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| **Consultation document for Fairtrade Stakeholders:****Review of Fairtrade Mango Minimum Prices and Premiums** |
| Consultation Period | 17.06.2019 – 17.07.2019  |
| Project Manager Contact Details | Ester Freixa Serra, Pricing Project Manager, e.freixa-serra@fairtrade.netTelephone No. +49 (0) 228 2493 242 |

# Introduction

Fairtrade Minimum Prices (FMP) and Premiums (FP) for mango are currently being reviewed by Fairtrade International’s Pricing team. The purpose of this document is to obtain stakeholders’ view and opinions about the proposals on FMP and FP for mango. These proposals are not definitive. Your feedback is important to help us develop the final recommendations, while considering the interest of all stakeholders. In September 2019, the Standards Committee (SC) of Fairtrade International will review the recommendations and decide on the changes to be implemented.

PART 1 of this document provides a short overview of the project. PART 2 presents the proposals for new FMP and FP for mango and requests stakeholders’ opinions for each of the proposals presented.

Your **contribution is crucial** and this questionnaire is the best way to communicate your individual response and helps us to better understand the common issues and challenges. Please include a rationale or analysis with your answer, so we can understand better your arguments. From our side, we will check each individual response and comment.

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## Acronyms and definitions

CP **Contract Production** organization

COSP: **Cost of Sustainable Production** are the costs related to sustainably produce a product in a social, economic and environmental way in conformity with Fairtrade Standards.

EXW **Ex Works** means that delivery takes place when the seller places the goods at the disposal of the buyer at the premises of the seller or another named place (works, factory, warehouse, etc.) not cleared for export and not loaded on any collecting vehicle

FI Fairtrade International

FMP: **Fairtrade Minimum Price** is the lowest possible price that may be paid by buyers to producers for a product to become certified against the Fairtrade standards.

FP: **Fairtrade Premium** is an amount paid to producers in addition to the payment for their products. The Fairtrade Premium is intended for investment in the producers’ business and community (for a small farmers’ organization or contract production set-up) or for the socioeconomic development of the workers and their community (for a hired labour situation).

FOB **Free on Board** means that the seller delivers when the goods pass the ship’s rail at the named port of shipment. From that point forward, the buyer has to bear all costs and risks of loss or damage to the goods. Under FOB terms, the seller is required to clear the goods for export.

HL **Hired Labour** Organization

NAPP: Fairtrade **Network of Asia & Pacific Producers**

NFO: **National Fairtrade Organization**, Fairtrade country organizations in the consumer markets

PN: **Producer networks**, regional Fairtrade organizations in the producer markets

PO: **Producer Organization**

SPO: **Small- scale Producer Organization**

# PART 1 Project overview

The Mango Price Review is **FULL** and **GLOBAL**, meaning that it includes all regions and all products for mango. The project aims at reviewing all FMP and FP set for mango but also to bring possible improvements and simplifications to the pricing model and structure. This goes hand in hand with the collection of **reliable** information on Costs of Sustainable Production from certified PO for mango.

Please see below an outline of the progress to date, next steps and contact information for this project. If you want to receive more information about the rationale, justification, context and other details of the project, please read the project assignment framework, available online ([link](https://www.fairtrade.net/fileadmin/user_upload/content/2009/standards/documents/2018-09-13_Mango_Price_Review_PA_final.pdf)).

### Progress to date

|  |  |  |
| --- | --- | --- |
|  | **Timeline** | **Activity** |
| **2018** | **August** | * 15th - first call/meeting with the project team
* 20th - PA draft published in FI web page
 |
| **September** | * 6th - Final PA published in FI web page
* 6th - 28th - First proposal of classification and COSP tool to be shared with project team
 |
| **October** | * 1st - 26th – Definition of classification (geographically and product based) and COSP
 |
| **November - December** | * COSP collection (including training on the use of the tools, and support provided by staff from the PNs)
 |
| **2019** | **January - February** | * Extension of COSP collection period
* COSP reported back to Pricing
 |
| **February - March** | * COSP data analysis, cleaning
 |
| **April** | * COSP results validation
 |
| **May** | * Proposals on new FMP and FP for consultation are presented to project team, discussed and agreed prior to consultation
 |
| **17 June – 17 July 2019** | * **Consultation period**
 |
| **July** | * Input from consultation is processed
 |
| **August** | * Preparation of documentation for decision-making and presentation to Director S&P (or Standards Committee)
 |
| **September** | * Presentation to the Standards Committee
* Publication and implementation of the new FMP and FP**[[1]](#footnote-2)**
 |

### Next steps

Pricing Unit will compile and analyse all collected feedback from the consultation and prepare a proposal to the Standards Committee. The members of the Standard Committee will take a decision on the proposal in 25th-26th September 2019. After a decision is taken, Pricing Unit will communicate the decision to all mango stakeholders and publish it in the FI webpage ([LINK](https://www.fairtrade.net/standards/standards-and-price-announcement.html)). The date of validity of the new prices will be also announced in the communication.

### Contact person

If you have any questions or comments, please contact the Project Manager. **Please send this filled form by Wednesday, July 17th, 2019** to Ester Freixa Serra, Pricing Project Manager at Fairtrade International, e.freixa-serra@fairtrade.net.

# PART 2 Consultation

## Structure of the consultation document

Section 2 presents the research on Costs of Sustainable Production (COSP), and it brings into context the proposals presented to stakeholders in sections 4, 5 and 6 (please see below).

Section 4 explains what is the current Fairtrade Pricing model for Mango and presents the proposals for improvement, and sections 5 and 6 present the final proposals on FMP and FP values, based on the structure proposed and on the COSP research results.

If you need further assistance or explanation on some of the sections, please do not hesitate to contact the Project Manager or your contact point in the system (PN / NFO contact).

## COSP research key input for the development of Price Proposals

Costs of Sustainable Production from Fairtrade mango producers have been collected between November 2018 and March 2019. A specific tool was design for this purpose (see [LINK](https://www.fairtrade.net/fileadmin/user_upload/content/2009/standards/documents/Mango_Price_Review_2018-2019_COSP_guidance_EN.pdf)). The tool was sent to all mango producer organizations (61) and a total of 24 POs (more than one third of the total) filled in the form and sent their data. These 24 organizations represent 66% of the sales for Fairtrade Mango (in terms of USD Premium received in 2017). Field support was provided by the field officers in each Producer Networks (CLAC, NAPP and FTA). Overall, the rate of response and quality of the data has been adequate to prepare FMP proposals based on the principle of covering average costs of sustainable production for mango.

The results were compiled and processed by the Pricing unit. Final averages per each of the regions are the basis to the final FMP proposals presented in these consultation.

If you are interested in reading a full description of the process of COSP research, this is public but only available upon request by sending an email to e.freixa-serra@fairtrade.net.

This document just presents a summary of the main insights from the research. Please be aware these insights refer only to the sample of POs that shared data.

* Costs of production from organizations whose sale focus is mango for fresh consumption are higher than organization whose main focus is mango for processing or processed.
* Costs of producing mango from organizations with focus in other products (not mango) are higher than organizations which mango is one of the main products.
* Mango is a complex product, with many different destinations of the product (fresh, for processing, dried, pulp…) and in many cases is never the only product produced by organizations, as the trees are grown many times with other crops. Production might then vary year to year. All these factors might lead to non-stable sales.
* Results on organic vs conventional costs of production have been inconclusive. There is not difference shown between POs in the sample of organizations producing organic and conventional.

## Information about you and your organization[[2]](#footnote-3)

|  |
| --- |
| Question 1Please provide us with information about your organization. If clarifications are needed, we will contact the person reference here included:Name of your organisation      Name of contact person      Email/phone number of contact person:      Country      FLO ID       |
| Question 2What is your responsibility in the supply chain? Please tick all applicable boxes[ ]  Producer [ ]  Exporter [ ]  Importer [ ]  Processor [ ]  Licensee [ ]  Fairtrade system staff (Fairtrade International, NFO, PN or FLOCERT staff)[ ]  Other, please specify:       |
| Question 3(for traders and producers only)In term of sales/purchase values, which are your organization main products:1st Main product name:       2nd Main product name:       3rd Main product name:        |
| Question 4(for traders and producers only)Which mango products does your organization trade (sell/purchase) under Fairtrade terms?[ ]  Fresh mango for direct consumption[ ]  Fresh mango for processing[ ]  Mango pulp[ ]  Dried mangoFrom the four types of mango products, which one is the most important?:       |
| Question 5(for traders only)From which countries does your organization buy Fairtrade mango products?       |
| Question 6(for producers only)To which countries does your organization sell Fairtrade mango products?       |
| Question 7Can you tell us how relevant is the outcome of this review to your organization?       |

## Questions about the Fairtrade Mango pricing model and structure

By Pricing model and structure, we refer to how the pricing tools (FMP and FP) are implemented. The current FMP and FP for mango products, depends on several attributes, defining (1) how mango products are classified, (2) categories by organic/conventional quality, (3) the geographical scope where the prices apply, (4) for which price level the price is calculated (e.g. EXW, FOB) and (5) in which units and currencies the prices are set. The current 89 FMP and FP for mango are different combinations of these attributes. To see the full FMP and FP for mango, please see Table 10 in PART 3 Annexes.

The following Table 1 tries to present in short the Pricing structure, its attributes and specific components within each attribute.

Table 1 Current attributes of the Fairtrade Pricing model for mango

|  |  |  |  |
| --- | --- | --- | --- |
| (1) Product classification | **Products** | o Fresh mango o Mango for processing o Mango for drying  | o Mango pulp o Dried mango |
| **Varieties** | o Nam Dok Maio Kesaro Alphonso o Totapuri | o Totapuri, Willard, Kartha, Betti amba, Pol amba, Wal amba o rest |
| (2) Qualities | **Qualities** | o Organic | o Conventional |
| (3) Geographical scope | **Countries** | o Ghana o Haitio Mexicoo South Africa | o Thailando Nicaraguao Peru |
| **Regions** | o Central America and Mexicoo Northern Africao South Americao Western Africa (except Ghana) | o Eastern Africa and Zambiao South-Eastern Asiao Southern Asiao Western Africa o Caribbean (except Haiti) |
| (4) Price level | **Price levels** | o EXWo FOBo EXW (pre-packed) | o EXW (delivered at the gate of the processing unit) |
| (5) Unit & Currency | **Units** | o Kgo MT | o 13 fruit units |
| **Currencies** | o USD o EUR  | o ZAR |

The following sections address one by one the attributes defining the Pricing model for mango. The different proposals will be outlined in different specific questions, but it is also included a full table with all proposed changes in Table 4.

### Products classification

The main proposal is to eliminate specific varieties and reduce the number of products used for Mango. Accordingly, to keep only two categories: fresh mangoes and mangoes for processing; and eliminate dried mango, mango for drying, and mango pulp/juice.

Question 8

**Proposal:** Elimination of specific varieties for Thailand and Southern Asia.

**Rationale:** Although the difference between the price points of these varieties are quite high, in reality producers trading them have been paid much higher than the FMP set for each variety[[3]](#footnote-4). The use of a “generic” FMP and FP would not impact them as the prices they receive are higher and decided based on desirability of the taste profile, their relative lack of fibres, ease of consumption, etc.

**Implications:** producers trading these products will use the FMP and FP for the generic mango.

**Do you agree with the elimination of specific varieties FMP and FP from Thailand and Southern Asia?**

[ ]  yes [ ]  no [ ]  not relevant

Rationale for your answer:

Question 9

**Proposal:** eliminate “dried mango” from the Pricing model for mango.

**Rationale**: avoid having different FMP and FP that could be applied to the same value chain. Example: currently producers selling dried mango could use either “dried mango” FMP or “mango for processing/for drying” FMP.

**Implications:** (1) Producers selling dried mango will use the “mango for processing” prices and calculate the conversion based on their own (the producers’) processing ratios and costs of processing;(2) Producers and traders of dried mango not certified under the Fairtrade Standard for Fresh Fruit would need to get certified for this standard.

*Note: The limitation to produce “mango dried” only by SPO (except for Ghana and South Africa) still remains (see* [*Fairtrade Standard for Prepared and Preserved Fruit for Hired Labour and Traders*](https://www.fairtrade.net/fileadmin/user_upload/content/2009/standards/documents/generic-standards/PreparedPreservedFruit_HL_EN.pdf)*).*

**Do you agree with the elimination of FMP and FP for “dried mango”?**

[ ]  yes [ ]  no [ ]  not relevant

Rationale for your answer:

Question 10

**Proposal:** eliminate “mango for drying” from the Pricing model for mango.

**Rationale:** there is no need to keep the two different products as all “mango for drying” FMP and FP have an equivalent “mango for processing” FMP and FP.

**Implications:** the FMP and FP table would be simplified. Producers selling “mango for drying” will now use “mango for processing” FMP and FP.

*Note: The limitation to produce “mango for drying” only to SPO (except for Ghana and South Africa) still remains but it is only shown in the* [*Fairtrade Standard for Fresh Fruit for HL organizations*](https://www.fairtrade.net/fileadmin/user_upload/content/2009/standards/20190320_Fresh_Fruit_HL-EN_v2.1.pdf)*.*

**Do you agree with the elimination of FMP and FP for “mango for drying”?**

[ ]  yes [ ]  no [ ]  not relevant

Rationale for your answer:

Question 11

**Proposal:** eliminate “mango pulp” from the Pricing model for mango.

**Rationale**: avoid having different FMP and FP that could be applied to the same value chain.

**Implications:** (1) Producers trading mango pulp will use the “mango for processing” prices and calculate the conversion based on their own (the producers’) processing ratios and costs of processing. (2) Producers and traders of mango pulp not certified under the Fairtrade Standard for Fresh Fruit will need to get certified for this standard.

**Do you agree with the elimination of FMP and FP for “mango pulp”?**

[ ]  yes [ ]  no [ ]  not relevant

Rationale for your answer:

### Organic differential

Question 12

**Proposal:** To apply a unique organic differential[[4]](#footnote-5) to all conventional FMP for all regions and mango products.

**Rationale:** unify the organic differential for all mango products. Values proposed as USD per kg of fresh mango are based on current levels.

**Implications:** all FMP for organic qualities will be calculated as the addition of the specific FMP for conventional quality + organic differential.

**Do you agree to apply a unique organic differential to all FMP for all regions and mango products?**

[ ]  yes, unique value of:

[ ] 0.15 USD/kg [ ]  0.10 USD/kg [ ]  another value (in USD/kg):

[ ]  no (explain more in the rationale)

[ ]  not relevant

Rationale for your answer:

### Geographical scope

The first proposal is to eliminate any country-specific prices for mango, and create only regional prices following the Fairtrade pricing regional divisions (see Fairtrade geographical scope in this [link](https://www.fairtrade.net/fileadmin/user_upload/content/2009/standards/documents/Geographical_Scope_Policy_EN.pdf)). The regions proposed to have specific FMP and FP for mango are the five regions for which there are certified producers for mango and we have information on COSP.

The second proposal is to create a “Worldwide (except regions with specific prices)” applicable to any other country that are not covered in the five regions proposed.

Both proposals are shown in Table 2. The values for FMP and FP for all regions will be proposed in following sections 5 and 6.

Table 2 Current proposed regions and countries with FMP and FP for mango and proposed regions where they would fall into

|  |  |
| --- | --- |
| **Current Country / Region with specific Mango prices** | **Proposed Regions** |
| Caribbean (except Haiti) | Central America, Mexico & Caribbean |
| Central America and Mexico |
| Haiti |
| Mexico |
| Nicaragua |
| Caribbean |
| South America | South America |
| Peru |
| Thailand | South- Eastern Asia |
| South-Eastern Asia |
| Southern Asia | Southern Asia |
| Ghana | West Africa |
| Western Africa (except Ghana) |
| Western Africa |
| Northern Africa | Worldwide (except regions with specific prices) |
| South Africa |
| Eastern Africa and Zambia |

Question 13

**Proposal:** creation of FMP and FP for all mango products **ONLY** as regional (i.e. not setting country-specific FMP and FP).

**Rationale:** (1) information on COSP per country is not significant to propose country-specific FMPs for all. (2) The current COSP research supports the regional setting of FMP, as it shows some similarities in terms of costs of production within each one of the regions proposed.

**Implications**: certified producers for mango will not have specific country-prices anymore and the regional price would apply. See Table 2 to see the proposal and implications to the current regions and countries.

**Do you agree to only have FMP and FP for mango products per region** *(Central America, Mexico & Caribbean; South America; South- Eastern Asia; Southern Asia; West Africa*)**?**

[ ]  yes

[ ]  no, tell us your rationale

Rationale for your answer:

Question 14

**Proposal:** creation of “Worldwide (except regions with specific prices)” FMPs and FPs for mango applicable to any other region.

**Rationale:** allow producers from these regions to access Fairtrade certification.

**Implications**: any new producer from these other regions will have no need to request a Price project when coming in the system.

**Do you agree to create a “Worldwide (except regions with specific prices)” pricing region for mango, applicable to any other region?**

[ ]  yes [ ]  no Rationale for your answer:

### Price level

The main proposal is to keep only one price level for each mango product.

Currently, “mangoes for processing” prices are all set at the EXW level. The only product category that has both, EXW and FOB price level for the same product and region is “Mangoes, fresh” for some countries/regions (see Table 3).

Table 3 Current FMP for “Mangoes fresh” for the regions with both EXW and FOB price levels

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Quality** | **Country / Region** | **Producer Set up** | **FMP (EXW)** | **FMP (FOB)** | **Date of validity** | **EXW - FOB differential** | **Currency/Units** |
| Conventional | Caribbean (except Haiti) | SPO / HL | 0.75 | 0.85 | 12/07/2006 | 0.1 | USD/kg |
| Organic | Caribbean (except Haiti) | SPO / HL | 0.85 | 0.95 | 12/07/2006 | 0.1 | USD/kg |
| Conventional | Central America and Mexico | SPO / HL | 0.75 | 0.85 | 12/07/2006 | 0.1 | USD/kg |
| Organic | Central America and Mexico | SPO / HL | 0.85 | 0.95 | 12/07/2006 | 0.1 | USD/kg |
| Conventional | Ghana | SPO / HL | 0.25 | 0.56 | 01/02/2011 | 0.31 (0.35 USD/kg[[5]](#footnote-6)) | EUR/kg |
| Organic | Ghana | SPO / HL | 0.27 | 0.56 | 01/02/2011 | 0.29 (0.33 USD/kg5) | EUR/kg |
| Conventional | Mexico | SPO / HL | 0.55 | 0.63 | 11/12/2009 | 0.08 | USD/kg |
| Organic | Mexico | SPO / HL | 0.62 | 0.7 | 11/12/2009 | 0.08 | USD/kg |
| Conventional | Northern Africa | SPO / HL | 0.75 | 0.85 | 08/06/2016 | 0.1 | USD/kg |
| Organic | Northern Africa | SPO / HL | 0.85 | 0.95 | 08/06/2016 | 0.1 | USD/kg |
| Conventional | South America | SPO / HL | 0.7 | 0.8 | 11/12/2009 | 0.1 | USD/kg |
| Organic | South America | SPO / HL | 0.8 | 0.9 | 11/12/2009 | 0.1 | USD/kg |

Note: as established in the Fairtrade Standard for Fresh Fruit ([HL](https://www.fairtrade.net/fileadmin/user_upload/content/2009/standards/20190320_Fresh_Fruit_HL-EN_v2.1.pdf)/[SPO](https://www.fairtrade.net/fileadmin/user_upload/content/2009/standards/20190320_Fresh_Fruit_SPO-EN_v2.1.pdf)): *“For fresh fruits, and in contrast to the official Incoterms, EXW prices do not include any kind of packing material, unless otherwise specified in the pricing data base.”*

Question 15

**Proposal:** eliminate FOB FMP and FP for all “mango, fresh” products

**Rationale:** to avoid having two different price levels applying to the same value chain/product.

**Implications:** producers who export themselves, should use the EXW FMP and FP and indicate their costs of packaging and export when selling FOB.

**Do you agree to eliminate FOB FMP and FP for all “mango, fresh” products?**

[ ]  yes [ ]  no [ ]  not relevant

Rationale for your answer:

The COSP data collected packing and export costs separated from the field and organizational costs. Only those organizations which export themselves indicated the costs of packing and export (average being 0.18 USD/kg).

Question 16

**Only if “NO” has been selected in Question 15:**

**Do you agree to set a unique EXW – FOB differential of 0.18 USD / kg for all regions (based on the results of the COSP research)?**

[ ]  yes

[ ]  no, another value :       USD / kg for all regions.

[ ]  I cannot answer / I do not know

Rationale for your answer:

### Units & Currencies

Question 17

**Proposal:** set prices for all mango products in US Dollars per kg of fresh mango, except for Western Africa which should be set in Euros.

**Rationale**: The US dollar is seen as adequate by producers and traders handling Asia and the Americas. For West Africa, mostly Burkina Faso, the EURO is a natural fit as the CFA is pegged to it. In Ghana, although the cedi isn’t pegged, the Fairtrade market for their mangoes is in Europe. Unify the volume units.

**Implications:** currencies stay as they are being used. Only for other regions coming in the future, they should adopt the USD. In case the contract is set in MT, there is need to convert to kg. Only in very specific cases (pulp and dried directly sold by POs) volumes sold would need to be converted to the fresh fruit equivalent kgs (by using the specific conversion ratio to fresh fruit specified by the PO itself).

**Do you agree to set prices for Western Africa in Euros per kg of fresh mangoes?**

[ ]  yes [ ]  no, use USD [ ]  not relevant

**Do you agree to set prices for all other regions (other than Western Africa) in USD per kg of fresh mangoes?**

[ ]  yes [ ]  no [ ]  not relevant

Rationale for your answer:

### Overview of all Pricing Model & Structure changes proposed

Questions 1 to 17 have proposed several improvements to the current Pricing model for Mango. The following Table 4 summarizes the simplification, if all of them were to be applied:

Table 4 Full overview of the proposed simplification of the current pricing model for Mango

|  |  |  |
| --- | --- | --- |
| (1) Product classification | **Products** | o Fresh mango o Mango for processing  |
| **~~Varieties~~** |  |
| (2) Quality | **Qualities** | o Organico Conventional |
| (3) Geographical scope | **~~Countries~~** |  |
| **Regions** | * Central America and Mexico **& Caribbean**
* South America
* South-Eastern Asia
* Southern Asia
* Western Africa
* **Worldwide (except regions with specific prices)**
 |
| (4) Price level | **Price level** | o EXW |
| (5) Unit & Currency | **Units** | o Kg |
| **Currencies** | * USD[[6]](#footnote-7)
* EUR[[7]](#footnote-8)
 |

## Questions about the FMP values

The FMP vales proposed in this section are based on the assumption that the proposed simplifications received positive responses in previous questions.

### FMP values for Mangoes fresh

Table 5 shows the final values proposed for Mango fresh products, for conventional quality and EXW price level only. With this table, and combined with Question 15 (EXW/FOB) and Question 12 (Organic differential) FMP for organic and FOB (in some cases) will also be set (see Table 11).

Question 18

**Proposal:** values for FMP shown in Table 5.

**Rationale:** values based on results of the COSP research

**Implications:** these prices will apply to producers in these regions producing and selling fresh Fairtrade mango.

**Do you agree to all values proposed in Table 5?**

[ ]  yes, to all

[ ]  no: use the table to indicate your proposals

Table 5 Proposed FMP values (USD / KG) for Conventional Mangoes Fresh, Price level= EXW, for defined regions

|  |  |  |  |
| --- | --- | --- | --- |
| **Country/Region** | **Proposed FMP** | **Currency/ units** | **Do you agree with the price** |
| Central America, Mexico & Caribbean | 0.62 | USD/kg | [ ]  yes[ ]  no, instead:       |
| South America | 0.56 | USD/kg | [ ]  yes[ ]  no, instead:       |
| Southern Asia | 0.51 | USD/kg | [ ]  yes[ ]  no, instead:       |
| South- Eastern Asia | USD/kg | [ ]  yes[ ]  no, instead:       |
| West Africa | 0.38 EUR | EUR/kg | [ ]  yes[ ]  no, instead:       |
| Worldwide (except regions with specific prices) | 0.53 | USD/kg | [ ]  yes[ ]  no, instead:       |

Rationale for your answers:

### FMP values for Mangoes for processing

The following Table 6 shows the final values proposed for conventional Mango for processing at EXW price level only. With this table, and combined with Question 12 (Organic differential) FMPs for organic EXW will also be set (see Table 11).

Question 19

**Proposal:** values for FMP shown in Table 6 for mangoes for processing EXW conventional.

**Rationale:** results of the COSP research

**Implications:** these prices will apply to producers in these regions producing and selling Fairtrade mango for processing.

**Do you agree to all values proposed in Table 6?**

[ ]  yes, to all

[ ]  no: use the table to indicate your proposals

Table 6 Proposed FMP values (USD / KG) for Conventional Mangoes for processing, Price level= EXW, SPO/HL[[8]](#footnote-9) for the defined regions

|  |  |  |  |
| --- | --- | --- | --- |
| **Country/Region** | **Proposed FMP** | **Currency/ units** | **Do you agree with the price** |
| Central America, Mexico & Caribbean | 0.38 | USD/kg | [ ]  yes[ ]  no, instead:       |
| South America | 0.33 | USD/kg | [ ]  yes[ ]  no, instead:       |
| Southern Asia | 0.28 | USD/kg | [ ]  yes[ ]  no, instead:       |
| South- Eastern Asia | USD/kg | [ ]  yes[ ]  no, instead:       |
| West Africa | 0.18  | EUR/kg | [ ]  yes[ ]  no, instead:       |
| Worldwide (except regions with specific prices) | 0.30 USD/kg | USD/kg | [ ]  yes[ ]  no, instead:       |

Rationale for your answers:

### FMP values for Mango pulp

If you indicated (in Question 11) that you agree to eliminate mango pulp and use “mangoes for processing” FMP and FP, you do not need to answer to Question 20 and Question 21.

If you did not agree:

The COSP results indicate the costs of producing pulp is 0,37 USD per kg of fresh mango, nevertheless the data to convert this value into kg of pulp is not available. Therefore, we are asking first which should be this conversion ratio:

Question 20

How many kg of fresh mango, in average, are needed to produce 1 kg of pulp?

Question 21

**Proposal:** to set FMP for mango pulp at the worldwide level only as (a) USD / kg of pulp following the conversion:

$\left(a\right)^{USD}/\_{kg of pulp}=\frac{0,37 USD}{kg of fresh mangoes}×(b)$

Where the (b) will be taken from Question 20.

**Do you agree to set a unique worldwide price for Mango pulp at the EXW level?**

[ ]  yes [ ]  no Rationale for your answer:

**Do you agree to the value 0,37 x (b) USD / kg of fresh mango?**

[ ]  yes [ ]  no, another value:       USD per kg of pulp

Rationale for your answer:

## Questions about the FP values

The current FP values for mango products are not uniform in value, neither in the percentage they represent from each FMP. For mangoes for processing they are between 13% and 39% of each FMP, and for mango fresh, between 12% and 47% of the FMP.

**Proposal:** to set fix FP for mango products calculated as 15% of the FMP values proposed.

**Rationale:** unify the methodology for setting FP for all mango products.

**Implications:** all FP will be fix by calculating as 15% of the FMP proposals from section 5 before. See resulting FP in the Table 7 and Table 8. The values for FP for organic mango, will be calculated from the FMP for organic (see Table 11).

Question 22

**Do you agree to all values proposed in Table 7?**

[ ]  yes, to all

[ ]  no (use the table to indicate your proposals)

Table 7 Proposed FP values (USD / KG) for Conventional Mangoes Fresh, Price level= EXW, for defined regions

|  |  |  |  |
| --- | --- | --- | --- |
| **Country/Region** | **Proposed FP** | **Currency/ units** | **Do you agree with the price** |
| Central America, Mexico & Caribbean | 0.093 | USD/kg | [ ]  yes[ ]  no, instead:       |
| South America | 0.084 | USD/kg | [ ]  yes[ ]  no, instead:       |
| Southern Asia | 0.077 | USD/kg | [ ]  yes[ ]  no, instead:       |
| South- Eastern Asia | USD/kg | [ ]  yes[ ]  no, instead:       |
| West Africa | 0.057 | EUR/kg | [ ]  yes[ ]  no, instead:       |
| Worldwide (except regions with specific prices) | 0.080 | USD/kg | [ ]  yes[ ]  no, instead:       |

Rationale for your answer:

Question 23

**Do you agree to all values proposed in Table 8?**

[ ]  yes, to all

[ ]  no (use the table to indicate your proposals)

Table 8 Proposed FP values (USD / KG) for Conventional Mangoes for processing, Price level= EXW, SPO/HL[[9]](#footnote-10) for the defined regions

|  |  |  |  |
| --- | --- | --- | --- |
| **Country/Region** | **Proposed FP** | **Currency/ units** | **Do you agree with the price** |
| Central America, Mexico & Caribbean | 0.057 | USD/kg | [ ]  yes[ ]  no, instead:       |
| South America | 0.050 | USD/kg | [ ]  yes[ ]  no, instead:       |
| Southern Asia | 0.042 | USD/kg | [ ]  yes[ ]  no, instead:       |
| South- Eastern Asia | USD/kg | [ ]  yes[ ]  no, instead:       |
| West Africa | 0.030 | EUR/kg | [ ]  yes[ ]  no, instead:       |
| Worldwide (except regions with specific prices) | 0.045 | USD/kg | [ ]  yes[ ]  no, instead:       |

Rationale for your answer:

If you indicated (in Question 11) that you agree to eliminate mango pulp and use “mangoes for processing” FMP and FP, you do not need to answer to the following Question 24.

Question 24

Do you agree to set a fix FP for **mango pulp** at the worldwide level only as 15% of the FMP value proposed before (Question 21)?

[ ]  yes [ ]  no Rationale for your answer:

***Overview of all FMP and FP resulting from the proposals in sections 5 and 6 can be found in the Annex, in Table 11.***

### Other questions

###### Date of validity

Question 25

The results of this consultation will presented to the Standards Committee Meeting in September 25th and 26th 2019.

**Which date of validity would you suggest for the new FMP and FP to be applied?**

[ ]  Earliest possible, 1st October 2019 [ ]  Later, which date:

Rationale for your answer:

# PART 3 Annexes

Table 9 Number of producer organizations per producer country and set up in 2019 (source: Ecert May 2019)

|  |  |  |  |
| --- | --- | --- | --- |
|  | **HL** | **SPO** | **Total** |
| Brazil | 4 | 1 | **5** |
| Burkina Faso |  | 16 | **16** |
| Cameroon |  | 2 | **2** |
| Dominican Republic | 1 |  | **1** |
| Ecuador |  | 1 | **1** |
| Egypt | 1 |  | **1** |
| Ghana | 2 | 2 | **4** |
| India | 1 | 10 | **11** |
| Ivory Coast |  | 3 | **3** |
| Mexico |  | 4 | **4** |
| Peru | 1 | 4 | **5** |
| Senegal |  | 1 | **1** |
| Sri Lanka |  | 5 | **5** |
| Thailand |  | 1 | **1** |
| Nicaragua |  | 1 | **1** |
| Haiti |  |  |  |
| South Africa |  |  |  |
| **Total** | **10** | **50** | **61** |

Table 10 Current FMP and FP table for Mango products

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Specific Product Standard** | **Product** | **Quality** | **Product characteristics** | **Country / Region** | **Producer Set up** | **Price level** | **FMP** | **FP** | **Currency/Units** | **Date of validity** |
| Fresh Fruit | Mangoes | Organic |   | Caribbean (except Haiti) | SPO / HL | EXW | 0.85 | 0.14 | USD/kg | 12/07/2006 |
| Fresh Fruit | Mangoes | Organic |   | Caribbean (except Haiti) | SPO / HL | FOB | 0.95 | 0.14 | USD/kg | 12/07/2006 |
| Fresh Fruit | Mangoes | Conventional |   | Caribbean (except Haiti) | SPO / HL | FOB | 0.85 | 0.14 | USD/kg | 12/07/2006 |
| Fresh Fruit | Mangoes | Conventional |   | Caribbean (except Haiti) | SPO / HL | EXW | 0.75 | 0.14 | USD/kg | 12/07/2006 |
| Fresh Fruit | Mangoes | Organic |   | Central America and Mexico | SPO / HL | EXW | 0.85 | 0.14 | USD/kg | 12/07/2006 |
| Fresh Fruit | Mangoes | Organic |   | Central America and Mexico | SPO / HL | FOB | 0.95 | 0.14 | USD/kg | 12/07/2006 |
| Fresh Fruit | Mangoes | Conventional |   | Central America and Mexico | SPO / HL | FOB | 0.85 | 0.14 | USD/kg | 12/07/2006 |
| Fresh Fruit | Mangoes | Conventional |   | Central America and Mexico | SPO / HL | EXW | 0.75 | 0.14 | USD/kg | 12/07/2006 |
| Fresh Fruit | Mangoes | Organic |   | Ghana | SPO / HL | FOB | 0.56 | 0.08 | EUR/kg | 01/02/2011 |
| Fresh Fruit | Mangoes | Organic |   | Ghana | SPO / HL | EXW | 0.27 | 0.08 | EUR/kg | 01/02/2011 |
| Fresh Fruit | Mangoes | Conventional |   | Ghana | SPO / HL | FOB | 0.56 | 0.08 | EUR/kg | 01/02/2011 |
| Fresh Fruit | Mangoes | Conventional |   | Ghana | SPO / HL | EXW | 0.25 | 0.08 | EUR/kg | 01/02/2011 |
| Fresh Fruit | Mangoes | Organic |   | Haiti | SPO / HL | EXW | 1.6 | 0.45 | USD/13 fruit units | 10/02/2006 |
| Fresh Fruit | Mangoes | Conventional |   | Haiti | SPO / HL | EXW | 1.45 | 0.45 | USD/13 fruit units | 02/03/2009 |
| Fresh Fruit | Mangoes | Organic |   | Mexico | SPO / HL | FOB | 0.7 | 0.14 | USD/kg | 11/12/2009 |
| Fresh Fruit | Mangoes | Organic |   | Mexico | SPO / HL | EXW | 0.62 | 0.14 | USD/kg | 11/12/2009 |
| Fresh Fruit | Mangoes | Conventional |   | Mexico | SPO / HL | FOB | 0.63 | 0.14 | USD/kg | 11/12/2009 |
| Fresh Fruit | Mangoes | Conventional |   | Mexico | SPO / HL | EXW | 0.55 | 0.14 | USD/kg | 11/12/2009 |
| Fresh Fruit | Mangoes | Organic |   | Northern Africa | SPO / HL | EXW | 0.85 | 0.14 | USD/kg | 08/06/2016 |
| Fresh Fruit | Mangoes | Organic |   | Northern Africa | SPO / HL | FOB | 0.95 | 0.14 | USD/kg | 08/06/2016 |
| Fresh Fruit | Mangoes | Conventional |   | Northern Africa | SPO / HL | EXW | 0.75 | 0.14 | USD/kg | 08/06/2016 |
| Fresh Fruit | Mangoes | Conventional |   | Northern Africa | SPO / HL | FOB | 0.85 | 0.14 | USD/kg | 08/06/2016 |
| Fresh Fruit | Mangoes | Organic |   | South Africa | SPO / HL | EXW (pre-packed) | 3.78 | 0.49 | ZAR/kg | 23/06/2004 |
| Fresh Fruit | Mangoes | Conventional |   | South Africa | SPO / HL | EXW (pre-packed) | 2.42 | 0.31 | ZAR/kg | 23/06/2004 |
| Fresh Fruit | Mangoes | Organic |   | South America | SPO / HL | FOB | 0.9 | 0.14 | USD/kg | 11/12/2009 |
| Fresh Fruit | Mangoes | Organic |   | South America | SPO / HL | EXW | 0.8 | 0.14 | USD/kg | 11/12/2009 |
| Fresh Fruit | Mangoes | Conventional |   | South America | SPO / HL | FOB | 0.8 | 0.14 | USD/kg | 11/12/2009 |
| Fresh Fruit | Mangoes | Conventional |   | South America | SPO / HL | EXW | 0.7 | 0.14 | USD/kg | 11/12/2009 |
| Fresh Fruit | Mangoes | Conventional | Nam Dok Mai | Thailand | SPO / HL | EXW | 1.18 | 0.14 | USD/kg | 16/11/2010 |
| Fresh Fruit | Mangoes | Organic |   | Western Africa (except Ghana) | SPO / HL | EXW | 0.19 | 0.08 | EUR/kg | 01/02/2011 |
| Fresh Fruit | Mangoes | Conventional |   | Western Africa (except Ghana) | SPO / HL | EXW | 0.17 | 0.08 | EUR/kg | 01/02/2011 |
| Fresh Fruit | Mangoes for drying | Organic |   | Eastern Africa and Zambia | SPO | EXW delivered at the gate of the processing unit | 0.16 | 0.03 | EUR/kg | 10/03/2011 |
| Fresh Fruit | Mangoes for drying | Conventional |   | Eastern Africa and Zambia | SPO | EXW delivered at the gate of the processing unit | 0.14 | 0.03 | EUR/kg | 10/03/2011 |
| Fresh Fruit | Mangoes for drying | Organic |   | Ghana | SPO / HL | EXW | 0.16 | 0.03 | EUR/kg | 01/02/2011 |
| Fresh Fruit | Mangoes for drying | Conventional |   | Ghana | SPO / HL | EXW | 0.14 | 0.03 | EUR/kg | 01/02/2011 |
| Fresh Fruit | Mangoes for drying | Organic |   | Mexico | SPO | EXW | 131 | 19.65 | USD/MT | 13/07/2015 |
| Fresh Fruit | Mangoes for drying | Conventional |   | Mexico | SPO | EXW | 105 | 19.65 | USD/MT | 13/07/2015 |
| Fresh Fruit | Mangoes for drying | Organic |   | Nicaragua | SPO | EXW | 131 | 19.65 | USD/MT | 02/03/2015 |
| Fresh Fruit | Mangoes for drying | Conventional |   | Nicaragua | SPO | EXW | 105 | 19.65 | USD/MT | 02/03/2015 |
| Fresh Fruit | Mangoes for drying | Organic |   | Peru | SPO | EXW | 131 | 19,65 | USD/MT | 24/07/2017 |
| Fresh Fruit | Mangoes for drying | Conventional |   | Peru | SPO | EXW | 105 | 19,65 | USD/MT | 24/07/2017 |
| Fresh Fruit | Mangoes for drying | Organic |   | South Africa | SPO / HL | EXW | 0.16 | 0.03 | EUR/kg | 23/10/2015 |
| Fresh Fruit | Mangoes for drying | Conventional |   | South Africa | SPO / HL | EXW | 0.14 | 0.03 | EUR/kg | 23/10/2015 |
| Fresh Fruit | Mangoes for drying | Conventional |   | South-Eastern Asia | SPO | EXW | 0.4 | 0.05 | USD/kg | 10/04/2013 |
| Fresh Fruit | Mangoes for drying | Organic | Kesar | Southern Asia | SPO | EXW | 195 | 45 | USD/MT | 17/02/2012 |
| Fresh Fruit | Mangoes for drying | Organic | Totapuri, Willard, Kartha, Betti amba, Pol amba, Wal amba | Southern Asia | SPO | EXW | 74 | 25 | USD/MT | 17/02/2012 |
| Fresh Fruit | Mangoes for drying | Organic | Alphonso | Southern Asia | SPO | EXW | 267 | 55 | USD/MT | 17/02/2012 |
| Fresh Fruit | Mangoes for drying | Conventional | Kesar | Southern Asia | SPO | EXW | 141 | 35 | USD/MT | 17/02/2012 |
| Fresh Fruit | Mangoes for drying | Conventional | Totapuri, Willard, Kartha, Betti amba, Pol amba, Wal amba | Southern Asia | SPO | EXW | 51 | 20 | USD/MT | 17/02/2012 |
| Fresh Fruit | Mangoes for drying | Conventional | Alphonso | Southern Asia | SPO | EXW | 211 | 45 | USD/MT | 17/02/2012 |
| Fresh Fruit | Mangoes for drying | Organic |   | Western Africa (except Ghana) | SPO | EXW | 0.16 | 0.03 | EUR/kg | 01/02/2011 |
| Fresh Fruit | Mangoes for drying | Conventional |   | Western Africa (except Ghana) | SPO | EXW | 0.14 | 0.03 | EUR/kg | 01/02/2011 |
| Fresh Fruit | Mangoes for processing | Organic |   | Eastern Africa and Zambia | SPO / HL | EXW delivered at the gate of the processing unit | 0.16 | 0.03 | EUR/kg | 10/03/2011 |
| Fresh Fruit | Mangoes for processing | Conventional |   | Eastern Africa and Zambia | SPO / HL | EXW delivered at the gate of the processing unit | 0.14 | 0.03 | EUR/kg | 10/03/2011 |
| Fresh Fruit | Mangoes for processing | Organic |   | Mexico | SPO / HL | EXW | 131 | 19.65 | USD/MT | 13/07/2015 |
| Fresh Fruit | Mangoes for processing | Conventional |   | Mexico | SPO / HL | EXW | 105 | 19.65 | USD/MT | 13/07/2015 |
| Fresh Fruit | Mangoes for processing | Organic |   | Nicaragua | SPO / HL | EXW | 131 | 19.65 | USD/MT | 02/03/2015 |
| Fresh Fruit | Mangoes for processing | Conventional |   | Nicaragua | SPO / HL | EXW | 105 | 19.65 | USD/MT | 02/03/2015 |
| Fresh Fruit | Mangoes for processing | Organic |   | South Africa | SPO / HL | EXW | 0.16 | 0.03 | EUR/kg | 23/10/2015 |
| Fresh Fruit | Mangoes for processing | Conventional |   | South Africa | SPO / HL | EXW | 0.14 | 0.03 | EUR/kg | 23/10/2015 |
| Fresh Fruit | Mangoes for processing | Organic |   | South America | SPO / HL | EXW | 265 | 30 | USD/MT | 11/09/2010 |
| Fresh Fruit | Mangoes for processing | Conventional |   | South America | SPO / HL | EXW | 235 | 30 | USD/MT | 11/09/2010 |
| Fresh Fruit | Mangoes for processing | Conventional |   | South-Eastern Asia | SPO / HL | EXW | 0.4 | 0.05 | USD/kg | 10/04/2013 |
| Fresh Fruit | Mangoes for processing | Organic | Kesar | Southern Asia | SPO / HL | EXW | 195 | 45 | USD/MT | 17/02/2012 |
| Fresh Fruit | Mangoes for processing | Organic | Totapuri, Willard, Kartha, Betti amba, Pol amba, Wal amba | Southern Asia | SPO / HL | EXW | 74 | 25 | USD/MT | 17/02/2012 |
| Fresh Fruit | Mangoes for processing | Organic | Alphonso | Southern Asia | SPO / HL | EXW | 267 | 55 | USD/MT | 17/02/2012 |
| Fresh Fruit | Mangoes for processing | Conventional | Kesar | Southern Asia | SPO / HL | EXW | 141 | 35 | USD/MT | 17/02/2012 |
| Fresh Fruit | Mangoes for processing | Conventional | Totapuri, Willard, Kartha, Betti amba, Pol amba, Wal amba | Southern Asia | SPO / HL | EXW | 51 | 20 | USD/MT | 17/02/2012 |
| Fresh Fruit | Mangoes for processing | Conventional | Alphonso | Southern Asia | SPO / HL | EXW | 211 | 45 | USD/MT | 17/02/2012 |
| Fresh Fruit | Mangoes for processing | Organic |   | Western Africa | SPO / HL | EXW | 0.16 (at the gate of the processing unit) | 0.03 | EUR/kg | 30/04/2010 |
| Fresh Fruit | Mangoes for processing | Conventional |   | Western Africa | SPO / HL | EXW | 0.14 (at the gate of the processing unit) | 0.03 | EUR/kg | 30/04/2010 |
| Prepared and Preserved Fruit & Vegetables | Mango pulp | Organic |   | Caribbean | SPO / HL | FOB | Market Price | 80 | USD/MT | 31/03/2010 |
| Prepared and Preserved Fruit & Vegetables | Mango pulp | Conventional |   | Caribbean | SPO / HL | FOB | Market Price | 70 | USD/MT | 31/03/2010 |
| Prepared and Preserved Fruit & Vegetables | Mango pulp | Organic |   | Eastern Africa and Zambia | SPO / HL | FOB | 660 | 65 | USD/MT | 31/03/2010 |
| Prepared and Preserved Fruit & Vegetables | Mango pulp | Conventional |   | Eastern Africa and Zambia | SPO / HL | FOB | 580 | 60 | USD/MT | 31/03/2010 |
| Prepared and Preserved Fruit & Vegetables | Mango pulp | Organic |   | South America | SPO / HL | FOB | Market Price | 80 | USD/MT | 31/03/2010 |
| Prepared and Preserved Fruit & Vegetables | Mango pulp | Conventional |   | South America | SPO / HL | FOB | Market Price | 70 | USD/MT | 31/03/2010 |
| Prepared and Preserved Fruit & Vegetables | Mango pulp | Organic | Kesar | Southern Asia | SPO / HL | FOB | 955 | 95 | USD/MT | 31/03/2010 |
| Prepared and Preserved Fruit & Vegetables | Mango pulp | Organic | Totapuri | Southern Asia | SPO / HL | FOB | 540 | 55 | USD/MT | 31/03/2010 |
| Prepared and Preserved Fruit & Vegetables | Mango pulp | Organic | Alphonso | Southern Asia | SPO / HL | FOB | 1,215.00 | 120 | USD/MT | 31/03/2010 |
| Prepared and Preserved Fruit & Vegetables | Mango pulp | Conventional | Kesar | Southern Asia | SPO / HL | FOB | 760 | 75 | USD/MT | 31/03/2010 |
| Prepared and Preserved Fruit & Vegetables | Mango pulp | Conventional | Totapuri | Southern Asia | SPO / HL | FOB | 470 | 45 | USD/MT | 31/03/2010 |
| Prepared and Preserved Fruit & Vegetables | Mango pulp | Conventional | Alphonso | Southern Asia | SPO / HL | FOB | 965 | 95 | USD/MT | 31/03/2010 |
| Prepared and Preserved Fruit & Vegetables | Mango pulp | Organic |   | Western Africa | SPO / HL | FOB | 900 | 60 | EUR/MT | 30/04/2010 |
| Prepared and Preserved Fruit & Vegetables | Mango pulp | Conventional |   | Western Africa | SPO / HL | FOB | 850 | 60 | EUR/MT | 30/04/2010 |
| Prepared and Preserved Fruit & Vegetables | Mangoes, dried | Organic |   | Ghana | SPO / HL | EXW | 5.2 | 0.45 | EUR/kg | 01/02/2011 |
| Prepared and Preserved Fruit & Vegetables | Mangoes, dried | Conventional |   | Ghana | SPO / HL | EXW | 5 | 0.45 | EUR/kg | 01/02/2011 |
| Prepared and Preserved Fruit & Vegetables | Mangoes, dried | Organic |   | Western Africa (except Ghana) | SPO | EXW | 5.2 | 0.45 | EUR/kg | 01/02/2011 |
| Prepared and Preserved Fruit & Vegetables | Mangoes, dried | Conventional |   | Western Africa (except Ghana) | SPO | EXW | 5 | 0.45 | EUR/kg | 01/02/2011 |

Table 11. Summary of the complete final proposals for new FMP and FP, with alternatives depending on questions answers. FOB prices and Mango pulp prices (highlighted in clear blue) will only be set if stakeholders do not want to remove them.

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Proposed categories** | **Region** | **Price level** | **Currency / Unit** | **FMP for Conventional** | **FMP for organic (Question 12)** | **FP for Conventional** | **FP for organic** **(15% of the FMP for organic)** | **Extra Notes** |
| Based on proposals in section 5 | FMP + organic differential 0.10 USD/kg | FMP + organic differential 0.15 USD/kg | Based on proposals in section 6 | differential 0.10 USD/kg | differential 0.15 USD/kg |  |
| Mangoes, fresh | Central America, Mexico & Caribbean | EXW |  USD/kg  |  0.62  |  0.72  |  0.77  |  0.093  |  0.108  |  0.116  |  |
| FOB |  USD/kg  |  0.80  |  0.90  |  0.95  |  0.093  |  0.108  |  0.116  | FOB differential at 0.18 USD / kg (Question 16) |
| South America | EXW |  USD/kg  |  0.56  |  0.66  |  0.71  |  0.084  |  0.099  |  0.107  |  |
| FOB |  USD/kg  |  0.74  |  0.84  |  0.89  |  0.084  |  0.099  |  0.107  | FOB differential at 0.18 USD / kg (Question 16) |
| Southern Asia | EXW  |  USD/kg  |  0.51  |  0.61  |  0.66  |  0.077  |  0.092  |  0.099  |  |
| South Eastern Asia | EXW  |  USD/kg  |  0.51  |  0.61  |  0.66  |  0.077  |  0.092  |  0.099  | Based on Southern Asia  |
| West Africa | EXW |  EUR/kg  |  0.38  |  0.47  |  0.51  |  0.057  |  0.070  |  0.077  | Exchange rate 1 USD = 0.88 EUR |
| FOB |  EUR/kg  |  0.54  |  0.63  |  0.67  |  0.057  |  0.070  |  0.077  | Exchange rate 1 USD = 0.88 EURFOB differential at 0.16 EUR/kg (Question 16) |
| Worldwide (except regions with specific prices) | EXW |  USD/kg  |  0.53  |  0.63  |  0.68  |  0.080  |  0.095  |  0.102  | Average from the 5 regions with prices |
| Mangoes for processing | Central America, Mexico & Caribbean | EXW |  USD/kg  |  0.38  |  0.48  |  0.53  |  0.057  |  0.072  |  0.080  |  |
| South America |  USD/kg  |  0.33  |  0.43  |  0.48  |  0.050  |  0.065  |  0.072  |  |
| Southern Asia |  USD/kg  |  0.28  |  0.38  |  0.43  |  0.042  |  0.057  |  0.065  |  |
| South- Eastern Asia |  USD/kg  |  0.28  |  0.38  |  0.43  |  0.042  |  0.057  |  0.065  | Based on Southern Asia  |
| West Africa |  EUR/kg  |  0.18  |  0.27  |  0.31  |  0.027  |  0.040  |  0.047  | Exchange rate 1 USD = 0.88 EUR |
| Worldwide (except regions with specific prices) |  USD/kg  |  0.30  |  0.40  |  0.45  |  0.045  |  0.060  |  0.068  | Average from the 5 regions with prices |
| Mango Pulp | Worldwide | EXW |  USD/kg  |  0.74  |  0.84  |  0.89  |  0.111  |  0.126  |  0.134  | Question 20 & Question 21: assuming 2 kg of fresh for 1 kg of pulp, and 0,37 costs per kg of fresh mango |

1. Exact date is asked in this consultation. [↑](#footnote-ref-2)
2. **Confidentiality:** All the information we receive from respondents will be treated with care and kept confidential. Results of this consultation will only be communicated in aggregated form. All feedback will be analysed and used to draw up the final proposal. However, when analysing the data, we need to know which responses are from producers, traders, licensees, etc. so we kindly ask you to identify yourself in this section’s questions. [↑](#footnote-ref-3)
3. Source: research done in 2015 by Julie Francoeur, “Mango products and classification” [↑](#footnote-ref-4)
4. By organic differential it is meant the difference between the specific FMPs for the organic product minus the FMP for conventional product. [↑](#footnote-ref-5)
5. Exchange rate 14 May 2019, 1 EUR = 1.12 USD [↑](#footnote-ref-6)
6. USD for regions in Latin America and Asia [↑](#footnote-ref-7)
7. EUR for Western Africa [↑](#footnote-ref-8)
8. HL organizations cannot sell “for drying” fruits and vegetables (except Ghana and South Africa). [↑](#footnote-ref-9)
9. HL organizations cannot sell “for drying” fruits and vegetables (except Ghana and South Africa). [↑](#footnote-ref-10)