

The Mexican Sugar Industry

Since the inception of NAFTA, Mexico has become an increasingly important source of sugar imports for U.S. food and beverage manufacturers. We examine the Mexican sugar industry to provide an understanding of its structure. With Mexico sharing a long border with the U.S., and with several Mexican shipping ports in close proximity to U.S. ports, it makes sense for U.S. companies to give serious consideration to how Mexican sugar may fit into their needs, especially those companies with access to rail.

The Mexican sugar industry is becoming more efficient, and many government-owned mills are being returned to private ownership. Several Mexican grupos (mill owners) are adding or improving refining capability in order to trade with the United States. We discuss the current state of the Mexican sugar industry and identify each of the major producers and their specific production capabilities.

Report Overview:

Executive Summary

Overview of the Industry

Figure 1: U.S. vs. Mexican Sugar Pricing

Figure 2: Mexican Sugarcane Area

Figure 3: Mexico's Sugar Production and Domestic Consumption

Figure 4: Sugar Mill Concentration by Region

Figure 5: Mexican Sugar Exports to the United States

Table 1: Mexico's Supply and Demand for Sugar

Summaries of Mexican Sugar Grupos

Figure 6: Sugar Production by Grupo

Grupo Beta San Miguel

Grupo Sáenz

Grupo Azucarero México (GAM)

Grupo Zucarmex

Grupo Promotora Industrial Azucarera (PIASA)

FEESA

Ingenios Santos

Grupo Porres

Grupo La Margarita

Grupo Motzorongo

Grupo García González

Independent Mills

Mexican Mill Refining and Packaging Capabilities

Figure 7: Mexican Sugar Production

Table 2: Mexican Mill Refining and Packaging Capabilities