

To: Fairtrade Cocoa producers and traders
Fairtrade members
cc: Standards Committee
Fairtrade International staff
FLOCERT staff

Gelkha Buitrago
Director of Standards & Pricing
g.buitrago@fairtrade.net

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Price announcement from Fairtrade International Standards & Pricing for semi-processed cocoa products sold by producer organisations

Dear Partners,

During the meeting that took place on 27 November 2019 the Standards Committee (SC) decided on changes to the pricing model for Fairtrade semi-processed cocoa products sold by producers. These changes included revised Fairtrade minimum prices, Fairtrade Premium and Organic Differential¹ values. For details on the decisions please refer to the minutes of the Standards Committee meeting, available soon on our website, please click [here](#).

The new Fairtrade Minimum Prices and Premium are presented in the table below. The Fairtrade Premium is paid in addition to the Fairtrade Minimum Price or market price. The Fairtrade Prices are also available on our website under: <http://www.fairtrade.net/price-and-premium-info.html>.

Specific Product Standard	Quality	Form	Price applies to	Currency / Quantity x unit	Price Level ²	Fairtrade Minimum Price value	Fairtrade Premium value	Valid from
Cocoa	Conventional	Liquor	Worldwide (SPO/ CP in Pacific)	USD/MT	EXW	2688*	300	01/02/2020
Cocoa	Organic	Liquor	Worldwide (SPO/ CP in Pacific)	USD/MT	EXW	organic differential: +375	300	01/02/2020
Cocoa	Conventional	Butter	Worldwide (SPO/ CP in Pacific)	USD/MT	EXW	Commercial price	479	01/02/2020
Cocoa	Organic	Butter	Worldwide (SPO/ CP in Pacific)	USD/MT	EXW	organic differential: +375	479	01/02/2020
Cocoa	Conventional	Powder	Worldwide (SPO/ CP in Pacific)	USD/MT	EXW	Commercial price	425	01/02/2020

¹ **Fairtrade organic differential** is the lowest possible differential that producers must receive in addition to the Fairtrade Minimum Price or market price, whichever is higher.

² **Ex Works (EXW)** means that delivery takes place when the seller places the goods at the disposal of the buyer at the premises of the seller or another named place (works, factory, warehouse, etc.) not cleared for export and not loaded on any collecting vehicle. EXW prices do not include any kind of packing material.

Specific Product Standard	Quality	Form	Price applies to	Currency / Quantity x unit	Price Level ²	Fairtrade Minimum Price value	Fairtrade Premium value	Valid from
Cocoa	Organic	Powder	Worldwide (SPO/ CP in Pacific)	USD/MT	EXW	organic differential: +375	425	01/02/2020

* Note: the final price paid to SPOs should take into account individual processing and exports costs when applicable. For more information, please see Cocoa standard requirement 4.2.5.

The new Fairtrade Minimum Price and Premium is to be paid on producer contracts signed as of 1 February 2020.

The revised Cocoa Standard applies to all Fairtrade certified cocoa operators and replaces the previous version. You can find the revised Fairtrade Cocoa Standard on our website:

https://www.fairtrade.net/fileadmin/user_upload/content/2009/standards/documents/Cocoa_SPO_EN.pdf.

An explanatory note providing technical details and common questions and answers will be available soon under the Cocoa section: <https://www.fairtrade.net/standards/our-standards/small-producer-standards.html>.

For more information, please contact Yun-Chu Chiu at: y.chiu@fairtrade.net

Best regards,

Gelkha Buitrago