

USDBC Mexico Report

2025 Mexico Crop and Market Update
Mid-April 2025 USDBC Report



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TARIFFS UPDATE April 15 Update

NO BLANKET TARIFFS FOR MEXICO, however, other tariffs are looming, as President Trump announced this week, the following measures:

- Mexican Tomatoes will receive 20.91% tariff starting July 14%, 2025, ending a bilateral agreement signed in 2019, due to dumping prices, unfair for US tomato producers. The Mexican government consider these as unfair, but is not announcing retaliation
- Mexico-Texas Water 1944 Treaty: President Trump has threatened to impose tariffs if Mexico continues to fail complying with this treaty. Mexican Secretary of Agriculture has been in conversations with US Secretary of Ag. Brooke Rollins and Undersecretary of State Christopher Landau, to get an extension to deliver, as Mexico has not been able to comply due to the extreme drought in the last 4 years

Other tariff updates:

- Steel, Aluminum, Beer, Beer Cans and Cars made in Mexico, that have 25% tariffs, the Mexican government is actively negotiating a reduction to under 20%
- Car parts, not fully complying with the USMCA, that currently have a 25% tariff, President Trump announced this week that he is considering pausing these, due to the deep affectation to the US industry
- After President Trump's April 2nd announcement of reciprocal tariffs, -that do not apply for Mexico and CAN-, in a separate document, his administration announced the tariff rules for Mexico and Canada, only for products that do not comply with the USMCA rules of origin. **On the morning of April 3rd**, Mexican **President Claudia Sheinbaum stated that there will not be any retaliatory tariffs or measures from Mexico**, and that she is happy that Mexico received preferential treatment. Secretary of Commerce Marcelo Ebrard confirmed that, according to that document, Mexican exports to the United States that comply with the USMCA rules, are exempt, zero tariff, including food and agriculture, automotive parts, etc.



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2025 FALL-WINTER BEANS – April 15th Update

-Sinaloa's government offered producers to store their beans for 90 days free-of-charge, to avoid selling at low prices, hoping to get MX\$31,000 / US\$1,550 per MT. Azufrado beans prices in second week of April remain at MX\$25,000 / US\$1,315 for and for Pinto beans up to MX\$20,000 / US\$1,000 per MT, depending on the quality

-Harvesting ended in Sinaloa, with lower-than-expected yields, in some cases as low as 300 kg/ha, and producers in some areas are not even bothering to cut

-Most affected areas are reportedly in the 12 thousand hectares planted with **pinto bean**, with very low yields, lower than a year ago, when they planted pintos for the first time ever
-Azufrado bean yields are also affected reportedly yielding from 800 to 1,800 kilos, down from the historic average of 2,000 kilos per hectare

-Lack of irrigation water and February cold weather affected pods' development and bean count. Damage is being assessed, and total production will definitely be lower than the initial 190 thousand MT expectation

-**Nayarit bean** Production is now expected to be around 40 thousand MT, -30% short. Varieties remain at 50% black beans, 35% azufrado and colored beans, and 15% pinto beans

-**National Fall Winter beans**, according to the government January report, show that 266,826 bean hectares had been planted until January 30th, 2025. Total production in this cycle is expected to reach 365,000 MT. It is important to remember that these beans also suffered of the lack of precipitations due to the extended drought, and production might not be as high as expected.

2025 FALL-WINTER GARBANZOS – April 15th Update

- First harvest of garbanzos in the north of Sinaloa, reporting low yields, caused by the drought, low availability of irrigation water

- Quality issues are reported, with some grains presenting insect and disease damage

- Sinaloa Garbanzo producers are now working with the Mexican government to increase Mexican consumption, including garbanzos in the social programs for low-income consumers

- Price paid to producer is around MX\$19,000 / US\$950 per MT, for the first volumes

-Producers are still hoping that Sinaloa's governor base price for producers of MX\$21



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thousand / US\$1,000 pesos per MT of garbanzo, will be honored by major Mexican buyers-distributors-exporters, when harvesting of irrigated garbanzo generalizes in the next week

-The upcoming new crop expected at 120,000 MT

-Exports data showed that from June to December 2024, of the 2025 Commercial Year, 108,226 MT have been exported.

-Top 5 export markets for MX garbanzos in this period: Turkey 44,000 MT / US\$71.5 million; Spain 11,822 MT/ US\$15.7 million; Algeria 7,472 MT / US\$13.8 million; UAE 6,000 MT / US\$9 million; USA 5,646 MT / US\$8.6 million

Mexican Market Situation April 15th, 2025

-General sentiment of relief, as the tariff announcement did not trigger negative Mexican Government retaliation, nor negative financial response and the Mexican currency continues to behave particularly well, despite the ups and downs of the tariff's threats

-Mexican bean market is very quiet, importers have not been able to move good volumes, and are expecting that the market will be more active after Easter week, when children go back to school from Spring break, in late April

-Brazil and Argentina, were present in the Mexican retailers' association trade show, actively visiting the market to offer upcoming black bean crops, reportedly offering delivered at the port of Veracruz at prices as low as US\$950 to US\$1,050

-Bean Imports in the September-February period of the new 2025 Commercial Year, reached 139,282 MT of beans worth US\$156.18 million, from all origins, -55% less than the 252,384 MT / US\$298.3 million that were imported in the same period in CY 2023/2024.

-The record-high bean imports in the August 2023-November 2024, seem to have reached the top needs of the market until now, with the importers having enough inventories, with concerns about the exchange rate, the potential tariffs, trying to get rid of their inventories in the frame of the uncertainty, and it can be expected that bean imports will settle down, back to the average in a normal year