



**FAIRTRADE**  
INTERNATIONAL

To: Banana producers and traders  
Producer Networks  
National Fairtrade Organizations

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

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**Subject: Banana price announcement from Fairtrade International Standards & Pricing**

Dear partners,

On 18 and 20 September 2024, the Standards Committee of Fairtrade International approved the new Fairtrade Minimum Prices for bananas, which will be valid for contracts with producers from the 1<sup>st</sup> of January 2025. 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 the 1<sup>st</sup> of January 2025 (indicated in **bold black text**). Please note that the table also includes the existing Fairtrade Minimum Prices, which are valid until the 31<sup>st</sup> of December 2024 (indicated in *gray text*).

The Standards Committee decision includes FOB Fairtrade Minimum Prices for different loading ports for some banana producing countries.

To support banana stakeholders working with the Fairtrade Minimum Prices approved by the Standards Committee, Fairtrade International publishes the following tools and tables:

- a) a prorate tool together with the [explanatory document](#) on how to use the tool, to calculate the Fairtrade Minimum Price for bananas with a different weight than the 18,14kg. You can access to the prorate tool for special carton boxes by clicking [here](#) and for IFCO crates by clicking [here](#). You can also find the [explanatory document](#) on how to use the prorate tool.
- b) a list of reference costs, updated to August 2024, for the key eight inputs and services of the banana production, three out of eight at Ex Works level (basic wages, fertilizer, fuel) and five out of eight at the FOB-Ex Works differential (standard carton box for 18.14 kg of fresh fruit, Banavac, pallets, inland freight and port charges). These costs are taken as initial reference when setting the Fairtrade Minimum Prices. The costs of these eight inputs and services are available on our website [here](#).

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 to Jose Paredes at: [j.paredes@fairtrade.net](mailto:j.paredes@fairtrade.net).

Best regards,

Ricardo Guimaraes

Table 1. Fairtrade Minimum Prices that will be valid from January 1<sup>st</sup> 2025 (**in bold black text**) and existing Fairtrade Minimum Prices (valid until 31<sup>st</sup> December 2024, in gray text)

Specific Product Standard	Price applies to (1)			Currency / Quantity x unit	Price level (2,3)	Loading Port	Fairtrade Minimum Price value	Fairtrade Premium value	Valid from
	Country/Region	Producer set-up	Product, Variety						
Fresh Fruit	ACP countries without country-specific prices	SPO, HL	Banana, Conventional	USD/18.14kg	EXW		<b>8.45</b>	<b>1.00</b>	<b>01/01/2025</b>
					EXW		8.10	1.00	01/01/2024
					FOB		<b>11.90</b>	<b>1.00</b>	<b>01/01/2025</b>
					FOB		11.85	1.00	01/01/2024
Fresh Fruit	ACP countries without country-specific prices	SPO, HL	Banana, Organic	USD/18.14kg	EXW		<b>11.20</b>	<b>1.00</b>	<b>01/01/2025</b>
					EXW		10.80	1.00	01/01/2024
					FOB		<b>14.95</b>	<b>1.00</b>	<b>01/01/2025</b>
					FOB		14.75	1.00	01/01/2024
Fresh Fruit	Non-ACP countries without country-specific prices	SPO, HL	Banana, Conventional	USD/18.14kg	EXW		<b>7.65</b>	<b>1.00</b>	<b>01/01/2025</b>
					EXW		7.50	1.00	01/01/2024
					FOB		<b>11.20</b>	<b>1.00</b>	<b>01/01/2025</b>
					FOB		11.05	1.00	01/01/2024
Fresh Fruit	Non-ACP countries without country-specific prices	SPO, HL	Banana, Organic	USD/18.14kg	EXW		<b>10.10</b>	<b>1.00</b>	<b>01/01/2025</b>
					EXW		9.90	1.00	01/01/2024
					FOB		<b>13.90</b>	<b>1.00</b>	<b>01/01/2025</b>
					FOB		13.75	1.00	01/01/2024
Fresh Fruit	Cameroon	SPO, HL	Banana, Conventional	FMP in EUR/18.14kg; FPremium in USD/18.14kg;	EXW		<b>7.75</b> EUR/18.14kg	<b>1</b> USD/18.14kg	<b>01/01/2025</b>
					EXW		7.30 EUR/18.14kg	1 USD/18.14kg	01/01/2024
					FOB	Douala	<b>10.50</b> EUR/18.14kg	<b>1</b> USD/18.14kg	<b>01/01/2025</b>
					FOB	Douala	10.20 EUR/18.14kg	1 USD/18.14kg	01/01/2024
Fresh Fruit	Colombia	SPO, HL	Banana, Conventional	USD/18.14kg	EXW		<b>8.25</b>	<b>1.00</b>	<b>01/01/2025</b>
					EXW		8.00	1.00	01/01/2024
					FOB	Turbo/Sta.Marta	<b>11.55</b>	<b>1.00</b>	<b>01/01/2025</b>
					FOB	Turbo/Sta.Marta	11.40	1.00	01/01/2024
Fresh Fruit	Colombia	SPO, HL	Banana, Organic	USD/18.14kg	EXW		<b>10.50</b>	<b>1.00</b>	<b>01/01/2025</b>
					EXW		10.25	1.00	01/01/2024
					FOB	Sta.Marta	<b>13.90</b>	<b>1.00</b>	<b>01/01/2025</b>
					FOB		13.75	1.00	01/01/2024
Fresh Fruit	Dominican Republic	SPO, HL	Banana, Conventional	USD/18.14kg	EXW		<b>8.15</b>	<b>1.00</b>	<b>01/01/2025</b>
					EXW		7.85	1.00	01/01/2024
					FOB	Manzanillo	<b>12.60</b>	<b>1.00</b>	<b>01/01/2025</b>
					FOB	Manzanillo	12.45	1.00	01/01/2024
					FOB	Caucedo	<b>12.55</b>	<b>1.00</b>	<b>01/01/2025</b>
					FOB	Caucedo	12.42	1.00	01/01/2024

Specific Product Standard		Price applies to (1)		Currency / Quantity x unit	Price level (2,3)	Loading Port	Fairtrade Minimum Price value	Fairtrade Premium value	Valid from
Fresh Fruit	Dominican Republic	SPO, HL	Banana, Organic	USD/18.14kg	EXW		10.60	1.00	01/01/2025
					EXW		10.30	1.00	01/01/2024
					FOB	Manzanillo	15.05	1.00	01/01/2025
					FOB	Manzanillo	14.90	1.00	01/01/2024
					FOB	Caucedo	15.00	1.00	01/01/2025
					FOB	Caucedo	14.87	1.00	01/01/2024
Fresh Fruit	Ecuador	SPO, HL	Banana, Conventional	USD/18.14kg	EXW		7.25	1.00	01/01/2025
					EXW		7.10	1.00	01/01/2024
					FOB	Bolivar	11.05	1.00	01/01/2025
					FOB	Bolivar	10.90	1.00	01/01/2024
					FOB	Guayaquil (arriving to port from Machala)	11.37	1.00	01/01/2025
					FOB	Guayaquil (arriving to port from Machala)	11.27	1.00	01/01/2024
					FOB	Posorja/Guyaquil (arriving to port from Santa Elena)	11.13	1.00	01/01/2025
FOB	Posorja/Guyaquil (arriving to port from Santa Elena)	11.03	1.00	01/01/2024					
Fresh Fruit	Ecuador	SPO, HL	Banana, Organic	USD/18.14kg	EXW		9.95	1.00	01/01/2025
					EXW		9.75	1.00	01/01/2024
					FOB	Bolivar	13.85	1.00	01/01/2025
					FOB	Bolivar	13.70	1.00	01/01/2024
					FOB	Guayaquil (arriving to port from Machala)	14.17	1.00	01/01/2025
					FOB	Guayaquil (arriving to port from Machala)	14.02	1.00	01/01/2024
					FOB	Posorja/Guyaquil (arriving to port from Santa Elena)	13.93	1.00	01/01/2025
FOB	Posorja/Guyaquil (arriving to port from Santa Elena)	13.78	1.00	01/01/2024					
Fresh Fruit	Ghana	SPO, HL	Banana, Conventional	FMP in EUR/18.14kg; FPremium in USD/18.14kg;	EXW		8.10 EUR/18.14kg	1 USD/18.14kg	01/01/2025
					EXW		7.45 EUR/18.14kg	1 USD/18.14kg	01/01/2024
					FOB	Tema	10.90 EUR/18.14kg	1 USD/18.14kg	01/01/2025
					FOB	Tema	10.40 EUR/18.14kg	1 USD/18.14kg	01/01/2024
Fresh Fruit	Ghana	SPO, HL	Banana, Organic	FMP in EUR/18.14kg;	EXW		10.90 EUR/18.14kg	1 USD/18.14kg	01/01/2025

Specific Product Standard	Price applies to (1)			Currency / Quantity x unit	Price level (2,3)	Loading Port	Fairtrade Minimum Price value	Fairtrade Premium value	Valid from
				FPremium in USD/18.14kg;	EXW		10.10 EUR/18.14kg	1 USD/18.14kg	01/01/2024
			FOB		Tema	13.70 EUR/18.14kg	1 USD/18.14kg	01/01/2025	
			FOB		Tema	13.05 EUR/18.14kg	1 USD/18.14kg	01/01/2024	
Fresh Fruit	Nicaragua	SPO, HL	Banana, Conventional	USD/18.14kg	EXW		7.25	1.00	01/01/2025
					EXW		7.15	1.00	01/01/2024
					FOB	Corinto	10.85	1.00	01/01/2025
					FOB	Corinto	10.85	1.00	01/01/2024
					FOB	Moin (CR)/ Cortez (Honduras)	12.22	1.00	01/01/2025
					FOB	Moin (CR)/ Cortez (Honduras)	11.74	1.00	01/01/2024
Fresh Fruit	Panama	SPO, HL	Banana, Conventional	USD/18.14kg	EXW		7.90	1.00	01/01/2025
					EXW		7.75	1.00	01/01/2024
					FOB	Moin (CR)	11.40	1.00	01/01/2025
					FOB	Moin (CR)	11.00	1.00	01/01/2024
Fresh Fruit	Peru	SPO, HL	Banana, Organic	USD/18.14kg	EXW		9.80	1.00	01/01/2025
					EXW		9.70	1.00	01/01/2024
					FOB	Paita	13.95	1.00	01/01/2025
					FOB	Paita	13.80	1.00	01/01/2024

<sup>1</sup> **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.

<sup>2</sup>**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.

<sup>3</sup>**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 "cluster bags" 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.