

Mango Market Profile



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Agronomic Requirements

Climate, soils and site selection are important considerations in choosing areas for mango production. The ideal production areas are <5 miles of the sea, with well drained soils without a hard pan; the dry south coast of Jamaica is most productive. At least 2-3 months of dry weather is necessary for good flowering and fruit set. Recommended planting density is 30" * 30" which is equal to 48 plants per acre or 120 plants per hectare. Adequate irrigation is needed in order to obtain maximum yield.

Why invest in Mango?

Mango is the eighth (8th) most popular fruit in the world and the market for mango is a vibrant and growing one. A 75% rise in mango production was seen between 2000 and 2013. One of the main importers of mangoes is the United States of America; Jamaica already has the permission to export mangoes to the United States providing that a hot water treatment plant is established. Jamaica's close proximity to the United States makes it economical to ship mangoes to the United States. Mango production and export promises great returns on investments.

Estimates of Mango Production (2013-2017)

Table 1

Quantity (Kg)					
2013	2014	2015	2016	2017	Total
12,536,060	14,926,700	8,943,920	8,884,320	8,408,894	53,699,894

Table 1 shows the production of mangoes in Jamaica for the period 2013-2017. These figures were calculated using the assumption that only 5% of total production was exported for the period. The total production for the period 2013-2017 was 53,699,894kg with the year 2014 recording the highest production of 14,926,700kg while 2017 recorded the lowest of 8,408,894kg.

Mango Import (2013-2017)

Table 2 Mangoes fresh or naturally dried

Countries	Quantity (Kg)					Total
	2013	2014	2015	2016	2017*	
United States of America	423	127	640	782	1426	3398
Philippines	365	-	226	-	-	591
Canada	19	-	-	-	-	19
Total	807	127	866	782	1426	4008

Source: STATIN *: Preliminary

Table 2 shows the total mango imports for the period 2013-2017. The total imports for this period was 4008kg. The figure was not significant because Jamaica produced most of its local consumption.

Mango Export (Kg) (2013-2017)

Table 3 Mangoes fresh or naturally dried

Countries	Quantity (Kg)					Total
	2013	2014	2015	2016	2017*	
Canada	353,458	438,732	445,450	437,875	413,373	2,088,888
United Kingdom	261,293	285,915	258	325		547,791
Other Countries	12,052	21,688	1,325	6,016	7,072	48,153
Total	626,803	746,335	447,003	444,216	420,445	2,684,832

Source: STATIN *: Preliminary

Table 3 shows the mango exports (kg) for the 5 year period 2013-2017. The total exports for this period was 2,684,995kg. Canada was the largest importer of mangoes from Jamaica. In 2017 Canada imported 413,373kg of mangoes. The quantities exported for the period 2015-2017 saw a sharp decline due to an export ban imposed by the Plant Quarantine Division in 2014 on mangoes going to the United Kingdom. The ban has since been lifted and exports to the United Kingdom will commence in 2018.

Mango Export Value (US\$) (2013-2017)

Table 4 Mangoes fresh or naturally dried

Value (US\$)						
Countries	2013	2014	2015	2016	2017*	Total
Canada	775,700	944,752	810,883	886,605	840,633	4,258,573
United Kingdom	621,911	730,034		786		1,352,731
Other Countries	30,052	48,319	3,334	11,775	13,790	107,270
Total	1,427,663	1,723,105	814,217	899,166	854,423	5,718,574

Source: STATIN *: Preliminary

Table 4 shows the mango exports value (US\$) for the 5 year period 2013-2017. The total exports for this period was valued at US\$5,718,574. Canada was the largest importer of mangoes from Jamaica. In 2017 Canada imported US\$840,633 worth of mangoes.

Mango Export Percentage by Variety in 2017

Table 5

Mango Variety	% Export by variety
St. Julian	66.8
East Indian	32.2
Other Varieties	1

Source: Plant Quarantine/Produce Inspection Division

Total Local Mango Consumption (2013-2017)

Table 6

Year	Quantity (Kg)				
	Production (Kg)	Import (Kg)	Export (Kg)	Local Consumption (kg)	Export % of Production
2013	12,536,060	807	626803	11,910,064	5.00
2014	14,926,700	127	746335	14,180,492	5.00
2015	8943920	866	447196	8,497,590	5.00
2016	8884320	782	444216	8,440,886	5.00
2017	8408894	1426	420445	7,989,875	5.00

Source: STATIN

Table 6 shows the total local mango consumption. During the period 2013-2017 Jamaica consumed 95% of production and the remaining 5% was exported. This indicates that Jamaica is self-sufficient in mango and in return there is an opportunity to expand the export quantity.

Table 7

Major Export Varieties	Major Local Varieties
Keitt	St. Julian
Kent	East Indian
Tommy Atkins	Parvin (Tommy Atkins)

Source: Rural Agricultural Development Authority (RADA)

Global Market

Mango production is concentrated in certain countries with the top ten countries producing almost 77% of worldwide quantity. India is the world's largest producer of mangoes and accounts for nearly 40% of world production.

The vibrancy of the global market for mangoes can be seen in World exports depicted in *Table 8* below. In 2016 exports were valued at US\$10,480,188,000 a significant increase over 2015 (US\$ 8,806,087,000). Mexico was the largest exporter of mangoes in 2016, in terms of dollar value (US\$2,536,550,000) followed by Costa Rica (US\$910,804,000). The world export value for 2017 is currently unavailable.

Table 8

Top 10 Exporters of Mango (US Dollar Thousand)				
Exporters	Export value in 2013	Export value in 2014	Export value in 2015	Export value in 2016
World	7,850,650	8,865,799	8,806,087	10,480,188
Mexico	1,439,624	1,715,376	1,999,955	2,536,550
Costa Rica	837,171	894,331	827,414	910,804
Netherlands	710,976	853,677	757,139	1,029,941
United States of America	331,616	338,714	314,129	345,579
Peru	316,985	443,310	498,771	596,390
Israel	284,555	271,333	223,197	223,343
Turkey	246,953	288,011	260,810	259,016
Spain	235,011	318,469	319,199	386,594
Tunisia	234,777	230,490	228,881	227,986
Belgium	219,525	193,044	179,765	187,698

Source: International Trade Centre (ITC)

Table 9

Top 10 Importers of Mango (US Dollar Thousand)				
Importers	Import value in 2013	Import value in 2014	Import value in 2015	Import value in 2016
World	8,940,423	10,198,235	10,321,363	12,110,338
United States of America	2,334,793	2,879,817	3,012,078	3,388,527
Netherlands	763,382	862,614	738,565	948,747
France	546,568	618,903	617,549	751,620
Germany	477,773	551,296	568,193	638,140
Canada	396,283	416,092	396,163	419,718
United Kingdom	394,036	461,707	555,892	630,776
Japan	333,318	335,436	307,364	379,016
China	295,807	255,392	409,702	364,392
Spain	257,281	321,529	335,435	424,897
Belgium	255,625	251,587	233,643	267,874

Source: International Trade Centre (ITC)

Table 9 shows the top 10 importers of mangoes for the period 2013-2016. In 2016 imports were valued at US\$12,110,338,000 a significant increase over 2015 (US\$10,321,363,000). United States of America was the largest importer of mangoes in 2016, in terms of dollar value (US\$3,388,527,000) followed by the Netherlands (US\$948,747,000). The world import value for 2017 is currently unavailable.

Table 10

Top 10 Producing Countries of Mango in tonnes, 2016	
1. India	18,779,000
2. China	4,771,038
3. Thailand	3,432,129
4. Mexico	2,197,313
5. Indonesia	2,184,399
6. Pakistan	1,606,091
7. Brazil	1,417,149
8. Egypt	1,277,008
9. Bangladesh	1,161,685
10. Nigeria	917,617

Source: FAOSTAT, 2016

Table 10 shows the top 10 producers of mangoes in 2016 of which India was the largest producing country (18,779,000tonnes of mangoes).

Table 11

Top 10 Exporting Countries of Mango in tonnes, 2016	
1. Costa Rica	2,025,124
2. Mexico	1,385,771
3. Philippines	587,557
4. Netherlands	536,813
5. United Arab Emirates	291,662
6. Pakistan	246,076
7. Thailand	185,212
8. Peru	351,652
9. India	198,384
10. United States of America	237,552

Source: International Trade Centre (ITC)

Table 11 shows the top 10 exporters of mangoes in 2016 of which Costa Rica was the largest exporting country (2,025,124tonnes of mangoes).

Requirements to export to Target Markets

The requirements to export are country specific:

Country	Requirements
Canada	Inspection and certification (Phytosanitary Certificate)
United Kingdom	Inspection and certification (Phytosanitary Certificate)
United States of America	Inspection, certification (Phytosanitary Certificate and mangoes should be heat treated or irradiated).

Source: Plant Quarantine Division

Reference

1. Rural Agricultural Development Authority: Agronomic Requirements and Local and International Mango varieties
2. Ministry of Industry, Commerce, Agriculture & Fisheries Plant Quarantine Division/Produce Inspection Division: Mango Export percentage and Export Requirements
3. Statistical Institute (STATIN): Mango import and export data
4. International Trade Centre (ITC): Global Import and Export Data
5. Food and Agriculture Organization of the United Nations (FAO): Global Production Data