Uganda Sourcing Guide 2026

Harvest windows, market prices, logistics and compliance for B2B buyers

A practical reference for procurement teams sourcing dried fruit, Nilotica shea butter, cocoa, coffee, macadamia, avocados and Nile perch from Uganda. Published by Trade Africa Direct, Kampala. November 2026 edition.

Uganda's export portfolio at a glance

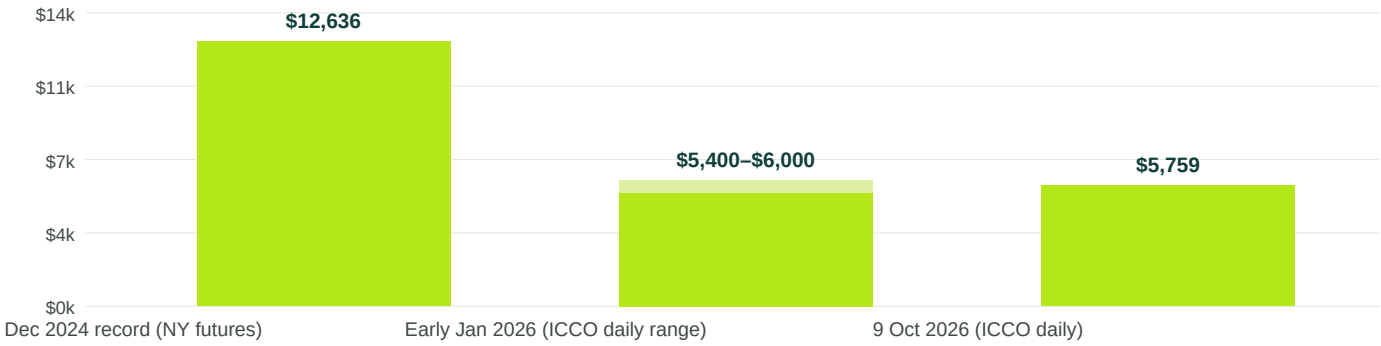
Specifications below are Trade Africa Direct's published standards. A Certificate of Analysis is provided with every batch or lot.

Product	Origin	Key specification	Packaging	Supply / MOQ
Dried fruit (mango, pineapple, jackfruit)	Central Uganda "Fruit Loop"	Solar-dried, sulphur-free, 0% added sugar; moisture 12–15%; water activity <0.60	HDPE bags in 5 kg or 10 kg cartons	15 MT/month; air MOQ 500 kg
Nilotica shea butter	Northern Uganda (wild-harvested)	Unrefined, cold-pressed, hexane-free; oleic acid 52–60%; FFA <1.0%	10/20 kg pails; 200 kg drums	Peak March–June
Cocoa beans	Bundibugyo	6–7 day box fermentation; cut test >80%; moisture <7.5%; fat 52–56%	62.5 or 64 kg jute bags	20ft FCL = 12.5 MT
Green coffee	Mt. Elgon, Rwenzori, Central / Lake Victoria	Arabica 82–86+ SCAA; Fine Robusta Screen 18	60 kg jute bags with GrainPro liners	20ft FCL = 19.2 MT loose
Macadamia	Uganda high-altitude regions	Styles 0–4; oil 72–76%; moisture <1.5%; aflatoxin <4 µg/kg	10 or 11.34 kg nitrogen-flushed foil bags	Shelf life up to 18 months
Hass avocados	Central & Western Uganda	Dry matter 22–25%; oil 18–22%; counts 12–24	4 kg or 10 kg boxes	Air MOQ 500 kg; 20ft CA approx. 18 MT
Nile perch & fish maw	Lake Victoria (wild-caught)	Fillets 200–800 g+; fish maw Grade A/AAA, moisture <12%	Vacuum or IWP; insulated air boxes	Chilled air MOQ 500 kg

Market price context: cocoa

World cocoa prices have been through an exceptional cycle. Drought, erratic rainfall and Cocoa Swollen Shoot Virus cut West African yields and pushed New York futures to a record of $12,636 per ton in December 2024. As West African supply recovered and demand softened, prices fell back: ICCO daily prices ran at roughly $5,400–$6,000 per ton in early January 2026 and stood at $5,759 per ton on 9 October 2026. Analysts expect surpluses in 2025/26 and 2026/27, but volatility is likely to stay elevated.

World cocoa price (US$ per metric ton)



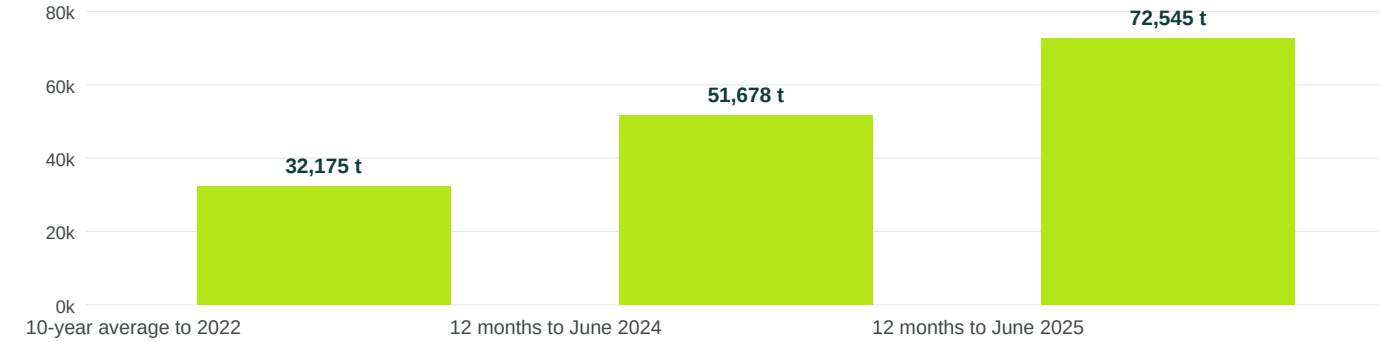
Sources: Bloomberg (18 Dec 2024); Food Ingredients First (14 Jan 2026), citing ICCO data; ICCO daily price (9 Oct 2026).

What it means per kg

At $5,759 per ton, the world reference price is about $5.76 per kg, roughly $360 per 62.5 kg bag, or about $72,000 for a 20ft container of 12.5 MT. Uganda prices are set relative to this benchmark, adjusted for origin differential, quality, Incoterm and the date a contract is fixed. These figures are illustrations, not a quote.

Uganda’s cocoa export growth

Uganda cocoa exports (metric tons)



Source: Bank of Uganda data reported by the Daily Monitor (2025). Export value rose from $263.4 million to $620.4 million over the same 12-month periods.

Prices for dried fruit, shea butter, coffee, macadamia, avocados and Nile perch are quoted on request, based on grade, volume, destination and Incoterm.

Harvest windows and contract timing

Product	Peak season	Plan ahead
Dried mango	December–February (main); June–July (short)	Open contracts 60 days before peak harvest
Dried pineapple	Year-round; peak volume May–July	Open contracts 60 days before peak harvest
Dried jackfruit	Available 10 months of the year	Book ahead for custom cuts or packaging
Nilotica shea butter	March–June; First Press April–May	Secure April–May lots for the lowest peroxide values
Cocoa beans	June–August and November–December	Finalize sea contracts 45 days before peak
Green coffee	October–February	Finalize sea contracts 45 days before peak
Macadamia	February–June	Finalize sea contracts 45 days before peak
Hass avocados	May–July and November–January	Forward contracts 45 days before peak
Nile perch & fish maw	Year-round (closed seasons observed)	Chilled daily; frozen monthly; fish maw quarterly

Standard lead times

- Sea freight via Mombasa: finalize contracts 45 days before the peak season begins.
- Air freight via Entebbe: finalize volumes 14 days in advance to secure cold-room space and pallet positions.
- Private label or custom packaging: sign contracts 60 days before harvest.

Logistics routes

Route	Best for	Transit
Air: Entebbe (EBB)	Fresh avocados, chilled Nile perch, urgent samples and micro-lots	Direct daily flights to hubs including Brussels, Amsterdam and Dubai
Sea: Mombasa (MBA)	Dried fruit, shea butter, coffee, cocoa, macadamia and frozen fish	25–35 days to Rotterdam or Hamburg; 15–20 days to Jebel Ali (UAE)

Export documents and market access

- Every plant-based shipment includes the export document trinity: Phytosanitary Certificate, EUR.1 Movement Certificate and Certificate of Origin (URSB).
- EU: Everything But Arms (EBA) gives Ugandan goods duty-free and quota-free access to the European Union.
- USA: the African Growth and Opportunity Act (AGOA) provides preferential access to the United States market.
- Nile perch shipments include an EU Health Certificate, Uganda Fisheries Department clearance, HACCP documentation and cold-chain temperature logs.

EU Deforestation Regulation (EUDR)

EUDR covers commodities including cocoa and coffee. After two postponements it applies from 30 December 2026 for large and medium operators and traders, and from 30 June 2027 for micro and small enterprises (EY, January 2026). Buyers should ask suppliers for farm-level traceability and geolocation data for each lot.

How to order

Step	What happens
1. Send requirements	Product, grade, volume, destination port and preferred Incoterm (FOB or CIF).
2. Receive a quote	A formal FOB or CIF quote within 24–48 hours, with pricing, lead times and payment terms (LC or TT).
3. Verify a sample	On acceptance, a 1 kg commercial sample is dispatched via DHL for your QA lab.
4. Contract and ship	After sample approval and deposit or LC issuance, grading, packing and phytosanitary clearance begin.

Request your 2026 FOB or CIF quote

tradeafricadirect.com/request-a-quote · info@tradeafricadirect.com · +256 772 921055

Sources

Bloomberg, “Cocoa Soars Above $12,000 to Reach Fresh Record on Supply Fears”, 18 December 2024.

Food Ingredients First, “Cocoa prices ease but alternatives and reformulation stay in focus”, 14 January 2026.

International Cocoa Organization (ICCO), daily price, 9 October 2026.

Daily Monitor, “Rising cocoa price: Can Uganda do more than export raw beans”, Bank of Uganda data, 2025.

EY, “EU Deforestation Regulation application postponed to 30 December 2026”, January 2026.

Product specifications, seasons and logistics: Trade Africa Direct, tradeafricadirect.com (November 2026).