

COVID-19 Update September 20, 2020

As of September 20, 2020, there are 697,663 confirmed cases and 79,155 suspected cases of coronavirus in Mexico. There have been 809,373 negative cases, 729,985 positive cases, 73,493 confirmed deaths, and 499,302 recovered persons. Nationally, 70% of general hospitalization beds are available and 30% occupied. In beds with ventilators, 76% are available and 24% occupied.

Some Mexican states re-open their public spaces after changing to the yellow color of the coronavirus epidemiological traffic light. Beaches, cultural centers, and important archeological zones, even movie theaters, gyms, and bars can reopen, with the proper health recommendations.

Schools will not return to classes until the traffic light is green, but teachers will start going to schools to prepare for the eventual return.

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MEXICO 2020 SPRING-SUMMER DRY BEAN PLANTING REPORT

| OFFICIAL 2020 SPRING-SUMMER CYCLE MEXICO DRY BEANS PLANTING SEASON IRRIGATED + DRYLAND SITUATION UNTIL AUGUST 31, 2020 | | | | | | | | |
|--|---------------------|------------------|---------------|--------------|---------------------|---------------|-------------|--------------|
| STATE | SURFACE - HECTARES | | | | PRODUCTION - MT | | YIELD MT/HA | |
| | programmed | planted | harvested | damaged | programmed | obtained | programmed | obtained |
| CHIAPAS | 72,057.86 | 67,736 | 5,024 | | 40,892.03 | 2,698 | 0.57 | 0.537 |
| CHIHUAHUA | 112,137.76 | 73,841 | | 6,000 | 102,039.32 | | 0.91 | |
| DURANGO | 244,423.70 | 235,828 | 3 | | 140,762.13 | 4 | 0.58 | 1.35 |
| GUANAJUATO | 69,054.00 | 68,445 | 1,359 | | 53,100.76 | 3,049 | 0.77 | 2.244 |
| GUERRERO | 13,486.56 | 12,408 | 723 | | 10,642.28 | 642 | 0.79 | 0.888 |
| MEXICO | 4,762.35 | 4,307 | | | 5,053.01 | | 1.06 | |
| MICHOACAN | 2,938.53 | 2,478 | | | 3,663.68 | | 1.25 | |
| OAXACA | 30,281.59 | 29,242 | | | 21,909.38 | | 0.72 | |
| PUEBLA | 58,813.74 | 46,735 | 2,577 | | 50,853.13 | 3,225 | 0.86 | 1.252 |
| QUERETARO | 370 | 4,248 | | | 620.1 | | 1.68 | |
| SAN LUIS POTOSI | 122,008.40 | 123,267 | 540 | | 60,241.64 | 1,083 | 0.49 | 2.006 |
| ZACATECAS | 670,136.22 | 657,834 | | 71 | 472,168.66 | | 0.7 | |
| OTHER | 69,626 | 68,683 | 5,346 | 5 | 54,670 | 8,046 | | |
| TOTAL | 1,470,097.25 | 1,395,052 | 15,272 | 6,076 | 1,016,615.91 | 18,747 | 0.69 | 1.228 |

SOURCE: SADER – SIAP

2020 SPRING-SUMMER CYCLE REPORT, SEPTEMBER 14th Update

- SIAP is reporting until August 31 (latest report above published Set 14), high numbers in planted hectares, especially in Zacatecas and Durango, which are not in line with the observed in the field inspections made during the USDBC Assessment in the last week of July – first of August, when planting season had been closed, and in a season when it was widely known that producers were lacking bean seed to plant, especially pinto Saltillo seed.
- Assessment numbers for Durango were 170,925 hectares vs. SIAP's 235,828 hectares reported here, almost 65 thousand more, and for Zacatecas the assessment estimated 574,247 vs SIAP's 657,834, a difference of 100 thousand hectares
- SIAP's reporting on Zacatecas and Durango together, show an excess of 165 thousand hectares, however, these numbers can be considered exaggerated.
- Chihuahua numbers in this report with 73,841 hectares planted, seem to be within range with the assessment's estimation of 69,082 has., however, the 6 thousand hectares damaged reported here, seem to be small considering that they continued suffering drought through August. The next September report should reflect the more real extent of the damage
- Weather has been favorable in Zacatecas, Guanajuato and San Luis Potosi. Durango has not received as much rainfall as expected, however, conditions have been rather favorable. Chihuahua continued suffering lack of precipitations through September

Continues on page 4



FOR YOUR REFERENCE:

| AUGUST 31, 2020 UPDATE 5Y PLANTING-PRODUCTION BEHAVIOR | | | | | | |
|--|-----------------------------------|-----------|-----------|-----------|------------------------|-----------------------|
| SPRING-SUMMER | PROGRAMMED PLANTING AREA HECTARES | | | | | |
| MEXICO BEAN CROP | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 INTENTION |
| Zacatecas | 608,288 | 622,082 | 629,563 | 658,501 | 662,527 | 670,136 |
| Durango | 254,676 | 253,974 | 246,789 | 250,324 | 253,039 | 244,424 |
| Chihuahua | 133,013 | 129,151 | 129,177 | 119,750 | 109,201 | 112,138 |
| Chiapas | 74,055 | 73,200 | 73,432 | 70,602 | 72,746 | 72,058 |
| San Luis Potosi | 115,626 | 128,837 | 118,475 | 116,317 | 115,267 | 122,008 |
| Guanajuato | 89,209 | 80,958 | 77,569 | 75,319 | 69,958 | 69,054 |
| Other States | 229,325 | 239,894 | 210,274 | 179,223 | 182,720 | 180,279 |
| Total | 1,504,192 | 1,500,767 | 1,485,279 | 1,470,036 | 1,465,458 | 1,470,097 |
| SPRING-SUMMER | PLANTED HECTARES | | | | | |
| MEXICO BEAN CROP | 2015 | 2016 | 2017 | 2018 | 2019 (FEB 2020 FINAL) | 2020/ AUGUST 31, 2020 |
| Zacatecas | 560,000 | 614,082 | 639,518 | 660,278 | 525,142 | 657,834 |
| Durango | 246,000 | 244,686 | 245,415 | 220,336 | 174,689 | 235,828 |
| Chihuahua | 125,000 | 123,059 | 112,556 | 98,578 | 86,398 | 73,841 |
| Chiapas | 73,098 | 73,276 | 71,426 | 70,071 | 71,978 | 67,736 |
| San Luis Potosi | 116,000 | 97,029 | 110,144 | 113,627 | 87,565 | 123,267 |
| Guanajuato | 82,000 | 74,153 | 65,436 | 70,112 | 67,289 | 68,445 |
| Other States | 236,595 | 189,978 | 183,981 | 169,027 | 168,608 | 135,352 |
| Total | 1,438,693 | 1,416,263 | 1,428,476 | 1,402,029 | 1,181,669 | 1,395,052 |
| SPRING-SUMMER | PRODUCTION MT | | | | | |
| MEXICO BEAN CROP | 2015 | 2016 | 2017 | 2018 | 2019 (FEB 2020 UPDATE) | 2020/ AUGUST 31, 2020 |
| Zacatecas | 290,213 | 387,824 | 400,886 | 421,773 | 259,082 | 0 |
| Durango | 111,878 | 124,606 | 129,372 | 101,231 | 53,218 | 4 |
| Chihuahua | 95,247 | 101,982 | 87,548 | 85,538 | 58,962 | 0 |
| Chiapas | 35,971 | 40,913 | 39,751 | 39,794 | 39,892 | 2,698 |
| San Luis Potosi | 41,371 | 24,220 | 41,328 | 28,017 | 7,778 | 1,083 |
| Guanajuato | 53,036 | 52,131 | 40,508 | 49,883 | 45,912 | 3,049 |
| Other States | 147,327 | 143,324 | 137,753 | 126,117 | 115,497 | 11,913 |
| Total | 775,043 | 875,000 | 877,146 | 852,353 | 580,341 | 18,747 |

SOURCE: SADER – SIAP



- Planting season: Traditionally starts in June nationwide if rain season is on time: 26% of the rain fed beans are planted in June, 48% in July and around 15% in August
- Harvesting Season: Late September for early planted, October – November for the later planted
- Prices paid to producers in production areas in the last days of June and first week of July for irrigated beans were 15,000 pesos / US\$626 per MT for black beans and 25,000 pesos / US\$1,041 per MT for Pinto beans



ZACATECAS - PANFILO NATERA



DURANGO - CANATLAN - EJIDO SAN JOSE DE GRACIA

MEXICAN Market Situation as of September 14th, 2020

- The market has started to move and importers have shown more purchasing intention for US beans
- Mexican crop is expected to be regular to good however, it is still early to know, and Pinto Saltillo beans availability is in question since Chihuahua has struggled with a drought. Therefore, pintos will continue to be on-demand
- Black bean production in Mexico this cycle is expected to be good, but again, still early to know and importers have shown interest in US black beans in the last weeks
- Although there is no information available, the trade considers that the possibility of importing beans from other countries (Argentina) outside USMCA is very small.

SEGALMEX CARRYOVER / INVENTORIES NO UPDATE AVAILABLE IN SEPTEMBER 2020

- No official information on current inventories, but apparently, they have around 80 thousand MT of mainly black beans as most of the pintos were sold last month.



2020 MULTI-YEAR BEAN QUOTA 100 thousand MT FROM COUNTRIES OUTSIDE USMCA

- No information on permits issued for this quota until mid-September
- Reportedly no permits have been requested until mid-September
- Argentina and China remain the potential competitors, however, no imports are expected from these countries
- Remember that: In order to use these permits, the importer has to take the risk of purchasing the beans first and then, they have to apply for the permit.

IMPORTS – JULY 2020

Accumulated Imports October 2019 – July 2020

- Mexico's accumulated bean imports in the 10 months of the 2019/2020 Commercial Year, from all origins until July amounted 100,450 MT, with a value of US\$85.6 million
- From these, 92,881 MT were U.S beans with a value of US\$78.5 million
- From October 2019 to July 2020 Mexico has imported:
53,399 MT of U.S black beans
38,568 MT of U.S pinto beans
914 MT of U.S white beans

| 2019/2020 COMMERCIAL YEAR Mexico's Dry Bean Definitive Imports - All Countries | | | | | | |
|--|------------|--------------|--------------------|---------------------|--------------------|------------------------|
| Accumulated Period: 2019 October - 2020 July | | | | | | |
| DESCRIPTION | | MEASURE UNIT | COUNTRY OF ORIGIN | VOLUME IN KILOGRAMS | VOLUME METRIC TONS | COMMERCIAL VALUE (USD) |
| White beans Except for planting | 0713.33.02 | Kg | CANADA | | | |
| White beans Except for planting | 0713.33.02 | Kg | USA | 914,094 | 914 | 1,063,818.00 |
| | | | | | | \$1,063,818 |
| | | | | | | |
| Black beans except for planting | 0713.33.03 | Kg | CANADA | 4,209,790 | 4,209 | 4,835,388.00 |
| Black beans except for planting | 0713.33.03 | Kg | USA | 53,398,761 | 53,399 | 43,346,515.00 |
| Black beans except for planting | 0713.33.03 | Kg | MEXICO | 477,667 | 478 | 383,110.00 |
| | | | | | | \$48,565,013 |
| | | | | | | |
| The rest of the beans (pintos and other) | 0713.33.99 | Kg | CANADA | 2,658,882 | 2,659 | 1,704,342.00 |
| The rest of the beans (pintos and other) | 0713.33.99 | Kg | USA | 38,568,431 | 38,568 | 34,103,860.00 |
| The rest of the beans (pintos and other) | 0713.33.99 | Kg | MEXICO | 221,056 | 221 | 223,850 |
| | | | | | | |
| The rest of the beans (pintos and other) | 0713.33.99 | Kg | UNDECLARED COUNTRY | 2,177 | 2 | 2,304.00 |
| | | | | | | 36,034,356.00 |
| | | | | | | |
| GRAND TOTAL | | | | 100,450,858.00 | 100,450 | \$85'663,187 |

SOURCE: SIAP-SAGARPA WITH IMPORTS DATA FROM THE MEXICAN TAX REVENUE SERVICE, VERITRADE, SIAVI



JAN-JULY 2020 Mexico's Calendar Year Accumulated Dry Bean Definitive Imports - All Countries

| DESCRIPTION | MEASURE UNIT | COUNTRY OF ORIGIN | VOLUME IN KILOGRAMS | VOLUME METRIC TONS | COMMERCIAL VALUE (USD) |
|---|--------------|--------------------|----------------------|--------------------|------------------------|
| White beans Except for planting 0713.33.02 | Kg | CANADA | 0.00 | 0 | 0.00 |
| White beans Except for planting 0713.33.02 | Kg | USA | 426,837.00 | 426.80 | 483,696.00 |
| | | | | | \$483,696 |
| Black beans except for planting 0713.33.03 | Kg | CANADA | 5,591,452 | 5,591 | 3,897,219 |
| Black beans except for planting 0713.33.03 | Kg | USA | 30,979,526 | 30,979 | 26,191,571 |
| Black beans except for planting 0713.33.03 | Kg | MEXICO | 477,667 | 478 | 350,638 |
| | | | | | \$30,439,428 |
| | | | | | |
| The rest of the beans (pintos and other) 0713.33.99 | Kg | CANADA | 1,839,436 | 1,839 | 1,224,670 |
| The rest of the beans (pintos and other) 0713.33.99 | Kg | USA | 20,040,747 | 20,041 | 18,976,768 |
| The rest of the beans (pintos and other) 0713.33.99 | Kg | MEXICO | 221,056 | 221 | 159,600 |
| The rest of the beans (pintos and other) 0713.33.99 | Kg | UNDECLARED COUNTRY | 2,177 | 2.00 | 2,304 |
| | | | | | \$20,363,342 |
| | | | | | |
| GRAND TOTAL | | | 59,578,898.28 | 59,577.80 | \$51'286,466 |

SOURCE: SIAP-SAGARPA WITH IMPORTS DATA FROM THE MEXICAN TAX REVENUE SERVICE, VERITRADE, SIAVI

2020 July Mexico's Dry Bean Definitive Imports - All Countries

| DESCRIPTION | MEASURE UNIT | COUNTRY OF ORIGIN | VOLUME IN KILOGRAMS | VOLUME METRIC TONS | COMMERCIAL VALUE (USD) |
|---|--------------|-------------------|---------------------|--------------------|------------------------|
| White beans Except for planting 0713.33.02 | Kg | CANADA | 0.00 | 0 | 0.00 |
| White beans Except for planting 0713.33.02 | Kg | USA | 0 | | 0.00 |
| | | | | | |
| Black beans except for planting 0713.33.03 | Kg | CANADA | 1,063,555 | 1,063 | 986,123 |
| Black beans except for planting 0713.33.03 | Kg | USA | 2,015,471 | 2,015 | 1,773,888 |
| | | | | | 2,760,011 |
| | | | | | |
| The rest of the beans (pintos and other) 0713.33.99 | Kg | CANADA | 141,451 | 141 | 137,000 |
| The rest of the beans (pintos and other) 0713.33.99 | Kg | USA | 1,078,843 | 1,078 | 1,227,818 |
| | | | | | 1,364,818 |
| | | | | | |
| GRAND TOTAL | | | 4,299,320 | 4,299 | 4'124,829 |

SOURCE: SIAP-SAGARPA WITH IMPORTS DATA FROM THE MEXICAN TAX REVENUE SERVICE, VERITRADE, SIAVI

2020 June Mexico's Dry Bean Definitive Imports - All Countries

| DESCRIPTION | MEASURE UNIT | COUNTRY OF ORIGIN | VOLUME IN KILOGRAMS | VOLUME METRIC TONS | COMMERCIAL VALUE (USD) |
|---|--------------|-------------------|---------------------|--------------------|------------------------|
| White beans Except for planting 0713.33.02 | Kg | CANADA | 0.00 | 0 | 0.00 |
| White beans Except for planting 0713.33.02 | Kg | USA | 0 | | 0.00 |
| | | | | | |
| Black beans except for planting 0713.33.03 | Kg | CANADA | 1,369,155 | 1,369 | 1,281,639 |
| Black beans except for planting 0713.33.03 | Kg | USA | 2,433,188 | 2,433 | 2,116,972 |
| | | | | | 3,398,611 |
| | | | | | |
| The rest of the beans (pintos and other) 0713.33.99 | Kg | CANADA | 291,438 | 291 | 308,581 |
| The rest of the beans (pintos and other) 0713.33.99 | Kg | USA | 2,535,219 | 2,535 | 2,618,545 |
| | | | | | 2,927,126 |
| | | | | | |
| GRAND TOTAL | | | 6,629,000 | 6,629 | \$6'325,737 |

SOURCE: SIAP-SAGARPA WITH IMPORTS DATA FROM THE MEXICAN TAX REVENUE SERVICE, VERITRADE, SIAVI



FOR YOUR REFERENCE: 10 YEARS OF IMPORTS

- AVERAGE IS 120 Thousand MT

| 2010-2019 U.S. DRY BEANS MEXICO IMPORTS METRIC TONS | | | | | | | | | | |
|---|----------------|---------------|----------------|----------------|---------------|---------------|----------------|----------------|-------------------|----------------|
| TARIFF CODE / DESCRIPTION | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| White beans Except for planting 0713.33.02 | 2,568 | 1,751 | 3,000 | 3,562 | 1,599 | 3,072 | 12,000 | 6,355 | 5,659.52 | 4,437 |
| Black beans except for planting 0713.33.03 | 83,065 | 74,434 | 55,504 | 60,099 | 63,973 | 64,297 | 79,000 | 67,895 | 78,931.69 | 65,632 |
| The rest of the beans (pintos and other) 0713.33.99 | 21,252 | 18,352 | 113,829 | 53,528 | 10,289 | 15,307 | 71,000 | 58,716 | 56,694.00 | 44,417 |
| TOTAL | 106,876 | 94,537 | 172,333 | 117,189 | 75,861 | 82,676 | 162,000 | 132,966 | 141,285.21 | 114,486 |

SOURCE: SIAP-SAGARPA WITH IMPORTS DATA FROM THE MEXICAN TAX REVENUE SERVICE, VERITRADE, SIAVI



CHIHUAHUA - CUSIHUIRACHI - CARBAJAL DE ABAJO - 04/08/20

Central Market Prices and Sales Analysis by USDBC



Monterrey Central Market

CENTRAL MARKET PRICES AND SALES ANALYSIS BY USDBC

USDBC Disclaimer: In the following section the USDBC Mexico office analyzes dry bean prices from SNIIM reports. In addition, the USDBC Mexico office place calls to the Mexican trade to complement the information. The USDBC will not be responsible for third party transactions based on this report.

- **US Black beans average prices in August** registered slight reductions vs. May, however still in the range of 30 pesos / US\$1.36 per kilo in Mexico City and Monterrey. Highest price was registered in Guadalajara at 35 pesos / US\$1.59 per kilo
- Mexican black beans remained at prices from 22 to 25 pesos/ US\$0.95 to US\$1.08 per kilo. Price differential MX vs. US blacks continued to be high in this period.
- **US Pinto beans average prices in August**, remained in the 30 pesos / US\$1.36 area
- Mexican pintos in August in the most important markets were at prices very similar to US pintos.
- **U.S. Large and Small Alubias average prices in August** remained at high prices from 43 to 29 pesos / US\$1.86 to US\$1.23
- **Peruanos, Mayocoba, Azufrados prices in August 2020** registered important increases of up to 52% vs. May, at prices from 45 to 48 pesos / US\$2.04 to US\$2.18
- **Colored varieties: Bayos, Canarios, Cacahuete, Flor de Mayo and Flor de Junio.** –had increases in August, of up to 25%, at prices from 25 to 40 pesos / US\$1.13 to US\$1.81 per kilo

Wholesale and Semi-Wholesale Prices Report

| MONTHLY CENTRAL MARKET WHOLESALE AND SEMI-WHOLESALE REPORT | | | | | | | |
|--|-----------------|------------------------------|------------------|---------------|----------------------------|------------------|----------------|
| PRODUCT | product origin | MEXICO CITY price (\$/KG) | | VAR | MONTERREY price (\$/KG) | | VAR |
| VARIETY | state / country | current 30 08 20 | past 30 05 20 | % | current 30 08 20 | past 30 05 20 | % |
| Imported Black | Imported | 29.00 | 31.00 | -6.45% | 30.00 | 33.00 | 21.15% |
| Jamapa Black | Zacatecas | | | | | | |
| Nayarit Black | Nayarit | 23.00 | | | | | |
| Bola Black | Zacatecas | 25.00 | 25.00 | 0.00% | | | |
| Veracruz Black | Veracruz | 23.00 | 25.00 | -8.00% | | | |
| Imported Pintos | Imported | 33.00 | 33.00 | 0.00% | 32.00 | 38.00 | -15.79% |
| Pinto Saltillo | Zacatecas | | | | | | |
| Pinto Saltillo | Nayarit | 33.00 | | | | | |
| Pinto Saltillo | Chihuahua | 31.50 | 26.00 | 21.15% | 29.00 | 32.00 | 21.15% |
| Pinto Saltillo | Durango | | | | | 19.00 | 0.00% |
| Small Alubia | Imported | 33.00 | 33.00 | 29.00% | 38.00 | 34.00 | 11.76% |
| Large Alubia | Imported | 29.00 | 29.00 | 0.00% | 38.00 | 38.00 | 0.00% |
| Flor de Junio | Zacatecas | 33.00 | 38.00 | -13.16% | | 38.00 | 0.00% |
| Flor de Mayo | Zacatecas | 40.00 | 39.00 | 2.56% | | | |
| Bayo Berrendo | Jalisco | | | | | | |
| Bayo | Zacatecas | 33.50 | 34.00 | -1.47% | | | |
| Garbancillo | Zacatecas | | 20.00 | -100.00% | | | |
| Canario | Sinaloa | 25.00 | | | | | |
| Cacahuete Bola | Jalisco | 38.00 | 35.00 | 8.57% | | | |
| Garbancillo Zarco | Jalisco | | | 0.00% | | | |
| Azufrado | Sinaloa | | | | | | |
| Mayocoba | Sinaloa | | | | | | |
| Peruano | Sinaloa | 45.00 | 38.50 | 16.88% | 48.00 | 41.00 | 21.15% |
| Small Chickpea | Sinaloa | 25.00 | 22.00 | 13.64% | 22.00 | 22.00 | 0.00% |
| Large Chickpea | Sinaloa | 27.50 | 30.00 | -8.33% | 22.00 | 30.00 | -26.67% |

| PRODUCT | product origin | GUADALAJARA price (\$/KG) | | VAR | SINALOA price (\$/KG) | | VAR |
|------------------------|-----------------|------------------------------|------------------|---------------|--------------------------|------------------|---------------|
| VARIETY | state / country | current 30 08 20 | past 30 05 20 | % | current 30 08 20 | past 30 05 20 | % |
| Imported Black | Imported | 35.00 | 35.00 | 0.00% | | | |
| Jamapa Black | Zacatecas | | | 0.00% | | | |
| Nayarit Black | Nayarit | 23.00 | 22.00 | 4.55% | | | |
| Bola Black | Zacatecas | 23.00 | 22.00 | 4.55% | | | |
| Veracruz Black | Veracruz | 22.00 | | 0.00% | | | |
| Imported Pintos | Imported | 28.00 | | 0.00% | | | |
| Pinto Saltillo | Zacatecas | | | | | | |
| Pinto Saltillo | Nayarit | 33.00 | 30.00 | 10.00% | | | |
| Pinto Saltillo | Chihuahua | 24.50 | | 0.00% | | | |
| Pinto Saltillo | Durango | | | | | | |
| Small Alubia | Imported | 38.00 | 36.00 | 5.56% | | | |
| Large Alubia | Imported | 43.00 | 45.00 | -4.44% | | | |
| Flor de Junio | Zacatecas | 28.00 | 31.00 | -9.68% | | | |
| Flor de Mayo | Zacatecas | 30.00 | 29.00 | 3.45% | | | |
| Bayo Berrendo | Jalisco | 25.00 | 25.00 | 0.00% | | | |
| Bayo | Zacatecas | 19.00 | 19.00 | 0.00% | | | |
| Garbancillo | Zacatecas | 20.00 | | 0.00% | | | |
| Canario | Sinaloa | 25.00 | 20.00 | 25.00% | | | |
| Cacahuete Bola | Jalisco | 33.00 | | 0.00% | | | |
| Garbancillo Zarco | Jalisco | | | 0.00% | | | |
| Azufrado | Sinaloa | 31.00 | 29.00 | 6.90% | 34.75 | 32.00 | 8.59% |
| Mayocoba | Sinaloa | 45.00 | 29.50 | 52.54% | 34.75 | 33.50 | 3.73% |
| Peruano | Sinaloa | 45.50 | 31.50 | 44.44% | 34.75 | 33.50 | 3.73% |
| Small Chickpea | Sinaloa | 22.00 | 22.00 | 0.00% | | | 0.00% |
| Large Chickpea | Sinaloa | 24.00 | 26.00 | -7.69% | 18.50 | 20.00 | -7.50% |

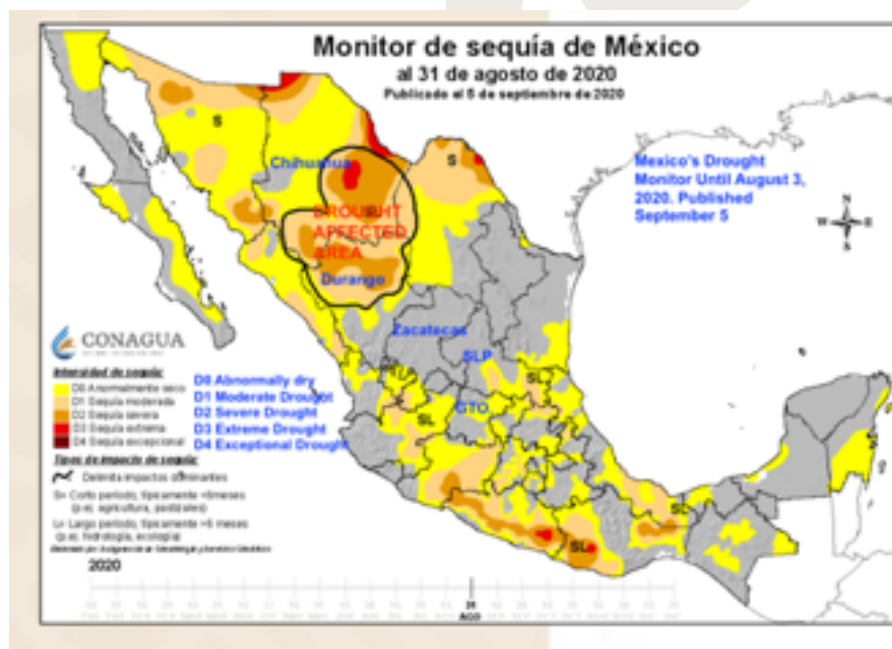


| MONTH: August 2020 vs. May 2020 MONTHLY CENTRAL MARKET WHOLESALE AND SEMI-WHOLESALE REPORT | | | | | | | |
|---|-----------------|----------------------------|------------------|---------------|--------------------------|------------------|--------------|
| PRODUCT | product origin | ZACATECAS price (\$/KG) | | VAR | MERIDA price (\$/KG) | | VAR |
| VARIETY | state / country | current 30 08 20 | past 30 05 20 | % | current 30 08 20 | past 30 05 20 | % |
| Imported Black | Imported | | | | | | |
| Jamapa Black | Zacatecas | 25.00 | | | 18.00 | 18.00 | 0.00% |
| Nayarit Black | Nayarit | | | | | | |
| Bola Black | Zacatecas | 18.00 | 21.00 | -14.29% | 24.00 | 24.00 | 0.00% |
| Veracruz Black | Veracruz | | | | | | |
| Imported Pintos | Imported | | | | | | |
| Pinto Saltillo | Zacatecas | 30.00 | 28.00 | 7.14% | | | |
| Pinto Saltillo | Nayarit | | | | | | |
| Pinto Saltillo | Chihuahua | | | 0.00% | | | |
| Pinto Saltillo | Durango | | | | | | |
| Small Alubia | Imported | 25.00 | 20.00 | 25.00% | 38.50 | 37.00 | 4.05% |
| Large Alubia | Imported | 30.00 | 25.00 | 20.00% | | | |
| Flor de Junio | Zacatecas | 29.00 | 30.00 | -3.33% | | | |
| Flor de Mayo | Zacatecas | 30.00 | 30.00 | 0.00% | 32.00 | 32.00 | 0.00% |
| Bayo Berrendo | Jalisco | | | | | | |
| Bayo | Zacatecas | 30.00 | 30.00 | 0.00% | 36.00 | 36.00 | 0.00% |
| Garbancillo | Zacatecas | | | 0.00% | | | |
| Canario | Sinaloa | | | | | | |
| Cacahuete Bola | Jalisco | | | 0.00% | | | |
| Garbancillo Zarco | Jalisco | | | 0.00% | | | |
| Azufrado | Sinaloa | | | | | | |
| Mayocoba | Sinaloa | | | | | | |
| Peruano | Sinaloa | 42.00 | 38.00 | 10.53% | | | |
| | | | | | | | |
| PRODUCT | product origin | DURANGO price (\$/KG) | | VAR | NAYARIT price (\$/KG) | | VAR |
| VARIETY | state / country | current 30 08 20 | past 30 05 20 | % | current 30 08 20 | past 30 05 20 | % |
| Imported Black | Imported | NA | NA | | NA | NA | |
| Jamapa Black | Zacatecas | | | | | | |
| Nayarit Black | Nayarit | NA | NA | | 25.00 | | |
| Bola Black | Zacatecas | | | | | | |
| Veracruz Black | Veracruz | | | | | | |
| Imported Pintos | Imported | | | | | | |
| Pinto Saltillo | Zacatecas | | | | | | |
| Pinto Saltillo | Jalisco | | | | 19.00 | | |
| Pinto Saltillo | Chihuahua | | | | | | |
| Pinto Saltillo | Durango | | | | | | |
| Small Alubia | Imported | | | | | | |
| Large Alubia | Imported | | | | | | |
| Flor de Junio | Zacatecas | | | | 19.00 | | |
| Flor de Mayo | Zacatecas | | | | 20.00 | | |
| Bayo Berrendo | Jalisco | | | | | | |
| Bayo | Zacatecas | | | | 23.00 | | |
| Garbancillo | Zacatecas | | | | 22.00 | | |
| Canario | Sinaloa | | | | | | |
| Cacahuete Bola | Jalisco | | | | | | |
| Garbancillo Zarco | Jalisco | | | | | | |
| Azufrado | Nayarit | | | | 20.00 | | |
| Mayocoba | Sinaloa | | | | 27.00 | | |
| Peruano | Nayarit | | | | 35.00 | | |

WEATHER REPORT

July-August-September Perspective.- The National Water Commission reported that the national precipitation forecast for July, August and September: <https://smn.conagua.gob.mx/es/climatologia/pronostico-climatico/precipitacion-form>, which are the bean planting months and part of the growing cycle, will be slightly higher than the average.

August Drought Monitor Follow-up: as you can see in the images below, drought conditions prevailed Chihuahua and north of Durango, however, Chihuahua is the one that suffered more damage in the bean areas, with over 95% of its territory suffering some degree of drought



| STATE | % With NO DAMAGE | AREA % WITH DAMAGE | | | | |
|----------------------|------------------|--------------------|------|------|-----|-----|
| | | D0 | D1 | D2 | D3 | D4 |
| Aguascalientes | 96.7 | 3.3 | 0.0 | 0.0 | 0.0 | 0.0 |
| Baja California | 68.4 | 31.6 | 0.0 | 0.0 | 0.0 | 0.0 |
| Baja California Sur | 52.9 | 47.1 | 0.0 | 0.0 | 0.0 | 0.0 |
| Campeche | 92.0 | 8.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Coahuila de Zaragoza | 22.6 | 36.7 | 34.4 | 5.7 | 0.6 | 0.0 |
| Colima | 94.9 | 5.1 | 0.0 | 0.0 | 0.0 | 0.0 |
| Chiapas | 76.3 | 23.7 | 0.0 | 0.0 | 0.0 | 0.0 |
| Chihuahua | 3.9 | 37.3 | 29.8 | 33.7 | 5.3 | 0.0 |
| Ciudad de México | 73.9 | 26.1 | 0.0 | 0.0 | 0.0 | 0.0 |
| Durango | 26.4 | 22.6 | 29.6 | 21.4 | 0.0 | 0.0 |
| Guanajuato | 56.1 | 42.1 | 1.8 | 0.0 | 0.0 | 0.0 |
| Guerrero | 14.0 | 30.3 | 28.6 | 24.8 | 2.3 | 0.0 |
| Hidalgo | 54.0 | 33.7 | 12.3 | 0.0 | 0.0 | 0.0 |
| Jalisco | 45.4 | 41.4 | 13.2 | 0.0 | 0.0 | 0.0 |
| Estado de México | 38.7 | 47.7 | 13.6 | 0.0 | 0.0 | 0.0 |
| Michoacán de Ocampo | 15.0 | 40.4 | 37.5 | 7.1 | 0.0 | 0.0 |
| Morelos | 52.4 | 43.8 | 3.8 | 0.0 | 0.0 | 0.0 |
| Nayarit | 56.3 | 38.2 | 5.5 | 0.0 | 0.0 | 0.0 |
| Nuevo León | 100.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Oaxaca | 40.7 | 23.6 | 39.7 | 15.2 | 0.8 | 0.0 |
| Puebla | 65.4 | 31.9 | 2.7 | 0.0 | 0.0 | 0.0 |
| Querétaro de Arteaga | 37.4 | 55.2 | 7.4 | 0.0 | 0.0 | 0.0 |
| Quintana Roo | 48.6 | 51.4 | 0.0 | 0.0 | 0.0 | 0.0 |
| San Luis Potosí | 63.0 | 26.6 | 10.4 | 0.0 | 0.0 | 0.0 |
| Sinaloa | 8.8 | 64.0 | 27.2 | 0.0 | 0.0 | 0.0 |
| Sonora | 4.1 | 52.5 | 34.1 | 9.2 | 0.1 | 0.0 |
| Tabasco | 80.9 | 18.1 | 0.0 | 0.0 | 0.0 | 0.0 |
| Tamaulipas | 72.7 | 22.3 | 0.0 | 0.0 | 0.0 | 0.0 |
| Tlaxcala | 48.5 | 51.5 | 0.0 | 0.0 | 0.0 | 0.0 |
| Veracruz | 32.2 | 45.4 | 20.9 | 1.5 | 0.0 | 0.0 |
| Yucatán | 100.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Zacatecas | 87.7 | 9.3 | 3.0 | 0.0 | 0.0 | 0.0 |

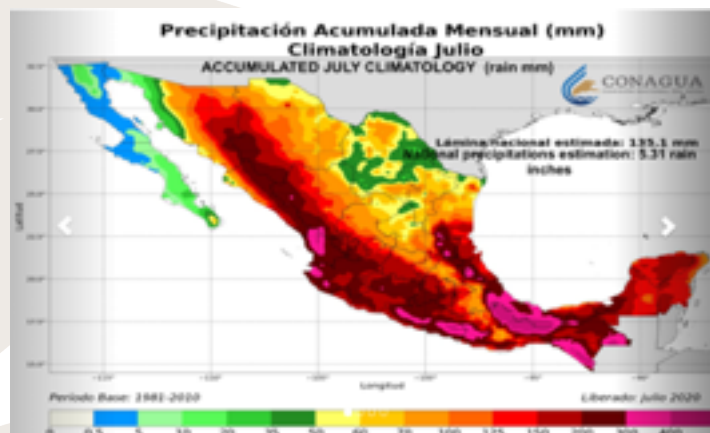
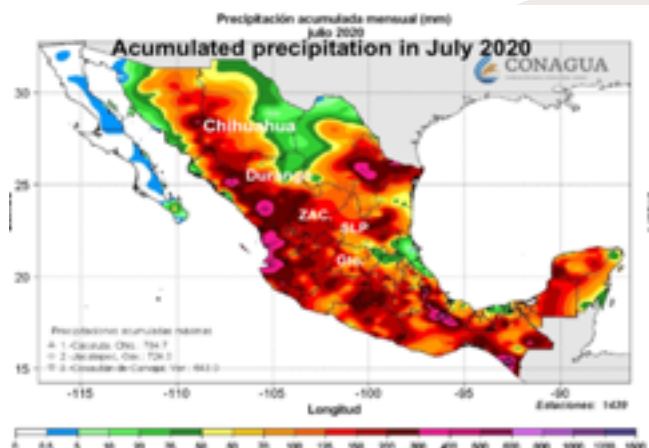
Three-month Precipitation Perspective

The following maps show the actual accumulated precipitations received in July and August and the precipitations perspective for September. As it can be seen in the August map, Chihuahua lacked precipitations in comparison with the climatology and until the first week of September, this state did not get much water either. These three months are the most important since in this period happens the planting, growing and production stages of the bean plants.

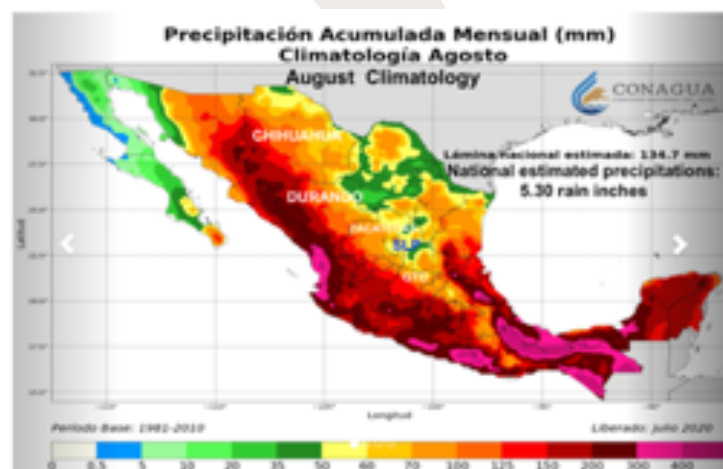
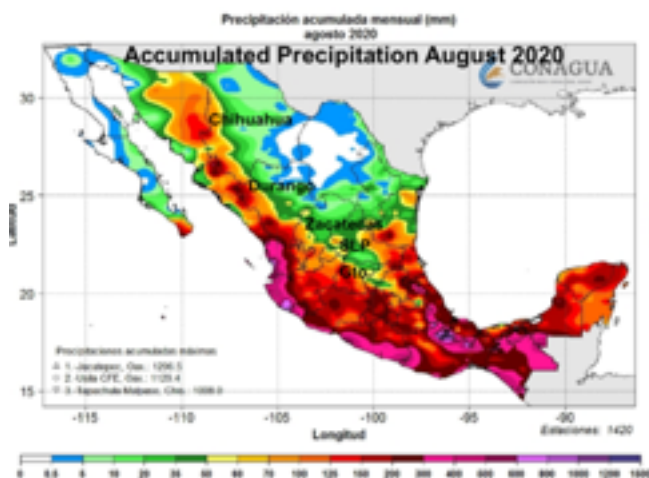
ACCUMULATED PRECIPITATIONS

CLIMATOLOGY – historic average

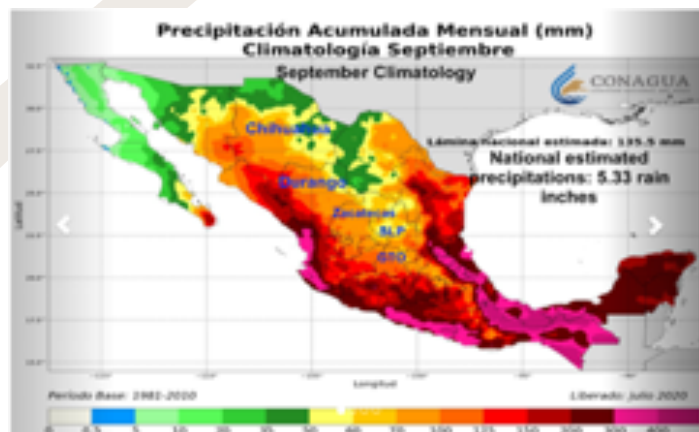
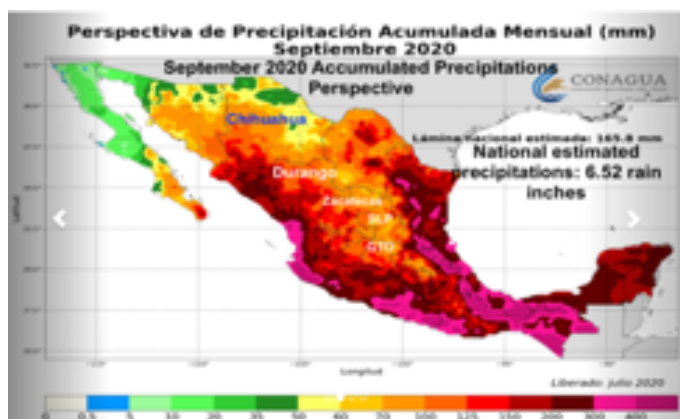
JULY 2020



AUGUST 2020



SEPTEMBER 2020



Mexico Economic Report August 2020

| Mexico's Main Economic Indicators | Information Available September 15, 2020 |
|--|--|
| Population - 2015 update (INEGI) | 119.5 million |
| National GDP Growth Annual (est. Dec 2019) | 0.00% |
| Average Exchange Rate Avg. Aug. 2020 | 22.22 pesos per U.S dollar (BANXICO) |
| Unemployment Rate July 2020 | 5.40% |
| Inflation Rate Y/accu to August 2020 | 4.05% |
| Mexican Crude Oil Price August 31, 2020 | US\$40.85 per barrel (PEMEX) |
| International Reserves September 11, 2020 | US\$193.31 billion |
| Trade Balance Imports-Exports Y2019 USA-MX | US\$614.4 billion |

Source: BANXICO, INEGI, SAT, oilbmex, PEMEX

The Mexican economy is starting to show signs of recovery, with slight positive numbers in the short term, and according to the economists, a solid recovery will depend on the solution of the pandemic, which could be in the form of a COVID-19 vaccine or better therapeutics for it. Until mid-September, Mexico has accumulated over 72 thousand COVID-19 deaths and over 638 thousand cases of infected people.

On September 1st, the Mexican President Andres-Manuel Lopez-Obrador (AMLO), made his second Address to the Nation, presenting the results of his second year in office. With little positive arguments, highlights included:

- Mexico has secured the access to the AstraZeneca COVID-19 vaccine, in collaboration with Argentina to guarantee and distribute in both countries.
- 23 million families have been benefited through the Social Programs
- Economic recovery will be in V shape with a fast recovery in 2021, and Mexico will not acquire more debt
- Revenue from Mexicans working abroad increased 10% vs. 2019 and are

estimated to reach US\$40 billion in 2020

- Jobs created in August reached 93 thousand
- Exchange rate has remained stable

Analysts said that Mexico's fast recovery will be unlikely, due to the profound economic drop of 18.7% in Q2, the insufficient support programs and lack of fiscal stimulus to aid businesses. Current forecast remains a GDP reduction of 9.9% in 2020 and a recovery of 3.5% in 2021.

This forecast differs from the announced by the Secretary of the Revenue Arturo Herrera. He considered that Mexico's GDP in 2021, will recover 4.6%, given the COVID-19 circumstances.

Secretary Herrera also stated that he estimates an exchange rate of 21.9 pesos per U.S dollar and Mexican oil prices around US\$42 per barrel, and an expected production of 1,857 million barrels per day.

In August, inflation rate surpassed the Government's objective of 3+/- 1 point, reaching 4.05%, the highest since May 2019 when it reached 4.28% and accumulating the fourth consecutive month with increases. Also, in



August, the Consumer Confidence Index, that measures the willingness to buy duration goods, had a decrease of 8.77 points annual, the smallest drop since March when confinement started. Private consumption in June registered a reduction of 19.6% annual, the lowest reduction since March, and recovering from the historic falls in April 22.2% and May 23.5%. Consumption of imported goods decreased 19.2% in comparison with June 2019 and of domestic goods decreased 15.7% in the same period.

In July, Mexico recovered the ranking as number one trading partner with the United States, exporting more than US\$173 billion between January and July 2020. Total trade between the two countries was US\$290.6 billion, higher than the total trade with Canada (US\$288 billion) and china (US\$280 billion).

Exchange Rate

Average exchange rate in August 2020 was 22.22 pesos per US dollar. Exchange rate in the last business day of August was 21.86 pesos per US dollar. Average exchange rate in the first half of September is 21.52 pesos per US dollar.

In the first half of September, the Mexican peso continued recovering towards the 21 pesos pee US dollar according to financial analysts, due to the higher appetite for risk investment and the weak dollar in the last weeks.



Mexico City Down Town

USDBC Disclaimer: In the following section the USDBC disseminates information published in Newspapers and Magazines related to beans (excerpts). The statements or numbers shown in each article are not necessarily in agreement with the USDBC.

SADER Will Benefit Over 180 Thousand Corn and Beans Producers

Notimundo - September 14, 2020

CDMX. The Undersecretary of Agriculture Victor Suarez, informed that SEGALMEX will buy 300 thousand MT of beans from the Spring-Summer 2020 and Fall-Winter 2021 cycles, paying the guarantee price of 14,500 pesos / US\$659 per MT, from 37,500 small producers in 19 states.

During a video-conference called “Guarantee Prices for Corn and Beans and its Productive and Economic Impact in the Rural Sector”, SADER informed that SEGALMEX has a network of 800 elevators in 30 states, to receive corn and beans to supply DICONSA, the state’s social programs supply and stores instance.

Agreement to Cancel the Sale of Bean Plants in Zacatecas

NTR Zacatecas - September 13, 2020



Zacatecas. Social and bean producers’ organization El Barzon leader Fernando Galvan, announced that the bean plants located in Calera and Sombrerete will not be sold. He stressed that bean producers opposed to the operation and reunited with authorities to sign a document where the government desists on selling the plants. The agreement protects the plants from being sold at least in the remaining years of the current administration.

Grain Production Cost Estimation for the Fall-Winter Cycle

Agrocapsulas.AARFS | El Debate - September 6, 2020



According to the recent analysis, the estimated bean production cost for the 2020/2021 Fall-Winter cycle, will be 25,370 pesos / US\$1,153 per hectare, with an increase of 1.3% vs. the same cycle in 2020. Breakdown per hectare:

Soil preparation: 3,769 pesos / US\$171.31



Seeding labor: 5,098 pesos / US\$231.72
Fertilizer labor: 2,990 pesos / US\$135.90
Plague control: 1,155 pesos / US\$52.50
Cultivation: 2,096 pesos / US\$95.27
Harvesting labor: 3,781 pesos / US\$171.86
Other expenses: 6,481 pesos / US\$294.59

SEGALMEX will Resume Second Grain Beans and Corn Purchasing Period in October

La Jornada - September 4, 2020



SEGALMEX announced that they will start their second period purchasing beans and corn and foresees to double the amount purchased in 2019 and reach 1.9 million MT of corn and beans in 30 states. They informed that SEGALMEX assigned 696 million pesos to benefit 5,839 small bean producers in the 2020 Spring-Summer cycle.

Mexico Will Produce About 231,469 MT of Certified Seed in 2020



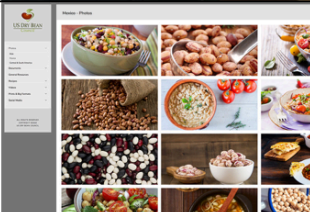
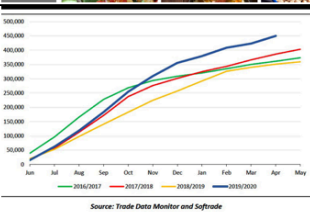


Diario Libre - September 3, 2020



Mexico. Mexico will produce around 231,469 MT of certified seed in 2020, 3.3% more than the previous year, according to SAD-ER. They informed that in the last 2 years, the production and verification of improved seed has increased and in the first 5 months of 2020, they produced 57,739 MT of seed, corresponding to 163 varieties of 10 crops being the most important corn, potato, soybeans and dry beans.

USDBC Smartphone App

Latest 15 published News

| | | |
|------------|---|---|
| 2020/05/06 | Fan Base for Southeast Asia's Social Media Program Tops 60,000 |  |
| 2020/05/13 | Food Aid Outlook – School feeding more important now than ever |  |
| 2020/05/21 | Online Content Management System to Feed Into Global Marketing |  |
| 2020/05/27 | Argentine Planting Season Underway Exports up in 2019/2020 |  <small>Source: Trade Data Monitor and Softdata</small> |
| 2020/06/04 | U.S./United Kingdom (UK) Trade Momentum Builds Towards Opportunities |  |
| 2020/06/11 | USDBC Following Cuba's Food Import Needs During Covid-19 |  |
| 2020/06/25 | Argentine Dry Bean Planting Season Wraps Up, With the Exception of <u>Alubias</u> |  |



| | | |
|------------|---|---|
| 2020/07/03 | Early Reporting Suggests Decline in China Bean Planting Area and Production |  |
| 2020/07/11 | Focus on BeanCON21 In The Second Half of 2020 |  |
| 2020/07/17 | USDBC and CIA Consulting to collaborate on bean innovation initiative |  |
| 2020/07/25 | Get To Know Our Global Reps – Mexico |  |
| 2020/08/02 | New Global Dry Bean Supply/Demand Reporting Available |  |
| 2020/08/09 | USDBC Trade Servicing Update – Second Half 2020 |  |
| 2020/08/16 | First Ever Virtual Summer Meeting Hits the High Notes |  |
| 2020/08/29 | U.S. Sustainability Alliance Promotes U.S. Farming Practices to EU Audience |  |

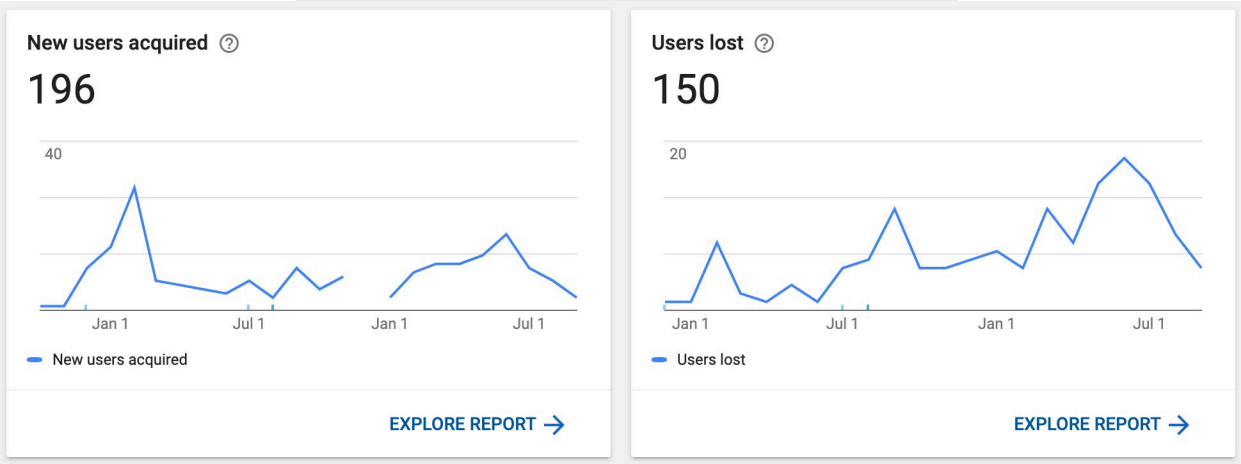


Play Store

App Life Time Results

Installs: 196

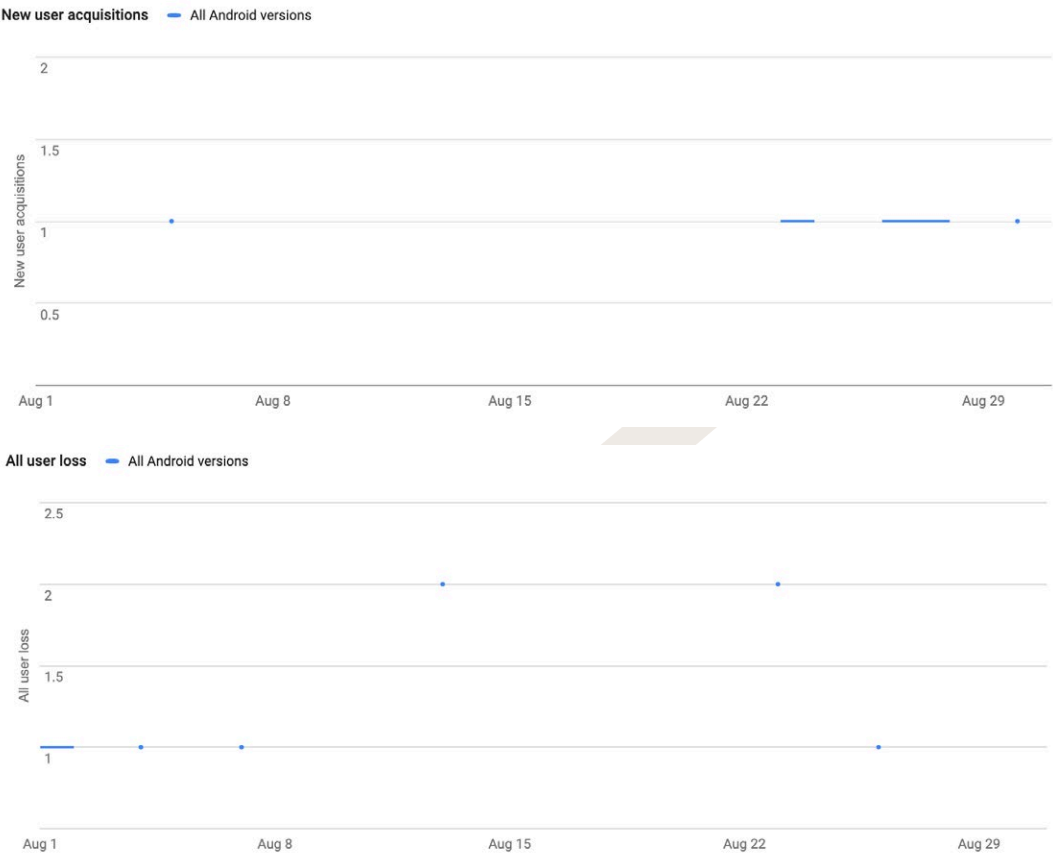
Uninstalls: 150



Last 30 days August 1st to August 31st

Installs: 7

Uninstalls: 11





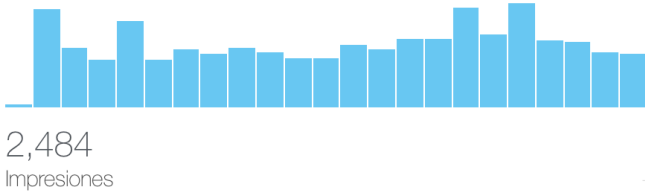
iTunes Store

App Life Time Results

App Impressions on iTunes: 2,484
Installs: 365

Top Countries

Brazil: 10
United States: 210
México: 31
Argentina: 15
Canada: 15

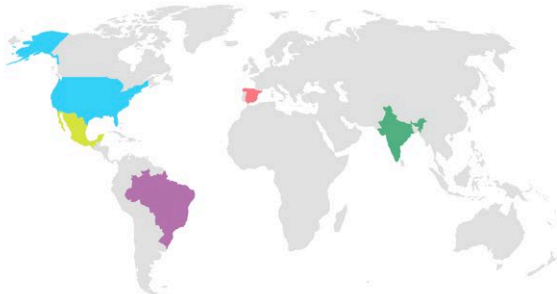
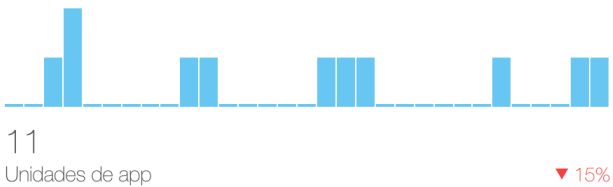


Last 30 days August 1st to August 31st

App Impressions on iTunnes: 97
Installs: 11

Top Countries

Brazil:1
India: 1
United States: 6
Spain
México: 1





Total Results (Android & IOS)

App Life Time Results

Installs: 561

Last 30 days August 1st to August 31st

Installs: 18

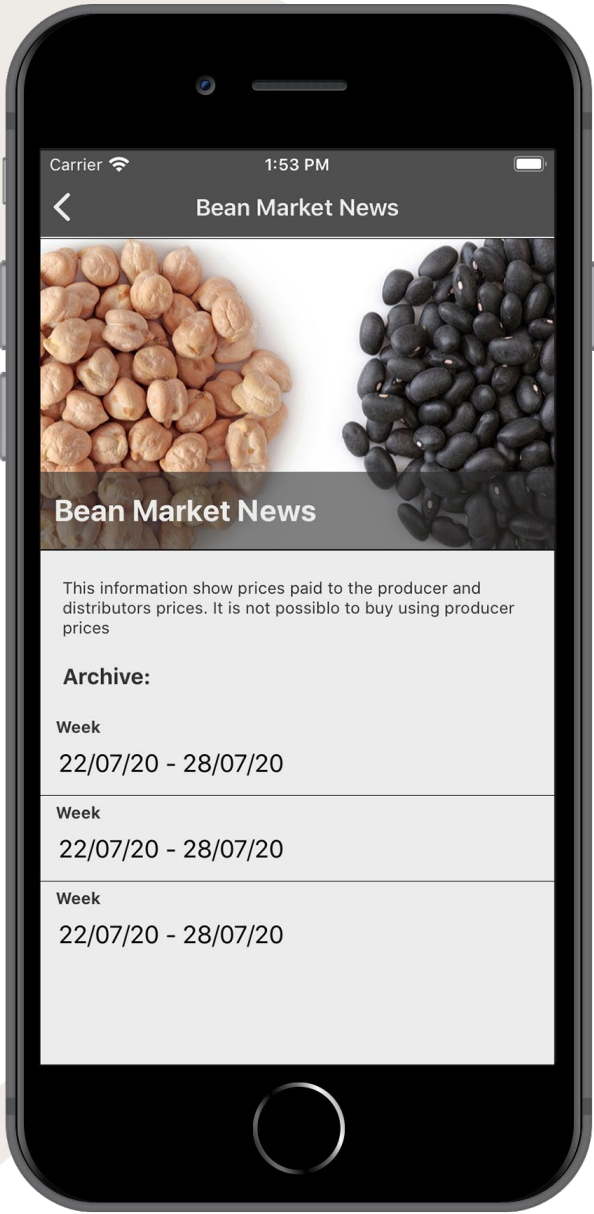
2020 August USDBC App News

This month we focused on the direct app code maintenance and upgrade, as we did on past months due to server code upgrades (server side code modifications that without the app would stopped function). Earlier the month of August we received a google communication that we need to upgrade the app code to an APK 29 (the app is currently running APK 28) no later than November 2; this upgrade is to ensure the proper app functionality on Android 10 and future versions. We also are working on improving some of the React Native (the Facebook React JS library in which the app is build) functions that were re-coded and soon will cease to exist and would cause problems to the app. All these actions are essentials for keeping the app running, without any of them, the app will simply stop working correctly.

We also add the section “Bean Market News” that will show the USDA report with the same name in a “historical way”. We will save the PDF report on the server and add an entry on the app data base so the new report will display and can be access from the new section, maintaining older reports as well. We also add the functionality for the app to display the representative photos on their section. This app update is not up yet, most of the code is ready and working, it just need more work to be uploaded to the platforms (Google Play and iTunne Store). This update will be available the first half of October.



App new Section and Functionality



Display information is for test purposes

App new Section and Functionality

