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# Report Name: Mexico Citrus Update 

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## Report Highlights:

This report serves as an update to the Mexico Annual Citrus Report published in January 2019.
Significant and ongoing drought conditions in many citrus-producing states have resulted in a reduction in all citrus production, compared to the previous report, with orange production forecast to fall fortyfive percent. As a result of low orange supplies for processing, fresh concentrated orange juice exports to the United States are expected to fall to nearly half of the MY 2018/19 export level. COVID-19 sanitary measures are affecting domestic consumption of citrus fruit and juice, as many hotels and restaurants have been closed since mid-March. Full consumption effects will depend on the length of 'stay at home' orders and the long term effect on the hotel and restaurant industries.

## Mexico Annual Citrus Report

## Fresh Oranges

## Crop Area

MY 2019/20 planted area is forecast at 342,885 hectares (ha), similar to the previous marketing year; however, high tree mortality is expected due to prolonged high temperatures and lack of rain. According to producers in Veracruz, widespread replanting of orange trees is underway in order to revitalize the planted area. Orange is the most prevalent citrus fruit planted in Mexico, and the state of Veracruz is the largest producer with fifty percent of the total planted area, and fifty-five percent of total production. Its high elevation, nutrient-rich soil, and high humidity make it ideal for citrus production. Other significant producing states include Tamaulipas, Nuevo Leon, Puebla, and Sonora, all of which are expected to see lower production due to drought during MY 2019/20. Lack of government support for inputs and pest mitigation is likely to prevent significant growth in the sector in the coming years.

National yields for MY 2019/20 are forecast at 9.51 metric tons per hectare (MT/ha), a significant reduction from MY 2018/19 yield of $14.36 \mathrm{MT} / \mathrm{ha}$. Yields differ widely depending on the region of production, due to weather, frequency of fertilizer and pesticide applications, tree density, and soil quality.

Table 1: Top Mexican Orange-Producing States

| Orange <br> (MY 2019/20) | Planted Area <br> (ha) | Harvested <br> Area (ha) | Production <br> (mt) | Yield <br> (mt/ha) |
| :--- | ---: | ---: | ---: | ---: |
| Total | $\mathbf{3 4 2 , 8 8 5}$ | $\mathbf{2 3 8 , 9 6 7}$ | $\mathbf{2 , 3 3 8 , 9 1 2}$ | $\mathbf{9 . 7 8 8}$ |
| Veracruz | 170,353 | 152,438 | $1,452,319$ | 9.527 |
| Tamaulipas | 33,592 | 12,800 | 239,964 | 18.747 |
| Nuevo Leon | 25,820 | 24,215 | 177,240 | 7.319 |
| Puebla | 28,978 | 8,561 | 110,129 | 12.864 |
| Sonora | 6,738 | 4,495 | 100,913 | 22.45 |
| San Luis Potosi | 32,778 | 12,846 | 91,131 | 7.094 |
| Hidalgo | 5,753 | 5,035 | 66,686 | 13.245 |
| Others | 38,872 | 18,577 | 100,527 | 5.411 |

Through April 30, 2020
Orange varieties grown in Mexico include Valencia, Lane Late Navel, and Navelina. Valencia oranges are harvested in December and have a juicy and sweet profile. Valencia is the most widely produced variety in Mexico and is used for juice production.

MY 2018/19 planted area is revised to 342,716 hectares, and harvested area decreased marginally on official data from Agrifood and Fisheries Information System (SIAP) due to high temperatures and drought, mainly in Veracruz and Tamaulipas.

## Production

The Post forecast for MY 2019/20 (November/October) orange production is 2.53 million metric tons (MMT), 45 percent lower than previous forecasts (and one of the lowest projected harvests since the early 1990s), based on extensive crop travel and discussions with industry representatives. Contacts indicate that the ongoing drought and high temperatures have affected orange production more drastically than other citrus fruits because many orange trees are older and require more energy to produce fruit. Additionally, many small producers lack irrigation technology and have poor crop management practices (low fertilizer and pesticide usage), exacerbating production challenges. Large producers typically have some irrigation mechanisms, apply fertilizers, and undertake other mitigating procedures, such as leaving weeds around the trees to maintain moisture.

The intense temperatures and lack of rain throughout the growing season resulted in widespread fruit quality deterioration, with diminished size and quality in most orange producing states. In the state of Veracruz, high temperatures were most problematic in October and November 2019. Rain typically falls throughout the growing season but was concentrated in two months this marketing year, resulting in a shorter growing season. The last flowering cycle, which signals the end of harvest, was seen between December and March. Oranges can typically be harvested until June in Veracruz.

While drought and high temperatures greatly affected production in MY 2019/20, many producers see the change in weather patterns as the 'new normal'. Producers are working to revitalize orchards with irrigation systems and new tree plantings but understand production and yields may be difficult to recover. There is a great need for government support to renew infrastructure and revitalize orchards. There are also concerns that without increased government support, citrus greening disease could become a more serious problem throughout the country, further decimating production.

Producer and industry contacts also agree that current government data collection efforts are not robust enough and are resulting in incomplete planting and production data. There are a number of industry efforts to expand data collection in order to gain more accurate market intelligence and improve decision-making.

## Citrus Greening

As with other citrus-producing countries, Mexico is facing issues with citrus greening, or Huanglongbing (HLB). The disease, caused by bacteria introduced by psyllids, makes citrus trees produce misshapen, partially green fruit (taste is typically not affected, but has no marketability for fresh consumption). Mexico's first detection was in 2009, and since then, the National Service of Agricultural Food Safety and Quality (SENASICA) has implemented a monitoring program for the disease. HLB has been detected throughout Mexico in citrus production areas. Producing states, including Veracruz, Tamaulipas, San Luis Potosi, and Nuevo Leon, have had HLB detections. In 2019, Baja California had HLB positive detections along the California/Mexico border region.

Orange producing states outlined in black.

Mexico Drought Conditions During November 2019


Mexico Drought Conditions During April 26, 2020 - May 25, 2020


## Consumption

Orange is the main sweet citrus fruit consumed in Mexico, with an annual per capita consumption of 37.4 kg . Orange use is mainly for fresh-squeezed orange juice, supplied in grocery stores, and at streetside juice stands that are prevalent throughout the country. Consumers typically prefer other lower-cost fruits for fresh consumption. Fresh use and availability depend on the volume of oranges destined to the processing industry, as producers usually find higher returns selling to processors for export to the United States.

FAS Post forecast for MY 2019/20 domestic consumption of fresh orange is 1.60 MMT, 33 percent lower than the previous report due to a significant drop in production, and reflecting decreased demand in the hotel and restaurant industry because of COVID-19 sanitary measures. Oranges sent for processing will be prioritized over supplying the domestic market.

## Prices

Wholesale orange prices have shown high volatility this marketing year, with initial low prices a result of scarcity and poor quality of the fruit but have since risen due to a sudden consumer demand for vitamin C containing products. Current Valencia orange prices, as of May 20, have reached a record price of 5,500 pesos per ton.

## Trade

The Post forecast for MY 2019/20 orange exports is 60,000 MT, based on strong U.S. demand, particularly in response to Covid-19 and consumers demanding items high in vitamin C. Most of the oranges shipped to the United States are Navel oranges grown in Sonora, as the state is free of fruit fly. The Post forecast for MY 2019/20 imports is 31,000 MT, seven percent higher than the previous marketing year due to lower domestic production. Mexico imports fresh oranges exclusively from the United States, primarily for fresh consumption in the border region and to make up for processing supply shortfalls.

Fresh orange imports (HS 0805.10) from the United States are not subject to any duty under the North American Free Trade Agreement (NAFTA) and are subject to phytosanitary inspection.

Table 2: Mexico - Fresh Orange Production

| Oranges, Fresh Market Year Begins <br> Mexico | 2017/2018 |  | 2018/2019 |  | 2019/2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nov 2017 |  | Nov 2018 |  | Nov 2019 |  |
|  | USDA Official | New Post | USDA Official | New Post | USDA Official | New Post |
| Area Planted (HECTARES) | 339,759 | 339,759 | 342,716 | 342,716 | 344,240 | 342,885 |
| Area Harvested (HECTARES) | 326,689 | 326,689 | 318,168 | 318,168 | 319,101 | 271,226 |
| Bearing Trees (1000 TREES) | 64,236 | 64,236 | 64,795 | 64,795 | 64,942 | 54,830 |
| Non-Bearing Trees (1000 TREES) | 4,559 | 4,559 | 4,082 | 4,082 | 4,094 | 14,180 |
| Total No. Of Trees (1000 TREES) | 68,795 | 68,795 | 68,877 | 68,877 | 69,036 | 69,010 |
| Production (1000 MT) | 4,737 | 4,737 | 4,389 | 4,639 | 4,417 | 2,530 |
| Imports (1000 MT) | 20 | 20 | 29 | 29 | 27 | 31 |


| Total Supply (1000 MT) | 4,757 | 4,757 | 4,418 | 4,668 | 4,444 | 2,561 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Exports (1000 MT) | 72 | 72 | 60 | 60 | 62 | 60 |
| Fresh Dom. Consumption $(1000 \mathrm{MT})$ | 2,785 | 2,785 | 2,408 | 2,408 | 2,427 | 1,601 |
| For Processing (1000 MT) | 1,900 | 1,900 | 1,950 | 2,200 | 1,955 | 900 |
| Total Distribution $(1000 \mathrm{MT})$ | 4,757 | 4,757 | 4,418 | 4,668 | 4,444 | 2,561 |

## Frozen Concentrated Orange Juice (FCOJ) 650 Brix

## Production

FCOJ production for MY 2019/20 is forecast at 90,000 MT, 60 percent lower in comparison to the previous report, due to significant reductions in orange supplies available for processing. High carryover stocks from MY 2018/19 were able to absorb some of the production shortfall.

## Fresh Juice

Contacts indicate there is an increasing demand, both domestically and in the United States, for fresh juice. As FCOJ demand decreases and prices drop, many producers are looking to invest in fresh juice production capacity. While switching from frozen concentrated to fresh production is not difficult, delivery logistics presents a challenge to widespread expansion. Fresh orange juice requires sophisticated and expensive refrigeration equipment for storage and transport. Additionally, the volume of product needed for fresh product is much higher than FCOJ.

## By-Product

Juice processing companies also produce essential oils for the disinfectant and perfume industry. Orange peel is used to obtain pectin, which has many applications in the food and baking industry. Additionally, orange peel and pith are often given to the livestock sector for feed.

## Consumption

The Post consumption forecast for MY 2019/20 is 4,000 MT, 50 percent lower than the previous report, due to decreased demand from the hotel and restaurant industry because of Covid-19 sanitary measures. Non-essential business, such as hotels and restaurants have been closed in Mexico City and around the country since the end of March (some restaurants are able to offer take out of delivery). As some cities begin to slowly open to essential services, it is uncertain when full service to non-essential industries will resume. This reduction also takes into account consumer trends favoring fresh squeezed orange juice over concentrated offerings.

Industry reports that optimal stock levels are approximately $2,000 \mathrm{MT}$, as a certain amount is needed for blending during the production process.

## Trade

The Post export forecast for MY 2019/20 is 104,850 MT, due to drought decimated orange production affecting available supplies for processing. The vast majority of FCOJ production in Mexico is for export to the United States. Some small trade to Europe occurs, depending on prices. Mexico imports a
small amount of orange juice for supermarkets or small processors that have their own juice brands. The Post forecast for MY 2019/20 imports is 850 MT.

Based on a 2011 agreement, Mexico may export 8,000 MT to Japan under a reduced tariff of five percent (most favored nation (MFN) tariff is 20 percent). Mexico may also export 30,000 MT of FCOJ to the European Union at a reduced tariff of 15 percent based on the Mexico-EU free trade agreement. The U.S. market is viewed as more lucrative and preferred by Mexican exporters. The HS codes are 2009.11, 2009.12, and 2009.19.

Table 3: Mexico - Frozen Concentrated Orange Juice Production

| Orange Juice | 2017/2018 |  | 2018/2019 |  | 2019/2020 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Market Year Begins <br> Mexico | Nov 2017 |  | Nov 2018 |  | Nov 2019 |  |
|  | USDA <br> Official | New Post | USDA <br> Official | New Post | USDA <br> Official | New Post |
| Deliv. To Processors (MT) | $1,900,000$ | $1,900,000$ | $1,950,000$ | $2,200,000$ | $1,955,000$ | 900,000 |
| Beginning Stocks (MT) | 1,200 | 1,200 | 2,000 | 2,000 | 5,317 | 20,000 |
| Production (MT) | 190,000 | 190,000 | 195,000 | 220,000 | 195,500 | 90,000 |
| Imports (MT) | 1,000 | 1,000 | 853 | 1,000 | 860 | 850 |
| Total Supply (MT) | 192,200 | 192,200 | 197,853 | 223,000 | 201,677 | 110,850 |
| Exports (MT) | 182,200 | 182,200 | 183,536 | 195,000 | 190,577 | 104,850 |
| Domestic Consumption (MT) | 8,000 | 8,000 | 9,000 | 8,000 | 9,100 | 4,000 |
| Ending Stocks (MT) | 2,000 | 2,000 | 5,317 | 20,000 | 2,000 | 2,000 |
| Total Distribution (MT) | 192,200 | 192,200 | 197,853 | 223,000 | 201,677 | 110,850 |

## Fresh Lemons/Limes

## Crop Area

Mexico is typically the world's second-largest producer of limes, and the fruit is the second-largest planted citrus crop in Mexico after oranges. While drought has affected lemon and lime production throughout the country, they have not been as affected as oranges. This can be attributed to newer plants and more widely available irrigation infrastructure. Persian lime trees in Veracruz are newer and more efficient, with 12 blooms, or harvests per year.

The Post planted area for all limes and lemons in MY 2019/20 is forecast at 208,000 hectares, similar to previous MY; however, harvested area is expected to decrease eight percent due drought and high temperatures that caused some producers to abandon harvest or replant trees.

Table 4: Top Mexican Lime/Lemon Producing States

| Limes/Lemons <br> MY2019/20 | Planted Area <br> (ha) | Harvested <br> Area (ha) | Production <br> (mt) | Yield <br> (mt/ha) |
| :--- | ---: | ---: | ---: | ---: |
| Total | $\mathbf{2 0 7 , 8 3 8}$ | $\mathbf{1 4 2 , 9 3 5}$ | $\mathbf{7 2 2 , 8 6 9}$ | $\mathbf{5 . 0 5 7}$ |
| Veracruz | 48,067 | 23,944 | 280,022 | 11.695 |
| Michoacán | 63,897 | 49,347 | 129,670 | 2.628 |
| Colima | 19,269 | 19,181 | 92,539 | 4.824 |
| Oaxaca | 21,677 | 20,547 | 87,797 | 4.273 |
| Jalisco | 6,792 | 5,628 | 30,546 | 5.428 |
| Guerrero | 6,975 | 6,166 | 23,883 | 3.873 |
| Tabasco | 7,227 | 7,223 | 19,153 | 2.652 |
| Tamaulipas | 8,253 | 940 | 13,270 | 14.117 |
| Others | 25,681 | 9,959 | 45,989 | 4.617 |

Through April 30, 2020

## Persian Lime

The state of Veracruz is the main Persian lime producer in Mexico, where it is produced year-round. Planted area for MY 2018/19 is revised at 96,228 hectares, two percent higher compared to previous market year, due to grower investments to supply local and international demand.

The national average yield for Persian limes is $13.78 \mathrm{MT} / \mathrm{Ha}$, with the state of Veracruz reaching13.96 MT/Ha and the state of Oaxaca at $14.27 \mathrm{MT} / \mathrm{Ha}$, based on official information from SIAP. The Persian lime industry tends to be dominated by large producers who have achieved economies of scale.

## Key Lime

The state of Michoacán is the main Key lime producer in Mexico, followed by Colima. Planted area for MY 2018/19 reached 95,177 hectares, six percent higher compared to previous marketing year.

The national average yield for Key limes is $14.89 \mathrm{MT} / \mathrm{Ha}$, the state of Michoacán at $16.12 \mathrm{MT} / \mathrm{Ha}$, and the state of Colima at $14.15 \mathrm{MT} / \mathrm{Ha}$, based on official information from SIAP. Michoacán has a winter production window (December to February) that allows this variety of lime to enter the domestic market first.

## Production

The principal lime producing states are Michoacán, Veracruz, Oaxaca, and Tamaulipas. There is not yet an official forecast for MY 2019/20 lime production; however, the Post forecast is 2.19 MMT, nine percent lower than the previous report due to intense drought affecting Veracruz, Tamaulipas, and Tabasco. Limes require more skilled and intensive labor than the orange. A lime tree can reproduce after approximately 120 days. Reports indicate that lime harvest in Veracruz has been stalled due to Covid-19 sanitary measures, resulting in supply chain disruptions that have sent wholesale prices on the local market soaring (see price chart below).

## Emerging Security Challenges

Contacts in Veracruz indicate that increasing instability in the area is having effects on producers (particularly lemon and lime), and if it persists, could result in some producers leaving the industry. When prices are high, producers have reported having supplies stolen from fields and when transporting product to local distributors. Many producers prefer to business with large brokerage firms for security of both product and prices, as reports of local distributors manipulating prices through threat of force is common. Security issues are also effecting availability of labor, as workers are finding work that is more lucrative in other industries.

## Persian Lime

Persian limes are grown in a microclimate in northern Veracruz, with smaller scale production in Chiapas, Tabasco, Oaxaca, Puebla, Jalisco, and Yucatan. The Persian lime is seedless, it is bigger with thicker and less aromatic skin than Key Lime, and is typically sold in green color; however, when it reaches full maturity, it turns yellow. Persian lime is less acidic and does not have the tartness of the key lime.

## Key Lime

Mexican Key limes are grown along the Pacific coast in the states of Colima, Michoacán, Guerrero, and Oaxaca. Production is year-round, with Michoacán supplies available during the winter season, while production in Colima covers demand from May through September. Oaxaca and other states cover the rest of the year. Key lime is the most widely cultivated of the limes. The juicy green pulp has a characteristic acid and aromatic flavor. This fruit is high in vitamin C as well as citric acid.

## Italian (Eureka) Lemon

Italian lemons (Eureka) are grown in the states of Tamaulipas, Yucatan, San Luis Potosi, Colima, and Nuevo Leon. According to producers, there are currently attempts to grow the Italian lemon in the state of Veracruz with very good results. According to official sources, for MY 2018/19, production of Italian lemons was 131,469 MT on about 9,264 hectares . Sources indicate that lemon supplies for MY 209/20 are tight, and prices are high.

Lemon/lime producing states outlined in black.

Mexico Drought Conditions During November 2019


Mexico Drought Conditions During April 26, 2020 - May 25, 2020


## Consumption

The Post consumption forecast for MY 2019/20 lemon/lime consumption is 1.14 MMT, ten percent lower than the previous report, due to expected lower production and low demand in the hotel and restaurant sector due to COVID-19 sanitary measures. Final consumption effects will depend on the length of Covid-19 'stay at home' measures, and the amount of time necessary for the hotel and restaurant sector to rebound to full capacity.

Depending upon U.S. demand, approximately 50-60 percent of Persian limes from Veracruz- or about a third of total Persian lime production- goes to the export market. Persian limes that do not meet the higher quality requirements of the export market are consumed within Mexico. Most Key limes go to the fresh domestic market, but exports have been increasing. In general, approximately 16-20 percent of total Key lime production goes to processing. Producers from Colima and Michoacán indicate that roughly 30 percent of their limes go to processors. Italian lemon producers in Tamaulipas indicate that about 40 percent of their production goes to the export market, and 60 percent goes to the juice processing industry. Italian lemon producers from other states indicate that about 35 percent of their production is for fresh consumption.

Mexican Key limes and Persian limes compete for the same market. When Key limes and Persian limes are both present in the domestic market during peak season, prices are relatively low. When the Persian lime harvest season is at its peak (June to September), prices for both tend to fall. After two to three months, when Persian lime growers begin to export, prices for Persian limes increase and remain high until April or May, when exports decrease, and both crops compete for the fresh domestic market.

Table 5: Mexico - Key Lime Wholesale Prices (Pesos/Kg) Mexico City

| Month | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | Change \% |
| :--- | :---: | :---: | :---: |
| January | 4.63 | 5.03 | 8.64 |
| February | 7.29 | 5.89 | -19.20 |
| March | 11.8 | 11.78 | -0.17 |
| April | 7.92 | 13.11 | 65.53 |
| May | 5.54 | 10.37 | 87.18 |
| June | 4.84 | N/A | N/A |
| July | 6.27 | N/A | N/A |
| August | 8.65 | N/A | N/A |
| September | 9.16 | N/A | N/A |
| October | 8.08 | N/A | N/A |
| November | 6.36 | N/A | N/A |
| December | 5.86 | N/A | N/A |
| Source: National Market Information Service (SNIIM) |  |  |  |

Table 6: Mexico - Persian Lime Wholesale Prices
(Pesos/Kg) Mexico City

| Month | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | Change \% |
| :--- | :---: | :---: | :---: |
| January | 7.31 | 12.22 | 67.17 |
| February | 10.66 | 10.11 | -5.16 |
| March | 17.27 | 11.96 | -30.75 |
| April | 18.62 | 13.33 | -28.41 |
| May | 16.77 | 12.61 | -24.81 |
| June | 10.2 | N/A | N/A |
| July | 7.86 | N/A | N/A |
| August | 10.52 | N/A | N/A |
| September | 14.2 | N/A | N/A |
| October | 12.5 | N/A | N/A |
| November | 11.57 | N/A | N/A |
| December | 11.83 | N/A | N/A |
| Source: National Market Information Service (SNIIM) |  |  |  |

## Trade

The Post lemon/lime export forecast for MY 2019/20 remains at 755,000 MT, as lime demand in the United States has remained strong throughout the Covid-19 pandemic, and trade to date has been stable. Some large producers and exporters had stocks available to account for any drought-related reduction in production. All most all lime exports go to the United States.

The spring Persian lime harvest began in early April, and depending on prices, is usually shipped to European markets before being sent to the United States. Lime exports continue to expand into the European and Japanese markets, but still, supply about 40 percent of the U.S. and Canadian markets.

Lemon/lime imports continue to be minimal due to ample domestic supplies. Post MY 2019/20 imports are forecast at $3,000 \mathrm{MT}$, most of which are lemons from the United States.

Mexico's tariff rate on imported limes from the United States is zero percent under NAFTA. Other countries have a 20 percent duty. Lemons/Limes HS Code is 08.05.50.

Table 7: Mexico - Fresh Lemon/Lime Production

| Lemons/Limes, Fresh | $\mathbf{2 0 1 7 / 2 0 1 8}$ |  | $\mathbf{2 0 1 8 / 2 0 1 9}$ |  | $\mathbf{2 0 1 9 / 2 0 2 0}$ |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Market Year Begins <br> Mexico |  | Nov 2017 |  | Nov 2018 |  |

## Fresh Grapefruit

## Crop Area

The planted area for MY 2019/20 is forecast at 21,294 hectares. Harvested area in Veracruz has been expanding in recent years; however, severe drought has greatly affected harvested area and production. The state of Veracruz represents 68 percent of production, and Michoacán 15 percent, with Sonora, Tamaulipas, and Campeche producing small amounts.

Production costs associated with pest control tend to be higher in Veracruz than in Michoacán, but Michoacán's irrigation costs are higher than Veracruz, as almost 80 percent of Veracruz grapefruit area is rain-fed. Generally, input costs have increased, resulting in higher prices for imported fertilizers, pesticides, and other agrochemical products.

Grapefruit yields for MY 2019/20 are forecast at 19.08 MT/Ha. Veracruz has the highest yields in the country, between 24 and $35 \mathrm{MT} / \mathrm{Ha}$. The state of Michoacán has yields between 5 and $14 \mathrm{MT} / \mathrm{Ha}$. The state of Nuevo Leon generally has yields between 8 and $14 \mathrm{MT} / \mathrm{Ha}$ at the end of the MY.

## Production

Mexico is a significant global grapefruit producer. FAS Post production forecast for grapefruit in MY 2019/20 (November/October) is 350,000 MT, 23 percent lower than previous estimates, to account for drought effects.

Table 8: Top Mexican Grapefruit Producing-States

| Grapefruit <br> MY2019/20 | Planted <br> Area (ha) | Harvested Area <br> (ha) | Production <br> (mt) | Yield <br> (mt/ha) |
| :--- | ---: | ---: | ---: | ---: |
| TOTAL | $\mathbf{2 1 , 2 9 4}$ | $\mathbf{1 2 , 6 3 9}$ | $\mathbf{1 5 3 , 5 2 9}$ | $\mathbf{1 2 . 1 4 7}$ |
| Veracruz | 8,003 | 5,116 | 103,776 | 20.287 |
| Michoacán | 6,023 | 4,458 | 23,146 | 5.192 |
| Sonora | 532 | 376 | 9,557 | 25.417 |
| Tamaulipas | 2,205 | 480 | 7,104 | 14.8 |
| Campeche | 590 | 400 | 4,386 | 10.965 |
| Nuevo Leon | 2,039 | 1,542 | 4,096 | 2.656 |
| Others | 1901 | 267 | 1,464 | 5.483 |

Through April 30, 2020
There are three types of grapefruit planted in Mexico: red, pink, and white pulp varieties. The red pulp variety is produced in Tabasco, Campeche, Michoacán, Nuevo León, Tamaulipas, and Veracruz, and are mainly for export as fresh fruit and peeled slices to the United States and Europe. The red pulp includes the Star Ruby and the Rio Red varieties, which are considered the most demanded in the fresh market. The pink pulp variety is consumed fresh. Its demand in the market has been reduced in recent years, as consumers prefer the red pulp variety. White-fleshed varieties are produced in Tamaulipas and Veracruz, are used for juice production, and peeled slices. Demand for peeled sliced fruit for export has increased, incentivizing producers in Tamaulipas and Veracruz to maintain white-fleshed varieties. According to growers, the planting of red varieties over the last couple of years has increased because of the higher export demand.

Michoacán has developed areas with red varieties that can be harvested from April to October/November, and grower prices tend to be higher than in Veracruz, as fruit enters the market earlier in the season. In August, when Veracruz begins the marketing year, prices tend to fall by as much as 50 percent.

## Consumption

While grapefruit remains popular with consumers because of its healthy properties, low fruit availability and corresponding high prices will result in a 27 percent consumption reduction in MY 2019/20, with a Post forecast of $254,000 \mathrm{MT}$.

According to the industry, approximately 20 percent of grapefruit production is destined for processing in a given year. However, that estimate largely depends on availability and demand for peeled fruit in the international market, and demand for juice in domestic and international markets. The MY 2019/20 forecast of grapefruit destined for processing is $79,000 \mathrm{MT}$, on stable demand.

## Trade

Grapefruit exports for MY 2019/20 are forecast at 18,000 MT. Nuevo Leon is the largest exporter of grapefruit in Mexico. While demand and price points from Japan, France, and the Netherlands are
strong, the majority of exports go to the United States, due to integrated markets and logistical advantages.

According to industry sources, most of the imported grapefruits from the United States are processed and exported to the European market or re-exported to the U.S. market. Grapefruit imports for MY 2019/20 are forecast at 1,000 MT.

Mexico's tariff rate on imported grapefruit from the United States is zero percent under NAFTA; other countries have a 20 percent duty. Most imports are from the United States due to the closeness of the market. HS Code is 08.05.40.

Table 9: Mexico - Fresh Grapefruit Production

| Grapefruit, Fresh Market Year Begins Mexico | 2017/2018 |  | 2018/2019 |  | 2019/2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nov 2017 |  | Nov 2018 |  | Nov 2019 |  |
|  | $\begin{array}{\|c\|} \hline \text { USDAA } \\ \text { Official } \end{array}$ | New Post | USDA Official | New Post | USDA Official | New Post |
| Area Planted (HECTARES) | 20,307 | 20,307 | 20,918 | 20,918 | 21,547 | 21,294 |
| Area Harvested (HECTARES) | 18,611 | 18,611 | 19,100 | 19,100 | 19,602 | 18,344 |
| Bearing Trees (1000 TREES) | 5,863 | 5,863 | 6,045 | 6,045 | 6018 | 5,310 |
| Non-Bearing Trees (1000 TREES) | 432 | 432 | 465 | 465 | 470 | 1,178 |
| Total No. Of Trees (1000 TREES) | 6,295 | 6,295 | 6,510 | 6,510 | 6,488 | 6,488 |
| Production (1000 MT) | 418 | 418 | 456 | 456 | 468 | 350 |
| Imports (1000 MT) | 1 | 1 | 2 | 2 | 2 |  |
| Total Supply (1000 MT) | 419 | 419 | 458 | 458 | 470 | 351 |
| Exports (1000 MT) | 18 | 18 | 20 | 20 | 23 | 18 |
| Fresh Dom. Consumption (1000 MT) | 311 | 311 | 344 | 344 | 352 | 254 |
| For Processing (1000 MT) | 90 | 90 | 94 | 94 | 95 | 79 |
| Total Distribution (1000 MT) | 419 | 419 | 458 | 458 | 470 | 351 |

Citrus Harvest Calendar

| Citrus | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Orange | $*$ | $*$ | $*$ | $*$ | $*$ | $*$ | $*$ |  |  |  |  |  |
| Lime/Lemon | $*$ | $*$ | $*$ | $*$ | $*$ | $*$ | $*$ | $*$ | $*$ | $*$ | $*$ | $*$ |
| Grapefruit | $*$ |  |  |  |  |  |  | $*$ | $*$ | $*$ | $*$ | $*$ |

## Attachments:

No Attachments.

