



FAIRTRADE
INTERNATIONAL

To: Banana producers and traders,
Producer networks,
Directors of National Fairtrade
Organizations

cc: Fairtrade International Board
Standards Committee
Fairtrade International staff
FLOCERT staff

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29 September 2020

Subject: Extension of validity of Fairtrade Minimum Prices for bananas

Dear partners,

We are writing to inform you that we are extending the validity of the current Fairtrade Minimum Prices for bananas until 31 December 2021.

The Fairtrade Minimum Prices for banana are typically reviewed every year, and published at beginning of October. In 2020, the Standards & Pricing unit had planned to run a banana price review that:

- a) would be based on collection of costs of sustainable production (COSP)
- b) would incorporate changes resulting from the Standards review on Living Wages in Hired Labour (focus on banana), particularly the impact of the incremental cost of paying the Fairtrade Base Wage on COSP.

However, given the impact of COVID-19 and the delay to the Standards review, and following requests from stakeholders, we have decided to postpone the banana price review until 2021. Therefore, the Fairtrade Minimum Prices and Premium valid from 1 January 2020 will continue to be valid in 2021. You can find these prices in the table below. They are also available on our website: <http://www.fairtrade.net/price-and-premium-info.html>.

We expect to announce new minimum prices by October 2021 latest. We will be in touch about the price review next year, and look forward to your active participation. If you have any questions in the meantime, please contact Jose Paredes, Senior Pricing Project Manager: j.paredes@fairtrade.net.

If you have not already done so, we also encourage you to take part in the ongoing standards consultation on living wages in Hired Labour, which is open until 30 September 2020. Your input is very important to this process, as we seek to achieve living wages for all banana workers on Fairtrade plantations. Please find more information here: <https://www.fairtrade.net/standard/standards-review-on-living-wage-in-hired-labour-with-focus-on-bananas-2019>

Best regards,

Ricardo Guimarães

Table of Fairtrade Minimum Prices for bananas (valid until 31 December 2021)

Specific Product Standard	Product	Price applies to ¹	Currency / Quantity x unit	Price level ^{2,3}	Fairtrade Minimum Price value	Fairtrade Premium value	Fairtrade Valid from
Fresh Fruit	Banana, Conventional	ACP countries without country specific prices, SPO / HL	USD/18.14kg	EXW	7.75	1	01/01/2020
Fresh Fruit	Banana, Conventional	ACP countries without country specific prices, SPO / HL	USD/18.14kg	FOB	10.85	1	01/01/2020
Fresh Fruit	Banana, Conventional	Cameroon, SPO / HL	EUR/18.14kg	EXW	6.45	0.9	01/01/2020
Fresh Fruit	Banana, Conventional	Cameroon, SPO / HL	EUR/18.14kg	FOB	8.75	0.9	01/01/2020
Fresh Fruit	Banana, Conventional	Colombia, SPO / HL	USD/18.14kg	EXW	7.20	1	01/01/2020
Fresh Fruit	Banana, Conventional	Colombia, SPO / HL	USD/18.14kg	FOB	9.80	1	01/01/2020
Fresh Fruit	Banana, Conventional	Costa Rica, SPO / HL	USD/18.14kg	EXW	6.60	1	01/01/2020
Fresh Fruit	Banana, Conventional	Costa Rica, SPO / HL	USD/18.14kg	FOB	9.75	1	01/01/2020
Fresh Fruit	Banana, Conventional	Dominican Republic, SPO / HL	USD/18.14kg	EXW	7.15	1	01/01/2020
Fresh Fruit	Banana, Conventional	Dominican Republic, SPO / HL	USD/18.14kg	FOB	11.0	1	01/01/2020
Fresh Fruit	Banana, Conventional	Ecuador, SPO / HL	USD/18.14kg	EXW	6.55	1	01/01/2020
Fresh Fruit	Banana, Conventional	Ecuador, SPO / HL	USD/18.14kg	FOB	9.35	1	01/01/2020
Fresh Fruit	Banana, Conventional	Ghana, SPO / HL	EUR/18.14kg	EXW	6.55	0.9	01/01/2020
Fresh Fruit	Banana, Conventional	Ghana, SPO / HL	EUR/18.14kg	FOB	8.85	0.9	01/01/2020
Fresh Fruit	Banana, Conventional	Nicaragua, SPO / HL	USD/18.14kg	EXW	6.85	1	01/01/2020
Fresh Fruit	Banana, Conventional	Nicaragua, SPO / HL	USD/18.14kg	FOB	9.40	1	01/01/2020
Fresh Fruit	Banana, Conventional	Non-ACP countries without country specific prices, SPO / HL	USD/18.14kg	EXW	6.80	1	01/01/2020
Fresh Fruit	Banana, Conventional	Non-ACP countries without country specific prices, SPO / HL	USD/18.14kg	FOB	9.65	1	01/01/2020
Fresh Fruit	Banana, Conventional	Panama, SPO / HL	USD/18.14kg	EXW	6.85	1	01/01/2020
Fresh Fruit	Banana, Conventional	Panama, SPO / HL	USD/18.14kg	FOB	9.90	1	01/01/2020
Fresh Fruit	Banana, Conventional	Windward Islands, SPO / HL	USD/18.14kg	EXW	8.95	1	01/01/2020
Fresh Fruit	Banana, Conventional	Windward Islands, SPO / HL	USD/18.14kg	FOB	12.20	1	01/01/2020
Fresh Fruit	Banana, organic	ACP countries without country specific prices, SPO / HL	USD/18.14kg	EXW	10.30	1	01/01/2020
Fresh Fruit	Banana, organic	ACP countries without country specific prices, SPO / HL	USD/18.14kg	FOB	13.55	1	01/01/2020
Fresh Fruit	Banana, organic	Dominican Republic, SPO / HL	USD/18.14kg	EXW	9.75	1	01/01/2020
Fresh Fruit	Banana, organic	Dominican Republic, SPO / HL	USD/18.14kg	FOB	13.60	1	01/01/2020
Fresh Fruit	Banana, organic	Ecuador, SPO / HL	USD/18.14kg	EXW	9.30	1	01/01/2020
Fresh Fruit	Banana, organic	Ecuador, SPO / HL	USD/18.14kg	FOB	12.20	1	01/01/2020
Fresh Fruit	Banana, organic	Ghana, SPO / HL	EUR/18.14kg	EXW	9.50	0.9	01/01/2020



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Specific Product Standard	Product	Price applies to ¹	Currency / Quantity x unit	Price level ^{2,3}	Fairtrade Minimum Price value	Fairtrade Premium value	Fairtrade Valid from
Fresh Fruit	Banana, organic	Ghana, SPO / HL	EUR/18.14kg	FOB	11.80	0.9	01/01/2020
Fresh Fruit	Banana, organic	Non-ACP countries without country specific prices, SPO / HL	USD/18.14kg	EXW	9.15	1	01/01/2020
Fresh Fruit	Banana, organic	Non-ACP countries without country specific prices, SPO / HL	USD/18.14kg	FOB	12.30	1	01/01/2020
Fresh Fruit	Banana, organic	Peru, SPO / HL	USD/18.14kg	EXW	8.95	1	01/01/2020
Fresh Fruit	Banana, organic	Peru, SPO / HL	USD/18.14kg	FOB	12.35	1	01/01/2020

¹ **ACP:** Angola, Antigua and Barbuda, Belize, Cape Verde, Comoros, Bahamas, Barbados, Benin, Botswana, Burkina Faso, Burundi, Cameroon, Central African Republic, Chad, Congo (Brazzaville), Congo (Kinshasa), Cook Islands, Cte d'Ivoire, Cuba, Djibouti, Dominica, Dominican Republic, Eritrea, Ethiopia, Fiji, Gabon, Gambia, Ghana, Grenada, Republic of Guinea, Guinea-Bissau, Equatorial Guinea, Guyana, Haiti, Jamaica, Kenya, Kiribati, Lesotho, Liberia, Madagascar, Malawi, Mali, Marshall Islands, Mauritania, Mauritius, Micronesia, Mozambique, Namibia, Nauru, Niger, Nigeria, Niue, Palau, Papua New Guinea, Rwanda, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines, Solomon Islands, Samoa, Sao Tome and Principe, Senegal, Seychelles, Sierra Leone, Somalia, South Africa, Sudan, Suriname, Swaziland, Tanzania, Timor Leste, Togo, Tonga, Trinidad and Tobago, Tuvalu, Uganda, Vanuatu, Zambia, Zimbabwe.

²**Ex Works** is defined as the location of the producer where palletisation is executed and bananas are not cleared for export and not loaded in any collecting vehicle. At Ex Works level, prices include labour costs for packing (including palletisation) only to prepare the bananas for loading on the collecting vehicle (truck or container). Ex Works prices do not include any kind of packing material.

³**Free on Board (FOB)** prices include costs for the following packing materials: a) standard carton box, b) one plastic per carton box (banavac or polypack), c) pallet, d) edge corners, e) strips and f) up to 3 labels per banana hand. The costs for these standard packing and palletisation materials are covered by the exporter. However, the service related to packing (labour costs) of above defined standard packing material is included in the Ex Works prices and provided by the producer.

Neither the Ex Works nor the FOB prices include costs for additional or special packing materials such as "clusterbags" or "parafilm" and related service. Costs for those packing materials and any associated labour must be paid on top of the Fairtrade Minimum Prices to producers at Ex Works or FOB level and be defined in the contract. FMP in any case refer to 18.14 kg of ripened fruit. If boxes with different weight are used, FMP and Fairtrade Prices are calculated pro rata.

Note: The Fairtrade Premium is paid in addition to the price, whether it is: a) the market price (which applies if higher than the Fairtrade Minimum Price), b) the negotiated price (negotiated to be higher than the Fairtrade Minimum Price) or c) the Fairtrade Minimum Price.