

Mexico Food and Drink Report Q2 2016

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Abstracts

BMI View: Mexico remains our favourite consumer market in Latin America, despite headwinds to consumer spending in early 2016. Improving consumer confidence and favourable demographic dynamics will fuel the development of the food and drink sector. The expansion of the upper-middle class will drive sales of branded and premium items, while there are also opportunities in grocery retail to penetrate suburban and rural areas. On the other hand, sugary drinks sales will continue to be affected by the tax on unhealthy food and drinks products.

Latest Updates & Industry Developments

Despite headwinds to consumer spending in early 2016, Mexico is still our favourite consumer market in Latin America. We expect the upper-middle class to expand at a very strong pace over the next five years, creating demand for premium and innovative food products.

We hold a positive outlook for Mexico's drinks industry, with the exception of the carbonated soft drinks segment. Rising incomes will increase consumer spending and fuel dynamism in the industry. The carbonated soft drinks segment will be a major loser, as sales continue to be impacted by the tax on sugary drinks introduced in 2014. Major Coke bottlers - Coca-Cola Femsa and Arca Continental - will seek to gain exposure to non-carbonates categories and expand their presence outside Mexico.

The formalised food retail sector will remain dominated by Walmex, which is by some distance the leading retailer in the country. Expansion opportunities will be concentrated in smaller cities and rural areas, as the food retail landscape gets close to saturation in Mexico City.



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