Crisil
a company of S&P Global

एपीडा
APEDA

Monthly dashboard – Mango

Oct-2025

Acreage and production trends

Mango crop calendar of major producing countries

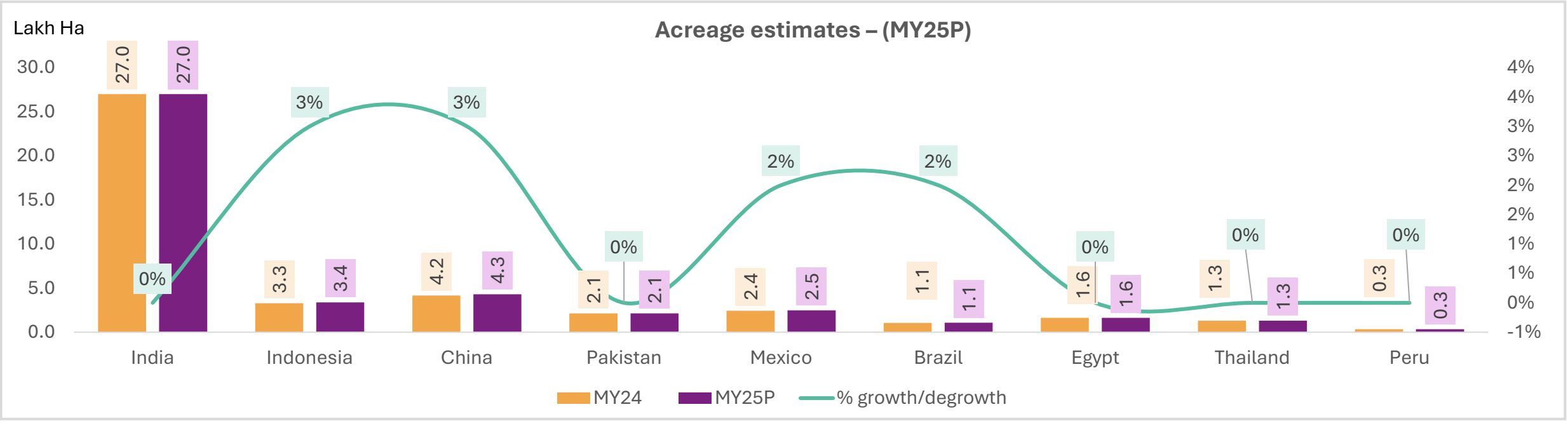
Countries	Jan	Feb	March	April	May	June	July	August	September	October	November	December
India												
Indonesia												
China												
Pakistan												
Mexico												
Brazil												
Peru												
Egypt												
Thailand												

Lean season | Peak season

- The mango crop calendar for major producing countries highlights that the peak harvesting season for countries like India, China, Pakistan, Mexico and Thailand ranges between April and September
- Indonesia, Brazil and Peru stands out with a unique peak season ranging from August to February, which is off-season for others, providing a market advantage.
- The key varieties of mango traded globally are Atalufo, Tommy Atkins, Keitt from **Mexico and Brazil**, Nam Dok Mai from **Thailand**, Sindhri, Chaunsa from **Pakistan** and Alphonso, Kesar, Dasheri, Langra from **India**
- India's Dasheri variety from Uttar Pradesh has found its new market in Dubai wherein mangoes were sent via direct connectivity in June 2025.

Note: *Mangoes are harvested throughout year globally with crop calendar varies across the countries. Marketing year is considered as Jan-Dec*

Acreage estimates of major producing countries

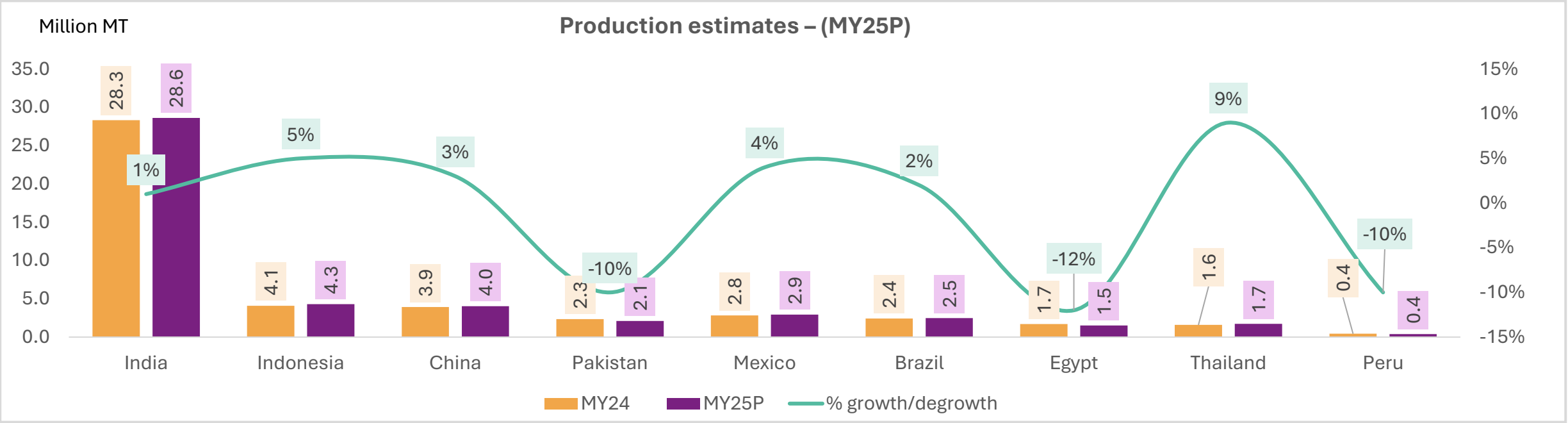


P – Projected value; MY – Marketing year (Jan-Dec) Note- Sample set depicts acreage figures for mango, mangosteen and guavas

- The countries in the sample set **contributes to ~70% of global area**. For MY25P, global acreage is set to rise moderately by 0-1% YoY, led by Indonesia, China, Mexico and Brazil while other countries are likely to remain stable.
- **Acreage for mango in Indonesia is expected to improve on year** backed by rising export momentum at a CAGR of 15% (MY19-MY24) and rising household share in mango consumption, now at ~5%[1].
- China's, strong domestic price realizations in MY2024 has encouraged the area for MY25P, wherein the prices were 12% YoY higher (June-August). Prospects remained strong for MY26 as well.
- Brazil is projected to **expand area under mango in MY25**P driven by strong exports in 2024 wherein mango topped the fruit exports in the country.
- For Mexico, rising restrictions in the US market—its key destination accounting for nearly 87% of exports—are expected to prevent any considerable increase in planting in MY25 and continue weighing on production in the medium term.

[1] *Source -Statistics of Horticulture, Indonesia*

Production estimates of major producing countries

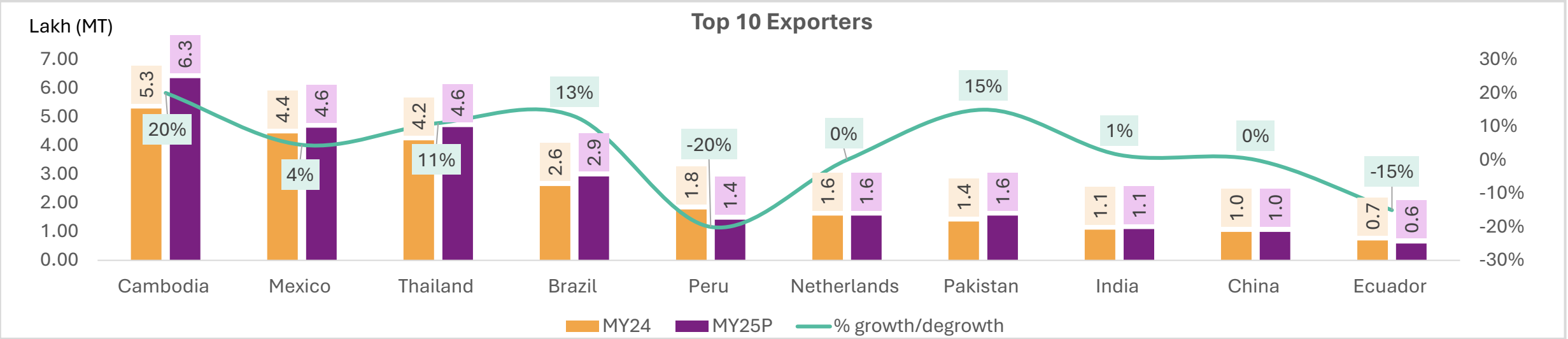


P – Projected value; MY – Marketing year (Jan-Dec) Note- Sample set depicts production figures for mango, mangosteen and guavas

- The countries in the chart **contributes to ~75% of global production**. The production for MY25P is expected **to moderately improve by 0-1%** led by India, Indonesia, China, Brazil and Thailand while countries like Pakistan, Peru and Egypt is expected to witness downtrend in production.
- Mexico witnessed unusually heavy rainfall recorded in the south, affecting flowering and, therefore, production in MY25. Favorable weather conditions in Brazil wherein cooler temperatures have prompted floral induction has further supported production in the country.
- Growing commercial demand of Gedong Gincu, a premium mango variety from West Java as well as growing focus on fruit fly contamination is estimated to **support production in Indonesia for MY25P.**
- **Peru** delayed mango harvest have hit the markets, the peak is expected to hit from December onwards
- **Pakistan production had hit** this season due to irregular weather patterns ranging from heat waves and unusually heavy rains as well water scarcity situations .
- Mango production in Egypt is estimated to have witnessed 70-80% lower flowering due to intense summer heat and other weather stresses which had impacted production in MY25.
- **India's production is estimated to have improve in MY25P** due to increased productivity specifically in southern states like Karnataka and Andhra Pradesh.

Export trends and price outlook

Major exporters of Mangoes

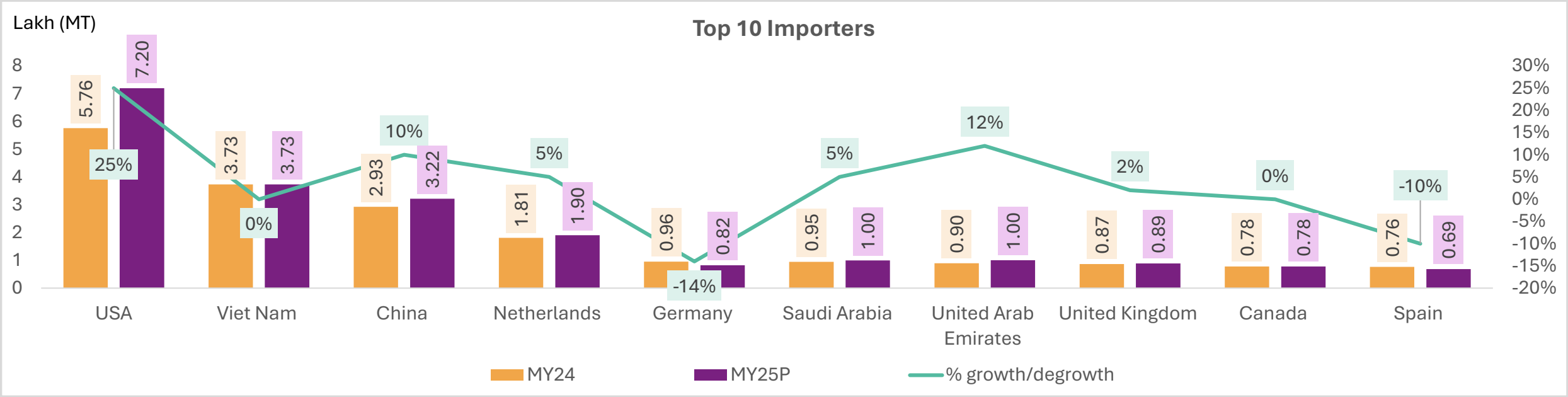


% share of global imports	18%	15%	14%	9%	6%	5%	5%	4%	3%	2%

P – Projected value; MY – Marketing year (Jan-Dec), HS Code : 08450

- The countries above account **for ~80% of global mango exports**. Global mango exports in MY25P **are projected to rise by around 8-9% year-on-year**, primarily fueled by a significant increase in export volumes of Cambodia, Mexico, Thailand, Brazil and Pakistan.
- Cambodia recent agreement with Laos is expected to increase the sale of Cambodian mango products to other countries using Laos' high-speed rail infrastructure. Increased demand for Kent varieties from Mexico in the US markets is estimated to have increased exports momentum from the country.
- In **Mexico,** the mango season has just concluded with exports experiencing a slight increase compared to the previous year, and the next campaign is scheduled to commence in January 2026.
- Despite US tariffs, **Brazil maintained a strong export momentum in** 2025. Demand for kentt and keitt varities have remained strong in European market.
- South Korea's decision to expand import quotas and reduce tariffs on tropical fruits, effectively eliminating the previous 30% import tariff on mangoes is expected to improve exports from Thailand.
- Peru supplies have hit the markets, wherein supplies are expected to ramp up December onwards wherein demand for larger fruits in size 10 and 12 is existing in market currently. However, lower domestic production to keep exports lower YoY in MY26P.

Major importers of Mangoes



% share of global imports	22%	14%	11%	7%	4%	4%	3%	3%	2%	2%

P – Projected value; MY – Marketing year (Jan-Dec), HS Code : 08450

- The countries in the chart **account for ~73% of global mango imports**. Mango imports grew at a range of ~6% in past decade, from MY15 to MY25P.
- **The U.S. mango market have experienced strong growth**, driven by increased harvest volumes, particularly from Guatemala and Nicaragua. However, now the momentum has softened with largely only one key variety being imported, Tommy Atkins (80-85%) from Brazil, Ecuador and Atalufo (60-65%)from Peru.
- **Netherlands market is navigating the transition** from the early Peruvian mangoes to that of Ivory Coast, wherein Ivory coast mangoes are slightly lower prices (USD 3 - 4 less per kilogram). However, the demand for Peru mangoes to still be firm there because of their quality.
- **Indian mango exports** especially pulp continue to gain traction in gulf markets, with rising institutional demand for Alphonso and Kesar Pulp in Saudi Arabia, UAE and Qatar. However fresh fruit demand has been partly constrained by quality variation and logistics related shelf life issues.

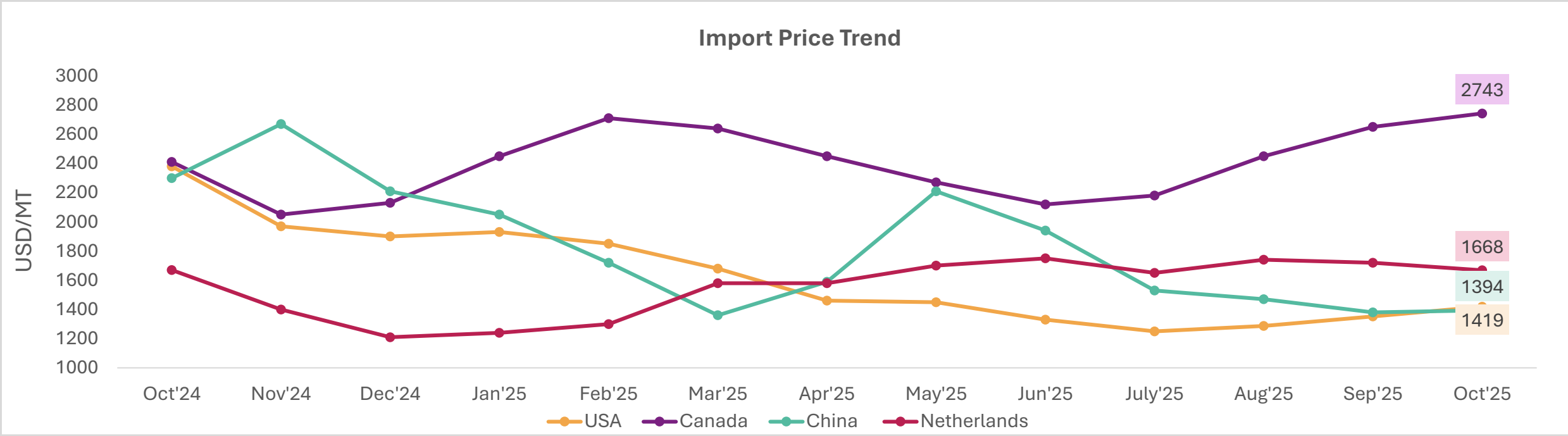
Export prices forecast

Price outlook for next quarter (NDJ)					
Countries	Oct'25 Price (USD/MT)	Oct'24 Price (USD/MT)	%age change	Price direction	Average price range for NDJ (USD/MT)
Brazil	1030	1250	**-18%**	**Bullish**	1050-1080
Peru	3213	2100	**53%**	**Bearish**	2600-3300
Indonesia	1746	2300	**-24%**	**Bullish**	1920-2400

- **Brazil**, as an **off-season supplier with its** dominance during mid-August to mid-November, with good quality supply enjoys better prices during this part of the year. The steady demand for kentt and keitt varieties in European market and Tommy Atkins in US to keep price sentiments bullish in the next quarter.
- **Peru's** harvest is set to begin in November, with domestic production expected to be impacted by delayed flowering**, keeping prices firm on year**, and low rainfall may limit fruit development. With peak volumes expected in mid-December through January, prices to moderate on quarter.
- **Indonesia :** October prices remained subdued as the peak Sept–Dec harvest ramp-up flooded markets with Arumanis, Harum Manis and other mid-grade varieties, prompting retailer promotions and dampening wholesale sentiment; however, with **late-season volumes tapering from November**, **year-end holiday demand** and **Lunar New Year** stock-building are expected to gradually lift prices through November, firm modestly in December, and strengthen more visibly by January as supply tightens and export pull increases.

1. Based on MY21 and MY22, Source: Crisil Intelligence & ITC trade map P – Projected value; MY – Marketing year (Jan-Dec), NDJ – November, December and January 2026, HS Code : 08450

Price trends of key importing nations



- The overall supply of mangoes to the US from Brazilian is expected to be higher and lower from Ecuador and Peru in MY25P.
- The **US is facing supply tightness** due to Mexico's declining volumes and Peru's delayed harvest, which could lead to **higher import prices**, especially if water storage issues occur in Peru.
- Importers are hedging against the anticipated dip in Peru's volumes, looking to Colombia and Brazil to fill supply gaps, but these countries may not be able to fully replace Peruvian volumes.
- **Canada is experiencing firm prices** due to rising demand for Ataulfo and red mangoes, with supplies coming from Mexico, Thailand, and Colombia, **supporting prices in the next quarter.**
- While the **Netherlands** market faced sustained price pressure through October due to overlapping arrivals and oversupply, early-November wholesale prices have begun to firm as the **Rotterdam port disruption** tightened short-term availability. With lingering logistical backlogs and Peru/Brazil shipments bunching, prices are expected to edge higher into December before stabilizing once port flows normalizes.

Source: Crisil Intelligence & ITC trade map *P – Projected value; MY – Marketing year (Jan-Dec), HS Code : 08450*

Vietnam Success Story in Chinese Markets

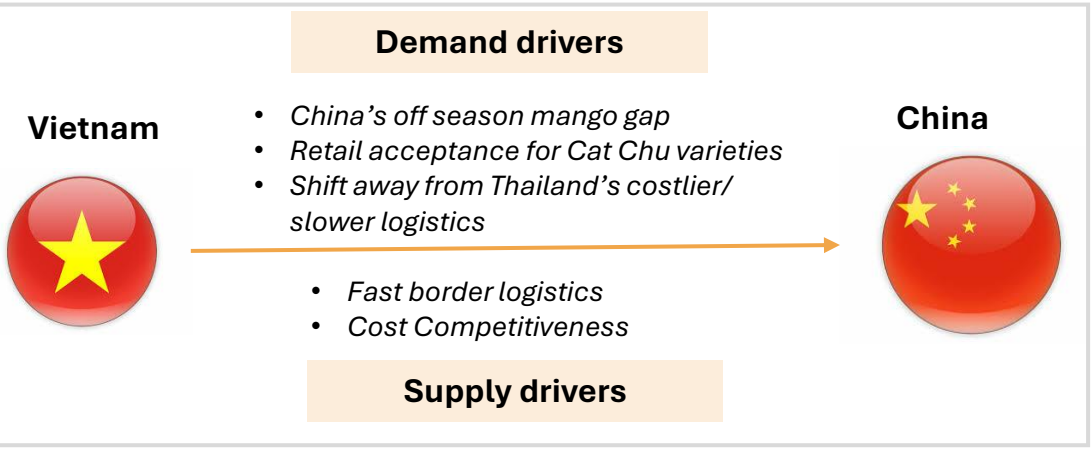
Weakening Thailand Dominancy in Chinese Market

- **Thailand** dominated China for a decade with about **~77%** share in total import basket (2024).
- Key exported variety was **Nam Dok Mai** leveraging Thailand–Laos–China railway, which in 2018–19 moved some of the largest fruit consignments into China
- 2020 onwards, Thai exporters reported significant jump in labor and packhouse wages, making NDM less competitive than Vietnamese Cat Chu wherein exports from Thailand **dipped by ~24%.**
- In 2022–23, heatwaves in **Chiang Mai and Chiang Rai** caused flowering failure, reducing Thailand's export-grade mango availability **by ~17%**
- In 2023-2024 while shipment witnessed some recovery, train congestion on the Laos–China rail line, with perishable wagons delayed up, to **24–48 hours** pushing Chinese buyers to shift orders to Vietnam.

How Vietnam Captured the China Opportunity

- Vietnam upgraded China-facing supply chain by **expanding truck lanes** at Pingxiang/Lang Son and enabling 48–72-hour deliveries.
- Mekong Delta provinces like Dong Thap and Tien Giang created tightly coordinated mango clusters, standardizing harvest timing, packhouse operations, reducing quality.
- Vietnam strategically scaled varieties that match Chinese consumer preferences particularly Cat Chu whose yellow skin, creamy texture and aroma gained rapid traction on Tmall, JD Fresh and Guangxi wholesale markets. Shorter haul and high-volume production has enables Vietnam to be significantly cost competitive by **~74% as compared to Thailand.**
- Provincial governments invested directly in trade facilitation introducing digital traceability allowing mango trucks to clear customs on high-volume days when 1,500–2,000 fruit trucks were being processed at border gates.

- Vietnam tapped China's mango market by building a fast, end-to-end export system, leveraging 48–72-hour land routes, provincial facilitation, orchard registration and perfectly timing its Mekong Delta harvest to China's off-season window when domestic Chinese production drops sharply after September. However, in recent months now Vietnam is facing challenges as Mekong Delta faces salinity, erratic rains
- India can learn from Vietnam's integrated approach while using its own advantage of overlapping the same off-season gap (China's Oct–Apr dependency period) and can position itself as a more resilient alternative as China seeks to reduce over-reliance on Vietnam.



Thank You

Methodology for Price Forecasting

Our methodology combines comprehensive secondary research, targeted stakeholder consultations, and rigorous analytical techniques to ensure accuracy and actionable insights. The methodology comprises three key stages: Data Collection, Data Analysis & Interpretation, and Price Forecasting.

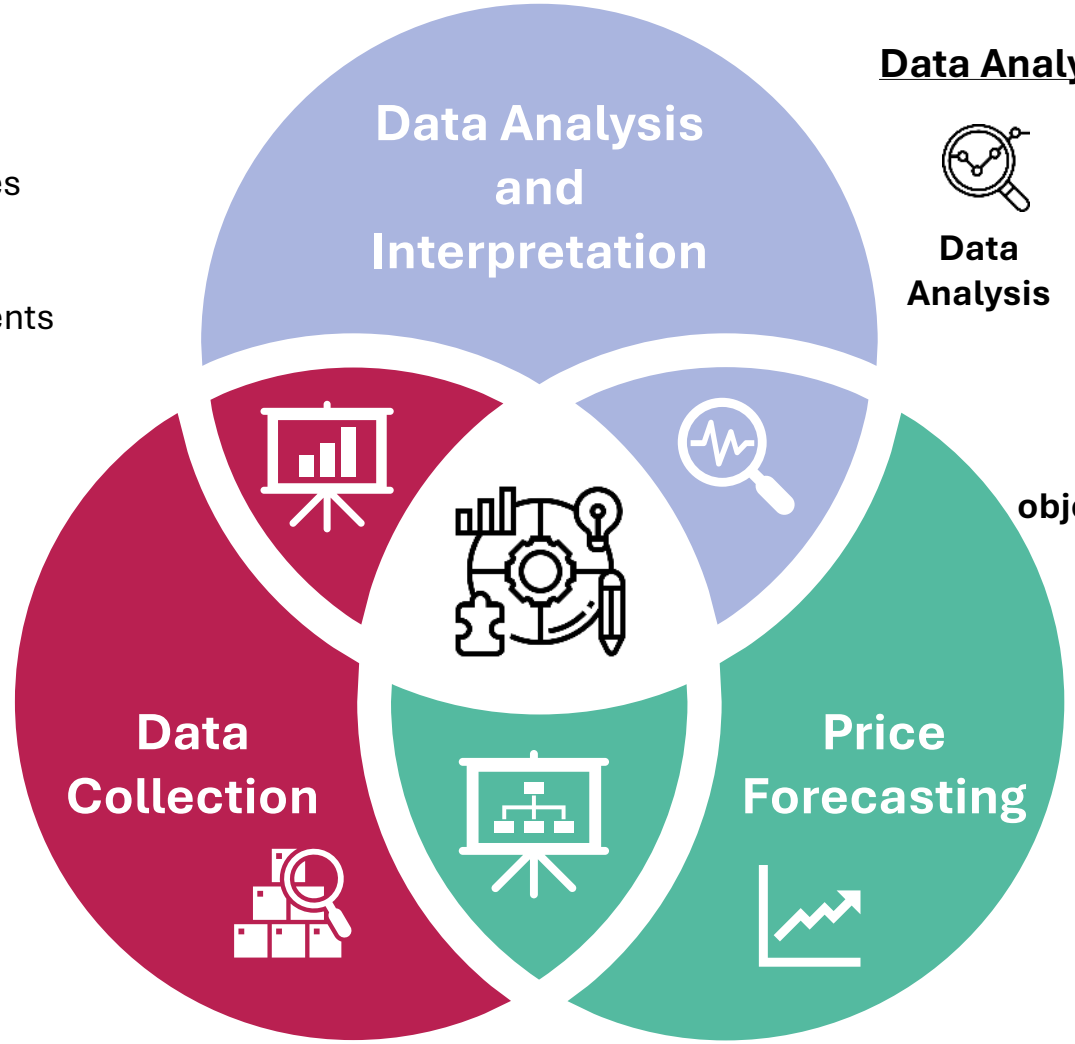
Data Collection

Sources

- Global agricultural databases (USDA, FAO, etc.)
- Country-wise statistics from official agriculture departments
- Industry publications and research reports

Policy Updates

- Detailed review of Production policies & trade barriers for each country
- Data from government websites & official publications



Data Analysis and Interpretation

Data Analysis

- Supply-demand assessment
- Policy impact analysis
- Stakeholder consultations

Key objectives

- Production trends
- Trade dynamics
- Policy implications

Price Forecasting

- Historical Trend & Seasonality
- Macro-Economic & Trade Variables

Integration of commodity fundamentals to forecast future price ranges.

Structured consultations with Indian exporters and industry associations, cross-verifying secondary data and validating price forecasts to refine production, trade, and policy assessments.