

## **Mexico Customs Brokerage - Market Share Analysis, Industry Trends & Statistics, Growth Forecasts (2025 - 2030)**

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### **Report description:**

The Mexico Customs Brokerage Market size is estimated at USD 345.65 million in 2025, and is expected to reach USD 463.65 million by 2030, at a CAGR of 6.05% during the forecast period (2025-2030).

#### Key Highlights

- The customs brokerage market is set for substantial growth, fueled by the rising volume of international trade, especially between Mexico and its primary trading partners, the United States and Canada. As highlighted by Prodensa, Mexico's maritime customs amassed MXN 271.183 billion (USD 13.09 billion) in the first half of 2024, representing 48.9% of the nation's total customs revenue.
- The competitive landscape of Mexico's customs brokerage market is marked by a multitude of brokers, especially concentrated along the U.S.-Mexico border. Yet, amidst this fragmentation, key players are solidifying their foothold through strategic alliances and tech advancements. A case in point is NuvoCargo, which has unveiled NuvoOS, a cutting-edge digital customs brokerage tool. This platform not only enhances cross-border reporting but also sets a new benchmark in the market, equipping users with insights for informed decision-making, as highlighted in the in-depth business reviews.
- Increased traffic has put a strain on Mexico's seafreight gateways, leading to longer waiting times for importers, with customs clearance emerging as a significant bottleneck. Official port statistics reveal a 14.8% uptick in overall box traffic during the first eight months 2024 compared to the same timeframe in 2023. Notably, Lazaro Cardenas witnessed a remarkable 28.7% surge in container throughput from January to September 2024, as reported by Loadstar in October 2024.
- As trade dynamics shift, especially with the growing trend of nearshoring - where U.S. firms are increasingly sourcing from Mexico - the demand for streamlined cross-border supply chains is on the rise. Furthermore, the embrace of innovative clearance systems seeks to hasten processes and bolster regulatory compliance. For instance, systems like Previo en Origen facilitate pre-shipment inspections, potentially slashing clearance times upon arrival.

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## Mexico Customs Brokerage Market Trends

### Mexican Transportation Services Propel Customs Brokerage Market

Mexico's burgeoning transportation services sector has rendered its exports increasingly competitive. In January 2024, Mexican exports raised to USD 420.1 million, from USD 348.6 million in January 2023. Historically, from 1980 to 2024, Mexican exports averaged USD 17,783.87 million, peaking at an all-time high of USD 55,670.93 million in May 2024 and hitting a nadir of USD 1,225.59 million in February 1980, as reported by the Instituto Nacional de Estadística y Geografía (INEGI). Such a robust export trajectory highlights the pivotal role of efficient transport logistics in shaping the customs brokerage domain.

Maritime transport reigns supreme in Mexico's transportation landscape. This bolstered infrastructure not only serves Mexico but also strengthens global supply chains by curbing transportation costs and ensuring punctual deliveries. Positioned as Latin America's second-largest economy and classified as upper-middle-income, Mexico's seaports transcend mere trade functions; they act as catalysts for economic growth and global interconnectivity. According to data from Mexico's General Coordination of Ports and Merchant Marine, Mexican seaports achieved a milestone, handling 2.95 million twenty-foot equivalent units in the initial four months of 2024. This figure marks an impressive 18.2% increase year-over-year, as highlighted by Freightwave in May 2024.

In conclusion, the growth of Mexico's transportation services and maritime infrastructure significantly enhances its customs brokerage market. This development not only boosts the nation's export competitiveness but also fortifies international supply chains, underscoring Mexico's pivotal role in global trade.

### Rising Imports Drive Expansion of Customs Brokerage Market

As imports rise, they are driving the expansion of the customs brokerage market. Over the years, the country's import volume has shown a consistent upward trend, particularly with major trading partners like the United States. In January 2024, imports in New Mexico hit a notable USD 547 million.

In October 2024, Mexico witnessed a year-on-year import increase of 9.7%. Leading this surge was a 12% rise in non-oil products, with significant gains in consumer goods (+3.1%), intermediate goods (+11.6%), and capital goods (+5.8%), as reported by Instituto Nacional de Estadística y Geografía (INEGI). With these import sectors on the rise, the importance of customs brokers is magnified. They serve as crucial intermediaries, adeptly navigating complex regulations, managing essential documentation, and facilitating smooth cross-border goods movement.

Additionally, technological innovations are transforming the customs landscape in Mexico. Brokers are now more equipped to address challenges stemming from increasing import levels. For instance, industry leader Nuvocargo is leveraging digital platforms to enhance customs operations, resulting in faster clearances and reduced documentation errors.

In conclusion, the growth in imports, coupled with technological advancements, underscores the critical role of customs brokers in ensuring efficient and compliant trade operations. As the market continues to evolve, the demand for skilled customs brokerage services is expected to rise, further driving the sector's growth.

### Mexico Customs Brokerage Industry Overview

The market for Customs Brokerage in Mexico is fragmented in nature. With a large number of customs brokers operating in the

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market, the competition is high. The top players in the market include Bollore Logistics Mexico, Tuscor Lloyds Mexico, NuvoCargo, Martha Reyes, Grecargo, etc.

Custom brokers are pivotal in streamlining the complexities of import/export operations. They meticulously prepare and submit vital documentation, effectively averting expensive delays and penalties. For instance, during the recent Intermodal Transport Congress hosted by the Mexican Association of Intermodal Transport, the commercial director of Hutchison Ports Mexico, emphasized the need for collaboration between logistics industry associations and customs authorities. By suggesting exploring solutions, such as potentially extending customs operations to a 24-hour schedule, as highlighted by Loadstar in October 2024.

Additional Benefits:

- The market estimate (ME) sheet in Excel format
- 3 months of analyst support

## **Table of Contents:**

### 1 INTRODUCTION

#### 1.1 Study Assumptions and Market Definition

#### 1.2 Scope of the Study

### 2 RESEARCH METHODOLOGY

### 3 EXECUTIVE SUMMARY

### 4 MARKET INSIGHTS AND DYNAMICS

#### 4.1 Current Market Overview

#### 4.2 Insights on Imports and Custom Brokerage Services

#### 4.3 Brief on Customs Brokerage as a Freight Forwarding Function

#### 4.4 Insights on Customs Brokerage Services by End-user Industry

#### 4.5 Market Dynamics

##### 4.5.1 Market Drivers

###### 4.5.1.1 International Trade Growth

###### 4.5.1.2 Complex Regulator Environment

##### 4.5.2 Market Restraints/Challenges

###### 4.5.2.1 Corruption and Informal Practices

###### 4.5.2.2 Compliance and Documentation

##### 4.5.3 Market Opportunities

###### 4.5.3.1 Technological Advancements

###### 4.5.3.2 Cross-Border E-Commerce

#### 4.6 Industry Attractiveness - Porter's Five Forces Analysis

##### 4.6.1 Bargaining Power of Suppliers

##### 4.6.2 Bargaining Power of Buyers/Consumers

##### 4.6.3 Threat of New Entrants

##### 4.6.4 Threat of Substitute Products

##### 4.6.5 Intensity of Competitive Rivalry

#### 4.7 Value Supply Chain Analysis

#### 4.8 Impact of Geopolitics and Pandemic on the Market

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## 5 MARKET SEGMENTATION

### 5.1 By Mode of Transport

#### 5.1.1 Sea

#### 5.1.2 Air

#### 5.1.3 Cross-border Land Transport

## 6 COMPETITIVE LANDSCAPE

### 6.1 Company Profiles

#### 6.1.1 Bollore Logistics Mexico

#### 6.1.2 Tuscor Lloyds MAxico

#### 6.1.3 Chapela Diaz

#### 6.1.4 Montalvo y Montalvo S.C.

#### 6.1.5 Global LogAística Aduanal S.C.

#### 6.1.6 Grupo ZBCGrupo ZBC

#### 6.1.7 Pasquel

#### 6.1.8 Grupo FH

#### 6.1.9 Grupo Logistics Aeropuerto

#### 6.1.10 AAACESA Almacenes Fiscalizados\*

### 6.2 Other Companies

## 7 FUTURE OF THE MARKET

## 8 APPENDIX

### 8.1 Macroeconomic Indicators (GDP Distribution, by Activity)

### 8.2 Economic Statistics - Transport and Storage Sector Contribution to Economy

### 8.3 External Trade Statistics - Exports and Imports by Product and by Country of Destination/Origin

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