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

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

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7th October 2021

Subject: Banana price announcement from Fairtrade International Standards & Pricing

Dear partners,

On 6th October 2021, the Standards Committee of Fairtrade International approved the new Fairtrade Minimum Prices for bananas, which will be valid for contracts with producers, delivering at Ex Works or FOB level, from 1st January 2022. The minutes of the Standards Committee meeting will be published on our web page, as soon as they are approved.

Table 1 at the bottom of this letter, presents the Fairtrade Minimum Prices that will be valid from 1st January 2022 (indicated in **bold black text**). Please note that the table also includes the existing Fairtrade Minimum Prices, which are valid from 1st January 2020 to 31st December 2021 (indicated in non-bold gray text).

The Standards Committee decision includes also the following:

- a) To provide as reference values the costs (standard carton box, pallets, plastic/banavac, inland freight and custom fees) taken into account when setting the Fairtrade Minimum Prices. These costs are presented in Annex 1.
- b) To set FOB Fairtrade Minimum Prices linked to main ports and FOB-Ex Works differentials linked to the secondary ports (see annex 2).
- c) To change the currency of the Fairtrade Premium for Cameroon and Ghana from Euro to US dollars. The Fairtrade Premium was set at 1 USD/18.14kg of fresh banana.

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. The Fairtrade Minimum Prices and Premiums are also published in the Database on our website at <http://www.fairtrade.net/price-and-premium-info.html>.

For more information, please contact Jose Paredes at: j.paredes@fairtrade.net.

Best regards,

Gudrun Schloepker



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Table 1. Fairtrade Minimum Prices that will be valid from January 1st 2022 (**in bold black text**) and Existing Fairtrade Minimum Prices (valid from 1st January 2020 to 31st December 2021, in gray text)

Specific Product Standard	Price applies to ¹	Product variety	Currency / Quantity x unit	Price level ^{2,3}	Main Port	Fairtrade Minimum Price value	Fairtrade Premium value	Valid from
Fresh Fruit	ACP countries without country specific prices, SPO / HL	Banana, Conventional	USD/18.14kg	EXW		7.75	1	01/01/2020
Fresh Fruit	ACP countries without country specific prices, SPO / HL	Banana, Conventional	USD/18.14kg	EXW		8.10	1	01/01/2022
Fresh Fruit	ACP countries without country specific prices, SPO / HL	Banana, Conventional	USD/18.14kg	FOB		10.85	1	01/01/2020
Fresh Fruit	ACP countries without country specific prices, SPO / HL	Banana, Conventional	USD/18.14kg	FOB		11.60	1	01/01/2022
Fresh Fruit	ACP countries without country specific prices, SPO / HL	Banana, Organic	USD/18.14kg	EXW		10.30	1	01/01/2020
Fresh Fruit	ACP countries without country specific prices, SPO / HL	Banana, Organic	USD/18.14kg	EXW		10.70	1	01/01/2022
Fresh Fruit	ACP countries without country specific prices, SPO / HL	Banana, Organic	USD/18.14kg	FOB		13.55	1	01/01/2020
Fresh Fruit	ACP countries without country specific prices, SPO / HL	Banana, Organic	USD/18.14kg	FOB		14.35	1	01/01/2022
Fresh Fruit	Non-ACP countries without country specific prices, SPO / HL	Banana, Conventional	USD/18.14kg	EXW		6.80	1	01/01/2020
Fresh Fruit	Non-ACP countries without country specific prices, SPO / HL	Banana, Conventional	USD/18.14kg	EXW		6.95	1	01/01/2022
Fresh Fruit	Non-ACP countries without country specific prices, SPO / HL	Banana, Conventional	USD/18.14kg	FOB		9.65	1	01/01/2020
Fresh Fruit	Non-ACP countries without country specific prices, SPO / HL	Banana, Conventional	USD/18.14kg	FOB		10.20	1	01/01/2022
Fresh Fruit	Non-ACP countries without country specific prices, SPO / HL	Banana, Organic	USD/18.14kg	EXW		9.15	1	01/01/2020
Fresh Fruit	Non-ACP countries without country specific prices, SPO / HL	Banana, Organic	USD/18.14kg	EXW		9.20	1	01/01/2022



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Specific Product Standard	Price applies to ¹	Product variety	Currency / Quantity x unit	Price level ^{2,3}	Main Port	Fairtrade Minimum Price value	Fairtrade Premium value	Valid from
Fresh Fruit	Non-ACP countries without country specific prices, SPO / HL	Banana, Organic	USD/18.14kg	FOB		12.30	1	01/01/2020
Fresh Fruit	Non-ACP countries without country specific prices, SPO / HL	Banana, Organic	USD/18.14kg	FOB		12.85	1	01/01/2022
Fresh Fruit	Cameroon, SPO / HL	Banana, Conventional	EUR/18.14kg	EXW		6.45	0.9	01/01/2020
Fresh Fruit	Cameroon, SPO / HL	Banana, Conventional		EXW		6.80 EUR/18.14kg	1 USD/18.14kg	01/01/2022
Fresh Fruit	Cameroon, SPO / HL	Banana, Conventional	EUR/18.14kg	FOB		8.75	0.9	01/01/2020
Fresh Fruit	Cameroon, SPO / HL	Banana, Conventional		FOB	Douala	9.30 EUR/18.14kg	1 USD/18.14kg	01/01/2022
Fresh Fruit	Colombia, SPO / HL	Banana, Conventional	USD/18.14kg	EXW		7.20	1	01/01/2020
Fresh Fruit	Colombia, SPO / HL	Banana, Conventional	USD/18.14kg	EXW		7.30	1	01/01/2022
Fresh Fruit	Colombia, SPO / HL	Banana, Conventional	USD/18.14kg	FOB		9.80	1	01/01/2020
Fresh Fruit	Colombia, SPO / HL	Banana, Conventional	USD/18.14kg	FOB	Sta.Marta/Turbo	10.20	1	01/01/2022
Fresh Fruit	Dominican Republic, SPO / HL	Banana, Conventional	USD/18.14kg	EXW		7.15	1	01/01/2020
Fresh Fruit	Dominican Republic, SPO / HL	Banana, Conventional	USD/18.14kg	EXW		7.30	1	01/01/2022
Fresh Fruit	Dominican Republic, SPO / HL	Banana, Conventional	USD/18.14kg	FOB		11.00	1	01/01/2020
Fresh Fruit	Dominican Republic, SPO / HL	Banana, Conventional	USD/18.14kg	FOB	Manzanillo	11.70	1	01/01/2022
Fresh Fruit	Dominican Republic, SPO / HL	Banana, Organic	USD/18.14kg	EXW		9.75	1	01/01/2020
Fresh Fruit	Dominican Republic, SPO / HL	Banana, Organic	USD/18.14kg	EXW		9.80	1	01/01/2022
Fresh Fruit	Dominican Republic, SPO / HL	Banana, Organic	USD/18.14kg	FOB		13.60	1	01/01/2020
Fresh Fruit	Dominican Republic, SPO / HL	Banana, Organic	USD/18.14kg	FOB	Manzanillo	14.20	1	01/01/2022
Fresh Fruit	Ecuador, SPO / HL	Banana, Conventional	USD/18.14kg	EXW		6.55	1	01/01/2020
Fresh Fruit	Ecuador, SPO / HL	Banana, Conventional	USD/18.14kg	EXW		6.65	1	01/01/2022
Fresh Fruit	Ecuador, SPO / HL	Banana, Conventional	USD/18.14kg	FOB		9.35	1	01/01/2020
Fresh Fruit	Ecuador, SPO / HL	Banana, Conventional	USD/18.14kg	FOB	Bolivar	10.05	1	01/01/2022
Fresh Fruit	Ecuador, SPO / HL	Banana, Organic	USD/18.14kg	EXW		9.30	1	01/01/2020
Fresh Fruit	Ecuador, SPO / HL	Banana, Organic	USD/18.14kg	EXW		9.35	1	01/01/2022
Fresh Fruit	Ecuador, SPO / HL	Banana, Organic	USD/18.14kg	FOB		12.20	1	01/01/2020
Fresh Fruit	Ecuador, SPO / HL	Banana, Organic	USD/18.14kg	FOB	Bolivar	12.85	1	01/01/2022
Fresh Fruit	Ghana, SPO / HL	Banana, Conventional	EUR/18.14kg	EXW		6.55	0.9	01/01/2020
Fresh Fruit	Ghana, SPO / HL	Banana, Conventional		EXW		6.90 EUR/18.14kg	1 USD/18.14kg	01/01/2022
Fresh Fruit	Ghana, SPO / HL	Banana, Conventional	EUR/18.14kg	FOB		8.85	0.9	01/01/2020



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Specific Product Standard	Price applies to ¹	Product variety	Currency / Quantity x unit	Price level ^{2,3}	Main Port	Fairtrade Minimum Price value	Fairtrade Premium value	Valid from
		Conventional						
Fresh Fruit	Ghana, SPO / HL	Banana, Conventional		FOB	Tema	9.35 EUR/18.14kg	1 USD/18.14kg	01/01/2022
Fresh Fruit	Ghana, SPO / HL	Banana, Organic	EUR/18.14kg	EXW		9.50	0.9	01/01/2020
Fresh Fruit	Ghana, SPO / HL	Banana, Organic		EXW		9.80 EUR/18.14kg	1 USD/18.14kg	01/01/2022
Fresh Fruit	Ghana, SPO / HL	Banana, Organic	EUR/18.14kg	FOB		11.80	0.9	01/01/2020
Fresh Fruit	Ghana, SPO / HL	Banana, Organic		FOB	Tema	12.25 EUR/18.14kg	1 USD/18.14kg	01/01/2022
Fresh Fruit	Nicaragua, SPO / HL	Banana, Conventional	USD/18.14kg	EXW		6.85	1	01/01/2020
Fresh Fruit	Nicaragua, SPO / HL	Banana, Conventional	USD/18.14kg	EXW		6.85	1	01/01/2022
Fresh Fruit	Nicaragua, SPO / HL	Banana, Conventional	USD/18.14kg	FOB		9.40	1	01/01/2020
Fresh Fruit	Nicaragua, SPO / HL	Banana, Conventional	USD/18.14kg	FOB	Corinto	9.90	1	01/01/2022
Fresh Fruit	Panama, SPO / HL	Banana, Conventional	USD/18.14kg	EXW		6.85	1	01/01/2020
Fresh Fruit	Panama, SPO / HL	Banana, Conventional	USD/18.14kg	EXW		7.00	1	01/01/2022
Fresh Fruit	Panama, SPO / HL	Banana, Conventional	USD/18.14kg	FOB		9.90	1	01/01/2020
Fresh Fruit	Panama, SPO / HL	Banana, Conventional	USD/18.14kg	FOB	Moin (CR)	10.70	1	01/01/2022
Fresh Fruit	Peru, SPO / HL	Banana, Organic	USD/18.14kg	EXW		8.95	1	01/01/2020
Fresh Fruit	Peru, SPO / HL	Banana, Organic	USD/18.14kg	EXW		9.05	1	01/01/2022
Fresh Fruit	Peru, SPO / HL	Banana, Organic	USD/18.14kg	FOB		12.35	1	01/01/2020
Fresh Fruit	Peru, SPO / HL	Banana, Organic	USD/18.14kg	FOB	Paita	12.85	1	01/01/2022
Fresh Fruit	Saint Lucia, SPO / HL	Banana, Conventional	USD/18.14kg	EXW		8.95	1	01/01/2020
Fresh Fruit	Saint Lucia, SPO / HL	Banana, Conventional	USD/18.14kg	EXW		9.00	1	01/01/2022
Fresh Fruit	Saint Lucia, SPO / HL	Banana, Conventional	USD/18.14kg	FOB		12.20	1	01/01/2020
Fresh Fruit	Saint Lucia, SPO / HL	Banana, Conventional	USD/18.14kg	FOB	Castries	12.75	1	01/01/2022

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.



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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.

Annex 1. Prices of carton box, pallets, banavac, inland freight and custom fees, updated to September 2021

Country	Measure unit	Standard carton box 18.14kg	Pallet	Banavac	Main port	inland freight	Custom fees	Secondary port	inland freight	Custom fees
Cameroon	EUR/box	1.73	0.1800		Douala	0.2400	0.3300			
Colombia	USD/box	1.53	0.2400	0.1614	Sta.Marta/Turbo	0.1800	0.4000	Barranquilla	0.3000	0.4000
DomRep	USD/box	2.05	0.4425	0.1263	Manzanillo	0.2800	0.8000	Caucedo	0.4700	0.6800
Ecuador	USD/box	1.90	0.1666	0.1477	Bolivar	0.2200	0.2700	Guayaquil	0.5700	0.3500
Ghana	EUR/box	1.74	0.1950		Tema	0.1650	0.4200			
Nicaragua	USD/box	1.80	0.2247	0.1500	Corinto	0.3500	0.1700	Cortés (HN)	0.8000	0.1700
Panama	USD/box	2.13	0.2398	0.2300	Moin (CR)	0.6000	0.1900	Colón (PA)	1.7000	0.2000
Peru	USD/box	1.88	0.2778	0.2350	Paita	0.3200	1.3400			
St.Lucia	USD/box	2.22	0.2037	0.2434	Castries	0.2100	0.3600			

The values from the table above do not refer to any specific producer or supply chain. They are representative of the country. The values have been calculated based on public available information in specialized banana publications and from Fairtrade own research and interview with Producers.

Annex 2. FOB-EXW differential for secondary ports, updated to September 2021

Country	Banana	Secondary port, in USD/box		
		Name	FOB-EXW differential	FOB FMP
DomRep	Organic	Caucedo	4.45	14.25
Ecuador	Organic	Guayaquil	3.95	13.30
DomRep	Conventional	Caucedo	4.45	11.75
Colombia	Conventional	Barranquilla	3.00	10.30
Ecuador	Conventional	Guayaquil	3.85	10.50
Nicaragua	Conventional	Cortés (HN)	3.50	10.35
Panama	Conventional	Colón (PA)	4.80	11.80