

# Mexico Food Processing and Ingredient Study

**Prepared by:**  
**Hanhausen & Doménech Consultores, S.C.**

## EXECUTIVE SUMMARY

1. ECONOMIC OUTLOOK
2. MEXICO'S FOOD MARKET OVERVIEW
  - 2.1 THE AGRICULTURE SECTOR
  - 2.2 FOOD SUPPLY
  - 2.3 DOMESTIC PRODUCTION VS IMPORTED SUPPLY
  - 2.4 MARKET TRENDS
  - 2.5 MARKET SEGMENTS
    - 2.5.1 Beef
    - 2.5.2 Pork
    - 2.5.3 Processed Meats
    - 2.5.4 Dairy
    - 2.5.5 Grains & Feeds
    - 2.5.6 Canned Foods
    - 2.5.7 Frozen Foods
    - 2.5.8 Dry Pre-cooked Foods
    - 2.5.9 Confectionary
    - 2.5.10 Baked Goods
    - 2.5.11 Snack Foods
    - 2.5.12 Beverage
  - 2.6 COMPOSITION OF THE MARKET (PRODUCERS, DISTRIBUTORS, IMPORTERS)
  - 2.7 ENTRY STRATEGIES
3. OPPORTUNITIES
4. KEY PLAYERS IN THE FOOD INGREDIENT MARKET
5. END-USERS
6. EXPORT CHECKLIST
  - 6.1 REGULATIONS ISSUED BY THE MINISTRY OF AGRICULTURE, LIVESTOCK, RURAL DEVELOPMENT, FOOD AND FISHERIES (SAGARPA)
  - 6.2 REGULATIONS ISSUED BY THE MINISTRY OF HEALTH (SS)

6.3 REGULATIONS ISSUED BY THE MINISTRY OF ENVIRONMENT AND NATURAL RESOURCES (SEMARNAT)

6.4 REGULATIONS ISSUED BY THE MINISTRY OF ECONOMY (SE)

7. KEY CONTACTS IN THE FOOD PROCESSING SECTOR IN MEXICO
  - 7.1 END USERS (21 companies identified)
  - 7.2 FOOD INGREDIENT DISTRIBUTORS (9 companies identified)
8. FOOD MANUFACTURING ASSOCIATIONS – NATIONAL AND BY STATE
9. KEY NATIONAL AND REGIONAL EVENTS; CONFERENCES AND CONVENTIONS FOR MEXICAN FOOD PROCESSORS
10. MEXICAN GOVERNMENT CONTACTS
11. CANADIAN GOVERNMENT CONTACTS
12. CONCLUSIONS

APPENDIX I: LARGE MEXICAN FOOD PROCESSORS

APPENDIX II: SMALL AND MEDIUM SIZED COMPANIES