

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

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Cocoa Price announcement from Fairtrade International - December 2025

Dear Partners,

The Standards Committee (SC) during the meeting that took place on the 24th of November 2025 approved a new Fairtrade Minimum Price for Cocoa for regulated markets at 3,500 USD/MT (Ghana) and 3,200 EUR/MT (Côte d'Ivoire). Further, the SC decided on a new Fairtrade Premium of 275 USD/MT (250 EUR/MT¹ for Côte d'Ivoire²) and Organic Differential of 450 USD/MT (410 EUR/MT for Côte d'Ivoire) for cocoa beans from all countries. Additionally, a new requirement for Premium allocation for regulated countries will be added to the Cocoa Standard (see also below). For details on the decisions please refer to the minutes of the Standards Committee meeting, that will be published on our website [here](#) around mid-January, once approved by the SC. Please note that the new Fairtrade Minimum Price for non-regulated countries (world-wide excluding Ghana and Côte d'Ivoire) of 3,500 USD/MT was already approved on the 28th of March this year and is applicable since the 1st of October 2025.

Changes for regulated countries (Côte d'Ivoire and Ghana)

For the regulated countries Côte d'Ivoire and Ghana, the new Fairtrade Minimum Price for conventional cocoa beans, the new Premium and Premium Allocation rules and the Organic Differential become mandatory for deliveries from Small Producer Organisations (SPOs) as of 1st of October 2026. See Table 1 below for details.

Changes in the Cocoa standard on Premium allocation for regulated countries (Côte d'Ivoire and Ghana) will be announced in January 2026 and become valid with the new prices from the 1st of October 2026. The changes to the Premium allocation include new and fixed percentages of the Fairtrade Premium for cash payouts to cooperative members of 40%, as well as 10% each for Premium investments into the producer organization, in farm services for members and in communities will be introduced.

Changes for non-regulated countries (worldwide except Ghana, Côte d'Ivoire)

For non-regulated countries (worldwide except Ghana, Côte d'Ivoire), the new Fairtrade Premium and Organic Differential are to be paid on SPO und export contracts signed as of the 11th of June 2026. For contracts signed before the 11th of June 2026 in non-regulated countries, cocoa deliveries at SPO level can still be made until

¹ To calculate the equivalent prices in Euro for Côte d'Ivoire, an average yearly exchange rate from August 2024 until July 2025 from the European Central Bank was used.

² As the local currency in Côte d'Ivoire is pegged to the Euro, we also define prices for Côte d'Ivoire in Euro since 2023 to minimize impact from exchange rate fluctuations, better align with trading realities and ensure more price stability for producers. This means that traders need to pay the prices in EUR or USD as published by Fairtrade International when buying cocoa from cooperatives in origin countries.

the 30th of September 2026 with the current Premium and Organic Differential values. Then, the new Premium and Organic Differential apply to deliveries from all SPO und export contracts.

Semi-processed product prices

Following the new Fairtrade Minimum Price, Fairtrade Premium and Organic Differential for cocoa beans from all regions, the prices for semi-processed products purchased directly from Fairtrade certified small producer organisations (SPOs) have also been adjusted. Below you will find Table 2 with an overview of the new prices for beans, liquor, butter and powder accordingly.

The comprehensive list of all Fairtrade Prices are also available in our Pricing Table on our website under: <http://www.fairtrade.net/price-and-premium-info.html>.

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

Best regards,

Andreas Kratz

Table 1: Current and new Fairtrade prices for Cocoa beans:

Form/ Region	Unit	Price level	Fairtrade Minimum Price	Fairtrade Premium	Organic Differential	Validity
Beans						
World (excl. Côte d'Ivoire & Ghana)	USD/MT	FOB	3500	240	300	Current until 11/06/2026
Ghana	USD/MT	FOB	2400	240	300	Current until 01/10/2026
Côte d'Ivoire	EUR/MT	FOB	2206	221	276	Current until 01/10/2026
World (excl. Côte d'Ivoire & Ghana)	USD/MT	FOB	3500	275	450	From 11/06/2026
Ghana	USD/MT	FOB	3500	275	450	From 01/10/2026
Côte d'Ivoire	EUR/MT	FOB	3200	250	410	From 01/10/2026

Table 2: Current and new Fairtrade prices for Semi-processed Cocoa products, only applicable when purchased directly from Fairtrade certified small producer organisations (SPOs):

Form/ Region	Unit	Price level	Fairtrade Minimum Price	Fairtrade Premium	Organic Differential	Validity
Liquor						
World (excl. Côte d'Ivoire & Ghana)	USD/MT	EXW	4063	300	375	Current until 11/06/2026
Ghana	USD/MT	EXW	2688	300	375	Current until 01/10/2026
Côte d'Ivoire	EUR/MT	EXW	2470	276	345	Current until 01/10/2026
World (excl. Côte d'Ivoire & Ghana)	USD/MT	EXW	4063	344	563	From 11/06/2026
Ghana	USD/MT	EXW	4063	344	563	From 01/10/2026
Côte d'Ivoire	EUR/MT	EXW	3708	314	513	From 01/10/2026
Butter						
World (excl. Côte d'Ivoire & Ghana)	USD/MT	EXW	Market price	479	375	Current until 11/06/2026
Ghana	USD/MT	EXW	Market price	479	375	Current until 01/10/2026
Côte d'Ivoire	EUR/MT	EXW	Market price	440	345	Current until 01/10/2026
World (excl. Côte d'Ivoire & Ghana)	USD/MT	EXW	Market price	549	563	From 11/06/2026
Ghana	USD/MT	EXW	Market price	549	563	From 01/10/2026
Côte d'Ivoire	EUR/MT	EXW	Market price	501	513	From 01/10/2026
Powder						
World (excl. Côte d'Ivoire & Ghana)	USD/MT	EXW	Market price	425	375	Current until 11/06/2026
Ghana	USD/MT	EXW	Market price	425	375	Current until 01/10/2026
Côte d'Ivoire	EUR/MT	EXW	Market price	391	345	Current until 01/10/2026

World (excl. Côte d'Ivoire & Ghana)	USD/MT	EXW	Market price	486	563	From 11/06/2026
Ghana	USD/MT	EXW	Market price	486	563	From 01/10/2026
Côte d'Ivoire	EUR/MT	EXW	Market price	444	513	From 01/10/2026