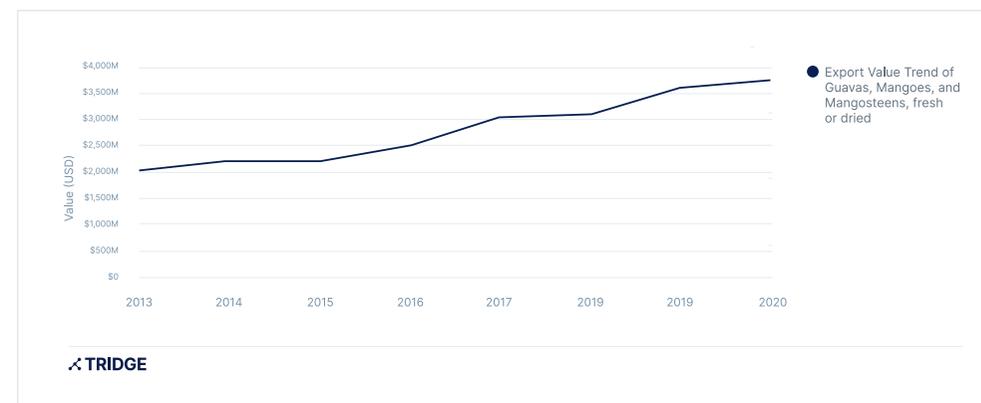


Chart 1. Export Value Trend of HS Code 080450 (Guavas, Mangoes, and Mangosteens, fresh or dried) From All The Exporters in 2013 - 2020

Covid-19 pandemic remains as the major threat to the mango industry and the market's outlook for MY 2021/22.

The threats caused by inflation remains a risk but other issues such as supply-chain disruptions, and lately, the unfavorable weather will continue to extend their influence in the mango industry.

Recovery from Covid-19 had been apparent in 2021 and this goes the same for mango in the global market.

Country	Share in Export Value 2020	Export Value 2020, USD	1-Year Growth in Export Value 2019-2020	3-Year Growth in Export Value 2017-2020	5-Year Growth in Export Value 2015-2020
Thailand	15.25%	\$570.65M	-8.74%	+104.97%	+222.53%
Mexico	12.29%	\$459.82M	+3.14%	≈ -0.72%	+37.67%
Netherlands	11.1%	\$415.55M	+13.08%	+32.29%	+86.52%
Peru	11.1%	\$415.49M	+51.88%	+103.57%	+101.21%
Brazil	6.81%	\$254.96M	+11.39%	+10.57%	+24.97%
Vietnam	4.92%	\$184M	-46.15%	-47.7%	+139.41%
Hong Kong	3.84%	\$143.62M	+161.69%	+468.53%	+695.61%
India	3.67%	\$137.45M	-9.26%	-25.83%	-25.43%
Spain	3.01%	\$112.53M	+19.62%	+29.41%	+72.29%
Pakistan	2.71%	\$101.46M	≈ 3.11%	+62.14%	+107.77%

Chart 2. Top 10 Exporters of HS Code 080450 (Guavas, Mangoes, and Mangosteens, fresh or dried) in 2020

02. Mexican Mango Market

Mexico is recognized as the second-largest exporter of mango with export values in 2020 worth USD 459.82 M. The US remains as the main major export market for Mexican mangoes generating USD 391.11 million in 2020.

The production of mango in Mexico is expected to increase by 8% YoY by MY 2021/22 brought about by increased acreage and consistently high demand from the US. Mango became the 4th most popular tropical fruit after bananas, pineapple, and avocado.

The US per capita consumption of fresh mangoes amounted to approximately 3.63 pounds in 2020 from 3.25 pounds in 2019. This represents an 11.7% increase and expected demand growth even greater in the following year. It is recorded that US imports for Mexican mango rose by 10.6% YoY to USD 432.44 million in 2021 from USD 391.1 million in 2020.

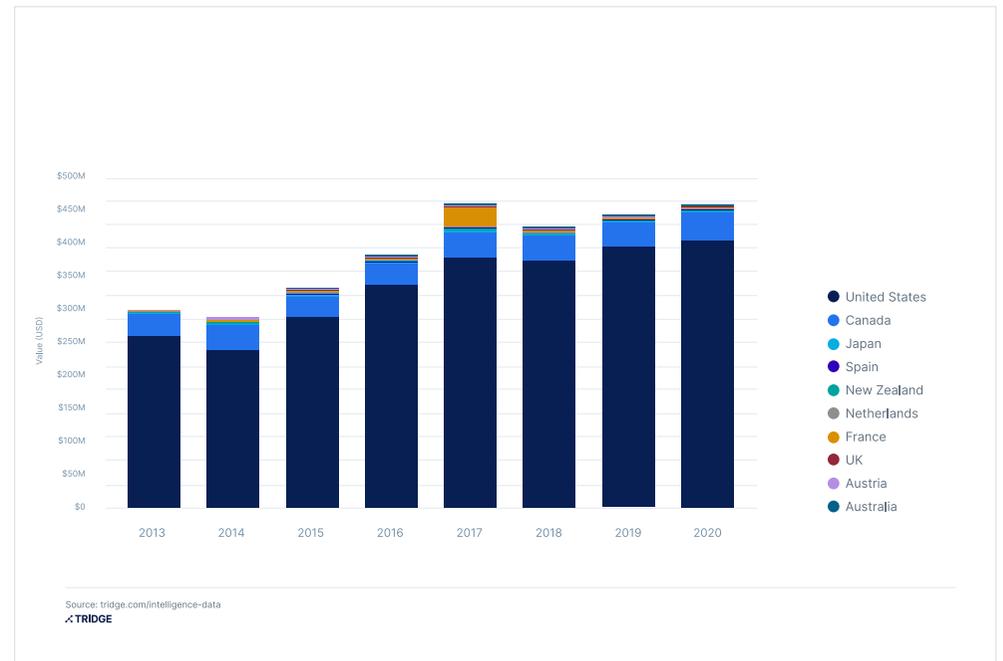


Chart 3. Trends of Top Importer of Mango (HS Code 080450) from Mexico

According to Tridge's price data, the price of Mexican mango has dropped by -10% MoM to USD 1.79/kg in W3 Mar-22.

Previously, in W3 Feb-22 the price was valued at USD 1.98/kg. Prices are reduced due to higher supplies coming from Mexico. Mexican mango export in W3 Mar-22 increased by +66.2% YoY to 2,608,806 boxes from 1,570,133 boxes in the same period in 2021.

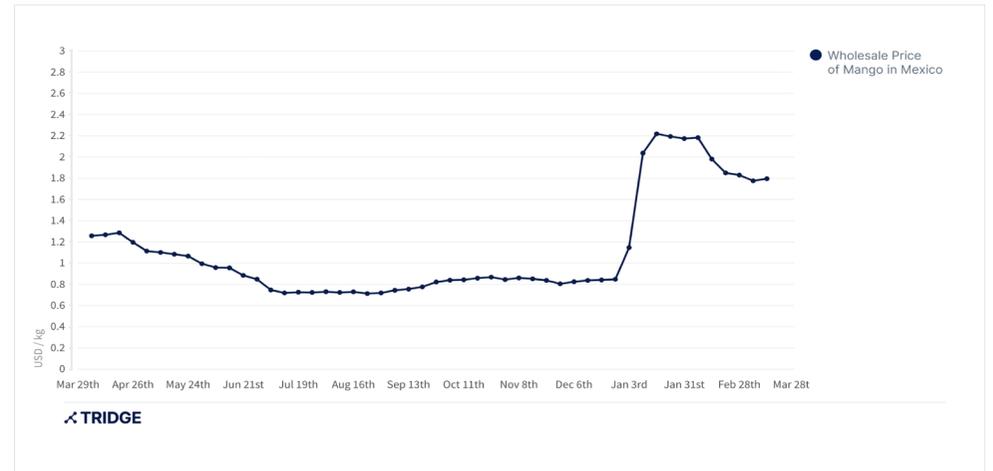


Chart 4. The Wholesale Price of Mango in Mexico in 2021 - 2022

03. Peruvian Mango Market

Peru is the world’s fourth-largest mango exporter, with an export value worth USD 415.49 million in 2020. In comparison to the previous season, production of Peruvian mangoes is expected to drop by 7% in 2021/2022 because of the drought that delayed the production.

Higher input and shipping costs also put pressure on the Peruvian mangoes industry. From January to September 2021, the export value increased by +5.5% YoY to USD 225.98 million from USD 214.14 million in the same period in the previous year. In terms of export volume, it dropped by -35% YoY to 119,558 mt from 185,890 mt in the same period in 2020.

Peruvian mango importers are more diverse than the Mexican mango market. The US is only the second-largest exporter of mango from Peru. US import of Peruvian mango has increased by +6.7% YoY in 2021 to USD 105.5 million from USD 98.9 million in 2020.

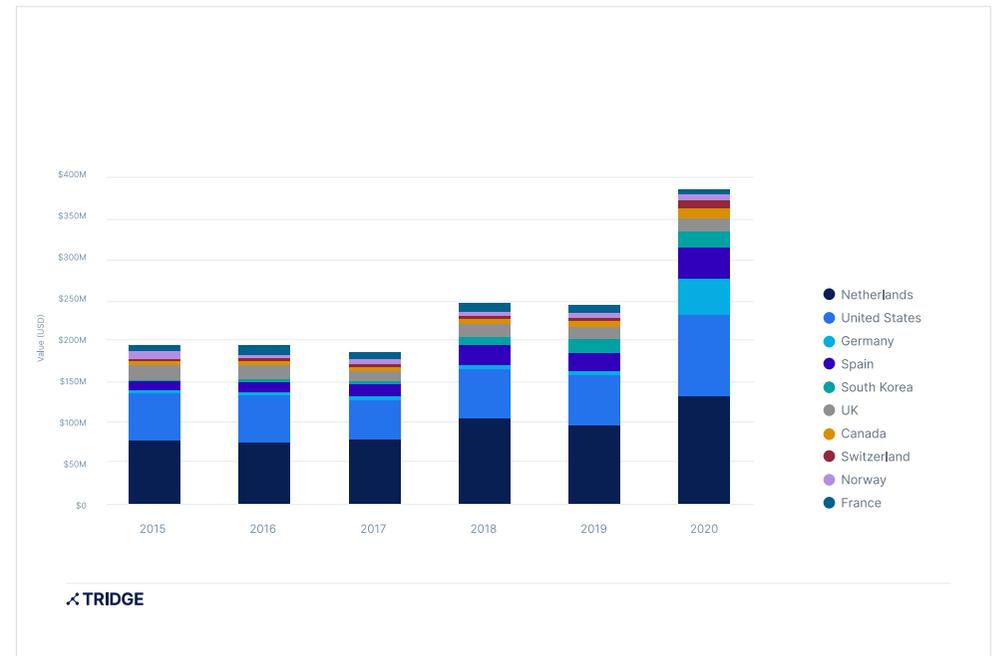


Chart 5. Trends of Top Importer of Mango (HS Code 080450) from Peru

The wholesale price of Peruvian mangos increased by +81.78 YoY to USD 1.48/kg in W4 Mar-22 from USD 0.82/kg in the same period in the preceding year. The price also rose by +19.35% MoM from USD 1.24/kg in W4 Feb-22. The combination of limited supply, high input costs, and shipping costs are driving up the price of Peruvian mangos.

The volume shipped from Peru in W3 Mar-22 was roughly 70,092 boxes. In the same week last year, 130,634 boxes were exported from Peru over the same time period representing a 46% decrease.

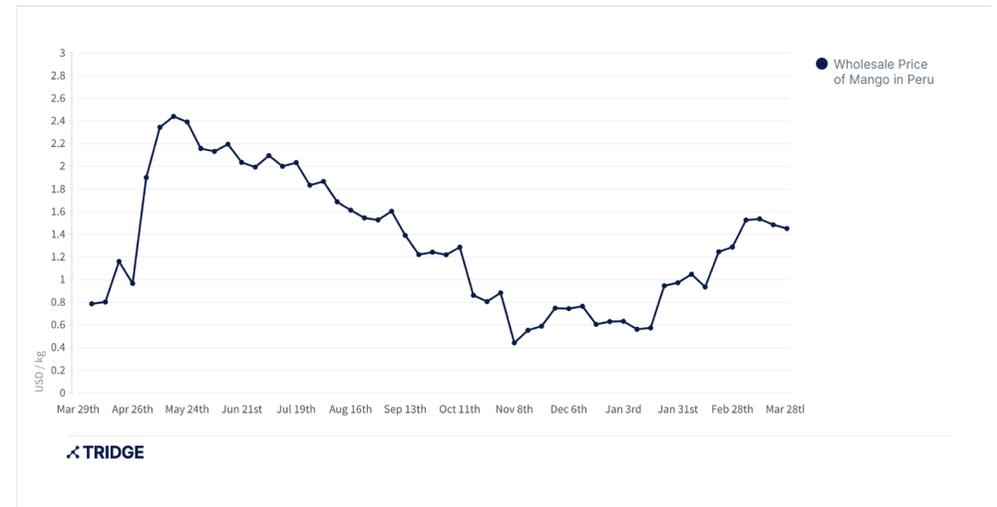


Chart 6. The Wholesale Price of Mango in Peru in 2021 - 2022

04. Spanish Mango Market

Spain occupies a very significant position in the international mango trade as one of the leading suppliers to the EU market. Spain is one of the fastest-growing mango markets and is considered a key hub in the EU mango trade. This is because of Spanish mango's high quality and competitive prices. In the EU, Spain is the EU's second-largest mango exporter, amounting to USD 112.53 million in 2020. The main buyers of Spanish mango are France (USD 37.13 million) and Portugal (USD 32.58 million) in 2020.

The regions of Malaga and Granada, are the two most significant Spanish mango producing regions, producing 26,000 mt in 2021, a similar volume to that produced in the 2020 campaign. Trees planted years ago were expected to bear fruits more than a year ago. But an overhanging cold wave disrupted production as mango trees will only bear fruit under optimal warm temperatures. This event has its bearings in the mango global market trade.

Mango exports from Spain increased by +12% YoY to USD 126 million in 2021 from USD 112.53 million in 2020. Spanish mango export volume to Portugal decreased by -6.7% YoY to 22,379 mt in 2021 from 23,992 mt in 2020. In contrast, Spanish export value to Portugal rose by +7.2% YoY to USD 34.94 million

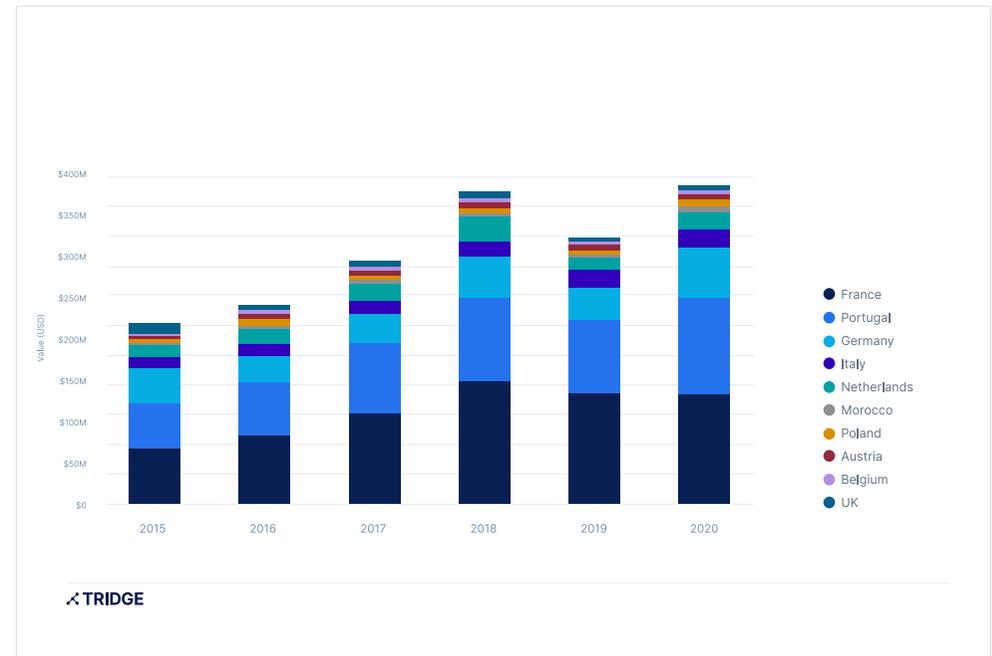


Chart 7. Trends of Top Importer of Mango (HS Code 080450) from Spain

in 2021 from USD 32.58 million in 2020.

Looking at Chart 8, the wholesale price of Spanish mango price has spiked to USD 7.73/kg in W4 Mar-22, representing a +57.41% YoY from USD 4,91/kg in W5 Mar-21 and a +52% MoM from USD 5.1/kg in W4 Feb-22. This price hike is a direct reflection of the lower production of mangoes from Spain. Moreover, chronic freight shortage affecting Spain led to high shipping costs in March 2022. Placing the Spanish mango sector in jeopardy on the international market.



Chart 8. The Wholesale Price of Mango in Spain in 2021 - 2022

05. Mango Outlook in 2022

The growing demand for exotic tropical fruits is expected to propel the global mango market. This has a favorable impact on the worldwide mango export market's growth.

One of the mango industry's main issues is production to meet the demand of the global market. Unfavorable weather will continue to impact mango production, causing a reduced harvest. Drought and extreme weather have hampered mango production in Peru and Spain. Not only that, but high input costs, such as shipping and energy, also determined the worldwide mango price. and the export market would be affected.

Covid-19 will continue to influence the sales of the mango industry and its supply chains. Some restrictions and blocking measures in the Covid-19 new variant are becoming increasingly stringent in various countries. This will lead to uncertainty of mango in trade markets.

Tridge provides market movement news and in-depth analysis of the landscape and key drivers of price fluctuations to ensure a full understanding of what affects the market and why.

- Tridge Data Analysis provides a snapshot of the market and provides updates on major price trends, helping you understand the landscape.
- More international coverage not only for the producing markets but also for the key importing markets of the commodity
- Real-time market-moving news of the industry including production updates, industry news, and trade news for local markets
- Premium data plan enables you to analyze the historical datasets and access all available market data.
- With a full package of datasets, you can analyze:
 - Price volatility comparison
 - YoY price analysis
 - Price / Trade / Production: affecting each other and understanding key drivers of the notable market change

ABOUT TRIDGE

Tridge is a Global Trade Ecosystem in the food and agriculture industry that combines professional network and data intelligence and makes trustworthy and sustainable cross-border trades possible. We create and provide a very unique and powerful global-scale platform for buyers and suppliers to be connected and do business with each other more confidently and seamlessly.

Our mission is to become a go-to place for the ultimate sourcing solutions by creating a safe and reliable trade community. For Buyers, Tridge consistently provides extensive market trend data around the globe, creating opportunities in both untapped and existing markets and connecting them with credible suppliers. For Suppliers, we identify and develop sales opportunities from the regions they could not reach ever before. We combine state-of-the-art technology to make this happen.

For more information visit:

tridge.com

CONTACT

Juhee Yoon, Product Manager
juhee.yoon@tridge.com

EDITOR

Roy Park

WRITERS

Putri Aisyah

DESIGN

Victoria Shangina