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Eleonora Escalante Strategy
presents
the Summer Saga of the year

Cacao and Coffee 101.

Success strategies for Small Farm Holders

Episode 22.

Cocoa and Chocolate Trade Germany, Belgium and The Netherlands

20/11/2026

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Cacao and Coffee 101.
Success Strategies for Small Farm Holders

Next Saga: Human Talent: From Feudal Slaves to Digital Beggars. As of January 9th, 2027.

Outline Calendar *One Season: From May 22nd to December 31st, 2026*

22-May Episode 1 Introduction	29-May Episode 2 A new philosophy beyond circular economy	5-June Episode 3 Sustainability: Beyond caring for the land Part I	12-June Episode 4 Sustainability: Beyond caring for the land Part II	17-22 June Teacher´s week Pedagogical Pause El Salvador	26-June Episode 5 New Models of Ownership & Corporate Governance	
3-July Episode 6 Customer Segments	10-July Episode 6A Customer Segments Version 2.0	17-July Episode 7 Value Propositions I	24-July Episode 8 Value Propositions II	31-July Episode 9 Distribution Channels	07-August Episode 10 We will work on vacations Certifications Quality Control	
14-August Episode 11 Key Resources Part I Indonesia	21-August Episode 12 Key Resources Part II Indonesian Cacao	28-August Episode 13 Revenue Streams Cost Structure Ethiopian Coffee	11-Sept Episode 14 Competitiveness Research & Innovation Brazil Coffee	25-Sept Episode 15 Financing & Access to Capital Colombian Coffee	09-October Episode 16 Key Partnerships Honduras Coffee	

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ADDITIONAL BONUS MATERIAL

Outline Calendar *One Season: From May 22nd to December 31st, 2026*

16-October	23-October	30-October	6-Nov	13-Nov	20-Nov
Episode 17 ✓	Episode 18 ✓	Episode 19 ✓	Episode 20 ✓	Episode 21 ✓	Episode 22 ✓
Cacao Industry Analysis Cameroon	Cacao Industry Analysis I Nigeria	Cacao Industry Analysis II Nigeria	Cacao Industry Analysis I: Perú	Cacao Industry Analysis II: Perú	European Chocolate Industry Analysis I: Germany, Belgium and The Netherlands

27-Nov	04-Dec	11-Dec	18-Dec	25-Dec	31-Dec
Episode 23	Episode 24	Episode 25	Episode 26	Episode 27	Episode 28
European Chocolate Industry Analysis II: Germany, Belgium and The Netherlands	Global coffee shops-retailers Industry Analysis I	Global coffee shops-retailers Industry Analysis II	Upstream Comparative Country Analysis: Coffee	Upstream Comparative Country Analysis: Cacao	Summary and Conclusions Future Research Agenda

31-Dec-2026 to 22-Jan-2027

End of the Year Vacations
Pause & Maintenance



29-Jan-27
Episode 1

First Episode
Human Talent: From Feudal Slaves to Digital Beggars

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Success Strategies for Small Farm Holders

Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

AGENDA

Cacao and Coffee 101. Success Strategies for Small Farm Holders

Exports and Imports Analysis- General Overview

1. Belgium
2. The Netherlands
3. Germany

This Week

We will continue with the details of each of these nations.

Next Week

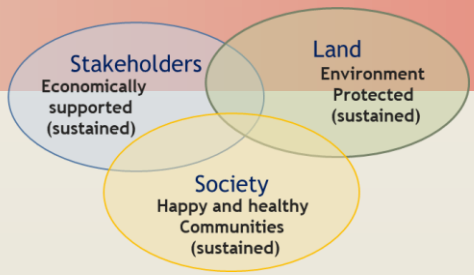


Photo https://sierranaturals.eu/products/organic-raw-peruvian-cacao-powder-25kg

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Success Strategies for Small Farm Holders







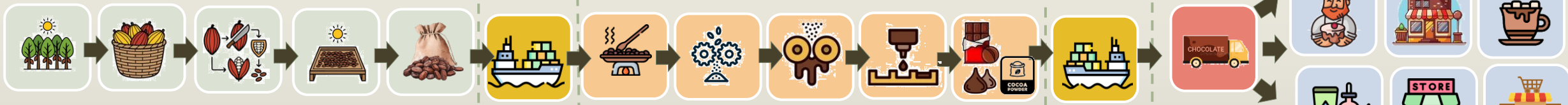
CACAO

Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Let´s remember the terms of the global cacao value chain

- The global cocoa value chain activities and the main nations involved explained below: the manufacturing conversion from the coca bean to multiple midstream by-products is complex and diverse: liquor, powder, butter, chips, paste, chunks, tablets, kisses, extracts, couvertures, shells and husks. These byproducts are then the input to be re-processed again in the downstream section for end-consumers.

Upstream | **Midstream** | **Downstream**



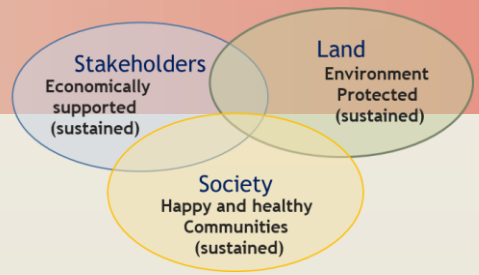
	Upstream	Midstream		Downstream	
Stakeholders	• Mid-size Independent growers • Small Farm holders • Cooperatives • Multinational Corporations • Harvest collectors • Laborers from Farm communities and external imported • Cacao Commodity Traders • Cacao Processing Plants (fermenting-drying) and packing the cocoa beans in sacks • Intermediaries (paid by commission)	• Transporters to the port of exit • Import-Export Intermediaries • Customs Officers • Warehousing entities • Shipping major global lines • Multinational trading companies	• Independent Artisanal and mid-size Roasters & grinding • Wholly integrated manufacturers • Multinational Corporations • Packaging Specialists • Other re-exporters	• Transporters to the port • Customs Officers • Warehousing (if needed) • Shipping Companies • Intermediaries	• Distribution Reps. • Grocery Stores • Municipal Market Shops • Retailers: supermarkets, markets, stores, coffee-shops, hotels, bakeries chocolatiers, pharma, restaurants, cafeterias, • Households (direct consumers)
Main Nations involved	• Cote d'Ivoire, Ghana, Indonesia, Ecuador, Brazil, Nigeria, Perú, Dominican Republic, and Colombia	• Switzerland (MSC) • Denmark (Maersk) • France (CMA-CGM)	• The Netherlands, USA, Malaysia, Germany, Indonesia, France, Belgium, Canada, Turkey, Italy, Spain, Singapore, and UK.	• Switzerland (MSC) • Denmark (Maersk) • France (CMA-CGM)	• All nations on earth.

All the references cited and used for our inferences are shown in slide 11

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Cacao and Coffee 101.
Success Strategies for Small Farm Holders



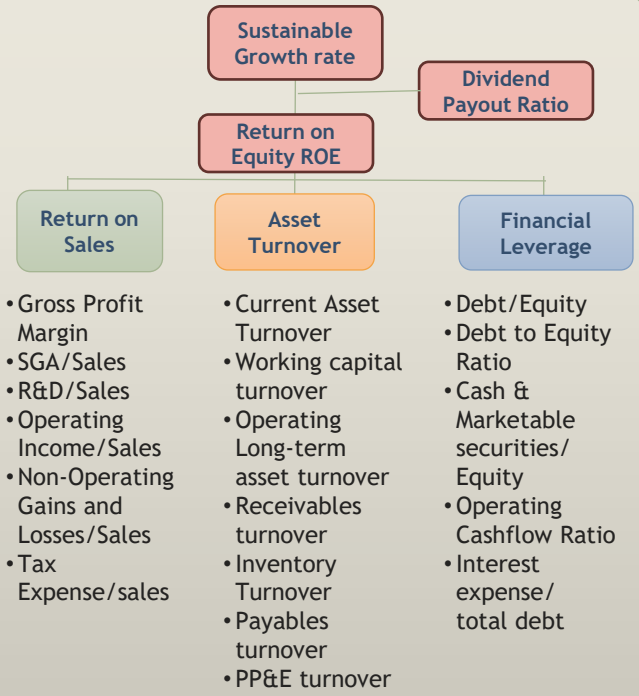


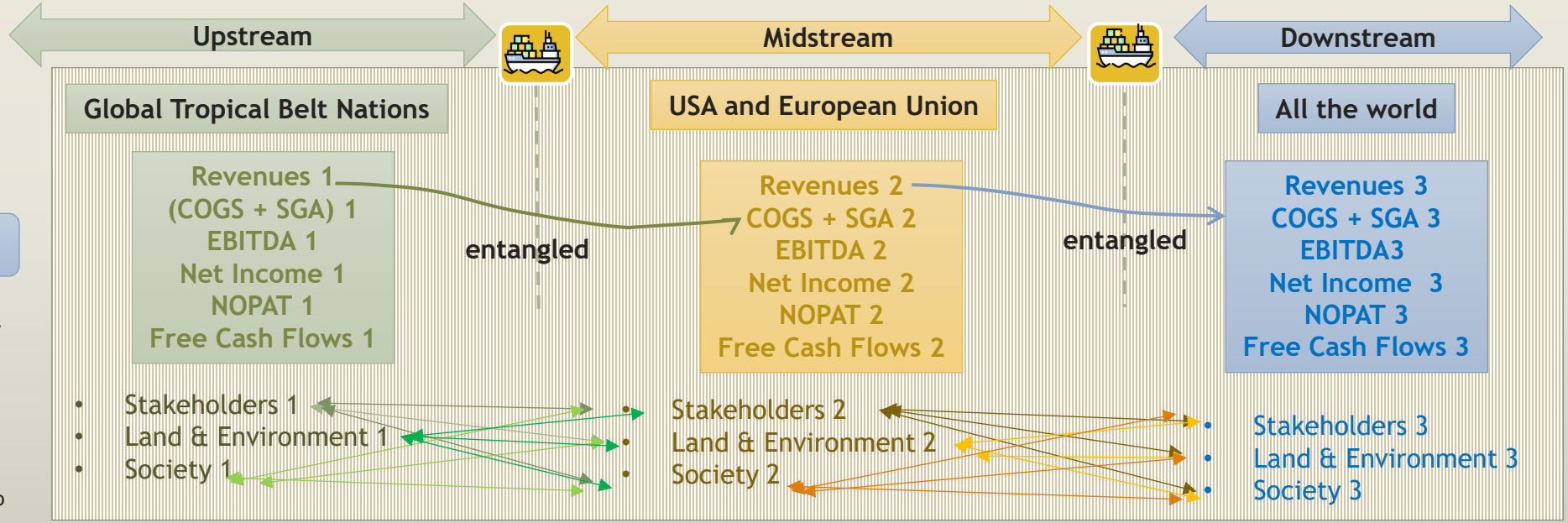
Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

How is the price-cost tied at each section of the cacao global supply chain

Let's review the foundations of the concept of sustainable growth rate.

A sustained global value chain for cacao implies the economic sustainability for all the stakeholders involved, and for all the land and societies involved: Producers of Raw Inputs (upstream), Mid-Manufacturers (midstream), Distributors-Retailers (downstream).





The revenues of the upstream players are part of the cost of goods (COGS) of the midstream players, and the Revenues of the midstream are the COGS of the downstream players. It is a cascade effect that traps all the stakeholders in the chain.

All the references cited and used for our inferences are shown in slide

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COGS: *Costs of Goods Sold*
SGA: *Selling, General and Administrative Expenses*
EBITDA: *Earnings before Interests, Taxes, Depreciation and Amortization*

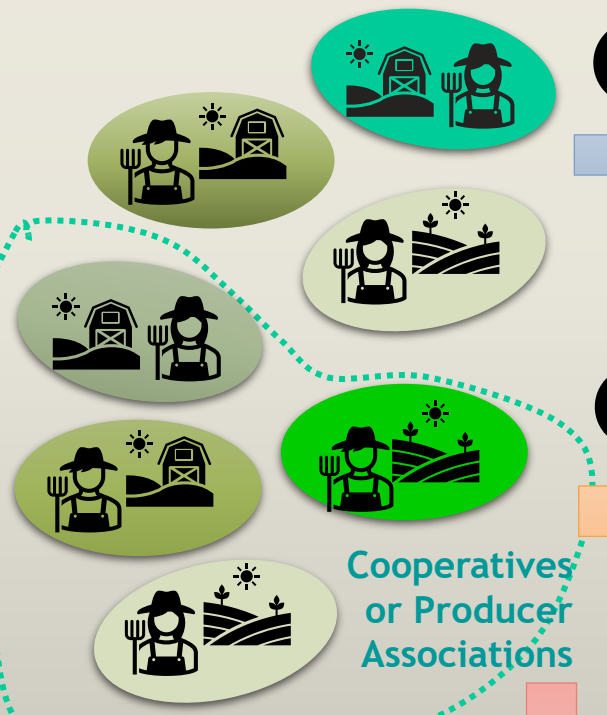
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NOPAT: *Net Operating Profits after Taxes*
Free Cash Flows: *Cash flows from operations after investment in working capital less capital expenditures. Used in the Discounted Free Cash Flows Analysis.*

Cacao and Coffee 101.
Success Strategies for Small Farm Holders

Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Look at all the players and agents involved in the pricing



Cooperatives or Producer Associations

Small Farmers alone or in group: Owners of land to a max of 10 hectares producing cacao or coffee in tropical belt nations

1 → Intermediaries Point of Collection → Intermediaries Processing Beans → Intermediaries Dealers-Traders → Cocoa-Coffee Exporters

2 → Licensed Buying Companies (LBCs) → Processors, Traders, Dealers

3 → Cocoa-Coffee Exporters

MNCs Processors, Coffee-Cacao Traders, Clients International Markets or Big clients Regional Markets

Local Markets

Confectionaries, Wholesalers, Sucreries, Bakeries, Chocolatiers, Coffee Shops, Specialty Markets, Hotels, Other Processors, Cosmetic Labs, Restaurants, Tienditas, Other Retailers

End-Users of the products of cocoa and chocolate

All the references cited and used for our inferences are shown in slide 15-16.

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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

The upstream farmers are part of a huge global chain

Upstream Farmers

Midstream processors & Manufacturers

Downstream end-consumers brands

Some midstream companies are also integrated with downstream activities
And they also have specialty cocoa divisions to supply the best lots of cacao for the luxury segment.

CACAO

Local Upstream Intermediaries

Multinational Trading Houses

Upstream

Midstream

Local Downstream Intermediaries

CHOCOLATE

Downstream

Price USD$

Drivers

One Off

Unique

Quality Driven

Quality/Price

Price/Quality

Price

Gourmet Luxury Chocolate

Supreme Luxury Chocolate

Aspirational Luxury Chocolate

Premium Chocolate

Mass Market Chocolate

Budget Chocolate

All the references cited and used for our inferences are shown in slide 15-16.

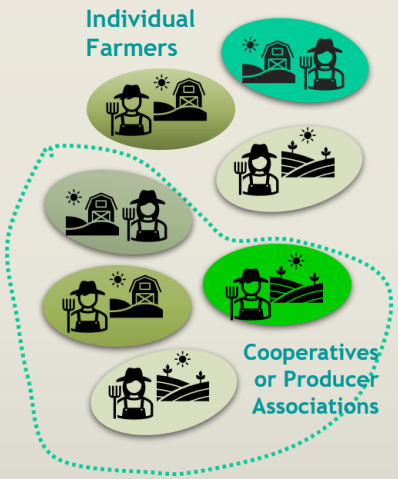
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Image: https://jestafreak.com/indulge-in-chocolate-knowledge/

Cacao and Coffee 101.
Success Strategies for Small Farm Holders

Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Types of Intermediaries in the cacao global chain



- The intermediaries serving the midstream Multinational corporations and other entities processing and manufacturing the beans (cacao) have been under **huge pressure from European organizations, United Nations, consumers and international cooperation agencies to improve the working conditions and find the whereabouts of quality control of the products of the upstream players.**

Type of intermediaries with the farmers

Local Upstream Intermediaries

- Local Collectors Farmgate
  - Specialty Exporter Agents
- Wholesalers
  - Government Bureaus
- LBCs
  - Cooperatives

Multinational Trading Houses

- Specialty Fine Cacao Suppliers

Cacao Traders	
Cargill, USA	Cargill
Barry Callebaut, Switzerland	Barry Callebaut
Olam Agri, Singapore	ofi
ECOM Agroindustrial, Switzerland	ECOM
Sucden, France	S&D Sucden
Touton	Touton

Vertically Integrated Importers	
Altinmarka	Ecom
Cocoasource	Touton
Minka	Clasen Quality Chocolate
Barry Callebaut	ETG/Beyond Beans Unigra
Cofina	COFCO International
OFI	Limited
Blommer	Cemoi SAS
Colcocoa Sucden	Fuji Oil
Cargill	Guan Chong

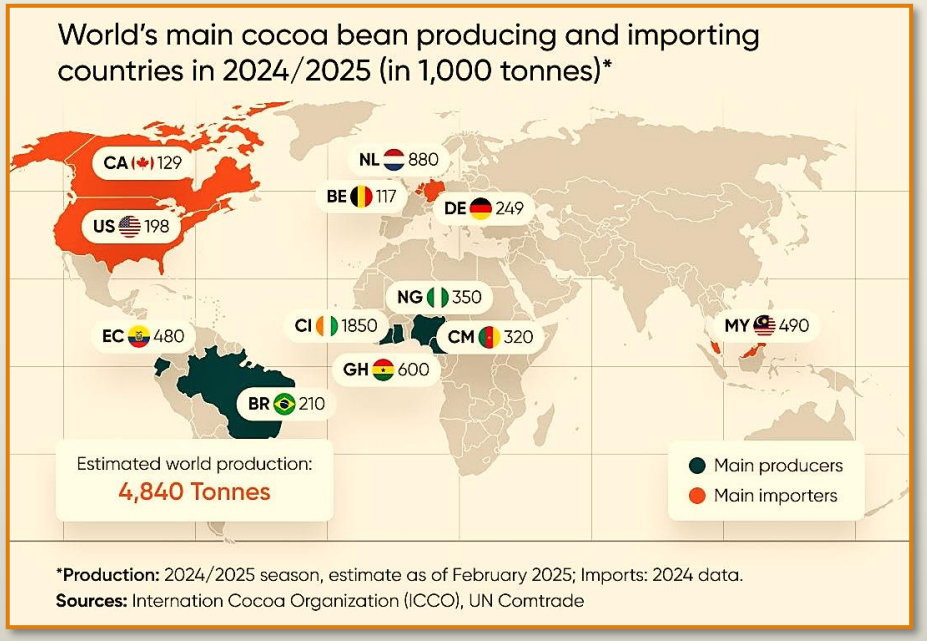
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Analyzing the role of trade of cacao-cocoa-chocolate byproducts in these 3 nations



- At the upstream level, the cacao beans leave the farms from the tropical nations and are imported year over year. Every year these are pulled by the following nations: The Netherlands, Germany, Belgium, Malaysia, Canada, USA, and more recently Poland.

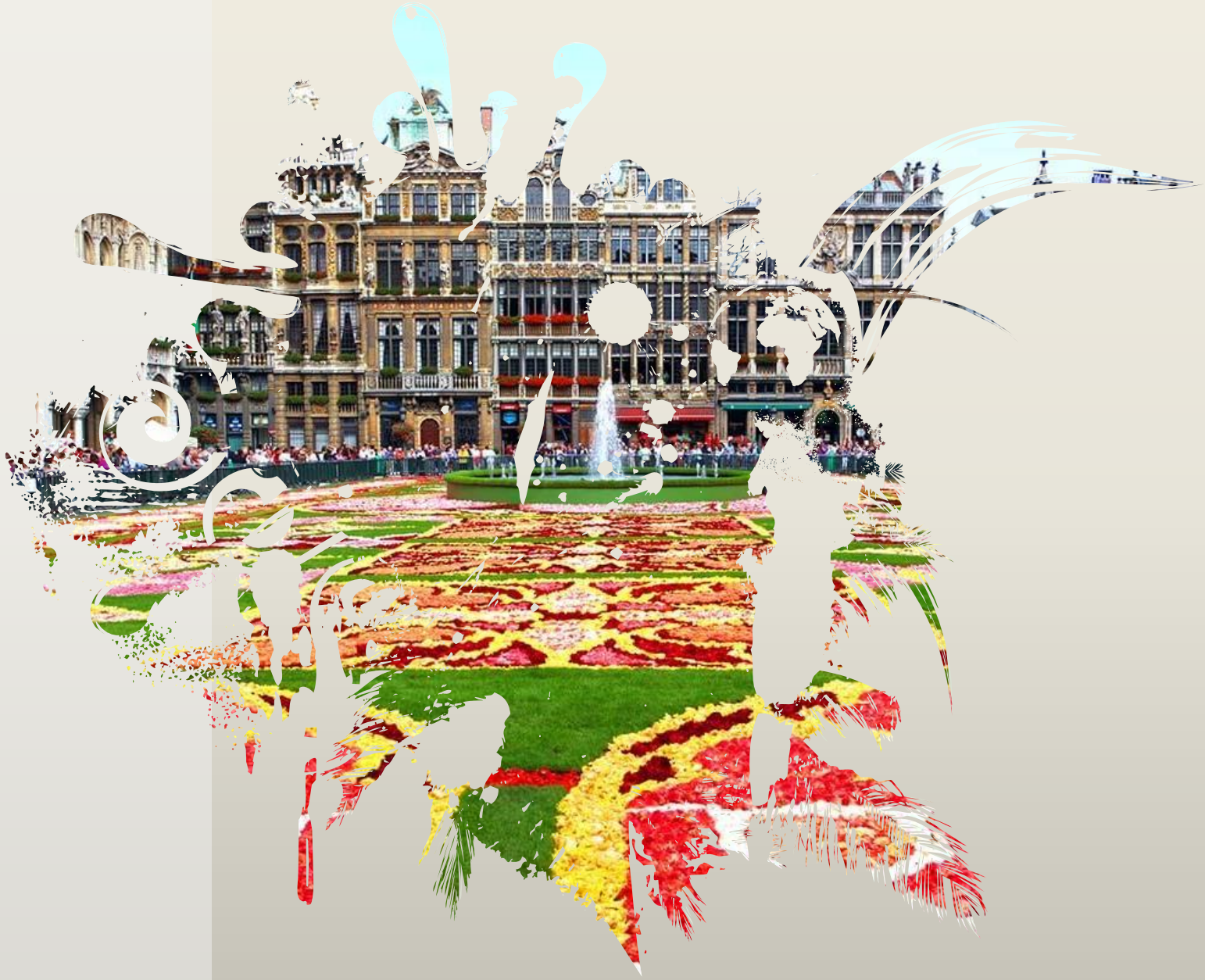
- Most of the public information about cocoa is well-versed merely by considering the imports and exports of cocoa beans, which correspond to the upstream section of the global value chain.
- Then you can find fragmented information about the midstream (cocoa paste or cocoa butter) and about the downstream section (retailers) of chocolate bars, powder, bakery mixes, etc. But it is not reliable, because we do not hold all the variables in one place.
- So, we will continue working by proxy, in our need to understand the trade of cacao, its conversion into semifinished cocoa products which happen after grinding the beans, and finally the last part of the production is in the downstream, the final retail format to all end-consumers.
- The following slides are our effort to show you how Germany, The Netherlands, and Belgium are importing and exporting 11 categories of cacao-cocoa-chocolate products. See the 11 categories below.
- This is the first general panorama part of our analysis (the most over-all one), next Friday we will dig deeper into more details per each nation.

HS Code	Cacao products analyzed in this episode per nation of study. Source: UNComtrade+
180100	Cocoa beans; whole or broken, raw or roasted
180310	Cocoa; paste, not defatted
180320	Cocoa; paste, wholly or partly defatted
180400	Cocoa; butter, fat and oil
180500	Cocoa; powder, not containing added sugar or other sweetening matter
180610	Cocoa; powder, containing added sugar or other sweetening matter
180620	Chocolate & other food preparations containing cocoa; in blocks, slabs or bars weighing > 2kg
180631	Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, filled, weighing 2kg or less
180632	Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, (not filled), weighing 2kg or less
180690	Chocolate and other food preparations containing cocoa; n.e.c. in chapter 18
180200	Cocoa; shells, husks, skins and other cocoa waste

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BELGIUM

Cocoa Global Imports and Exports



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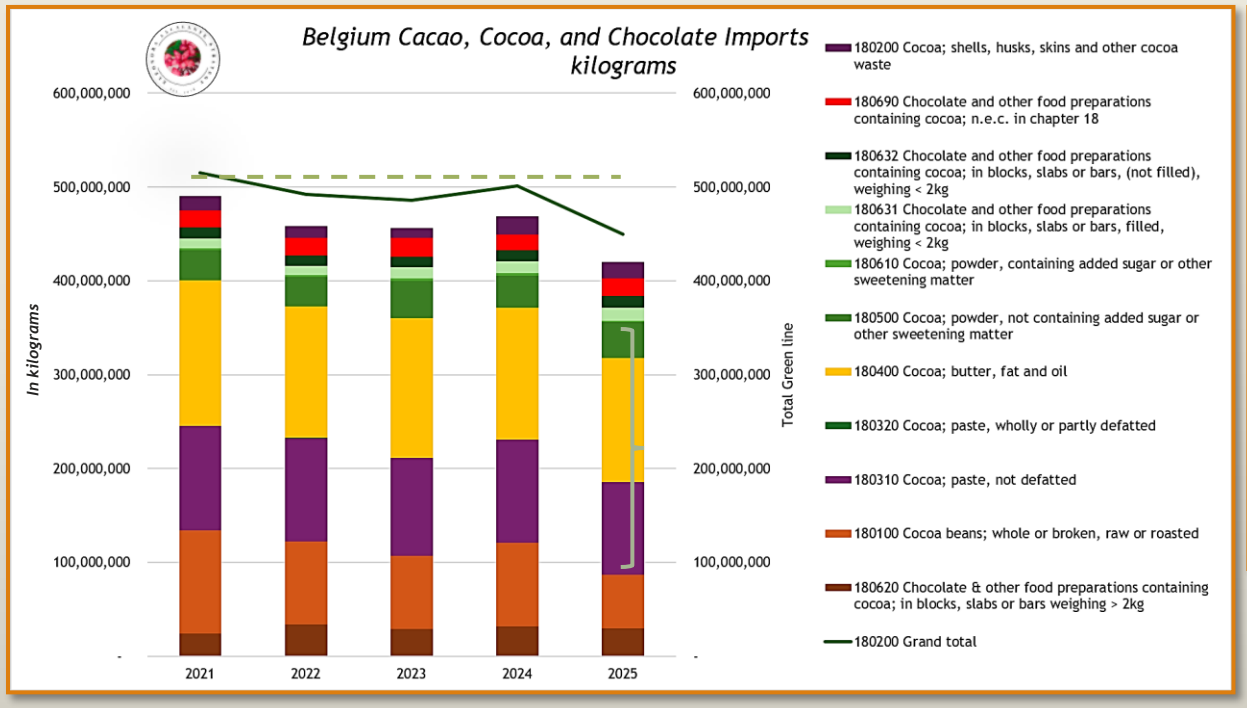
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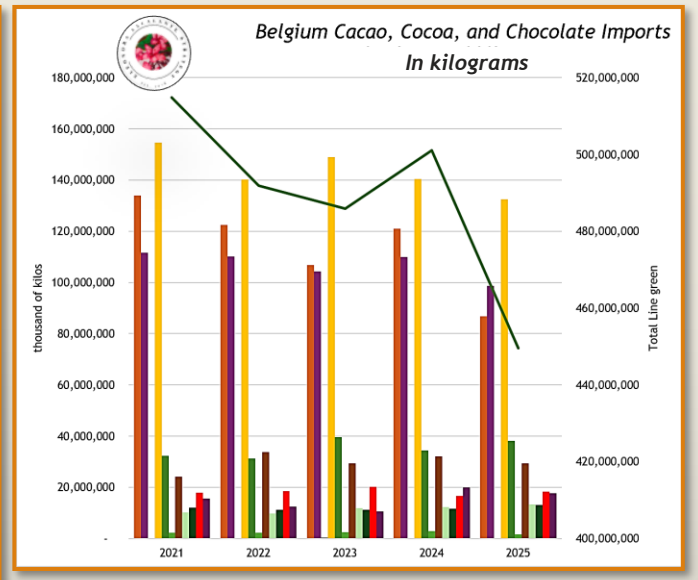
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Belgium: Imports 2021-2025

In Kg

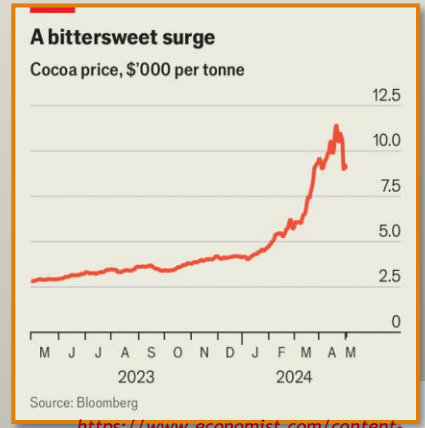




- The imports of the cacao-cocoa-chocolate products to Belgium are in the order of 490 thousand tons during the last 5 years.
- The 3 main products demanded by Belgium are cocoa beans, cocoa paste (or liquor), and cocoa butter.
- From both graphs we can observe that there is a slight tendency to a reduction of imports YoY, except for year 2024, when the international cacao price reached its highest value.

All the graphs prepared by Eleonora Escalante Strategy.
Data pulled from the UNComtrade + database for Belgium
https://comtradeplus.un.org/en/

Look at the mix of cocoa products in order of priority (in terms of weight).
Cocoa butter (fat-oil) is the most important one for Belgium, followed by cocoa paste (not defatted), and cacao beans appear at the third place.



https://www.economist.com/content-assets/images/20240504_AMC101.png

Belgium was the second largest importer of cocoa beans in Europe after the Netherlands in 2025.

Remember 1 metric ton = 1000 kg

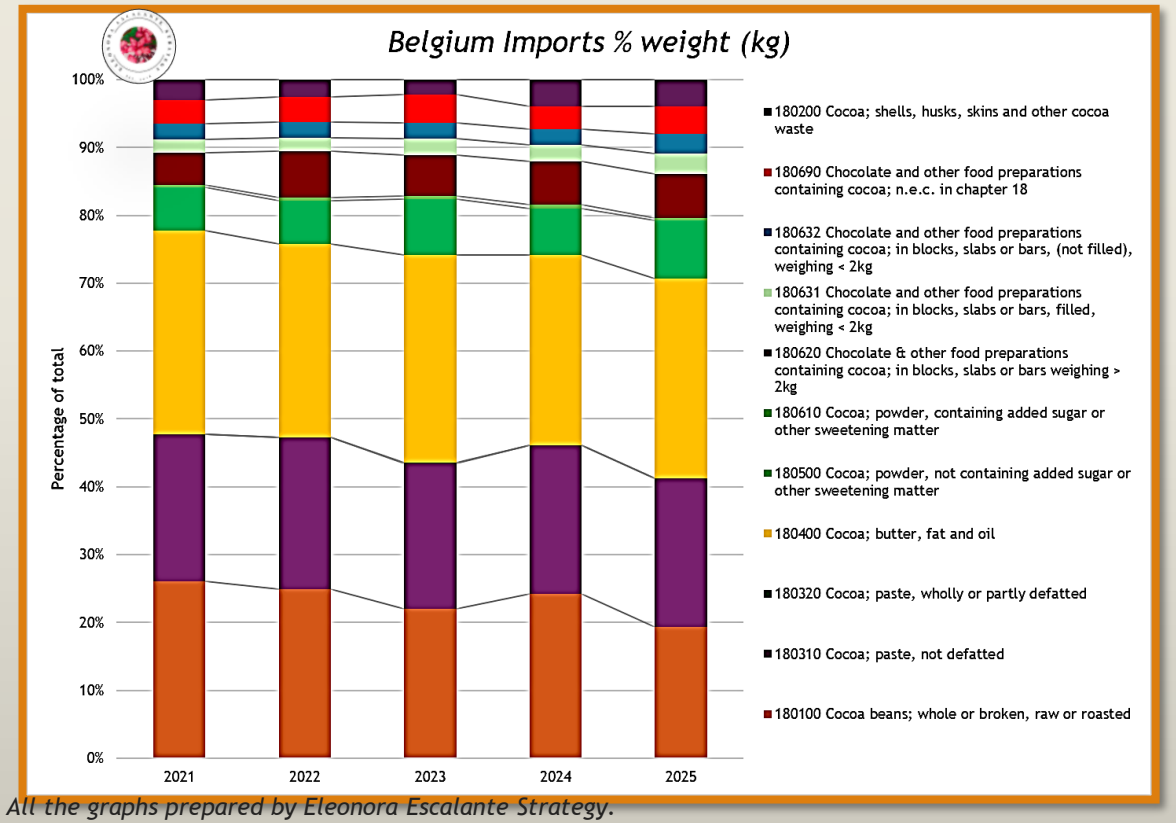
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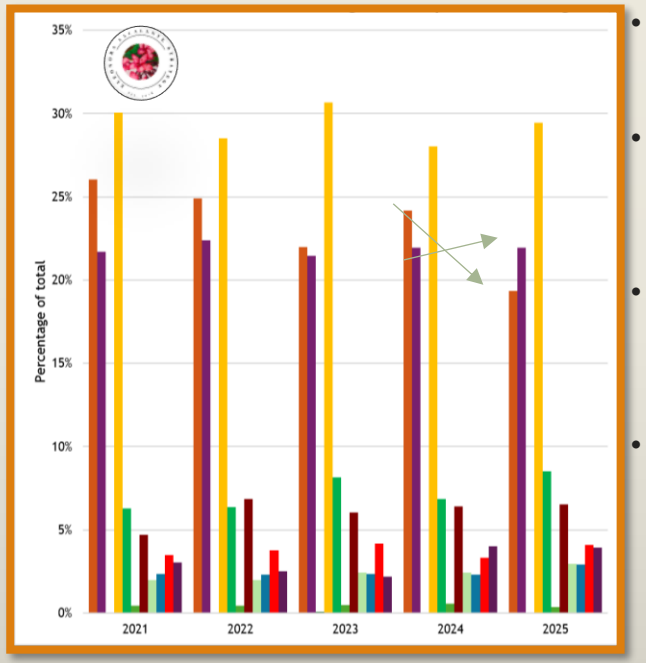
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Belgium: Imports 2021-2025

In % of weight (kg)





- This slide is built using the last one, but all the data is expressed in percentages of the total.
- Please notice that to use the same unit (equivalent cacao beans kg), we have affected the kilos of products by a factor of conversion that is used in the industry.
- Look how Belgium is betting on cocoa butter and cocoa paste, and it is importing more elaborated chocolate products and cocoa powder.
- The imports of cocoa butter are on an average of 29% during the last 5 years, followed by cacao beans that have decreased from 24% to 19% (2024-2025). The cacao paste (defatted) is in the third place of imports.
- Since Belgium is the headquarters house of Barry Callebaut this graph is telling us that cacao-butter has been privileged in imports above the cacao beans. Why? We will find out in our next class.

All the graphs prepared by Eleonora Escalante Strategy.
Data pulled from the UNComtrade + database for Belgium
https://comtradeplus.un.org/en/

We have included the cocoa powder in our analysis because it is basically de-fatted chocolate, and it is sold in several countries as "chocolate powder".

WHAT IS CHOCOLATE FOR THIS ANALYSIS

180690 Miscellaneous Chocolate/Cocoa Preparations,
180620 Chocolate Products (Contains Cocoa, >2kg),
180632 Unfilled Chocolate Blocks/Bars (Contains Cocoa, >2kg),
180631 Filled Chocolate Blocks/Bars (Contains Cocoa, >2kg),
180610 Sweetened Cocoa Powder
180500 Cocoa Powder not containing sugar.

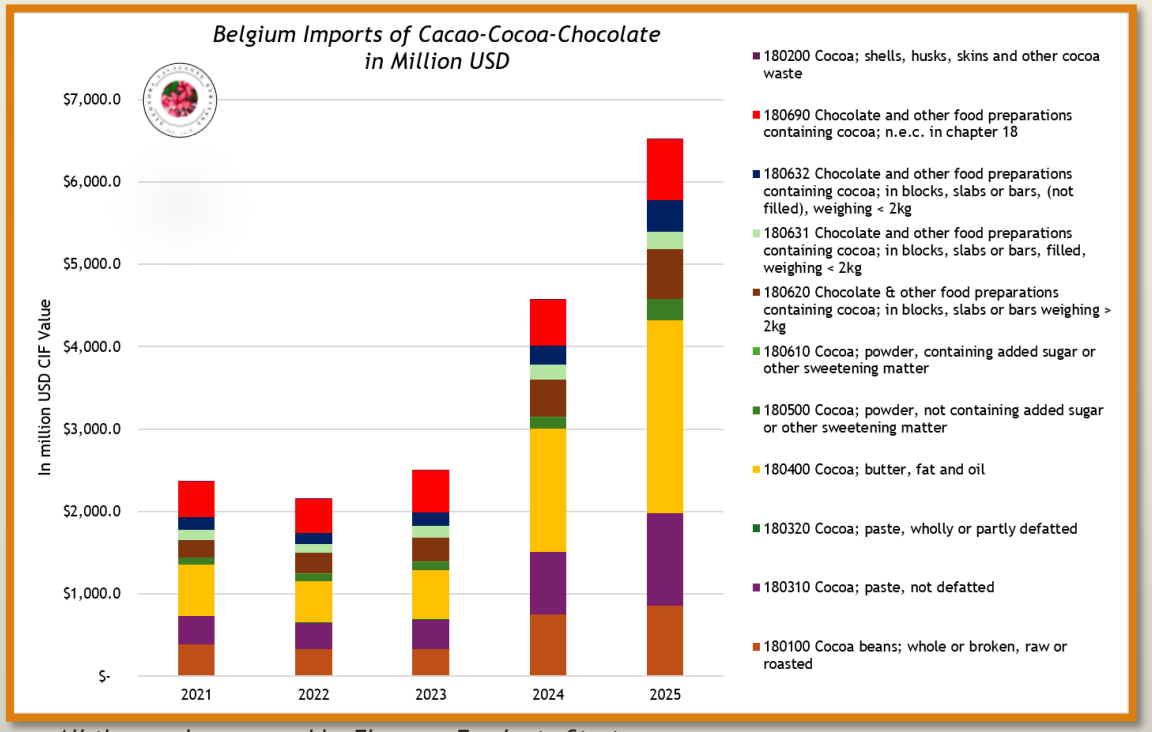
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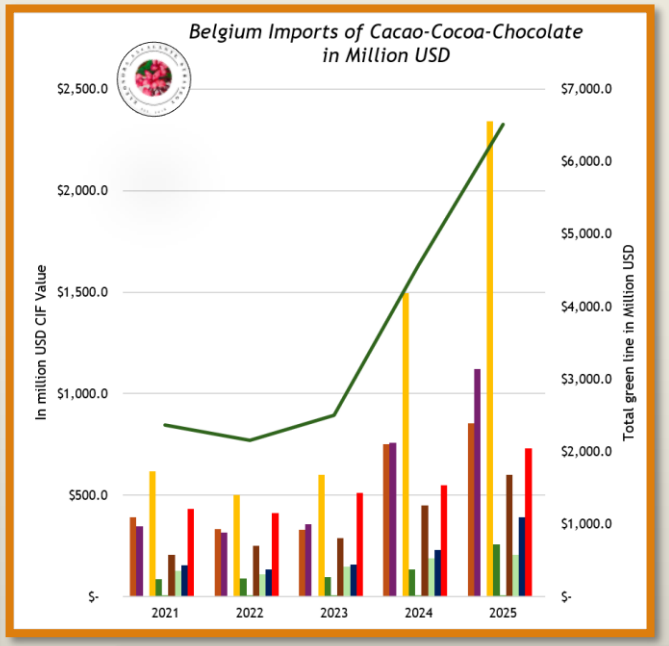
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Belgium: Imports 2021-2025

In Million USD CIF Value





- Belgians are paying more for approximately the same weight of cocoa products.
  The years 2024 – 2025 were special outlier years, because the kilo of cocoa beans augmented to almost than $12,000 dollars per metric ton. Look at the graph below from the Federal Reserve of St Louis.
- Belgium imported 6.5 billion USD in 2025, of which the product star of imports was cocoa butter (37%) in monetary value.

All the graphs prepared by Eleonora Escalante Strategy.
Data pulled from the UNComtrade + database for Belgium
https://comtradeplus.un.org/en/



Every major chocolate-producing region agrees on one thing: cocoa butter and real cacao content, not vegetable fat substitutes, are what earn a product the right to be called chocolate.

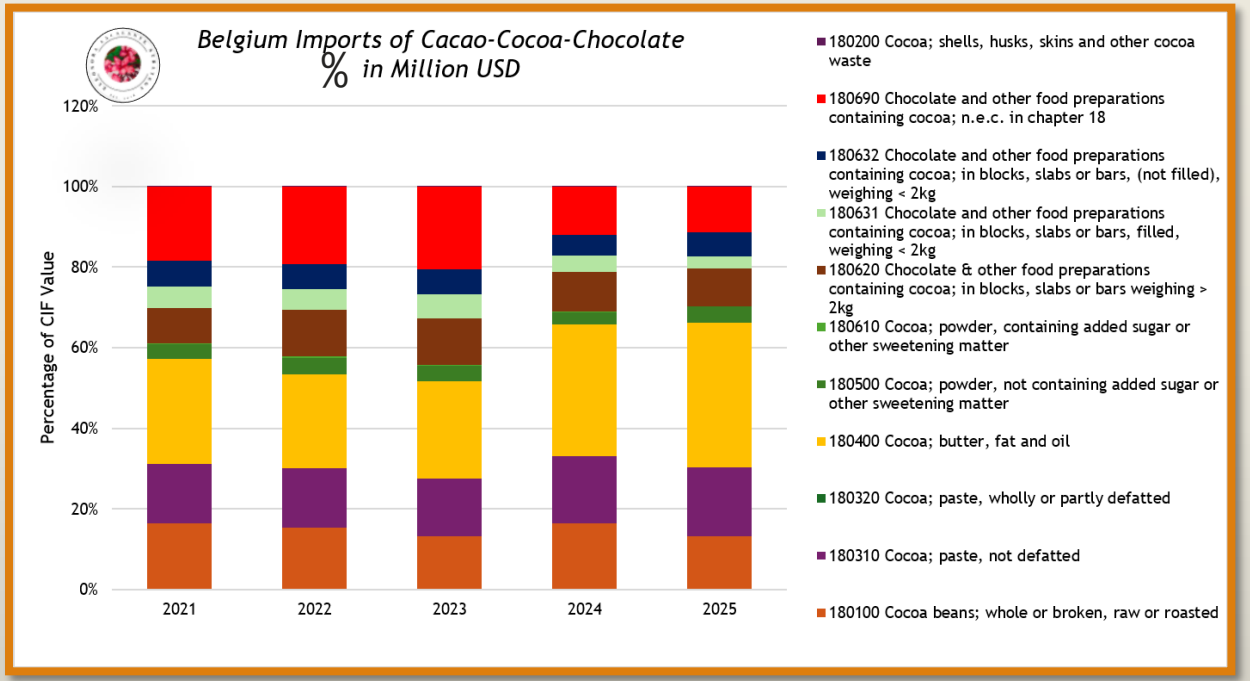
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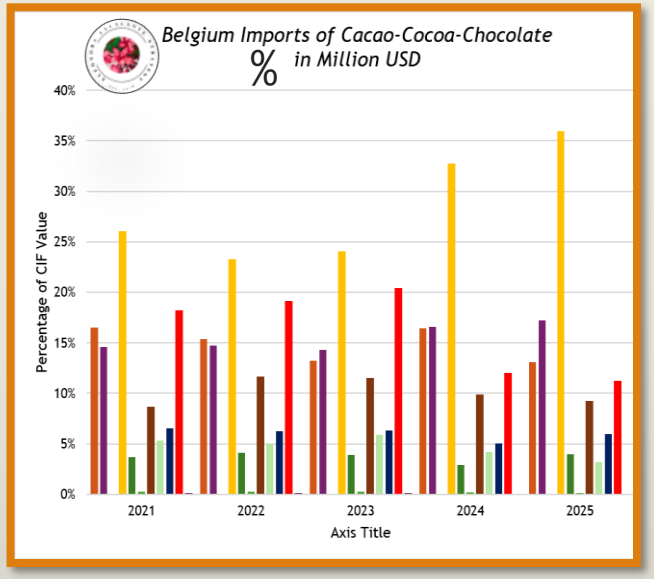
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Belgium: Imports 2021-2025

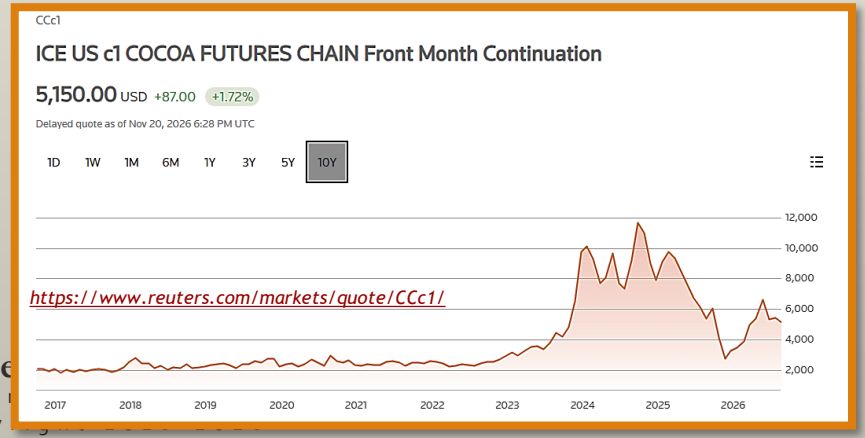
In % of CIF Value





- This graph is an analysis of the percentage of each product from the total per year (in CIF Value), and we can observe the correlation, and how Belgium is shifting from importing cocoa beans to semi-processed goods (cocoa butter, mainly).
- Around 25% of imports is chocolate, principally in bulk weighing more than 2 kg; and chocolate in other preparations.

All the graphs prepared by Eleonora Escalante Strategy.
Data pulled from the UNComtrade + database for Belgium
https://comtradeplus.un.org/en/



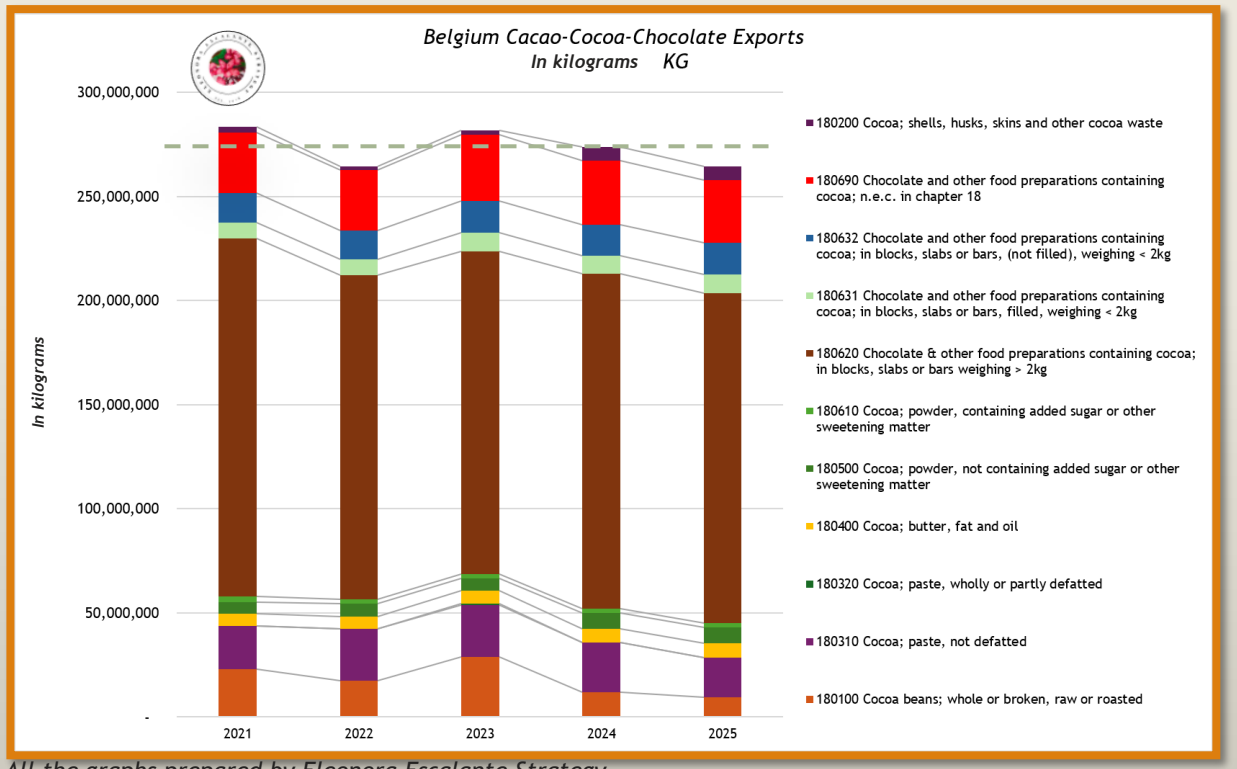
For the USA: chocolate liquor is the thick paste produced by grinding roasted cacao nibs, containing both cocoa solids and cocoa butter in their natural ratio.

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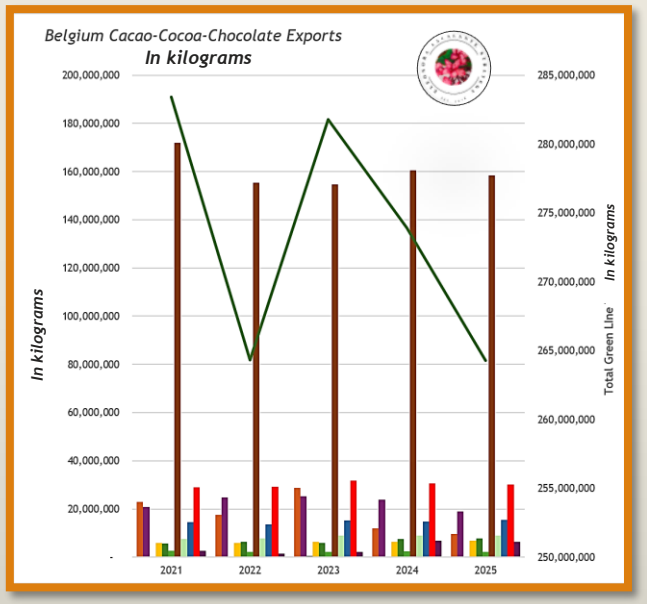
Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Belgium: Exports 2021-2025

In Kg



All the graphs prepared by Eleonora Escalante Strategy.
Data pulled from the UNComtrade + database for Belgium
https://comtradeplus.un.org/en/



The range of tonnage of cocoa products exported from Belgium are between 265 to 284 thousand tons per year.
The rest of products do not overpass the 30k tons each.

Now let´s look at this beauty of slide.
The total exports of cocoa products has been around 273,544,310 kg (average during the last 5 years), or 273.5 thousand tons.
The core product is Chocolate & other food preparations containing cocoa in blocks, slabs, bars weighing more than 2 kg (wholesale for bakeries and other downstream companies).
If you see with careful attention, Belgium processors or manufacturers export raw-input for downstream enterprises.
Additionally, in terms of trade, that is revealing because most of us that the Belgian downstream products (for which this nation is famous) was the core business. Not true.

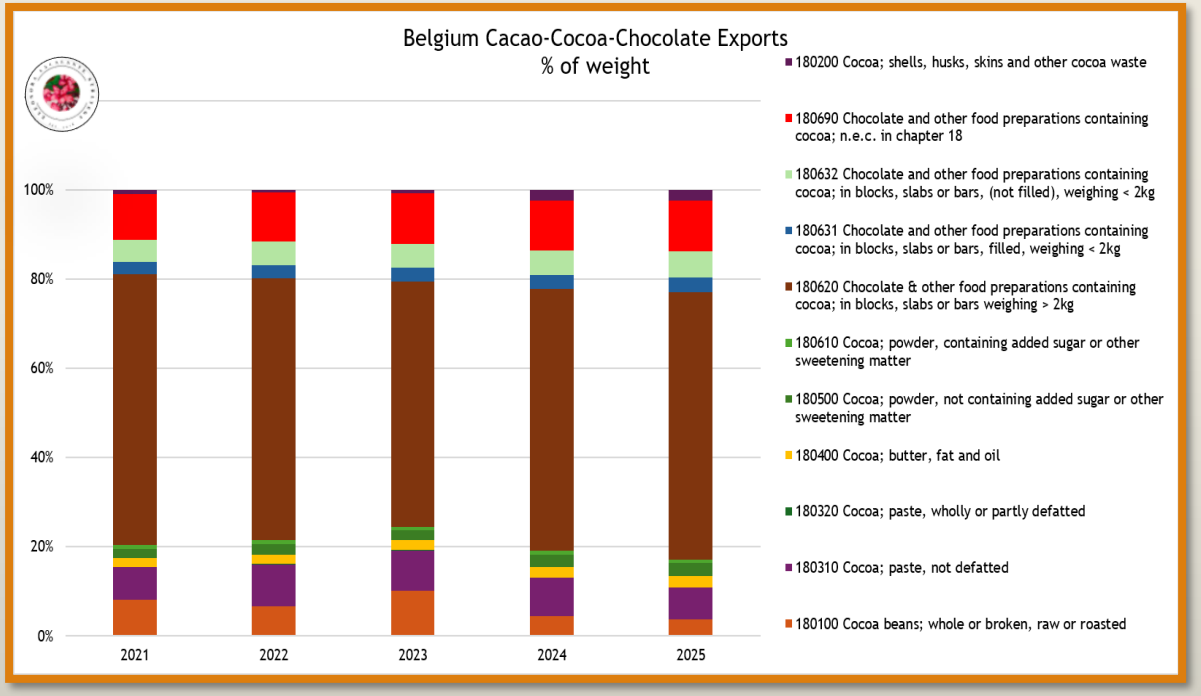
Core export from Belgium : Chocolate & other food preparations containing cocoa in blocks, slabs, bars weighing more than 2 kg. Code HS 180620

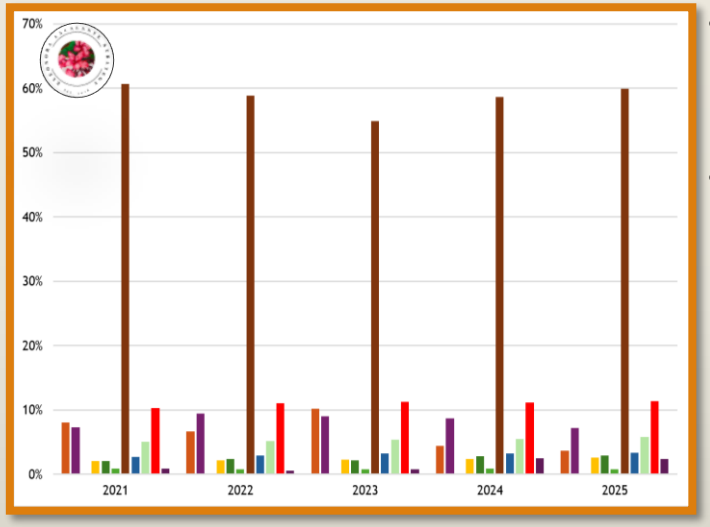
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Belgium: Exports 2021-2025

In % of weight (kg)





- This graphs shows the percentage of all the products of cacao leaving Belgium.
- We can observe that the chocolate in wholesale format > 2 kg of weight in blocks, slabs, or bars represents more than 60% of value of the total exports in every year.

All the graphs prepared by Eleonora Escalante Strategy.
Data pulled from the UNComtrade + database for Belgium
https://comtradeplus.un.org/en/

The EU definition of chocolate comes from Directive 2000/36/EC, which harmonizes the definition across all member states, so a bar labeled "chocolate" means the same thing whether it's sold in Germany, France, or Poland. The EU measures total dry cocoa solids with a cocoa butter sub-requirement.

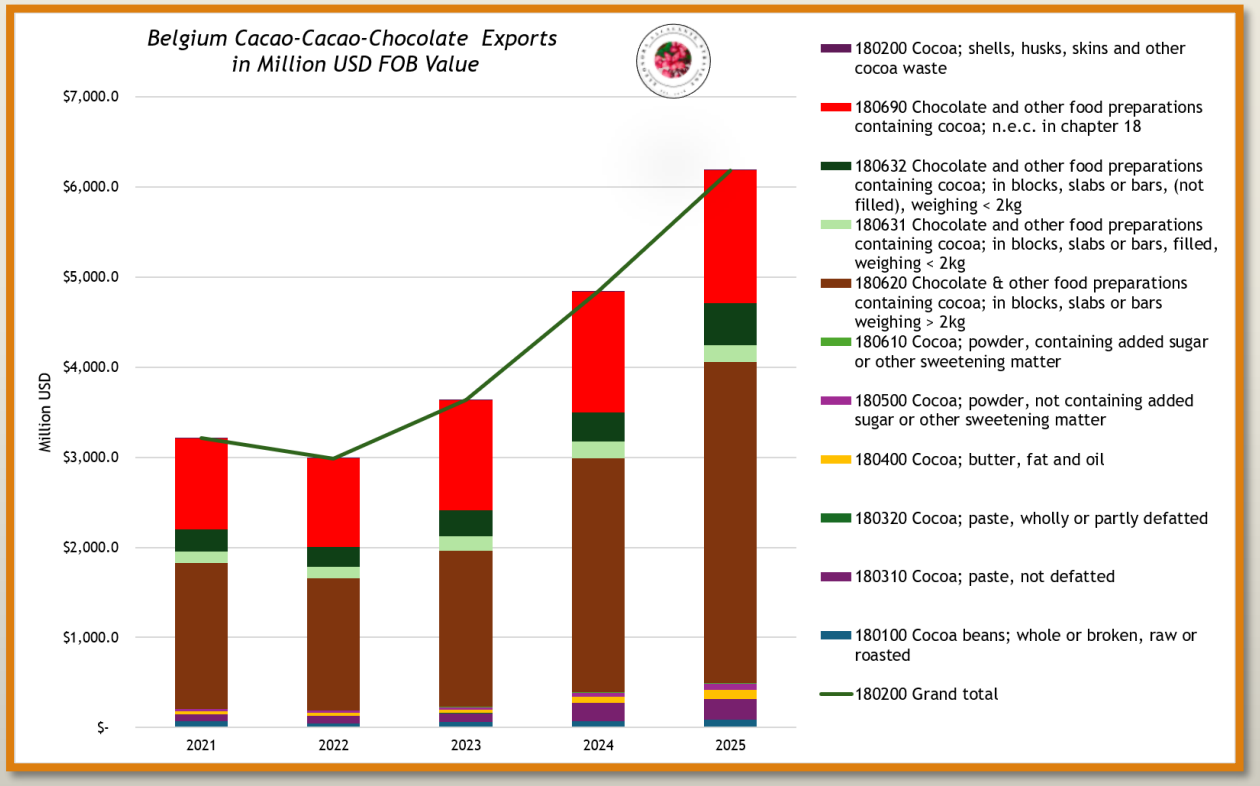
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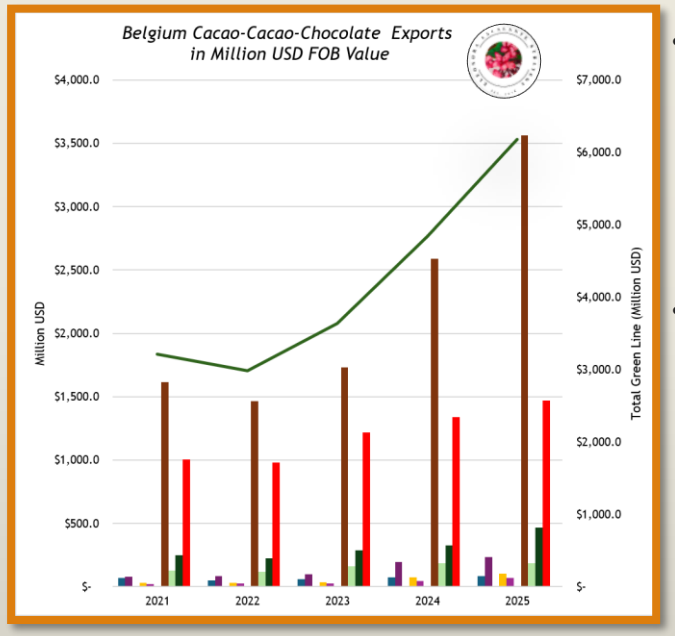
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Belgium: Exports 2021-2025

In Million USD FOB Value





Here you can observe the total value of exports of Belgian cacao, cocoa, and chocolate. The exports value is driven by items 180620 and 180690.

- In monetary FOB value, we see how much aggregated value is obtaining Belgium enterprises from selling chocolate (180620 format) in brown and other miscellaneous chocolate (180690 code) in red.
- Again, we can erroneously perceive that the value has augmented after 2023 because of an increase in weight (tons or kilos), no. It is simply because the price of the metric ton of cocoa beans raised on average to $9,500 dollars / metric ton between Dec 2023 to August 2025, and this raw input affected the price of the Belgian exports of chocolate

All the graphs prepared by Eleonora Escalante Strategy.
Data pulled from the UNComtrade + database for Belgium
https://comtradeplus.un.org/en/

For the European Union the definition of Chocolate (what's commonly sold as dark, semisweet, or bittersweet). For the EU, the product should hold at least 35% total dry cocoa solids, at least 18% cocoa butter, and at least 14% fat-free cocoa solids. However, the EU also regulates the definition of Milk Chocolate, and White Chocolate.

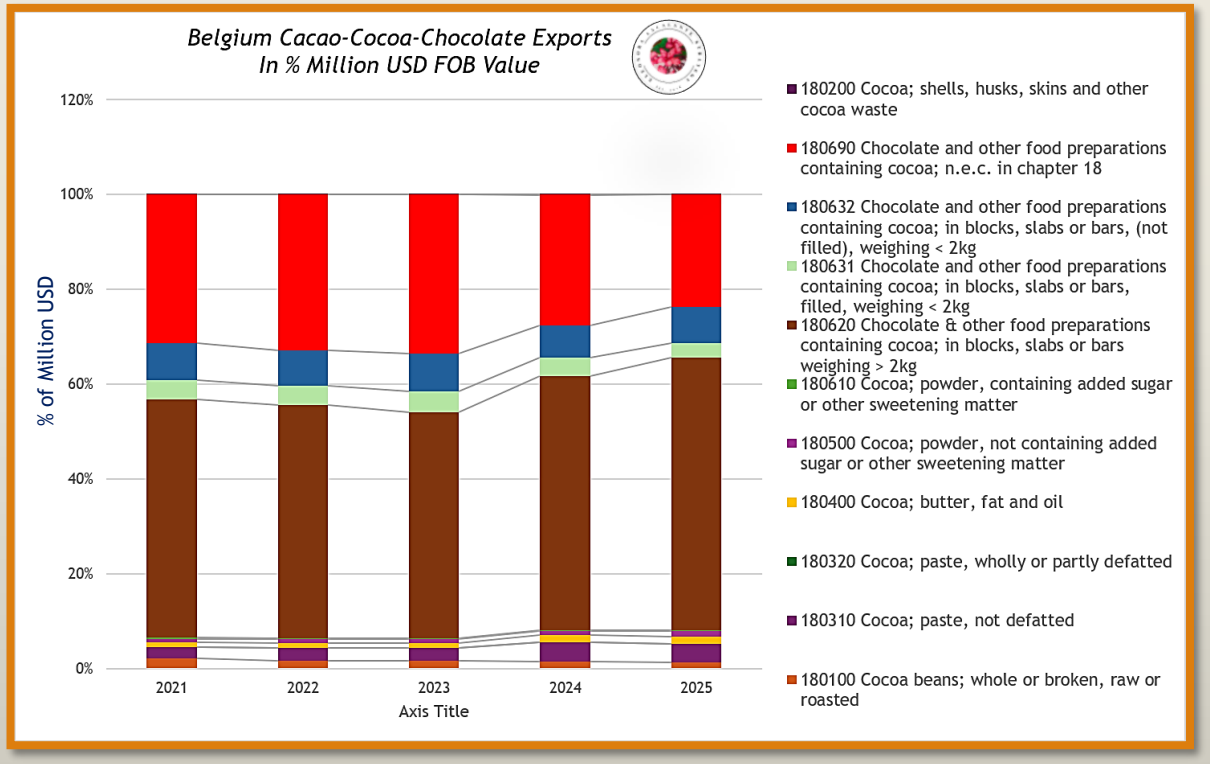
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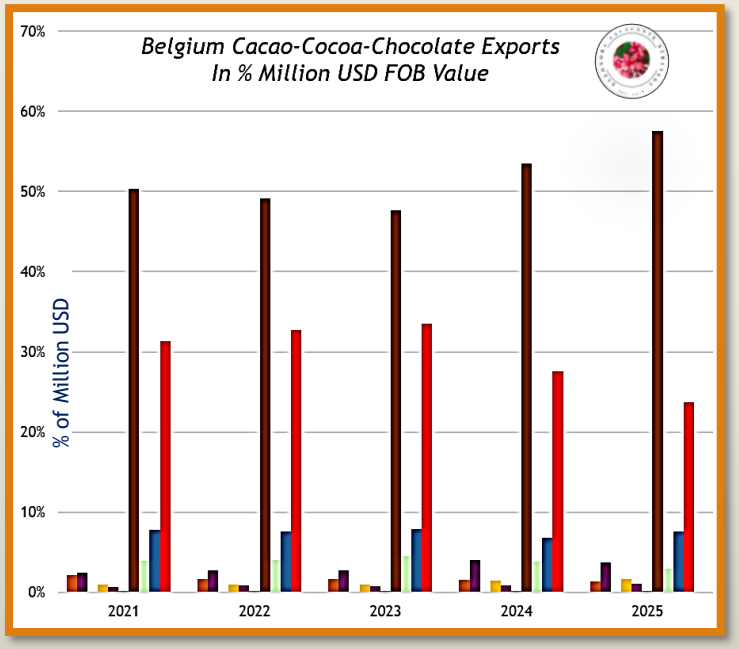
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Belgium: Exports 2021-2025

In % of FOB Value





- This slide is about percentages of the past slide:
- 180620 (brown color) item represents around 50% in monetary value, and the chocolate in format 180690 (red) represents on average a 29%, during the period of 5 years studied.

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Data pulled from the UNComtrade + database for Belgium
https://comtradeplus.un.org/en/

There are two basic types of cocoa powder: (1) natural, and (2) Dutch process. While natural cocoa powder has an intense flavor along with a light reddish-brown color, the Dutch-processed cocoa powder has a more mellow taste with a darker brown color. Any of these 2 unsweetened cocoa powders are used to give a rich and intense chocolate taste to many desserts and beverages. This is why we included it in our analysis as part of the chocolate.

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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

IMPORTS TO BELGIUM

Belgium: Imports Data Source for the graphs

Analysis per categories of Cocoa-Chocolate In Weight (kg) at Cacao beans equivalent (affected by conversion factors)

BELGIUM IMPORTS IN WEIGHT		2021	2022	2023	2024	2025	Factors of conversion
180100	Cocoa beans; whole or broken, raw or roasted	134,004,775	122,425,558	106,791,050	121,091,058	86,883,977	1
180310	Cocoa; paste, not defatted	111,702,747	110,079,802	104,289,171	109,944,528	98,632,748	1.25
180320	Cocoa; paste, wholly or partly defatted	72,148	112,408	413,232	64,911	18,583	1.25
180400	Cocoa; butter, fat and oil	154,602,954	140,219,658	149,033,973	140,361,296	132,398,381	1.33
180500	Cocoa; powder, not containing added sugar or other sweetening matter	32,391,370	31,283,773	39,509,123	34,294,266	38,177,753	1.18
180610	Cocoa; powder, containing added sugar or other sweetening matter	2,247,999	2,188,742	2,428,071	2,792,246	1,661,662	1.18
180620	Chocolate & other food preparations containing cocoa; in blocks, slabs or bars weighing > 2kg	24,145,565	33,705,862	29,313,783	32,020,711	29,422,028	0.4
180631	Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, filled, weighing < 2kg	10,151,898	9,736,562	11,886,831	12,259,205	13,259,575	0.4
180632	Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, (not filled), weighing < 2kg	12,079,087	11,258,567	11,305,306	11,551,441	13,014,875	0.4
180690	Chocolate and other food preparations containing cocoa; n.e.c. in chapter 18	17,830,233	18,489,537	20,260,232	16,666,621	18,399,806	0.2
180200	Cocoa; shells, husks, skins and other cocoa waste	15,549,388	12,393,337	10,683,965	20,013,291	17,737,099	1
	Grand total	514,778,164	491,893,806	485,914,737	501,059,575	449,606,486	

Analysis per categories of Cocoa-Chocolate In Million USD CIF VALUE US Dollars

BELGIUM IMPORTS IN MILLION US$ CIF VALUE		2021	2022	2023	2024	2025
180100	Cocoa beans; whole or broken, raw or roasted	$ 390.1	$ 332.0	$ 330.6	$ 751.6	$ 854.4
180310	Cocoa; paste, not defatted	$ 345.2	$ 317.5	$ 357.3	$ 757.0	$ 1,122.1
180320	Cocoa; paste, wholly or partly defatted	$ 0.4	$ 0.3	$ 1.2	$ 0.5	$ 0.3
180400	Cocoa; butter, fat and oil	$ 616.4	$ 501.5	$ 601.1	$ 1,495.6	$ 2,340.9
180500	Cocoa; powder, not containing added sugar or other sweetening matter	$ 86.8	$ 89.4	$ 97.7	$ 133.7	$ 256.9
180610	Cocoa; powder, containing added sugar or other sweetening matter	$ 6.1	$ 6.2	$ 7.2	$ 8.7	$ 8.2
180620	Chocolate & other food preparations containing cocoa; in blocks, slabs or bars weighing > 2kg	$ 205.4	$ 251.5	$ 287.4	$ 450.1	$ 601.7
180631	Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, filled, weighing < 2kg	$ 126.7	$ 108.9	$ 146.7	$ 189.6	$ 207.2
180632	Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, (not filled), weighing < 2kg	$ 153.8	$ 135.2	$ 157.7	$ 229.2	$ 390.0
180690	Chocolate and other food preparations containing cocoa; n.e.c. in chapter 18	$ 431.4	$ 412.3	$ 511.2	$ 550.1	$ 731.7
180200	Cocoa; shells, husks, skins and other cocoa waste	$ 2.4	$ 2.8	$ 2.6	$ 2.7	$ 3.7
	Grand total	$ 2,364.7	$ 2,157.7	$ 2,500.8	$ 4,568.9	$ 6,517.0

All the graphs prepared by Eleonora Escalante Strategy.
Data pulled from the UNComtrade + database for Belgium
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EXPORTS FROM BELGIUM

Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Belgium: Exports Data Source for the graphs

Analysis per categories of Cocoa-Chocolate In Weight (kg) at Cacao beans equivalent

BELGIUM EXPORTS IN WEIGHT KILOGRAMS	*2021*	*2022*	*2023*	*2024*	*2025*	*Factors of conversion*
180100 Cocoa beans; whole or broken, raw or roasted	22,849,739	17,469,147	28,723,062	11,918,696	9,591,534	1
180310 Cocoa; paste, not defatted	20,755,042	24,898,156	25,209,345	23,885,090	18,937,472	1.25
180320 Cocoa; paste, wholly or partly defatted	72,148	112,408	413,232	64,911	18,583	1.25
180400 Cocoa; butter, fat and oil	5,839,027	5,789,354	6,297,648	6,364,660	6,795,057	1.33
180500 Cocoa; powder, not containing added sugar or other sweetening matter	5,699,192	6,271,908	6,008,926	7,615,516	7,657,482	1.18
180610 Cocoa; powder, containing added sugar or other sweetening matter	2,603,175	2,108,329	2,137,653	2,344,638	2,107,651	1.18
180620 Chocolate & other food preparations containing cocoa; in blocks, slabs or bars weighing > 2kg	171,962,679	155,394,011	154,746,980	160,630,589	158,420,761	0.4
180631 Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, filled, weighing < 2kg	7,593,407	7,780,513	9,030,296	8,858,692	8,903,513	0.4
180632 Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, (not filled), weighing < 2kg	14,433,140	13,687,355	15,201,461	14,865,183	15,386,703	0.4
180690 Chocolate and other food preparations containing cocoa; n.e.c. in chapter 18	29,009,034	29,245,562	31,775,328	30,592,594	30,106,390	0.2
180200 Cocoa; shells, husks, skins and other cocoa waste	2,618,644	1,564,363	2,234,354	6,771,267	6,349,946	1
Grand total	283,435,229	264,321,105	281,778,286	273,911,836	264,275,091	

Analysis per categories of Cocoa-Chocolate In Million USD FOB VALUE US Dollars

BELGIUM EXPORTS IN MILLION USD FOB VALUE	2021	2022	2023	2024	2025
180100 Cocoa beans; whole or broken, raw or roasted	$ 68.5	$ 48.7	$ 60.7	$ 74.2	$ 85.2
180310 Cocoa; paste, not defatted	$ 78.6	$ 83.1	$ 99.3	$ 196.3	$ 233.0
180320 Cocoa; paste, wholly or partly defatted	$ 0.4	$ 0.3	$ 1.2	$ 0.5	$ 0.3
180400 Cocoa; butter, fat and oil	$ 32.5	$ 29.1	$ 34.9	$ 72.6	$ 102.8
180500 Cocoa; powder, not containing added sugar or other sweetening matter	$ 22.9	$ 25.6	$ 28.2	$ 44.0	$ 68.1
180610 Cocoa; powder, containing added sugar or other sweetening matter	$ 7.1	$ 5.9	$ 7.0	$ 8.1	$ 8.7
180620 Chocolate & other food preparations containing cocoa; in blocks, slabs or bars weighing > 2kg	$ 1,615.0	$ 1,467.1	$ 1,730.9	$ 2,589.3	$ 3,561.9
180631 Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, filled, weighing < 2kg	$ 125.9	$ 119.9	$ 163.6	$ 186.0	$ 184.2
180632 Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, (not filled), weighing < 2kg	$ 251.0	$ 227.0	$ 287.7	$ 327.6	$ 468.6
180690 Chocolate and other food preparations containing cocoa; n.e.c. in chapter 18	$ 1,006.9	$ 978.3	$ 1,219.7	$ 1,337.0	$ 1,467.6
180200 Cocoa; shells, husks, skins and other cocoa waste	$ 1.0	$ 1.6	$ 1.5	$ 3.1	$ 3.4
Grand total	$ 3,209.8	$ 2,986.6	$ 3,634.7	$ 4,838.8	$ 6,183.8

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The Netherlands

Cocoa Global imports and exports



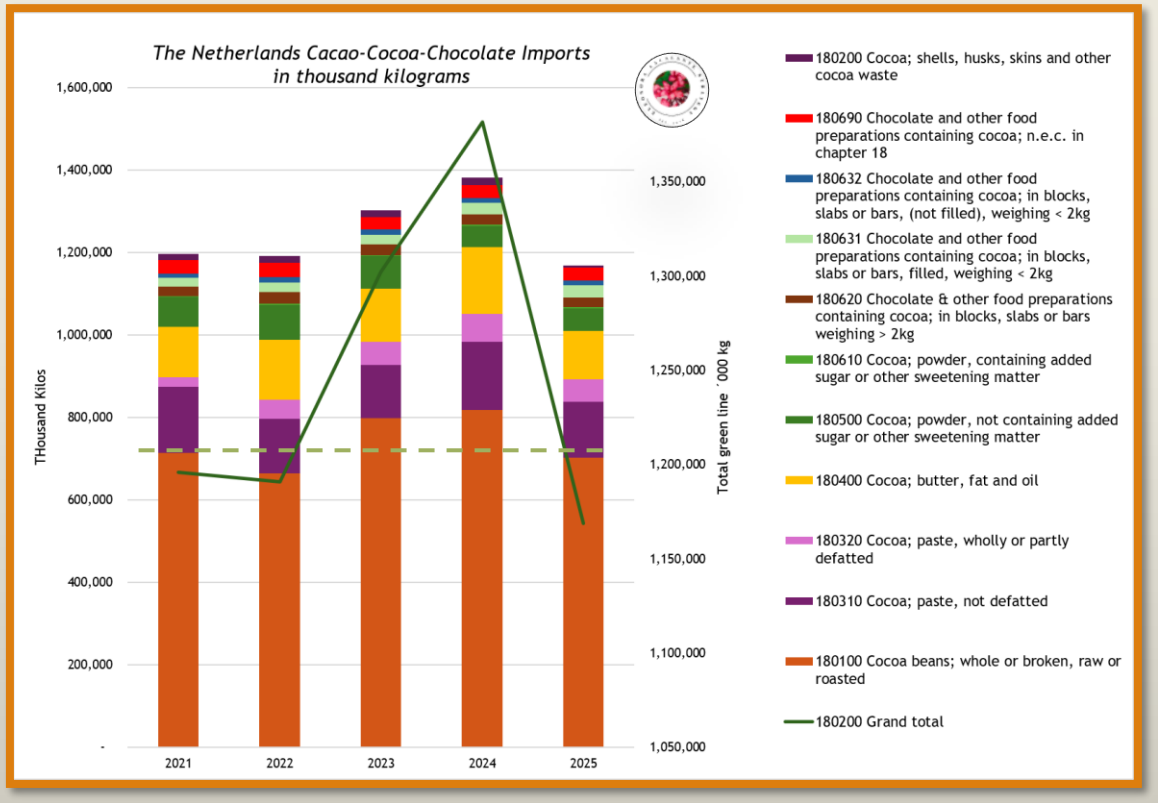
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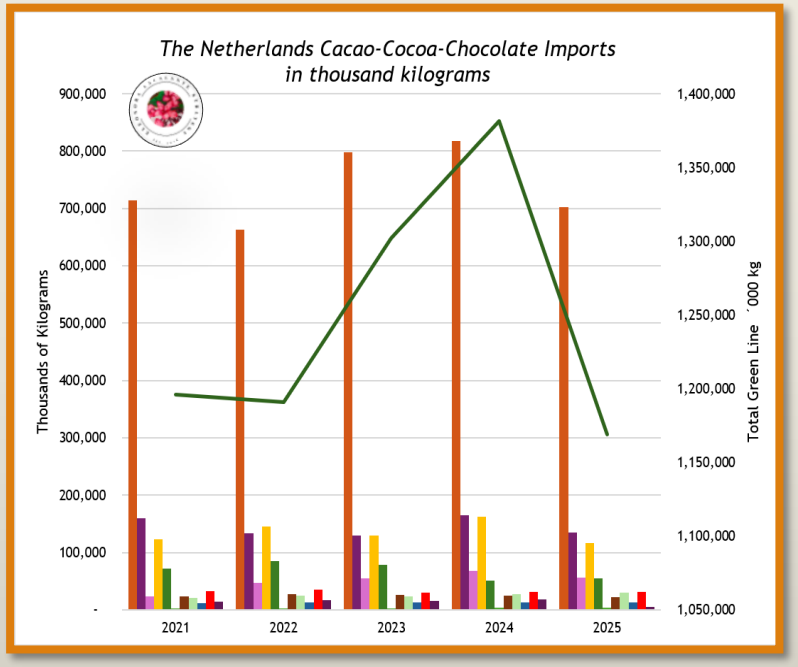
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

The Netherlands: Imports 2021-2025



Imports In thousand Kg



- Look how different is the mix of cocoa products imported by the Dutch.
- This nation has imported on average 740 thousands tons per year between 2021-2025.
- Both graphs at your right can confirm that the import product star for the Low Countries is the cocoa bean.
- From there, the cocoa beans are processed into a diversified portfolio of products.
- Cacao beans are re-exported from here to other European nations.

All the graphs prepared by Eleonora Escalante Strategy.
Data pulled from the UNComtrade + database for The Netherlands
https://comtradeplus.un.org/en/

The Port of Amsterdam is now the world's most important location for cocoa bean processing. Ships loaded with cocoa beans from West Africa and Latin America drop off huge sacks of beans each day. The Ivory Coast has traditionally been the dominant supplier for the Netherlands, accounting for 27% of Dutch imports in 2025.

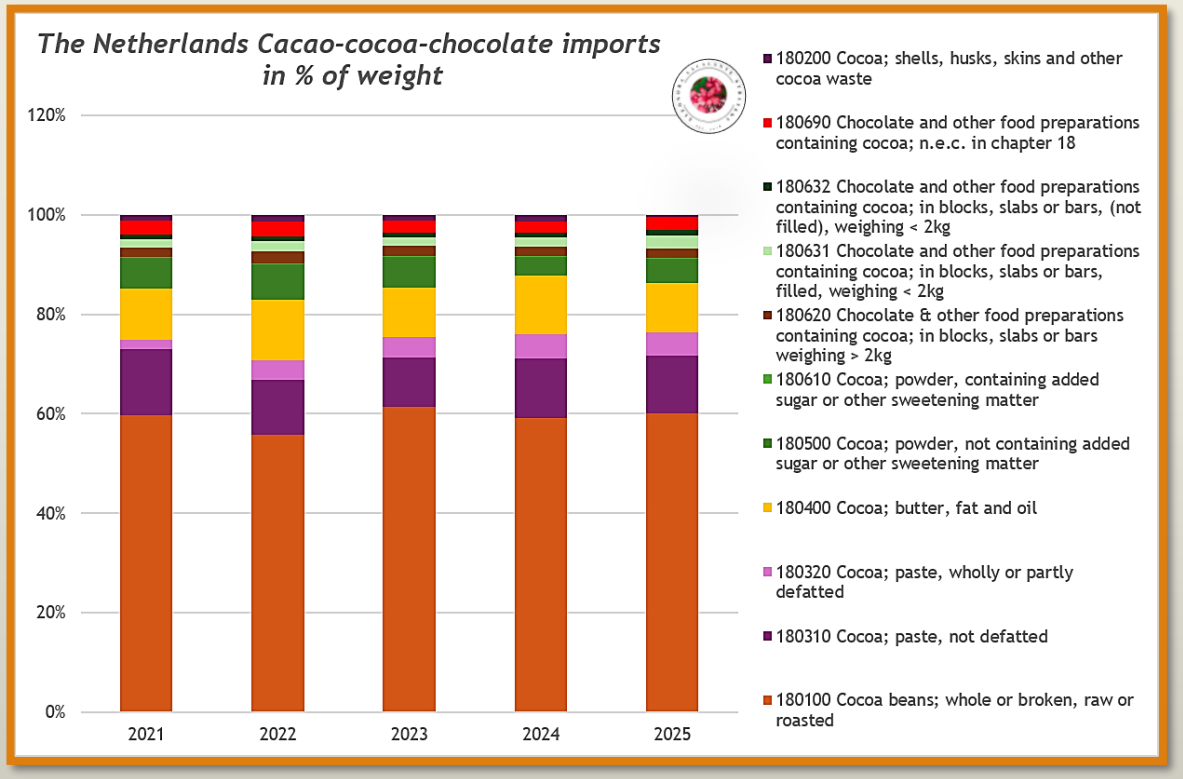
Source: https://www.expatrepublic.com/netherlands-largest-cocoa-exporter/

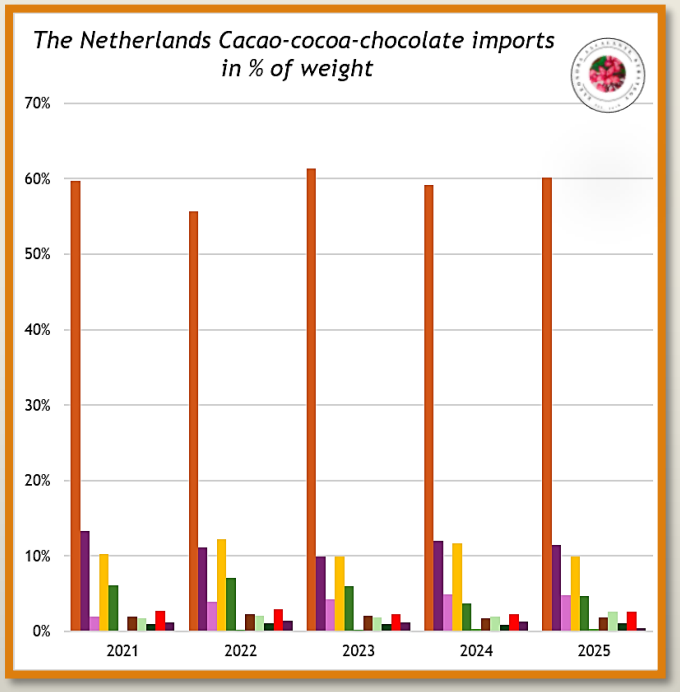
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

The Netherlands: Imports 2021-2025

Imports In % of weight (kg)





- The Netherlands is by far the largest importer of cocoa beans of the world. 60% of its cocoa products is cocoa beans.
- Yet, look at the remaining rest of the imported products in percentages, it is around the same in every year.

All the graphs prepared by Eleonora Escalante Strategy.
Data pulled from the UNComtrade + database for The Netherlands
https://comtradeplus.un.org/en/

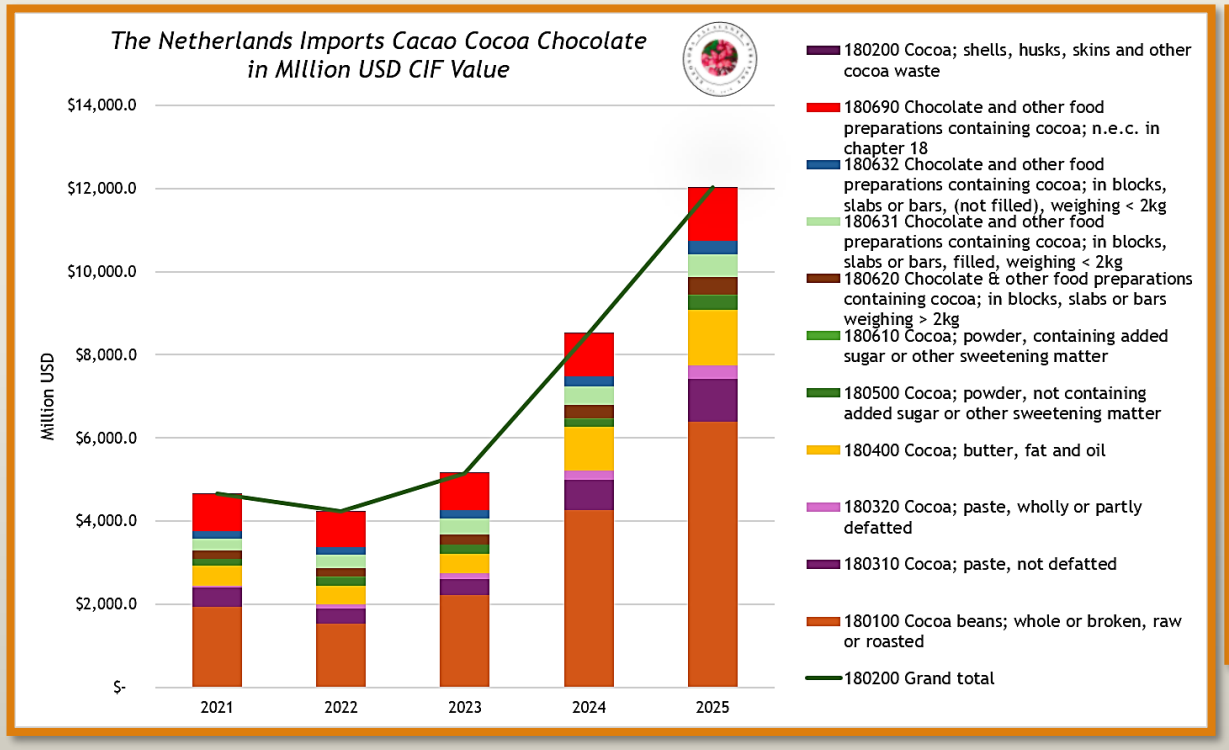
The Netherlands has a very large capacity for cocoa grinding and a big chocolate industry worth billions of euros. But its role goes much further than supplying the domestic market and processing industry. It is also one of the world's largest cocoa trading and distribution hubs. Source: https://www.cbi.eu/market-information/cocoa-cocoa-products/netherlands/market-potential

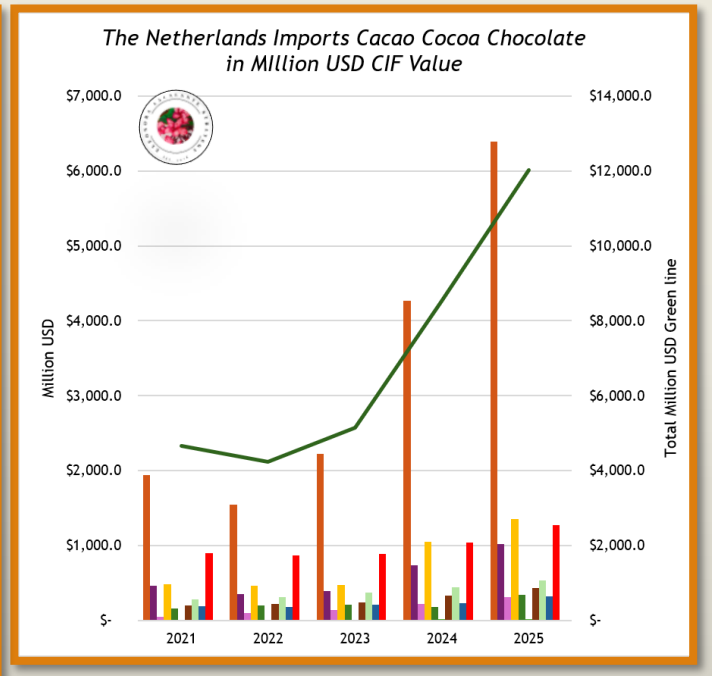
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

The Netherlands: Imports 2021-2025

Imports In Million USD CIF Value





- The Netherlands imported around 12 billion USD in 2025.
- Of this total amount, it imported US$ 6.4 billion USD only in cacao beans (50% of the total).
- The Low Countries have started to buy cocoa paste not defatted, and cocoa butter as of 2024.

All the graphs prepared by Eleonora Escalante Strategy.
Data pulled from the UNComtrade + database for The Netherlands
https://comtradeplus.un.org/en/

Cocoa factories in Amsterdam and Zaanstad turn raw beans into cocoa butter, paste and powder. Additionally, to the cocoa beans, the country buys 86% of all cocoa powder that enters Europe directly from producing countries.
Source: https://www.cbi.eu/market-information/cocoa-cocoa-products/netherlands/market-potential

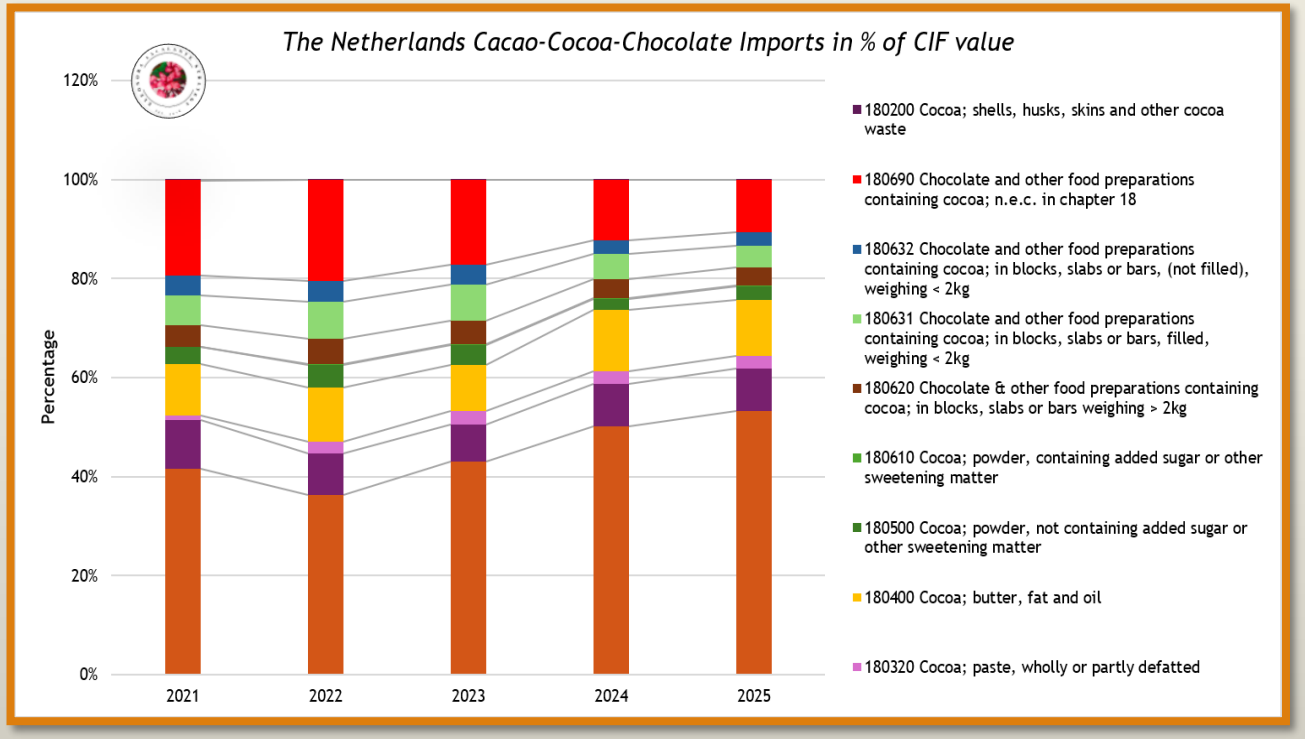
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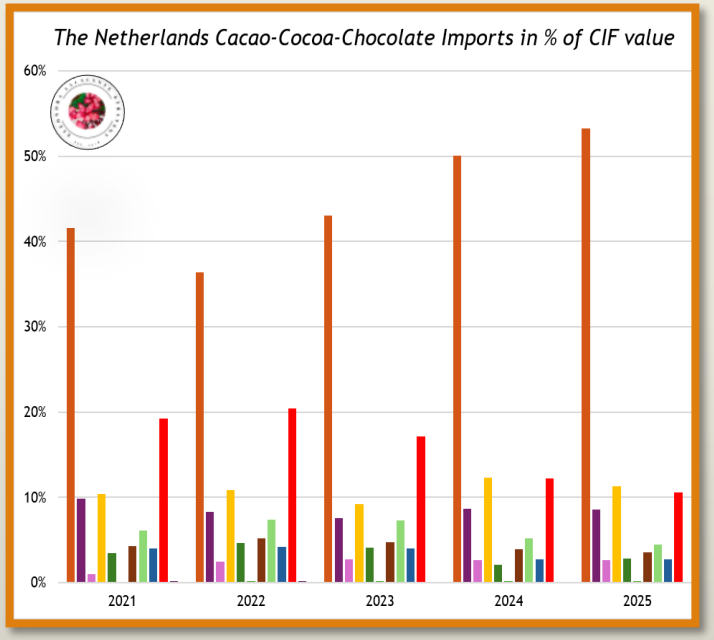
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

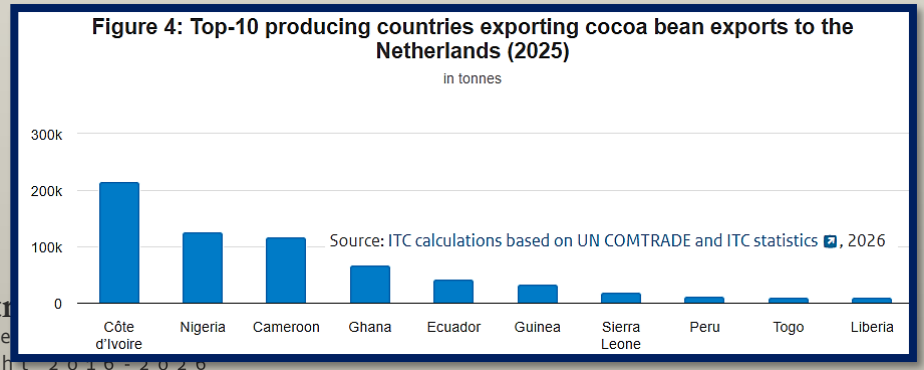
The Netherlands: Imports 2021-2025

Imports in % of CIF Value





- This is the same previous slide, but in percentages of monetary value.
- You can see the incremental % in years 2024 and 2025 because of the elevated pricing.
- Another interesting fact is that the Dutch are importing chocolate in miscellaneous food (item 180690), but in less economic value (10%- year 2025).



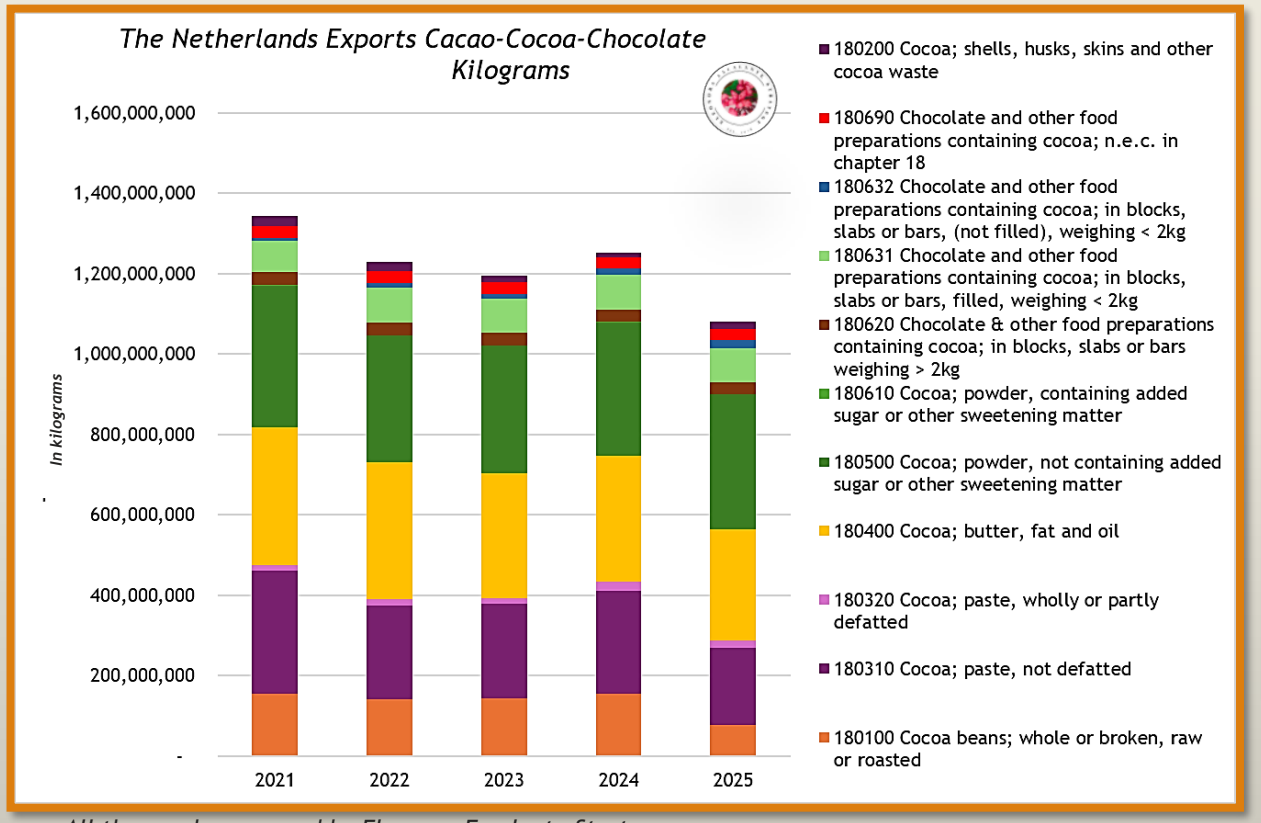
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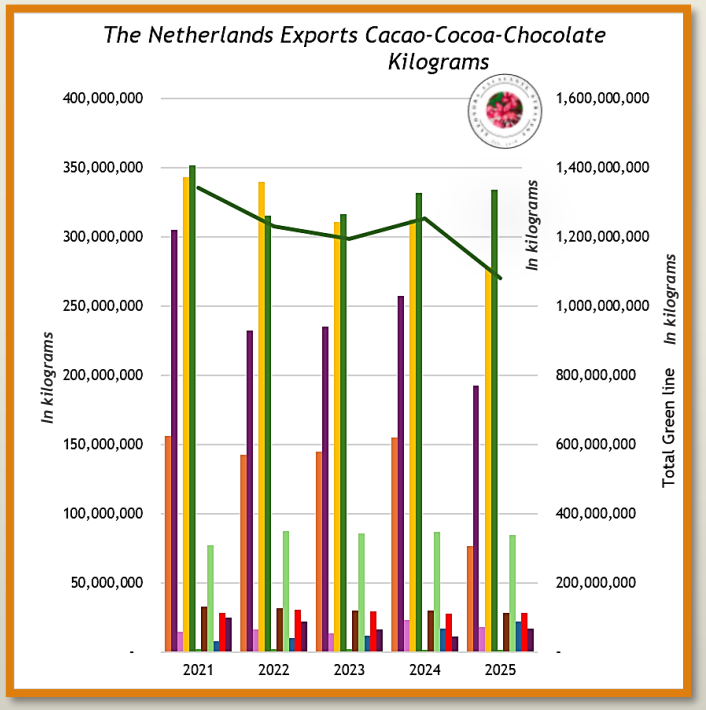
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

The Netherlands: Exports 2021-2025

Exports In Kg





- Now, let´s look at the exports: What is happening? In terms of kilograms, we see a tendency to a reduction of exports (see green line): From 1,343 thousand tons in 2021 to 1,254 thousand tons in 2025
- What is driving this? There is a reduction of exports in all the products, but mainly in cacao paste and cacao beans during the last two years.

All the graphs prepared by Eleonora Escalante Strategy.
Data pulled from the UNComtrade + database for The Netherlands
https://comtradeplus.un.org/en/

In 2025, the Netherlands was the largest exporter of cocoa products in Europe.

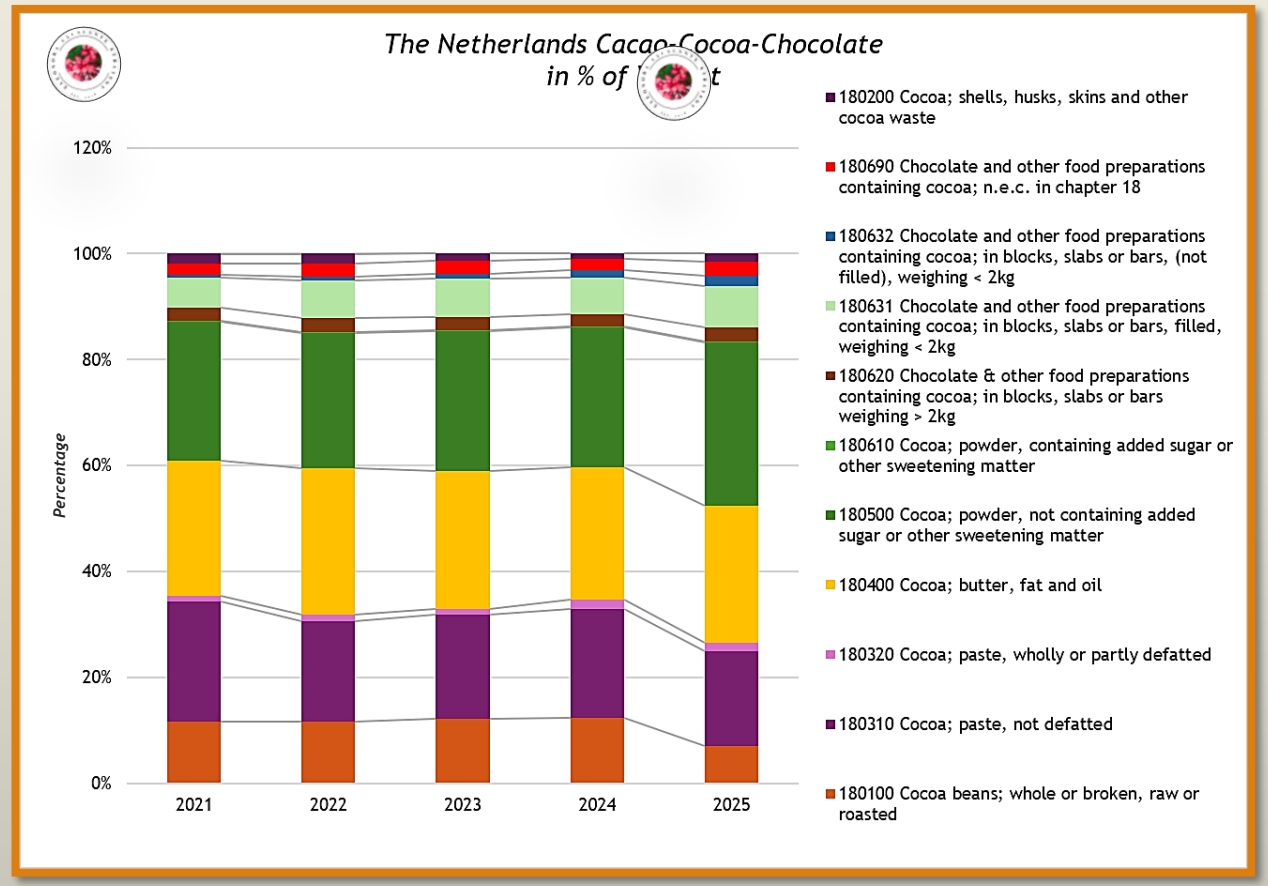
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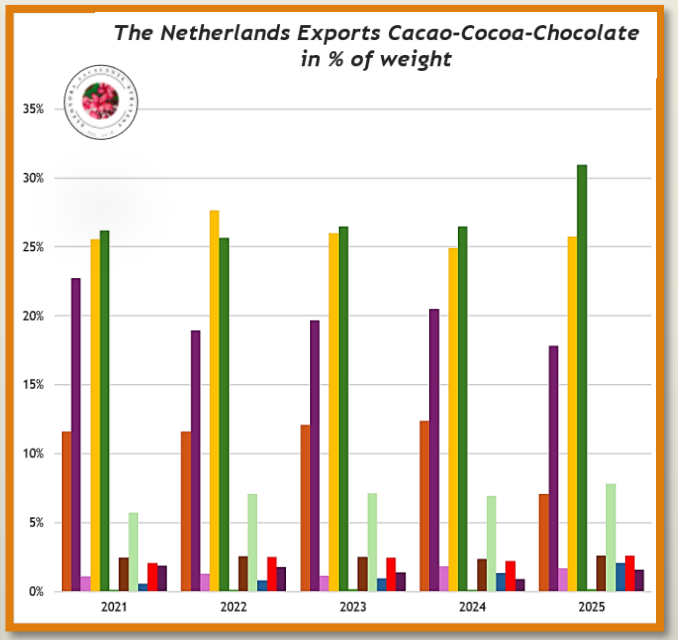
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

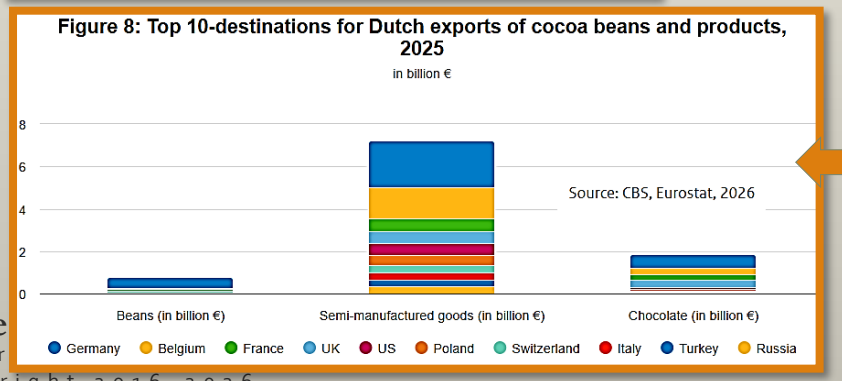
The Netherlands: Exports 2021-2025

Exports In % of weight (kg)





- Here we can observe what we discovered in the last slide, but in percentages.
- All the products have reduced its percentages in one to three basis points, with exception of the item 180500-cocoa powder containing sugar, which grew from 26% to 31%.
- It looks like the Netherlands is diversifying its cacao supply, by exporting less cacao beans, and moving into the segment of cacao powder, and other forms of chocolate.



Source: https://www.cbi.eu/market-information/cocoa-cocoa-products/netherlands/market-potential

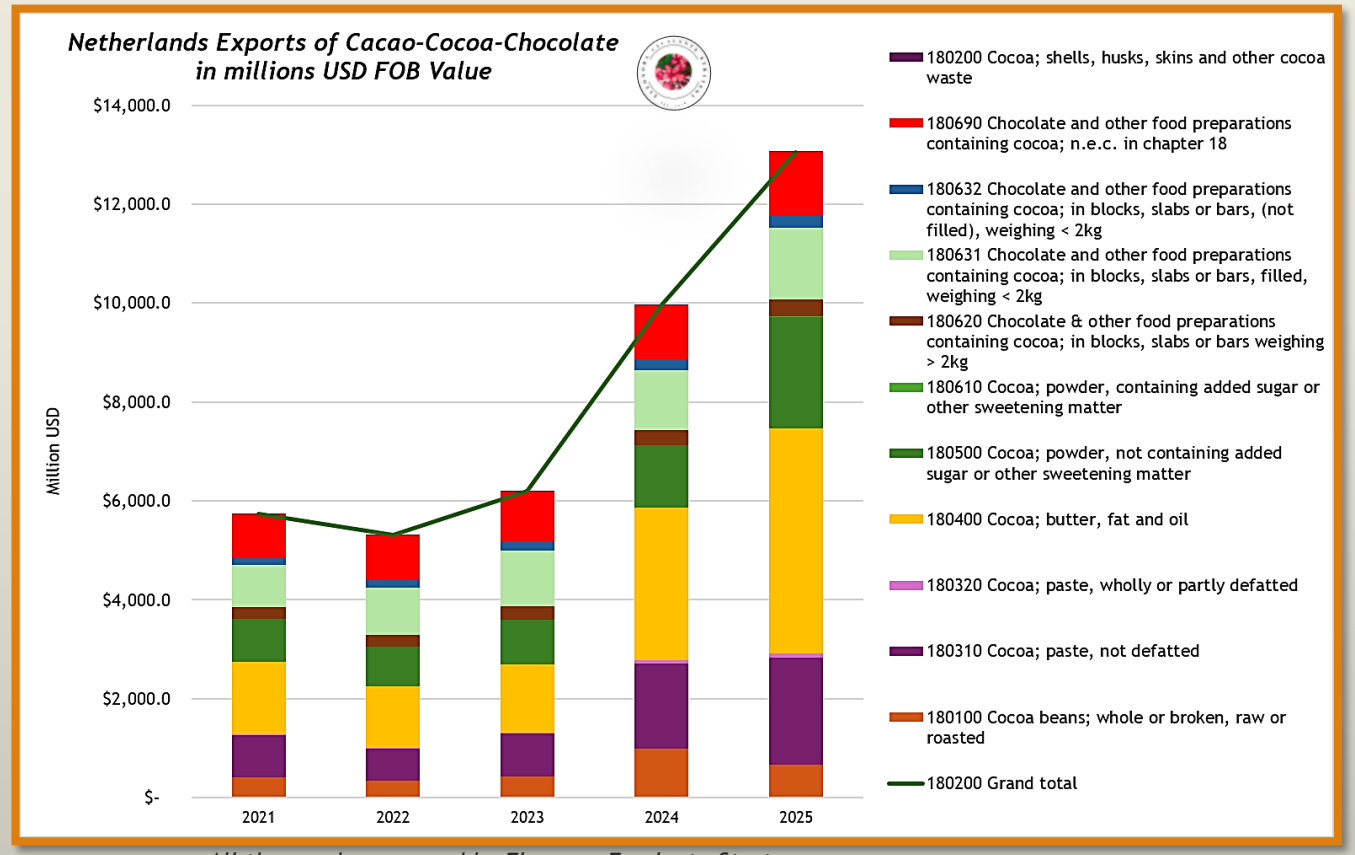
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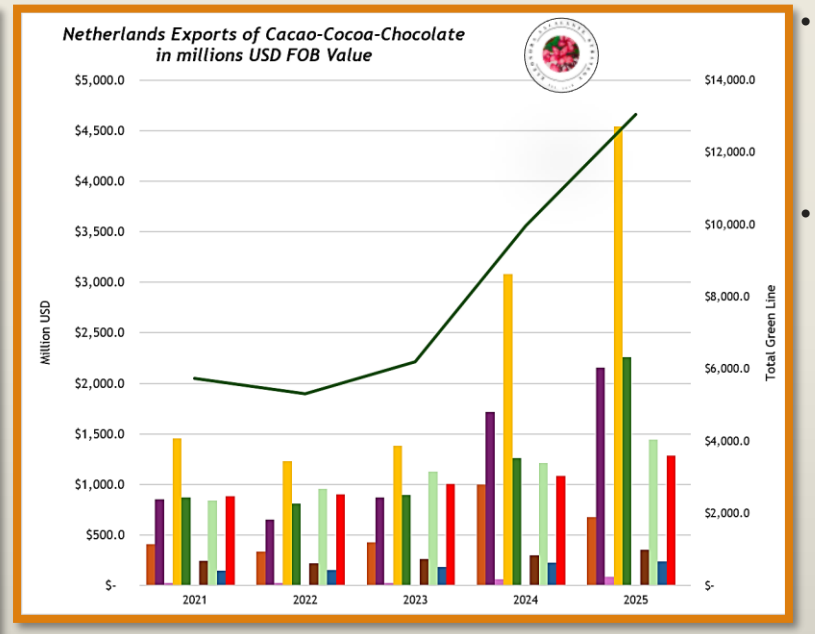
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

The Netherlands: Exports 2021-2025

Exports In Million USD FOB Value





- Now, let´s explore the exports of cocoa products from the Netherlands.
- In total, these have risen to more than 13 billion USD in 2025. In practice, this is because of the high pricing in 2024 and 2025. The high prices have driven this change. Mainly because of cacao butter!

The Netherlands has a positive trade balance in chocolate-cacao products. It is exporting more than what it is importing in every single year. Interesting is the role of cocoa butter in the exports value outflow during the last two years.

All the graphs prepared by Eleonora Escalante Strategy.
Data pulled from the UNComtrade + database for The Netherlands
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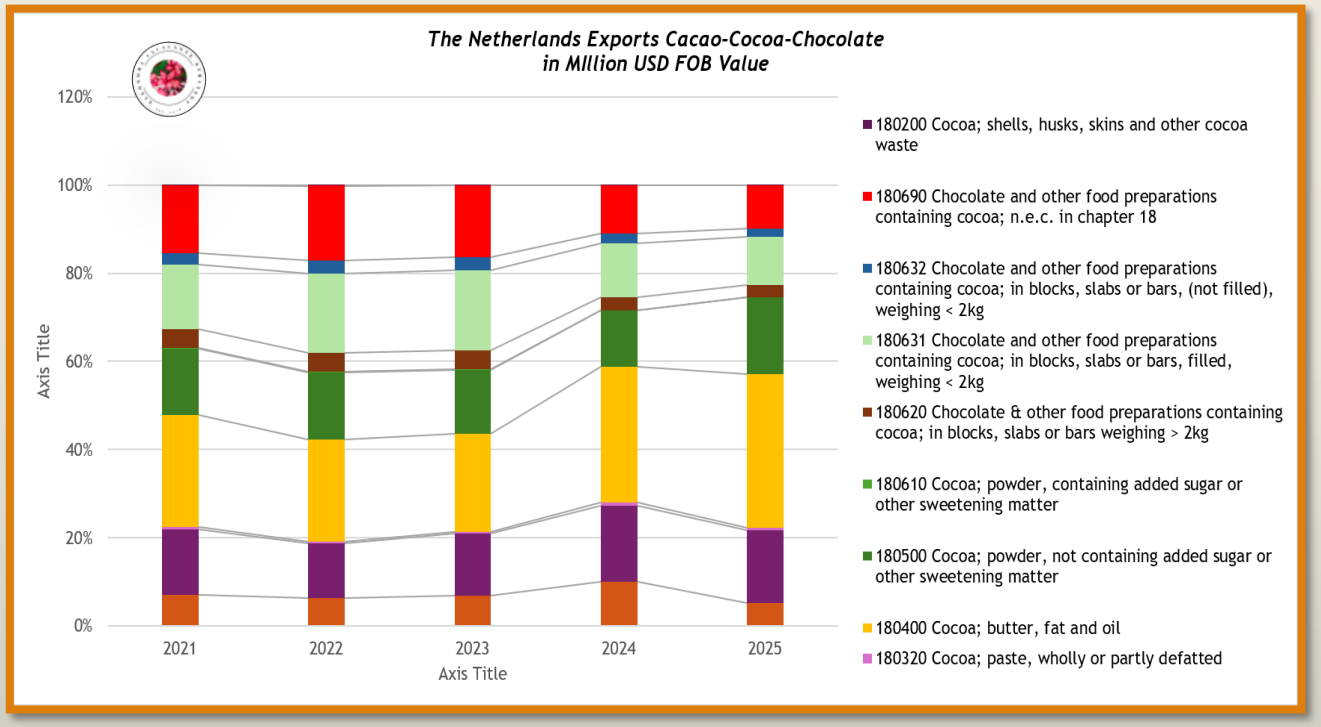
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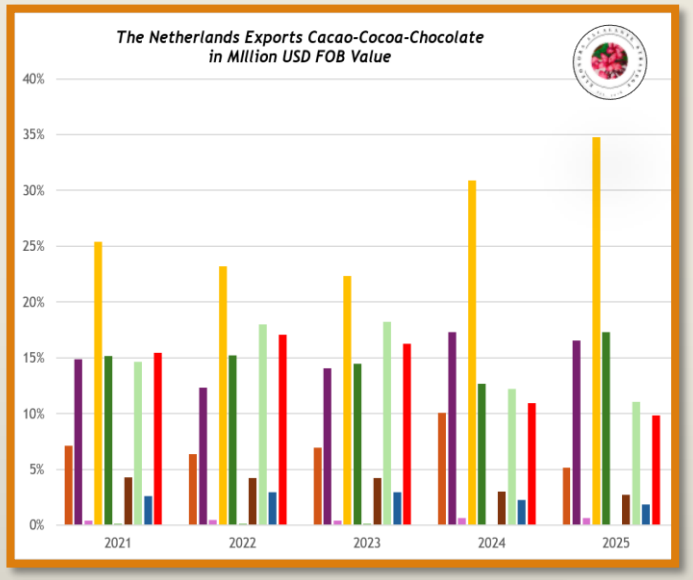
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

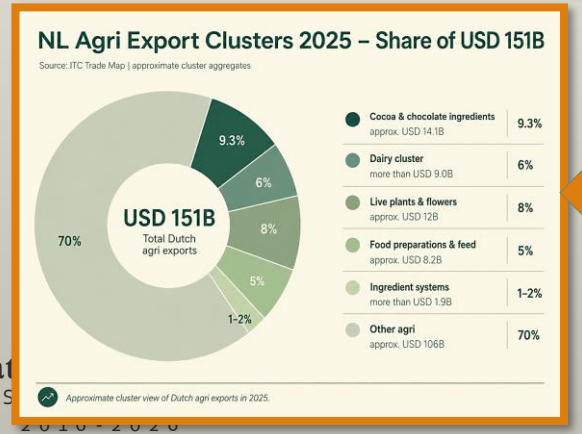
The Netherlands: Exports 2021-2025

Exports In % of FOB Value





- Finally, this is the same past slide, but in percentages of the monetary value of the Netherlands chocolate-cacao-cocoa products. You can see how important is the cocoa butter by now (more than 34% of the cocoa exports value).
- The cocoa sector is the top agri-export cluster of the Dutch nation.



Source: https://www.linkedin.com/pulse/dutch-food-export-2025-florian-mazur-s16ke/

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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

IMPORTS TO THE NETHERLANDS

The Netherlands: Imports Data Source for the graphs

Analysis per categories of Cocoa-Chocolate In '000 Weight (kg) at Cacao beans equivalent	Year					
THE NETHERLANDS IMPORTS IN THOUSAND KILOGRAMS	*2021*	*2022*	*2023*	*2024*	*2025*	Factors of conversion
180100 Cocoa beans; whole or broken, raw or roasted	713,532	663,213	798,132	817,559	702,663	1
180310 Cocoa; paste, not defatted	159,644	133,228	129,416	165,276	134,279	1.25
180320 Cocoa; paste, wholly or partly defatted	23,129	46,791	54,734	67,690	55,875	1.25
180400 Cocoa; butter, fat and oil	123,003	145,165	129,341	162,024	116,098	1.33
180500 Cocoa; powder, not containing added sugar or other sweetening matter	72,498	84,376	78,738	50,570	55,443	1.18
180610 Cocoa; powder, containing added sugar or other sweetening matter	1,836	2,205	2,952	4,060	3,377	1.18
180620 Chocolate & other food preparations containing cocoa; in blocks, slabs or bars weighing > 2kg	23,601	27,851	26,371	24,818	22,143	0.4
180631 Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, filled, weighing < 2kg	20,374	24,260	23,544	27,465	30,289	0.4
180632 Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, (not filled), weighing < 2kg	11,229	12,801	12,588	12,748	12,332	0.4
180690 Chocolate and other food preparations containing cocoa; n.e.c. in chapter 18	32,786	34,588	30,174	31,105	30,844	0.2
180200 Cocoa; shells, husks, skins and other cocoa waste	14,250	16,367	16,008	18,262	5,461	1
Grand total	1,195,882	1,190,844	1,301,997	1,381,577	1,168,804	

Analysis per categories of Cocoa-Chocolate In Million USD CIF VALUE US Dollars					
THE NETHERLANDS IMPORTS IN MILLION USD	*2021*	*2022*	*2023*	*2024*	*2025*
180100 Cocoa beans; whole or broken, raw or roasted	$ 1,939.0	$ 1,541.0	$ 2,218.7	$ 4,265.8	$ 6,395.7
180310 Cocoa; paste, not defatted	$ 458.8	$ 351.2	$ 388.2	$ 736.1	$ 1,024.4
180320 Cocoa; paste, wholly or partly defatted	$ 46.2	$ 102.0	$ 137.9	$ 224.0	$ 315.7
180400 Cocoa; butter, fat and oil	$ 482.9	$ 460.1	$ 474.6	$ 1,051.2	$ 1,352.4
180500 Cocoa; powder, not containing added sugar or other sweetening matter	$ 159.1	$ 197.0	$ 211.6	$ 180.3	$ 341.5
180610 Cocoa; powder, containing added sugar or other sweetening matter	$ 5.4	$ 6.2	$ 8.7	$ 15.8	$ 16.3
180620 Chocolate & other food preparations containing cocoa; in blocks, slabs or bars weighing > 2kg	$ 200.0	$ 220.1	$ 244.1	$ 329.4	$ 429.1
180631 Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, filled, weighing < 2kg	$ 284.3	$ 312.7	$ 375.0	$ 442.9	$ 537.9
180632 Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, (not filled), weighing < 2kg	$ 186.4	$ 178.3	$ 207.3	$ 235.7	$ 323.7
180690 Chocolate and other food preparations containing cocoa; n.e.c. in chapter 18	$ 896.3	$ 866.0	$ 883.8	$ 1,036.5	$ 1,271.4
180200 Cocoa; shells, husks, skins and other cocoa waste	$ 7.6	$ 5.3	$ 5.1	$ 4.4	$ 10.2
Grand total	$ 4,666.0	$ 4,239.7	$ 5,154.9	$ 8,522.1	$ 12,018.4

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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

The Netherlands: Exports Data Source for the Graphs

EXPORTS FROM THE NETHERLANDS

Analysis per categories of Cocoa-Chocolate In Weight (kg) at Cacao beans equivalent		Year					
	THE NETHERLANDS EXPORTS IN KG	2021	2022	2023	2024	2025	Factors of conversion
180100	Cocoa beans; whole or broken, raw or roasted	155,916,949	142,471,124	144,621,630	155,213,415	76,349,205	**1**
180310	Cocoa; paste, not defatted	304,941,289	232,534,395	234,935,443	256,993,698	192,703,073	**1.25**
180320	Cocoa; paste, wholly or partly defatted	14,472,126	15,992,084	13,625,769	22,827,883	18,044,013	**1.25**
180400	Cocoa; butter, fat and oil	343,376,417	339,743,439	310,634,530	312,311,982	278,202,388	**1.33**
180500	Cocoa; powder, not containing added sugar or other sweetening matter	351,465,073	315,174,721	316,543,299	331,703,465	334,184,081	**1.18**
180610	Cocoa; powder, containing added sugar or other sweetening matter	1,936,629	1,766,981	1,969,060	1,407,475	1,707,754	**1.18**
180620	Chocolate & other food preparations containing cocoa; in blocks, slabs or bars weighing > 2kg	33,008,116	31,511,042	30,120,670	29,749,779	28,082,057	**0.4**
180631	Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, filled, weighing < 2kg	76,989,627	87,260,570	85,382,725	87,003,375	84,449,942	**0.4**
180632	Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, (not filled), weighing < 2kg	7,667,730	9,951,388	11,534,236	16,835,126	22,078,155	**0.4**
180690	Chocolate and other food preparations containing cocoa; n.e.c. in chapter 18	27,952,852	30,755,626	29,165,891	27,867,264	27,918,367	**0.2**
180200	Cocoa; shells, husks, skins and other cocoa waste	24,950,180	22,077,804	16,459,511	11,425,910	16,894,795	**1**
	Grand total	1,342,676,988	1,229,239,174	1,194,992,763	1,253,339,370	1,080,613,829	

Analysis per categories of Cocoa-Chocolate In Million USD CIF VALUE US Dollars						
	THE NETHERLANDS EXPORTS IN MILLION USD	2021	2022	2023	2024	2025
180100	Cocoa beans; whole or broken, raw or roasted	$ 408.9	$ 337.3	$ 429.1	$ 1,000.5	$ 674.7
180310	Cocoa; paste, not defatted	$ 852.3	$ 652.8	$ 869.0	$ 1,719.6	$ 2,157.1
180320	Cocoa; paste, wholly or partly defatted	$ 24.1	$ 25.1	$ 24.6	$ 60.8	$ 86.1
180400	Cocoa; butter, fat and oil	$ 1,457.7	$ 1,230.7	$ 1,381.4	$ 3,078.7	$ 4,542.4
180500	Cocoa; powder, not containing added sugar or other sweetening matter	$ 869.2	$ 808.3	$ 894.5	$ 1,259.3	$ 2,259.5
180610	Cocoa; powder, containing added sugar or other sweetening matter	$ 6.2	$ 7.0	$ 7.5	$ 5.8	$ 10.2
180620	Chocolate & other food preparations containing cocoa; in blocks, slabs or bars weighing > 2kg	$ 245.3	$ 223.4	$ 261.8	$ 301.1	$ 352.5
180631	Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, filled, weighing < 2kg	$ 838.7	$ 955.8	$ 1,129.9	$ 1,215.1	$ 1,441.0
180632	Chocolate and other food preparations containing cocoa; blocks, slabs or bars, (not filled), weighing < 2kg	$ 148.3	$ 155.9	$ 184.0	$ 226.2	$ 239.9
180690	Chocolate and other food preparations containing cocoa; n.e.c. in chapter 18	$ 885.6	$ 904.2	$ 1,005.8	$ 1,087.2	$ 1,285.7
180200	Cocoa; shells, husks, skins and other cocoa waste	$ 4.1	$ 4.2	$ 4.7	$ 3.2	$ 5.5
	Grand total	$ 5,740.4	$ 5,304.8	$ 6,192.3	$ 9,957.6	$ 13,054.6

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Germany

Cocoa Global imports and exports



20/11/2026

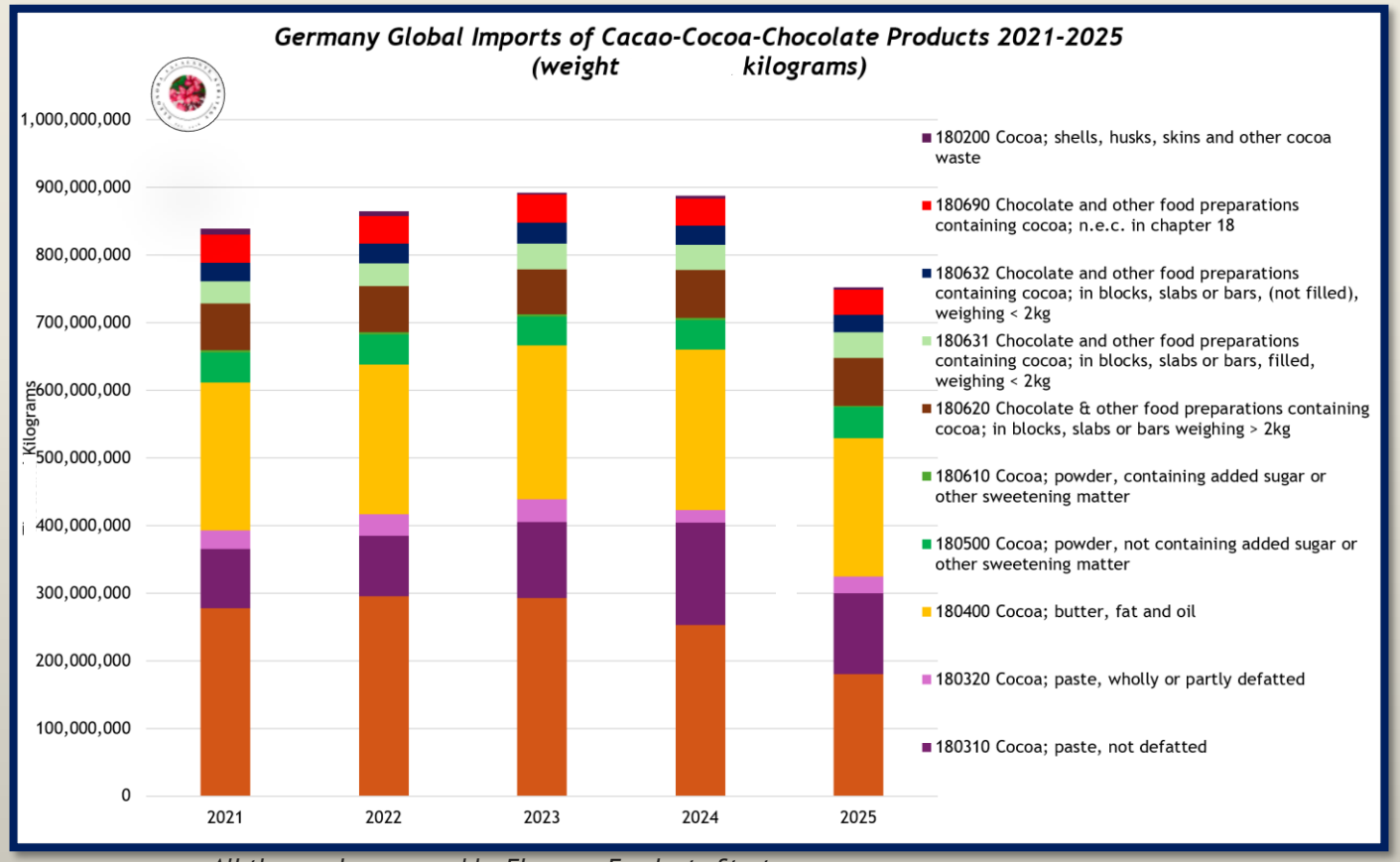
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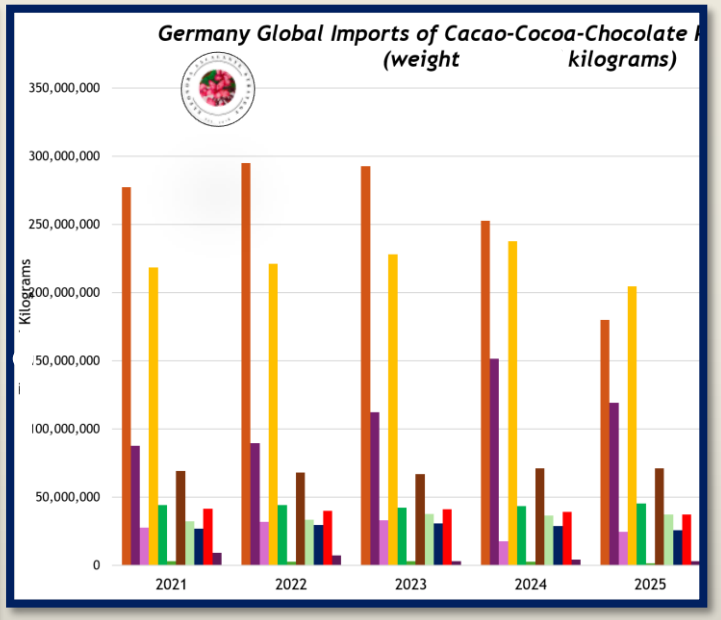
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Germany: Imports 2021-2025

Imports In Kg





- Germany has reduced its total cocoa imports in 2025.
- From 887 (2024) thousand tons to 751 thousand tons (2025). Why? It seems that Germany has not been able to buy enough cocoa beans.

Germany has more than 85 million people. Germany imports the cocoa products through the Port of Hamburg and Bremen. through Bremen. The Dutch export cacao beans from the Port of Amsterdam in the Netherlands to Germany, and the Belgians export to Germany from the Port of Antwerp-Bruges in Belgium.

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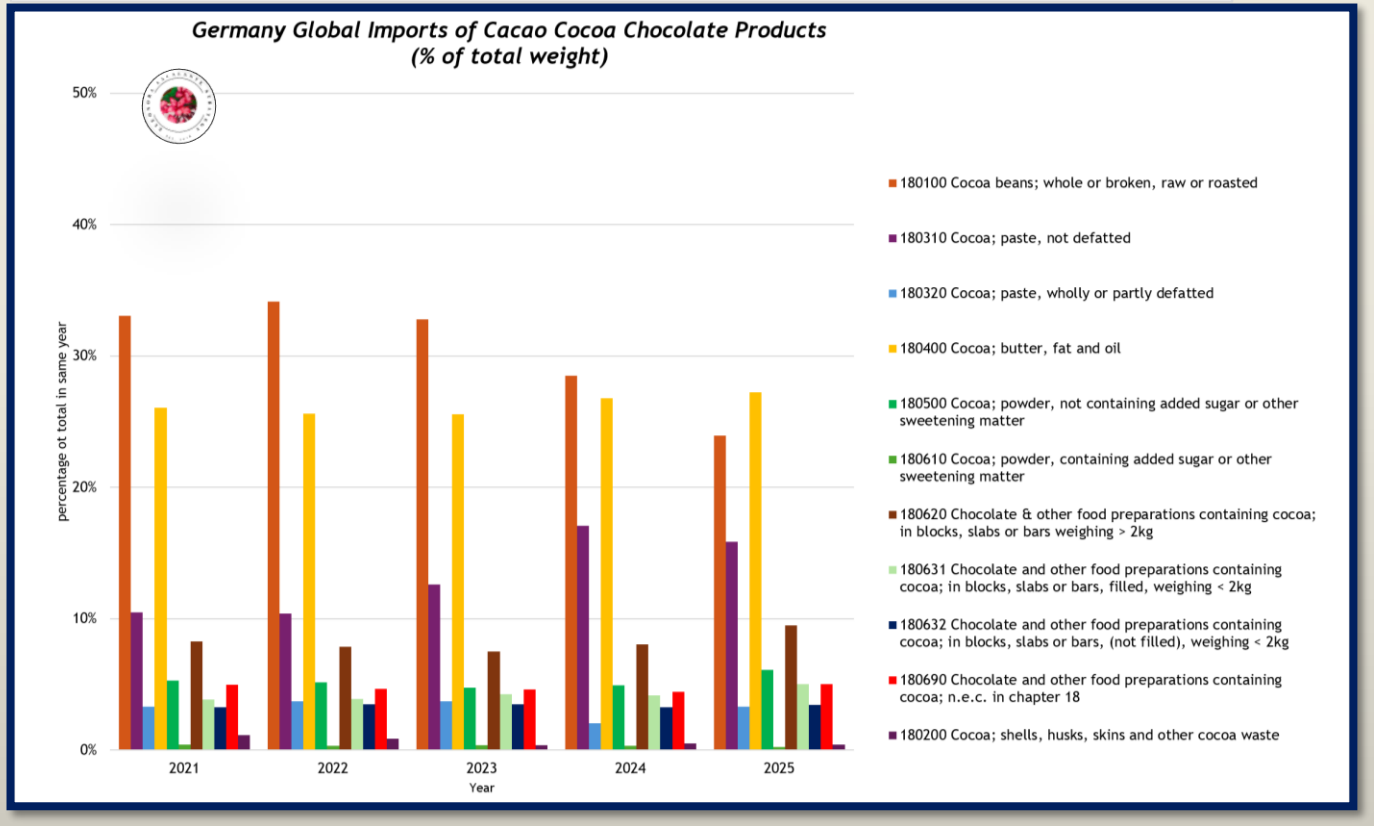
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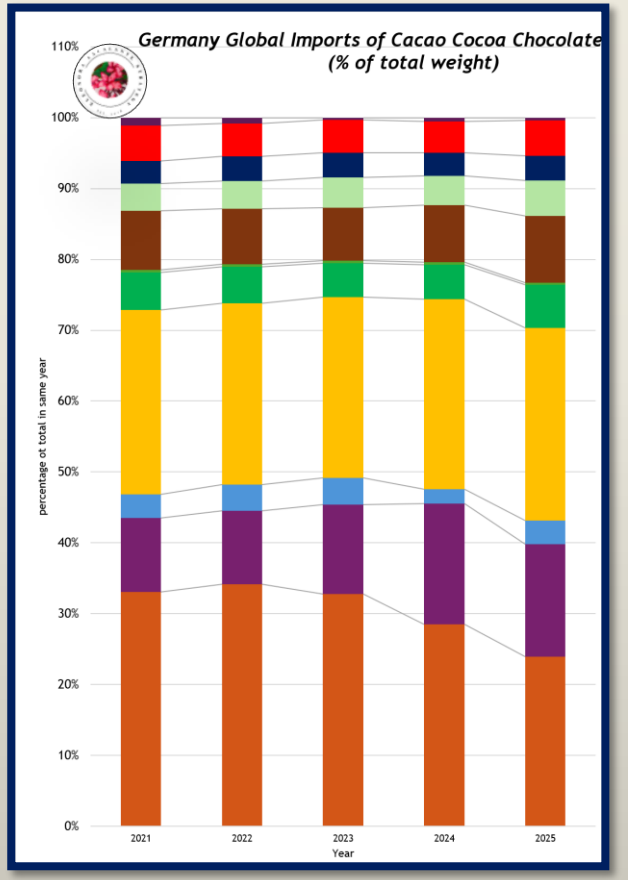
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Germany: Imports 2021-2025

Imports In % of weight (kg)





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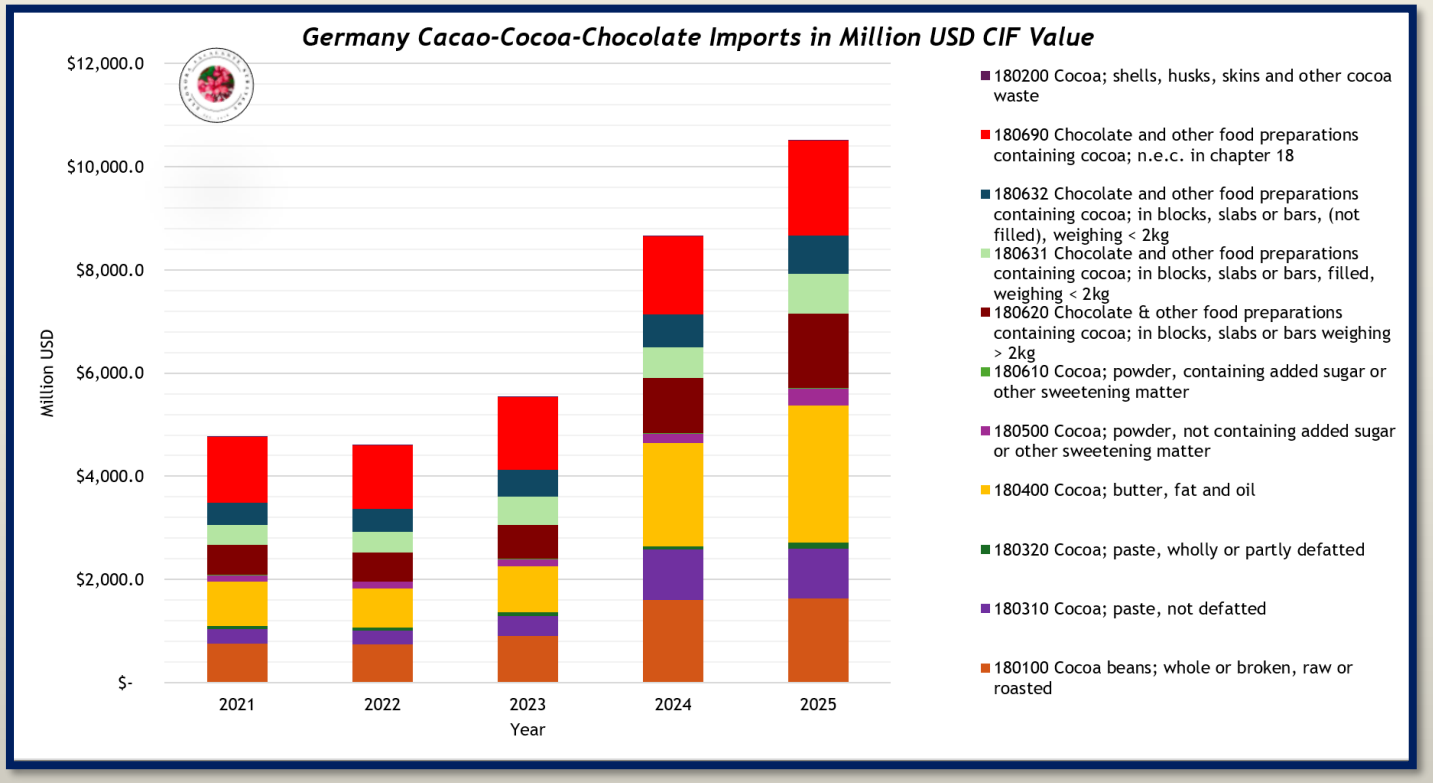
- The reduction of cocoa bean imports during the last 2 years is explained by global supply constraints and price increases.
- Additionally, we observe that more cocoa paste is being imported (around 18%-16%) in 2025/25 in comparison to 10% in 2021.
- Cocoa butter imports in kg is maintained (around 27%) the same all over the years of this analysis.
- Germany imports most of its cacao beans from Cote D´Ivoire, Ghana, Nigeria, and Ecuador. But it also receives cacao beans from The Netherlands.

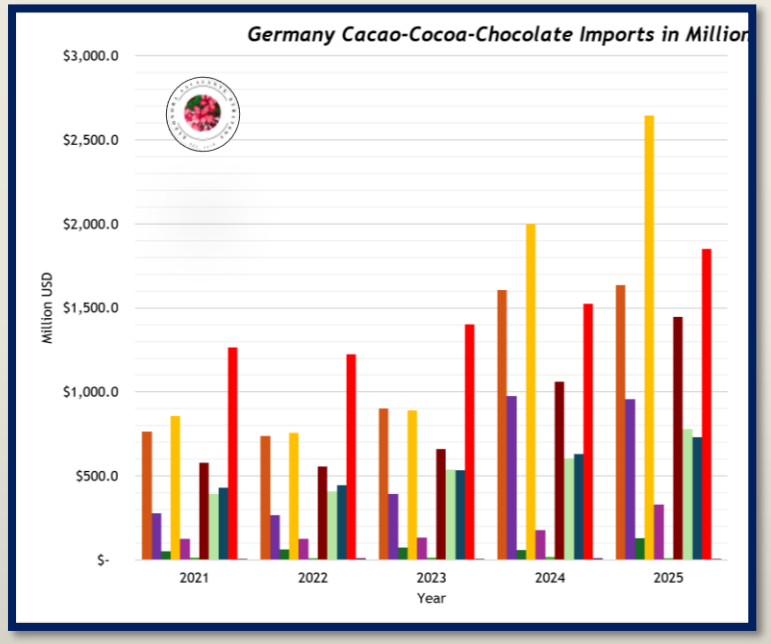
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Germany: Imports 2021-2025

Imports In Million USD CIF Value





Germany is Europe's second-largest cocoa grinder and an important hub for cocoa butter, paste, and powder imports

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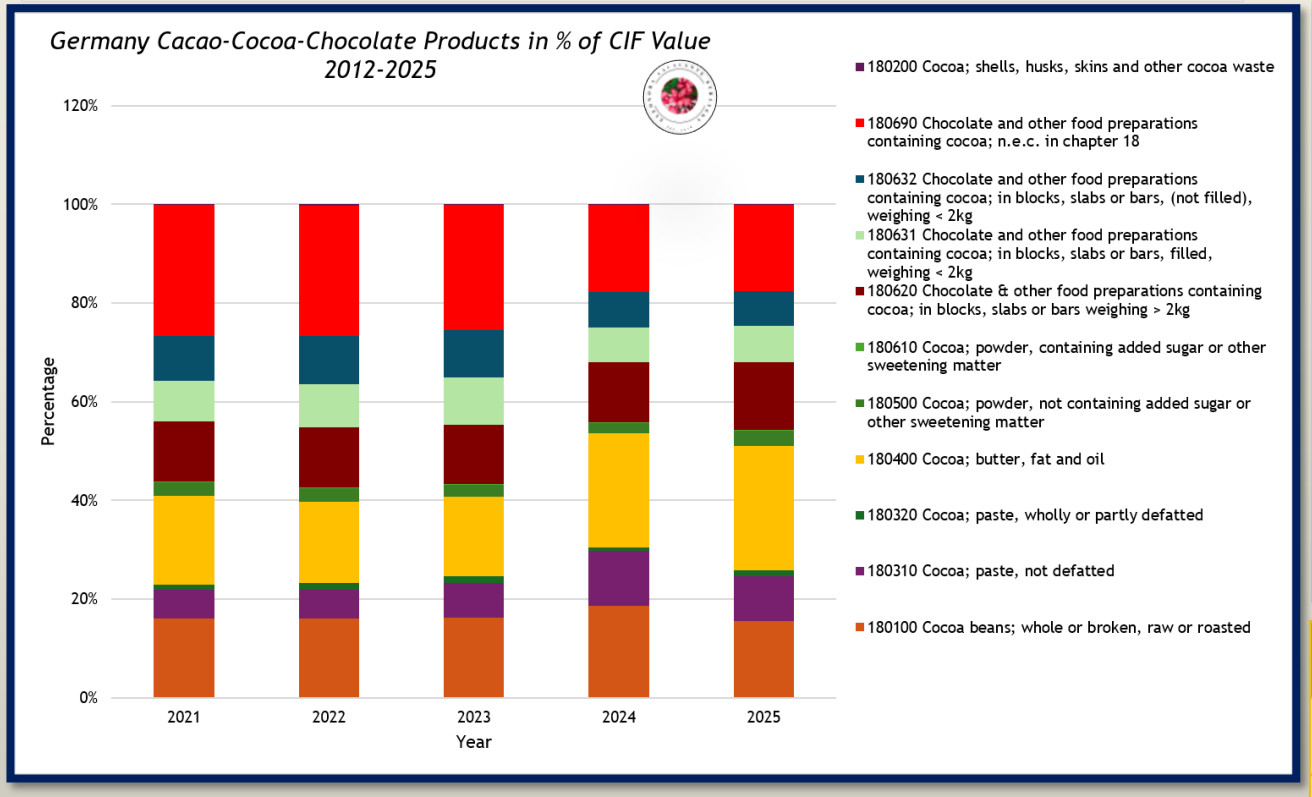
In terms of economic value, we observe that Germany has spent more money buying all sorts of cocoa and chocolate products, particular attention is the cacao butter (code 180400), and the miscellaneous with chocolate (180690). Look at the cocoa paste too.
The total amount of imports in 2025 ascended to more than US $ 10.5 billion dollars, which is a high record value.

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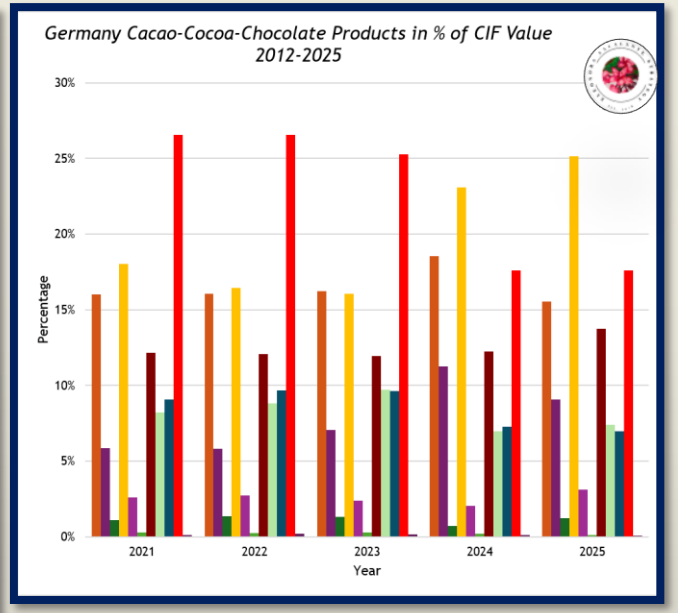
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Germany: Imports 2021-2025



Imports In % of CIF Value



- In terms of percentage of CIF Value, this slide shows that cacao butter (yellow), cocoa beans and chocolate miscellaneous (red), sum approximately 65% to 70% of the imports in every single year since 2021.
- Why does cocoa butter have increased in value during the last 5 years? The price of cocoa butter per kilo has augmented significatively, which suggests an increase in demand with shortage in supply.
  Look at current prices of cocoa butter. Source: by Huan Da Cocoa

Cocoa Butter Grade	2026 Reference Price Band (USD/kg)	Typical Use
Deodorized / refined (commodity)	$4.5 - $7.8	Compound coatings, industrial confectionery
Natural Pure Prime Pressed PPP (food grade)	$6.5 - $9.5	Premium dark and milk chocolate, couverture
Certified organic PPP	$10 - $15	Clean-label chocolate, organic confectionery
Certified sustainable (Rainforest / Fairtrade)	+$0.3 - $0.8 premium	EU markets under EUDR compliance

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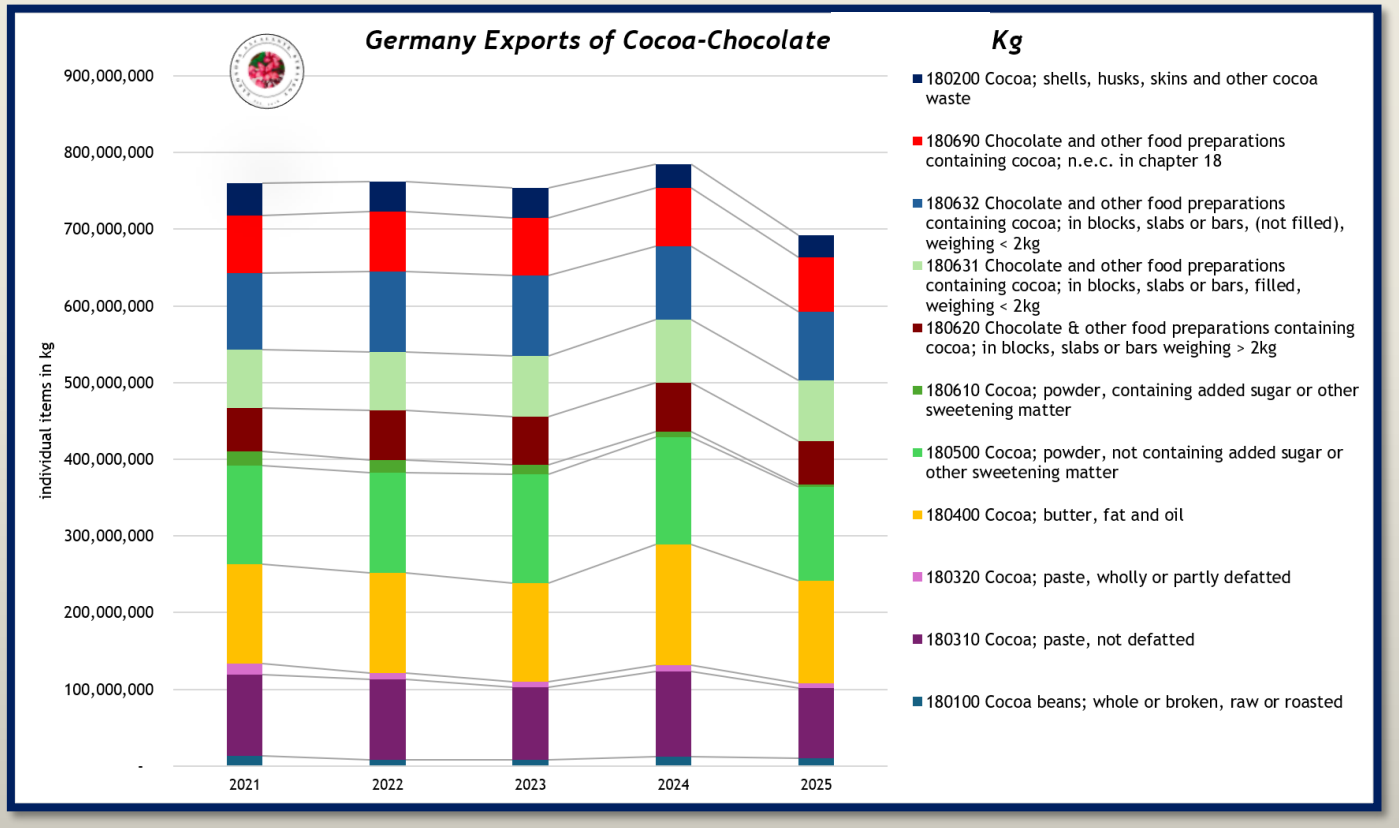
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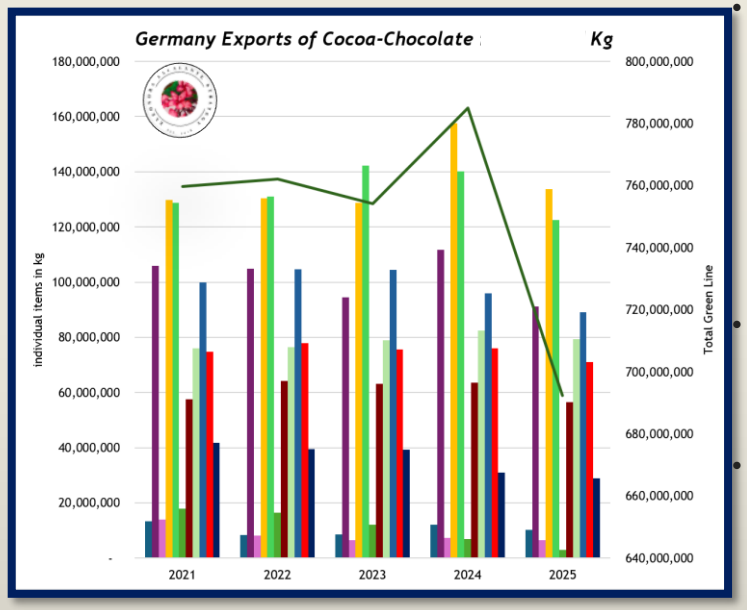
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Germany: Exports 2021-2025

Exports In kg







- In terms of monetary value, in 2025, Germany didn´t export the usual 765 thousand tons of cocoa (average of the total between 2021 to 2024).
- The exports were reduced to 692 thousand tons in 2025.
- Since Germany has a top installed grinding capacity, we can observe the top 3 main export products are:

1. Cocoa butter (yellow color) -180400 code
2. Cocoa powder without sugar (light green) – 180500 code
3. Cocoa paste (180310 code)

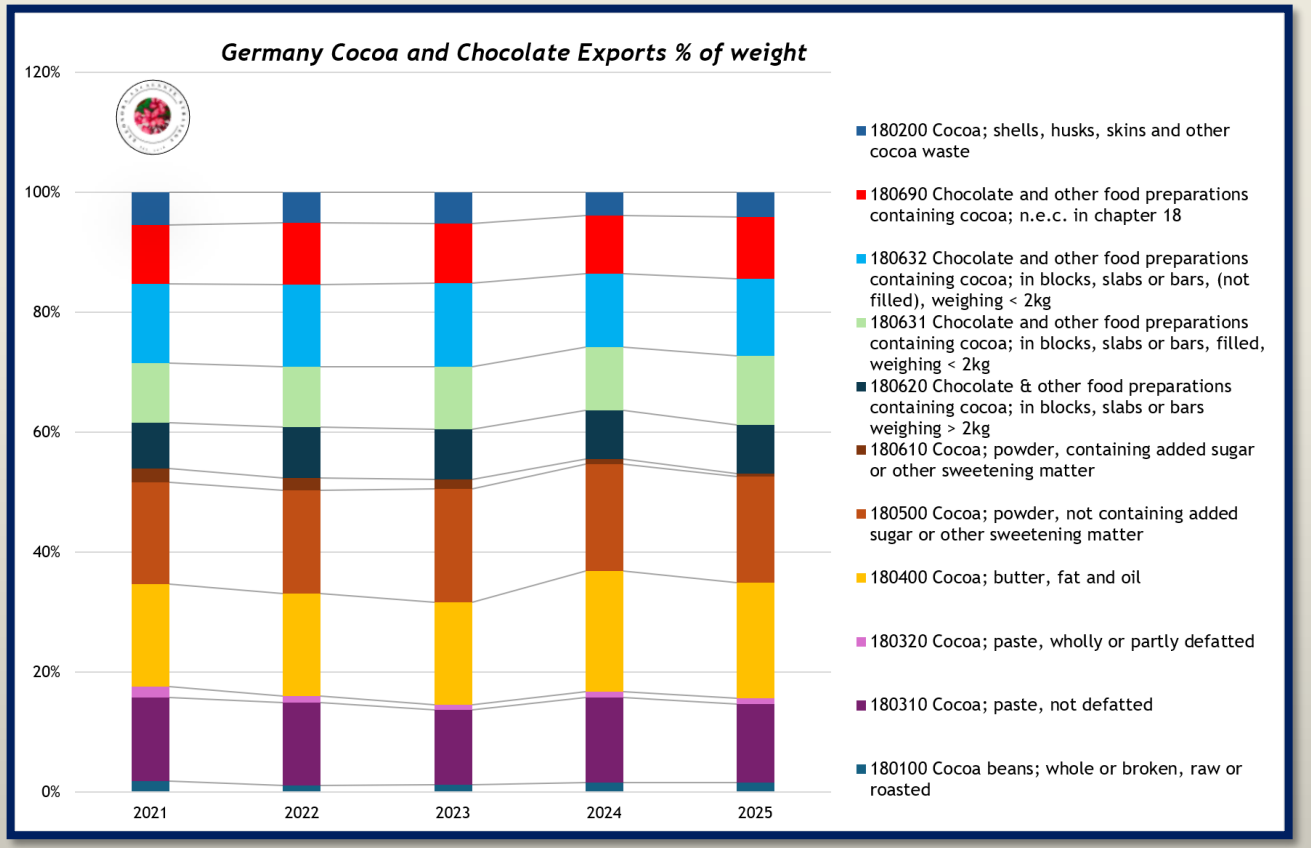
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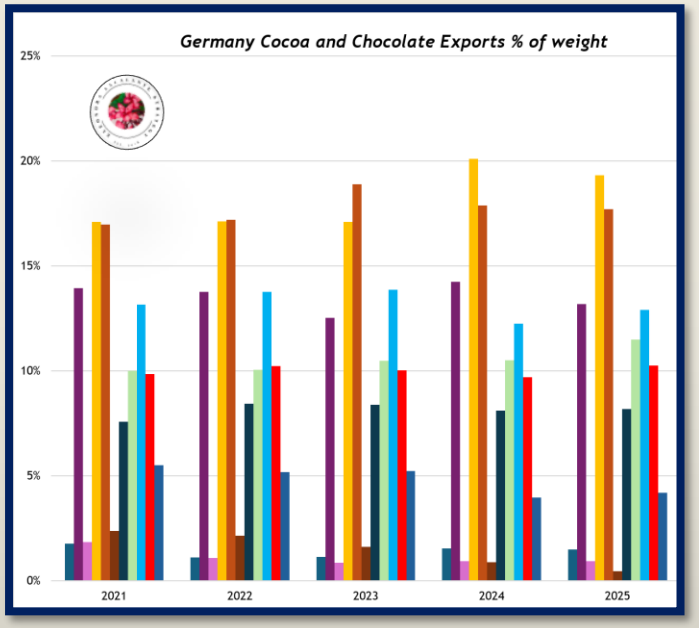
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Germany: Exports 2021-2025

Exports In % of weight





- This slide is based on the last one, but in percentages.
- Look at the three main products: Cocoa butter, cocoa powder (unsweetened), and the cocoa paste.
- It looks a very diversified matrix of exports; however, it is concentrated in the semifinished range.

Germany consumes the highest rate of chocolate per capita. The range of consumption is between 8 to 9.6 kilos per person per year.

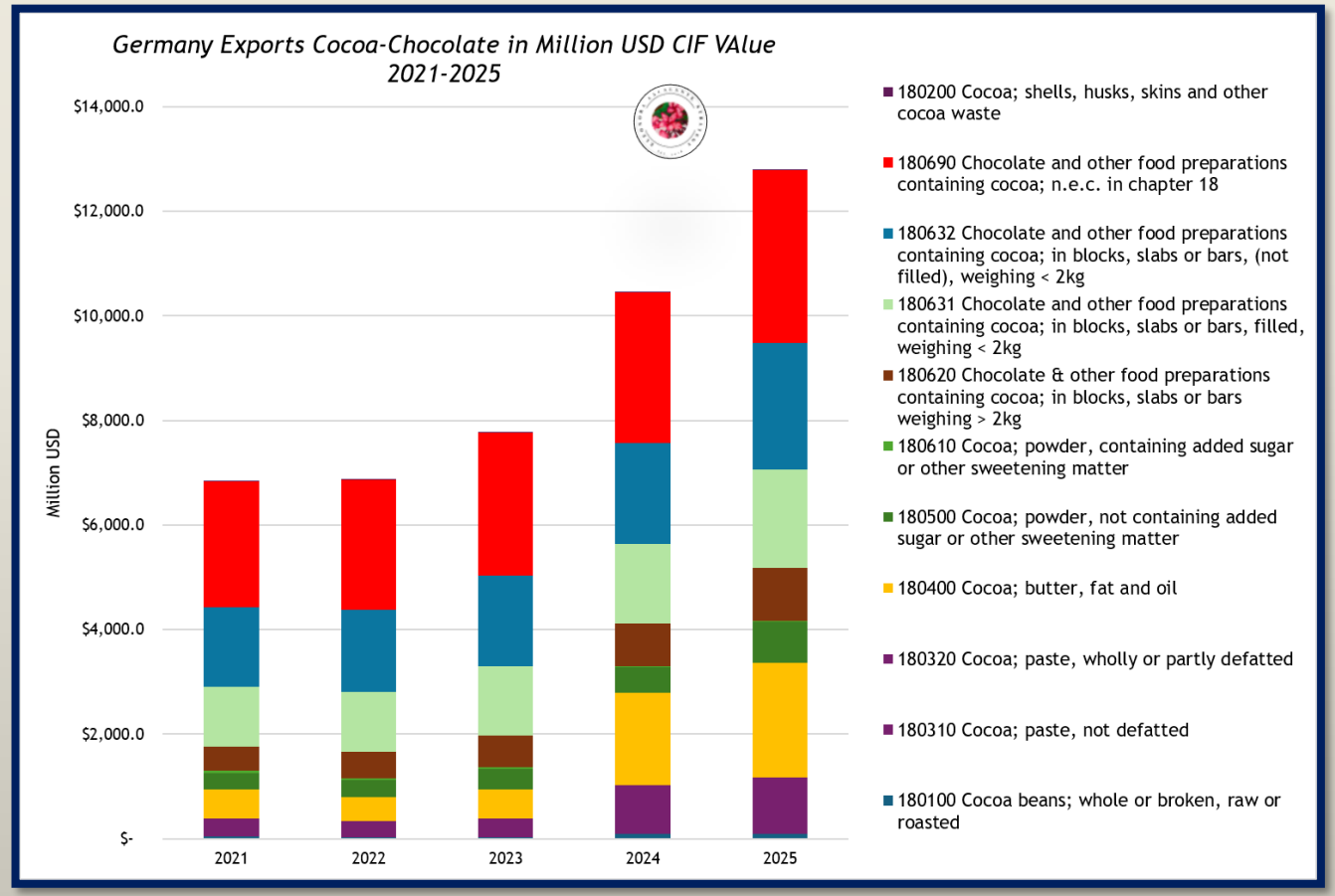
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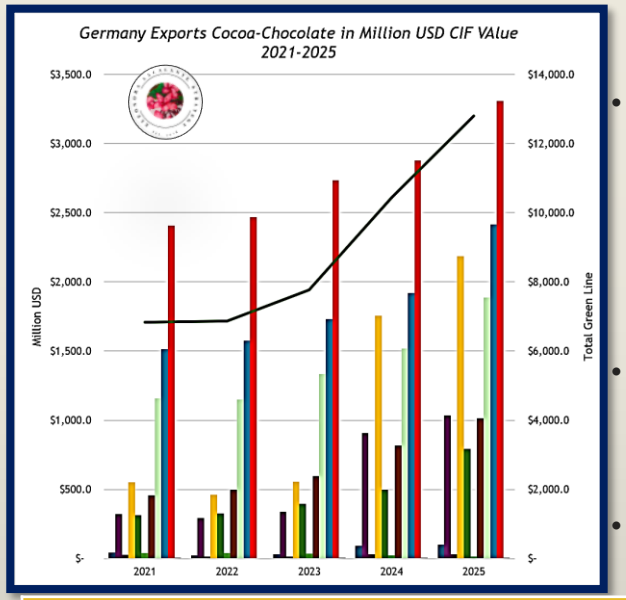
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Germany: Exports 2021-2025



Exports In Million USD FOB Value



- In economic terms Germany shows a positive growth YoY since 2021.
- But look how interesting it is the item 180690, which is the one with highest value (most profitable), followed by cocoa butter and chocolate prepared in blocks, slabs and bars (not filled) and weighting < 2 kg.
- Last year, Germany exported 12.8 billion USD, in comparison to year 2021, with exports of 6.8 billion USD.
- Germany has doubled its cocoa-chocolate exports in 5 years!

Examples of products of code 180690
Chocolate-coated nuts and fruits: Almonds, hazelnuts, peanuts, raisins, or candied orange peel coated in chocolate.
Pralines and truffles: Individual filled chocolates, ganache truffles, and boxed retail assortments.
Seasonal chocolate novelties: Hollow figures, Easter eggs, Santa figurines, and holiday shapes.
Sugar confectionery with cocoa: Caramels, toffees, fudges, nougats, and chewy candies containing cocoa.
Chocolate spreads: Hazelnut-cocoa spreads and other sweet cocoa pastes sold in retail jars.

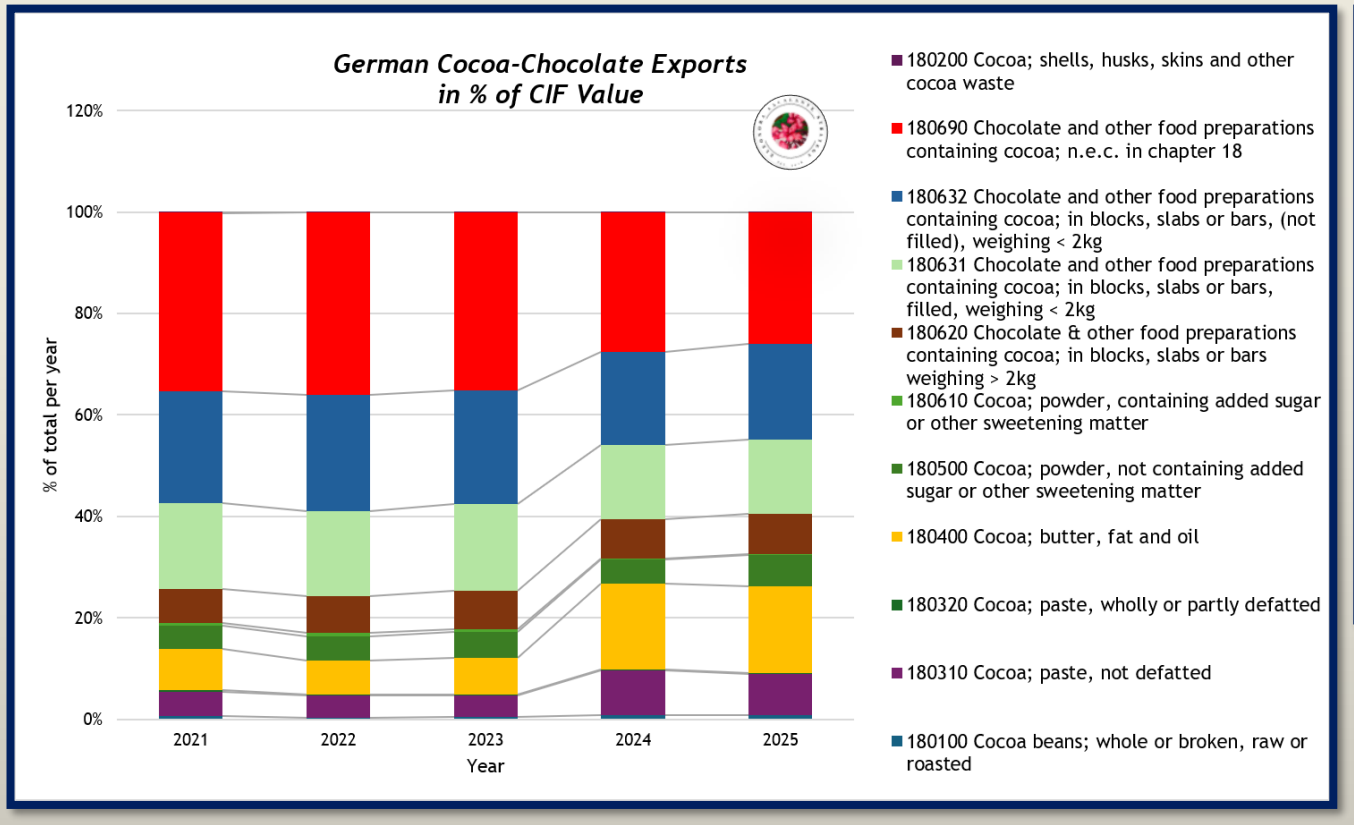
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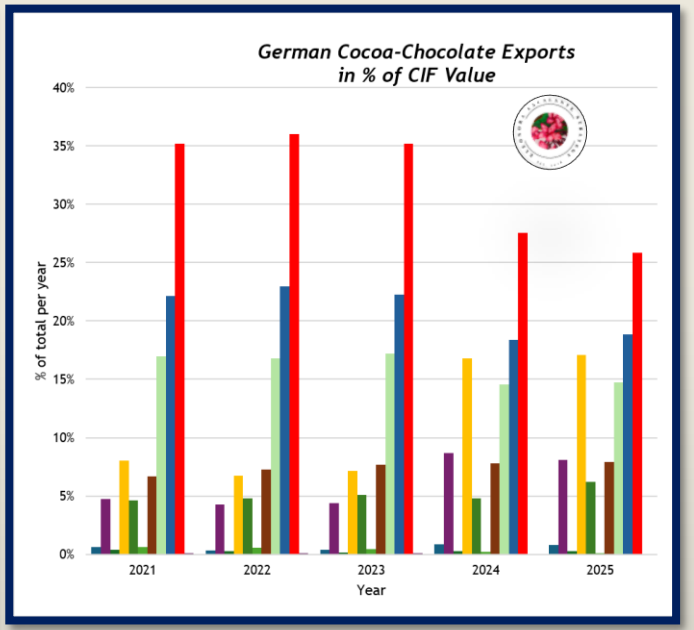
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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Germany: Exports 2021-2025

Exports In % of FOB Value





Look at the progression of economic value of Germany: very different than the Netherlands or Belgium.

This slide explains the % of value of each of the exports. The top number one has always been the more elaborated in confectionery terms: the red 180690 (we already explained with examples in last slide. Then it is chocolate not filled weighing less than 2 kg. These are the typical bars and blocks that we find in supermarkets (blue code 180632)
Finally in third place, we find cocoa butter.

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The following products are not included in cocoa, chocolate or cocoa goods. They belong to other industries: Baked goods/biscuits (Heading 1905), ice cream (Heading 2105), and chocolate milk/beverages (Heading 2202) are excluded from Chapter 18.

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Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Germany: Imports Data Source for the Graphs

IMPORTS TO GERMANY

	Analysis per categories of Cocoa-Chocolate In Weight (kg) at Cacao beans equivalent	Year					
	GERMANY IMPORTS IN KILOGRAMS	2021	2022	2023	2024	2025	*Factors of conversion*
180100	Cocoa beans; whole or broken, raw or roasted	277,367,884	295,064,527	292,655,517	252,849,915	180,112,302	***1***
180310	Cocoa; paste, not defatted	87,946,012	89,860,621	112,468,032	151,554,305	119,300,690	***1.25***
180320	Cocoa; paste, wholly or partly defatted	27,662,176	31,944,738	33,216,495	17,922,150	24,932,529	***1.25***
180400	Cocoa; butter, fat and oil	218,489,253	221,125,280	227,963,277	237,587,196	204,623,083	***1.33***
180500	Cocoa; powder, not containing added sugar or other sweetening matter	44,342,006	44,498,217	42,491,952	43,628,860	45,691,893	***1.18***
180610	Cocoa; powder, containing added sugar or other sweetening matter	3,337,207	2,922,863	3,121,962	2,959,558	1,830,443	***1.18***
180620	Chocolate & other food preparations containing cocoa; in blocks, slabs or bars weighing > 2kg	69,377,838	68,027,864	66,968,911	71,446,998	71,145,603	***0.4***
180631	Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, filled, weighing < 2kg	32,383,126	33,629,327	38,006,588	36,849,964	37,619,703	***0.4***
180632	Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, (not filled), weighing < 2kg	27,171,527	29,891,472	31,077,693	28,779,950	25,970,402	***0.4***
180690	Chocolate and other food preparations containing cocoa; n.e.c. in chapter 18	41,687,372	40,026,589	41,183,127	39,347,903	37,609,859	***0.2***
180200	Cocoa; shells, husks, skins and other cocoa waste	9,392,255	7,318,219	3,050,114	4,553,265	3,021,167	***1***
	Grand total	839,156,656	864,309,715	892,203,668	887,480,064	751,857,673	

	Analysis per categories of Cocoa-Chocolate In Million USD CIF VALUE US Dollars					
	GERMANY IMPORTS IN MILLION USD	2021	2022	2023	2024	2025
180100	Cocoa beans; whole or broken, raw or roasted	$ 763.0	$ 739.7	$ 900.2	$ 1,608.3	$ 1,636.5
180310	Cocoa; paste, not defatted	$ 278.6	$ 267.0	$ 391.3	$ 976.4	$ 955.2
180320	Cocoa; paste, wholly or partly defatted	$ 51.8	$ 62.9	$ 73.6	$ 60.3	$ 129.5
180400	Cocoa; butter, fat and oil	$ 858.2	$ 756.8	$ 889.3	$ 2,001.4	$ 2,643.9
180500	Cocoa; powder, not containing added sugar or other sweetening matter	$ 124.3	$ 125.6	$ 132.2	$ 176.0	$ 329.4
180610	Cocoa; powder, containing added sugar or other sweetening matter	$ 14.4	$ 11.8	$ 14.5	$ 16.4	$ 12.1
180620	Chocolate & other food preparations containing cocoa; in blocks, slabs or bars weighing > 2kg	$ 578.2	$ 556.1	$ 661.3	$ 1,061.6	$ 1,447.3
180631	Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, filled, weighing < 2kg	$ 391.3	$ 406.7	$ 537.1	$ 604.8	$ 777.9
180632	Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, (not filled), weighing < 2kg	$ 431.3	$ 445.0	$ 532.6	$ 629.0	$ 731.9
180690	Chocolate and other food preparations containing cocoa; n.e.c. in chapter 18	$ 1,265.5	$ 1,223.0	$ 1,401.4	$ 1,524.4	$ 1,849.6
180200	Cocoa; shells, husks, skins and other cocoa waste	$ 5.4	$ 9.3	$ 7.5	$ 9.9	$ 6.7
	Grand total	$ 4,762.0	$ 4,603.8	$ 5,541.1	$ 8,668.4	$ 10,520.2

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Cacao and Coffee 101.
Success Strategies for Small Farm Holders



EXPORTS FROM GERMANY

Cocoa and chocolate Trade: Germany, Belgium, and the Netherlands

Germany: Exports Data Source for the Graphs

Analysis per categories of Cocoa-Chocolate In Weight (kg) at Cacao beans equivalent

GERMANY EXPORTS IN KILOGRAMS	Year 2021	2022	2023	2024	2025	Factors of conversion
180100 Cocoa beans; whole or broken, raw or roasted	13,439,130	8,442,585	8,572,117	12,028,945	10,311,768	*1*
180310 Cocoa; paste, not defatted	105,898,930	104,844,525	94,462,399	111,726,765	91,190,325	*1.25*
180320 Cocoa; paste, wholly or partly defatted	13,988,926	8,169,386	6,435,561	7,244,418	6,467,135	*1.25*
180400 Cocoa; butter, fat and oil	129,757,255	130,399,974	128,771,157	157,620,175	133,690,772	*1.33*
180500 Cocoa; powder, not containing added sugar or other sweetening matter	128,831,732	130,955,659	142,290,121	140,266,451	122,538,594	*1.18*
180610 Cocoa; powder, containing added sugar or other sweetening matter	17,914,193	16,376,593	12,219,871	6,969,889	3,085,702	*1.18*
180620 Chocolate & other food preparations containing cocoa; in blocks, slabs or bars weighing > 2kg	57,505,235	64,259,629	63,121,643	63,575,486	56,533,346	*0.4*
180631 Chocolate and other food preparations containing cocoa; blocks, slabs or bars, filled, weighing < 2kg	75,970,336	76,528,508	78,974,748	82,448,019	79,422,320	*0.4*
180632 Chocolate and other food preparations containing cocoa; blocks, slabs or bars,(not filled), weigh < 2kg	99,879,814	104,740,571	104,466,098	95,997,638	89,210,002	*0.4*
180690 Chocolate and other food preparations containing cocoa; n.e.c. in chapter 18	74,747,222	77,904,960	75,580,031	75,990,918	70,967,089	*0.2*
180200 Cocoa; shells, husks, skins and other cocoa waste	41,733,954	39,430,263	39,273,652	31,080,765	28,952,925	*1*
Grand total	759,666,728	762,052,653	754,167,399	784,949,467	692,369,978	

Analysis per categories of Cocoa-Chocolate In Million USD CIF VALUE USDollars

GERMANY EXPORTS IN MILLION USD	2021	2022	2023	2024	2025
180100 Cocoa beans; whole or broken, raw or roasted	$ 43.2	$ 24.3	$ 30.3	$ 91.2	$ 99.6
180310 Cocoa; paste, not defatted	$ 322.4	$ 294.6	$ 339.3	$ 907.0	$ 1,036.9
180320 Cocoa; paste, wholly or partly defatted	$ 25.6	$ 16.8	$ 13.7	$ 30.7	$ 33.0
180400 Cocoa; butter, fat and oil	$ 551.2	$ 462.5	$ 557.3	$ 1,754.9	$ 2,188.0
180500 Cocoa; powder, not containing added sugar or other sweetening matter	$ 314.5	$ 327.4	$ 397.2	$ 498.5	$ 793.1
180610 Cocoa; powder, containing added sugar or other sweetening matter	$ 41.3	$ 37.8	$ 36.6	$ 23.2	$ 13.2
180620 Chocolate & other food preparations containing cocoa; in blocks, slabs or bars weighing > 2kg	$ 456.2	$ 497.2	$ 595.4	$ 816.3	$ 1,016.3
180631 Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, filled, weighing < 2kg	$ 1,159.0	$ 1,150.5	$ 1,335.6	$ 1,518.3	$ 1,886.1
180632 Chocolate and other food preparations containing cocoa; in blocks, slabs or bars, (not filled), weighing < 2kg	$ 1,515.2	$ 1,575.2	$ 1,729.5	$ 1,921.0	$ 2,413.7
180690 Chocolate and other food preparations containing cocoa; n.e.c. in chapter 18	$ 2,407.4	$ 2,470.4	$ 2,735.0	$ 2,879.0	$ 3,308.4
180200 Cocoa; shells, husks, skins and other cocoa waste	$ 5.9	$ 4.8	$ 5.5	$ 5.7	$ 7.8
Grand total	$ 6,842.0	$ 6,861.3	$ 7,775.3	$ 10,445.8	$ 12,796.1

All the graphs prepared by Eleonora Escalante Strategy.
Data pulled from the UNComtrade + database for Germany
https://comtradeplus.un.org/en/

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Thank you

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