



FAIRTRADE
INTERNATIONAL

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

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Cocoa Price Differential announcement from Fairtrade International - March 2026

Dear Partners,

The Fairtrade Standard for Cocoa requires traders to pay a price differential for Fairtrade cocoa beans if the reference price in Côte d'Ivoire or in Ghana falls below the Fairtrade Minimum Price (FMP) at FOB. The Fairtrade Premium (221 EUR/MT for Côte d'Ivoire and 240 USD/MT for Ghana) has to be paid in addition to the FMP differential.

For deliveries between 04 March and 31 August 2026, the reference price for Côte d'Ivoire ('valeur FOB garanti') is 1,868,535 XOF/MT, which is equal to 2,840.17 EUR/MT (using the pegged exchange rate, current rate 1 EUR = 655.957 XOF). Considering the FMP of 2,206 EUR/MT, no Fairtrade FMP differential needs to be paid.

This year, the regulatory board of Côte d'Ivoire (Le Conseil du Café-Cacao) changed the start of the mid-crop season and announced new cocoa prices at the beginning of March already (lasting until August). Aligned with that, Fairtrade now publishes the Fairtrade differential at the same time as the announcement by the Conseil du Café-Cacao. The next Fairtrade differential announcement is currently planned for the beginning of September in alignment with the new price announcement of the Conseil du Café-Cacao.

The national regulation in Ivory Coast requires contracts with producers and buying centres to include details of the sustainability premium paid, such as the amount stated in local currency (XOF). For complete clarity, contract parties are instructed to use the same exchange rate (1 EUR = 655.957 XOF) as detailed above to calculate the FMP differential payment to producers in XOF, when a FMP differential is payable. It is also recommended to use the same exchange rate to calculate the Fairtrade Premium payment to producers in XOF.

No FOB reference value is published for Ghana. Whether or not a FMP differential needs to be paid thus needs to be defined individually, i.e. per contract.

Please note the announcement: As of October 2021, to comply with Cocoa standard requirement 4.3.3, Ivorian and Ghanaian organizations transfer any FMP differential payments to their members within 30 days of receipt by the organization.

For more information, please contact Standards & Pricing at standards-pricing@fairtrade.net

Best regards,

Andreas Kratz