







Coffee Beans			
	Your sales (in kg)	1,658,538	-4.8%
	Sales in Germany (kg)	15,035,122	-3.5%
	Market share	11.0%	
Ground Coffee			
	Your sales (in kg)	1,455,124	-10.3%
	Sales in Germany (kg)	6,753,101	-1.9%
	Market share	21.5%	
Drinking Chocolate			
	Your sales (in kg)	152,767	+29.6%
	Sales in Germany (kg)	1,003,840	+9.8%
	Market share	15.2%	
Coffee Pads			
	Your sales (in kg)	138,449	-18.2%
	Sales in Germany (kg)	709,794	-17.7%
	Market share	19.5%	
Tea			
	Your sales (in kg)	15,101	+19.0%
	Sales in Germany (kg)	564,960	-10.4%
	Market share	2.7%	
Sugar			
	Your sales (in kg)	3,054	+2.1%
	Sales in Germany (kg)	7,728,504	-6.4%
	Market share	0.04%	

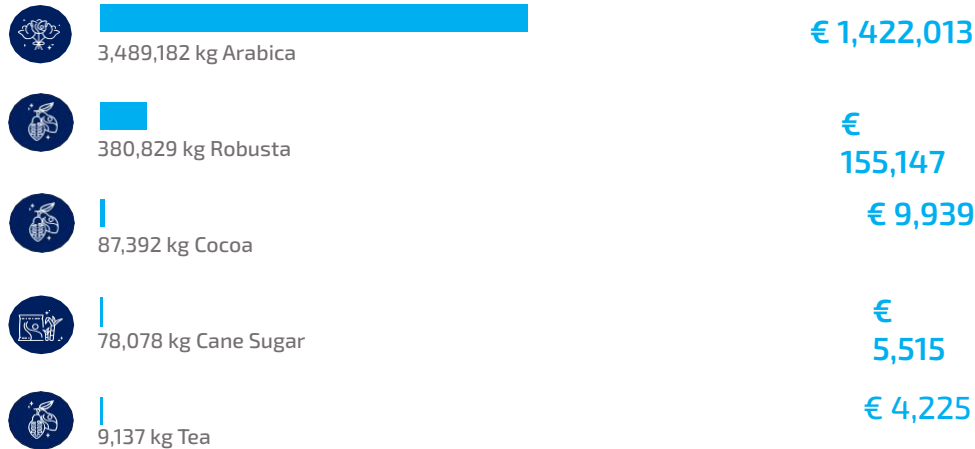


Your Fairtrade Range in the Online Product Finder:

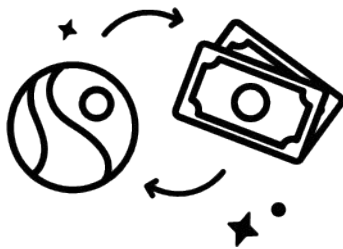


[FAIRTRADE-PRODUCTFINDER](#) ►

Fairtrade-Prämium: € 1,596,842 (-10.1%)



The premium calculation is based on the raw material volume at the source. Due to conversion factors and raw material losses along the supply chain (e.g., roasting losses, spoilage of goods, etc.), these may differ from the reported sales volume for end products in this report.



Use of the Premium

Example: The Coffee Cooperative Café Orgánico Marcala S. A. de C. V. (COMSA), Honduras



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The members of COMSA jointly decided to invest nearly a quarter of the Fairtrade premium in operating their own integrated international school. The cooperative first used premium funds to build the school itself. Here, the children are educated not only in conventional subjects but also in ethical values and creative thinking.

The curriculum also includes basic knowledge of sustainable agriculture and healthy nutrition – knowledge that COMSA also shares with other schools.

Additionally, since 2012, the organization has used the premium to provide scholarships to over 200 children and support their parents, enabling the children's better education and development.

However, funds are also invested in increasing productivity and quality, as well as in further training for members. COMSA offers workshops on the impacts of climate change, focusing on creating healthy soils and optimal growing conditions.

Experimental plantations and innovations, such as the production of natural plant protection products, are also important.

Furthermore, COMSA's gender committee receives Fairtrade premium funds for activities promoting female members. The organization also distributes a food bonus to its members.



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All figures in this report are based on data from producer organizations, traders, and manufacturers. Fairtrade Deutschland e.V. has compiled this information to the best of its knowledge, using conversion factors, raw material losses, and average values, which may lead to variations. Therefore, all details are provided without guarantee. Errors and changes reserved. Data basis: 19.03.2024

The Fairtrade Premium

The Fairtrade premium is an additional financial benefit paid on top of the selling price for a product. Small-scale farming cooperatives receive this premium and independently decide how to invest it in projects that benefit their communities. This may include investments in education and healthcare, as well as measures to improve agricultural practices and product quality.

The premium is linked to criteria such as stable minimum prices, organizational strengthening, training, and environmental and occupational safety – all key components of Fairtrade for better living and working conditions.