

DRAFT Project Assignment Banana Price Review 2026

This project assignment contains the most important information about the project. For additional information on the project, please contact the Project Manager (contact details below). The project will be carried out according to the Standard Operating Procedures for the Development of Fairtrade Standards/Minimum Prices and Premiums. More information on these procedures can be found on our [website](#).

Rationale for and justification of need for the project:

The Fairtrade Minimum Prices for banana are annually revised since 2009 as part of Fairtrade offer for banana. In 2026, the Fairtrade Minimum Prices will be revised again based on data collected on costs of banana production of HLs and SPOs and Consultation of stakeholders in all regions with Banana Fairtrade certified producers, traders and licensees.

Risk assessment:

- Due to the crisis in the Middle East, banana supply chains are expected to face price and costs increases. Prices may fluctuate throughout the year, which could require last-minute updates to input and service costs. This could delay the announcement of the SC decision on the banana price proposal for 2027.

Mitigation plan: As a second round of cost data collection is not feasible, collaboration with banana technical roundtables will be essential to keep cost rates up to date.

- Banana offers and services may require extra support and resources from PU and PNs. The Banana Price Review and Banana services compete for the same resources, expertise, and priority.

Mitigation plan: Develop a capacity-building plan in FI (within and beyond PU) and in relevant PNs by training additional staff to handle requests outside the regular Banana Price Review scope. Develop a plan with task priorities.

Project Start Event:

Project Assignment kick off meeting

Project Start Date:

December 2025

Project End Event:

Price Announcement with prices valid for 2027 for Fairtrade banana.

Project End Date:

October 2026

Project Goal and Objectives

Goal:

Update the Fairtrade Minimum Prices for banana based on data collection of costs of production in all regions with Banana Fairtrade certified producers and run a broad consultation with all Banana stakeholders.

Objectives:

- Collect and review cost of production data from certified Fairtrade producers, identify inconsistencies, and calculate country-level production costs.
- Define the price proposal for consultation together with the banana project team, starting from the cost of production
- Consult all banana stakeholders, gather their feedback, and revise the price proposal accordingly.
- Develop with the Project Team the FMP values that will be recommended to the Standards Committee decision
- Define the cost of the eight key inputs and services of the banana production
- Update the prorate tool for Fairtrade Minimum Prices and Fairtrade Premium for banana

NEW: Connection with Theory of Change (ToC):

This project relates to the first goal of Fairtrade International, which is to make Trade Fair, and that is by providing the tools to enable Fairtrade Minimum Price and Premium payment compliance. This is specifically, the intervention related to standards & certification for supply chain business.

Project scope:

- Product: Fresh Banana (Cavendish); Quality: conventional and organic
- Price levels: Ex works (EXW), FOB-EXW differential (ports), FOB (ports), eight costs of main inputs and services
- Producer set-up: SPO and HL
- Geographical scope: cover all origins with Fairtrade certified banana HLOs and SPOs.

Out of scope:

- LWD/LWRP/FLWD/FLWRP and LIRP/LID calculations and consultation with stakeholders. They will be addressed in a separated project during this year.
- Calculation of bespoke services on LW/LI
- Incorporate external costs of banana production in the price proposal for consultation or in the recommended price proposal to the SC
- Set or review the Fairtrade Premium
- Set or review Fairtrade Minimum Prices for domestic sales of banana or any other banana cultivar than Cavendish, such as baby banana, plantain.
- Compare production costs of banana between Fairtrade and non-Fairtrade banana
- Human Rights and Environmental Due Diligence costs are not collected, not considered in the calculation of the cost of production
- Revise calculations for prorating FMP to IFCO box and/or to special cardboard box

<p>Project timelines and information on opportunities to contribute:</p> <ul style="list-style-type: none"> • JAN-APR: Project Assignment approval and publication • 17.MAR-01.JUN: Cost of production data Collection and labour legislation • JUN: Analysis and preparation of price proposal for consultation • 15.JUN to 13.JUL: Consultation period • AUG-SEP: Analysis, preparation of price Proposals for SC decision • SEPT: SC decision • OCT: Price Announcement • 01.JAN.2026: Start validity of announced Fairtrade Minimum Prices <p>* More information will be provided closer to the consultation period on our Website. If you are identified as key stakeholders, you will receive an invitation to participate.</p>	<p>Decision making process:</p> <p>The Standards Committee will decide on the recommended price proposal for Fairtrade banana.</p>
<p>Project Owner (Unit):</p> <p>Ricardo Guimaraes, Head of Pricing</p>	<p>Project Manager (contact point for the project):</p> <p>Project Manager, José Paredes, Senior Project Manager Pricing j.paredes@fairtrade.net</p>
<p>Project team:</p> <ul style="list-style-type: none"> - Silvia Campos (Fairtrade International) - Anneke Theunissen (CLAC) - Cyrielle Digout (MHFR) - Anna Pierides (FTF) - Corina Nienhaus (FTDE) - Dr. Kouassi Konan (FTA) - José Paredes (Project manager) 	<p>Project Environment (Stakeholder groups not part of the project team):</p> <ul style="list-style-type: none"> - CLAC - Fairtrade Africa - NFOs - Exporters - Importers - Retailers - National banana chambers - Banana industry