



# Mexican Peanut Market

2022 APSA & NPBPA Pre-Harvest Meeting

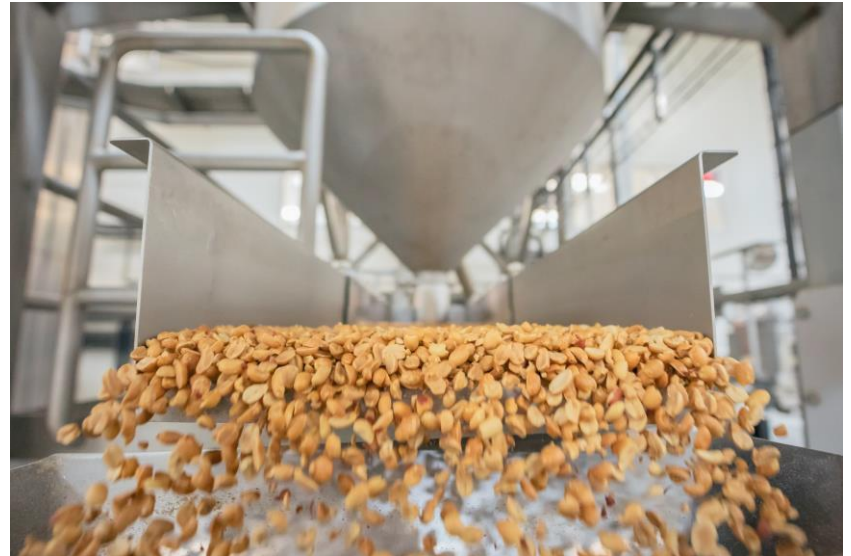
Victor M. Galindo

Corporate CEO

Galdisa

# Galdisa

- Family-owned company.
- 60 years in the peanut industry.
- Largest peanut importer in Mexico
- 5 facilities in Mexico and the U.S.
- 400+ employees.
- 3 business divisions  
Distribution, snacks, ingredients.



# Facts about Mexico

- Population of 130 million.
- 11<sup>th</sup> largest economy by GDP.
- Total peanut demand estimated at 219K MT.
- Domestic production estimated at 65K MT.
- Imports in 2021 were 154K MT with a value of \$189 million USD.
- Imports in the 1<sup>st</sup> semester of 2022 were 87K MT with a value of \$113 million USD.
- Current exchange rate at \$20.50 MXN per USD.



# Peanut Uses



Snacks (i.e. Japanese Style)



Peanut Brittle ("Palanqueta")



Sauces (i.e. Mole)



Mazapan



Roasted Inshell



Peanut Butter

# Examples



# Imports by Origin - Shelled

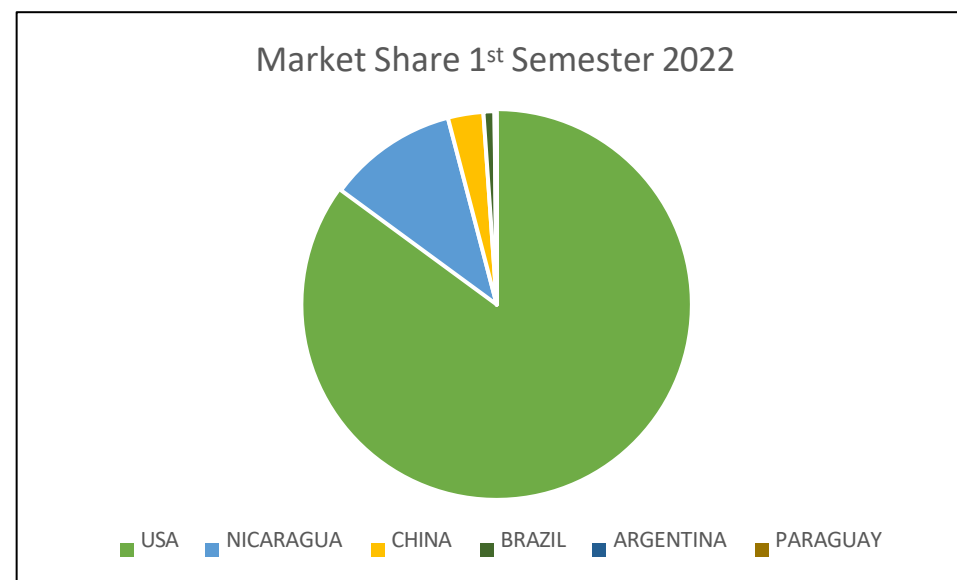
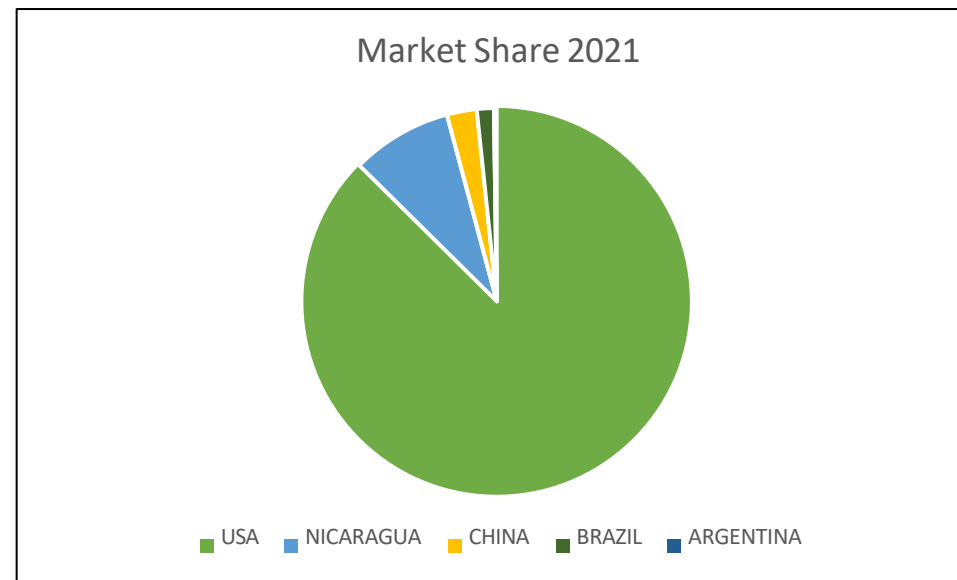
\*includes blanched

## 2021

Country	Metric Tons	Weight	USD
USA	131,975	87.42%	158,728,337
NICARAGUA	12,733	8.43%	14,365,077
CHINA	3,766	2.49%	6,862,090
BRAZIL	2,150	1.42%	2,978,449
ARGENTINA	350	0.23%	474,023
<b>Total</b>	<b>150,974</b>	<b>100.00%</b>	<b>183,407,975</b>

## 1<sup>st</sup> Semester 2022

Country	Metric Tons	Weight	USD
USA	72,766	85.08%	93,153,135
NICARAGUA	9,283	10.85%	10,918,263
CHINA	2,532	2.96%	4,671,791
BRAZIL	800	0.94%	1,108,200
ARGENTINA	100	0.12%	174,418
PARAGUAY	50	0.06%	66,500
<b>Total</b>	<b>85,531</b>	<b>100.00%</b>	<b>110,092,307</b>



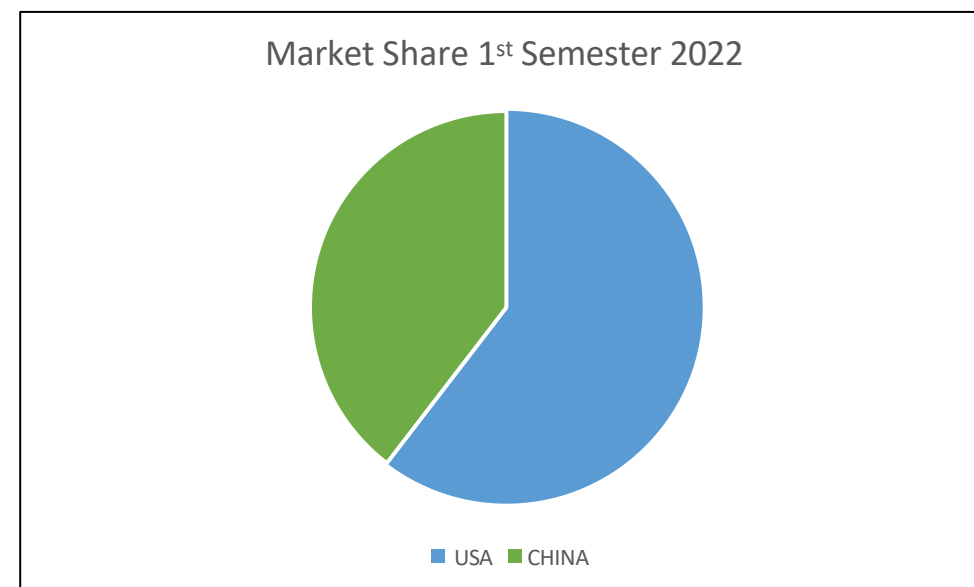
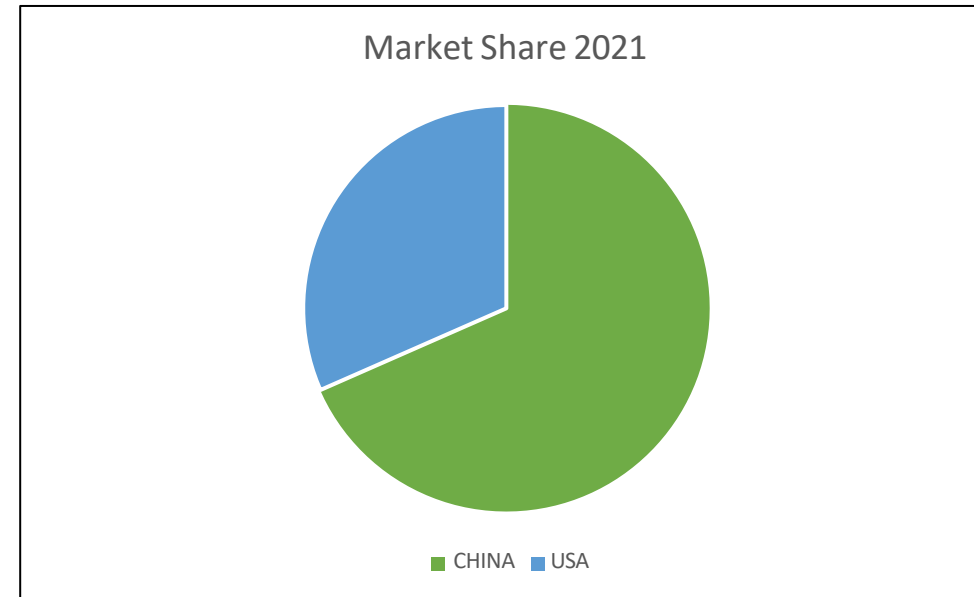
# Imports by Origin - Inshell

## 2021

Country	Metric Tons	Weight	USD
CHINA	2,626	68.42%	4,383,756
USA	1,212	31.58%	1,785,054
<b>Total</b>	<b>3,838</b>	<b>100.00%</b>	<b>6,168,811</b>

## 1<sup>st</sup> Semester 2022

Country	Metric Tons	Weight	USD
USA	1,022	60%	1,721,611
CHINA	669	40%	1,213,145
<b>Total</b>	<b>1,691</b>	<b>100%</b>	<b>2,934,756</b>



# Non-Price Advantages of U.S. Peanuts

- Phyto no longer required.
- Fumigation no longer required.
- USMCA Member (no COO).
- Transit times (2 weeks).
- Over the road.
- Net terms.
- Easy to travel to.
- Marketing support.





# How to grow more?

- Selling to smaller importers does not change market share.
- Enter the blanched Virginia market currently dominated by China.
- Keep the effort in the inshell market where China is still a major player.
- Increase non-price advantages
  - Use of rail.
  - Consignment with large importers.
  - Explore ocean routes to SE Mexico.
  - Continue marketing and R&D support.

