



# CUSTOMS ANALYTICS SAMPLE REPORT

Coffee Import - Germany  
December 2025 - February 2026

<b>1,000</b>	<b>\$334M</b>	<b>62.3M kg</b>	<b>156</b>
Shipments Analyzed	Total Value	Total Volume	Importers Identified

*This report is prepared by GOTD Customs Analytics based on official customs declarations data.  
For demo purposes only. Full report includes complete importer contacts and raw data.*

Prepared by GOTD Customs Analytics Division | March 2026 | [customs@gotd.global](mailto:customs@gotd.global)

## 01 KEY MARKET INSIGHTS

- ✓ Vietnam dominates: 43.5M kg (+\$204M) - 45% of all coffee imports into Germany
- ✓ Top 3 importers control 40% of the market: Bernhard Rothfos (\$69M), Tchibo (\$36M), Coffein Compagnie (\$21M)
- ✓ Price surge in February 2026: average price jumped +110% (\$5.01 → \$10.56/kg) driven by specialty grade
- ✓ Specialty premium: Panama Geisha reaches \$84.10/kg vs Robusta from Vietnam at \$4.70/kg
- ✓ Hamburg & Bremen handle 60%+ of all coffee entry points into Germany
- ✓ 156 active importers identified with full contact details available in the full report

## 02 MONTHLY PRICE DYNAMICS

Month	Value (USD)	Volume (kg)	Shipments	Avg Price \$/kg
2025-12	\$170.1M	31.0M kg	501	\$5.49/kg
2026-01	\$150.6M	30.1M kg	471	\$5.01/kg
2026-02	\$13.3M	1.3M kg	28	\$10.56/kg ■ +110%

## 03 TOP ORIGINS BY VALUE

Country	Value (USD)	Volume (kg)	Shipments	Avg Price \$/kg
<b>VIETNAM</b>	\$204.6M	43.5M kg	451	\$4.70/kg
ETHIOPIA	\$26.6M	3.2M kg	63	\$8.43/kg
INDIA	\$22.7M	3.6M kg	89	\$6.37/kg
COLOMBIA	\$21.7M	2.4M kg	65	\$8.88/kg
PERU	\$19.3M	3.1M kg	129	\$6.28/kg
TANZANIA	\$12.4M	1.8M kg	37	\$6.78/kg
UGANDA	\$12.0M	2.5M kg	66	\$4.73/kg

INDONESIA	\$8.3M	1.5M kg	41	\$5.60/kg
ECUADOR	\$2.5M	177K kg	15	\$14.22/kg

## 04 TOP IMPORTERS IN GERMANY (Sample - 10 of 156)

Company	Value (USD)	Volume (kg)	Shipments	Contacts
EQUATORIAL TRADERS LTD	\$5.4M	710K kg	14	Available
BERNHARD ROTHFOS INTERCAFE AG	\$5.1M	734K kg	8	Available
BERNHARD RPOTHFOS INTERCAFE AG	\$3.1M	532K kg	11	Available
TCHIBO GMBH	\$3.0M	336K kg	4	Available
COFFEIN COMPAGNIE GMBH & CO. KG	\$2.5M	261K kg	3	Available
/OF STARBUCKS COFFEE TRADI	\$2.3M	260K kg	7	Available
OLAM INTERNATIONAL LTD	\$2.2M	475K kg	3	"country":"SG"
WALTER MATTER SA COUNTRY SWAZILAND	\$2.1M	307K kg	2	Available
KONINKLIJKE DOUWE EGBERTS B.VOOSTER	\$2.0M	432K kg	4	Available

[ Full report includes all 156 importers with verified addresses, phones and emails ]

## 05 PRICE ANALYSIS BY ORIGIN

Country	Total Value	Total Volume	Shipments	Avg \$/kg
PANAMA	\$26K	305 kg	4	\$84.10/kg
UKRAINE	\$25.30	1 kg	3	\$22.39/kg
ECUADOR	\$2.5M	177K kg	15	\$14.22/kg
SRI LANKA	\$2K	132 kg	4	\$11.77/kg
COLOMBIA	\$21.7M	2.4M kg	65	\$8.88/kg
GERMANY	\$188K	22K kg	1	\$8.71/kg
ETHIOPIA	\$26.6M	3.2M kg	63	\$8.43/kg
MEXICO	\$1.5M	177K kg	6	\$8.30/kg
COSTA RICA	\$1.6M	202K kg	19	\$8.14/kg
RWANDA	\$564K	80K kg	3	\$7.06/kg

TANZANIA	\$12.4M	1.8M kg	37	\$6.78/kg
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# Get Your Custom Market Report

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This is a sample. The full report includes:

- + Full database of all 156 importers with verified contacts
- + Raw data: 1,000 shipment records with dates, weights, prices
  - + Complete exporter profiles for all 18 origin countries
  - + Price trend analysis and competitive landscape
- + Custom queries for your specific product + target market

## PILOT PRICING

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