

# Soft Drinks in Bulgaria

https://marketpublishers.com/r/S2320103E09EN.html

Date: December 2023

Pages: 84

Price: US\$ 2,100.00 (Single User License)

ID: S2320103E09EN

# **Abstracts**

The soft drinks market in Bulgaria in 2023 is experiencing transformative changes in response to economic factors and evolving consumer preferences. Inflationary pressures are notably impacting price growth and disposable incomes, leading consumers to become increasingly price-sensitive. This shift in behaviour is evident as individuals reduce expenditure on non-essential items. The cost of living crisis is particularly driving the performance of private label lines, which are surpassing some we...

Euromonitor International's Soft Drinks in Bulgaria report offers a comprehensive guide to the size and shape of the market at a national level. It provides the latest retail sales data (2018-2022), allowing you to identify the sectors driving growth. It identifies the leading companies, the leading brands and offers strategic analysis of key factors influencing the market – be they legislative, distribution, packaging or pricing issues. Forecasts to 2027 illustrate how the market is set to change.

Product coverage: Asian Speciality Drinks, Bottled Water, Carbonates, Concentrates, Energy Drinks, Juice, RTD Coffee, RTD Tea, Sports Drinks.

Data coverage: market sizes (historic and forecasts), company shares, brand shares and distribution data.

Why buy this report?

Get a detailed picture of the Soft Drinks market;

Pinpoint growth sectors and identify factors driving change;

Understand the competitive environment, the market's major players and



leading brands;

Use five-year forecasts to assess how the market is predicted to develop.

Euromonitor International has over 40 years' experience of publishing market research reports, business reference books and online information systems. With offices in London, Chicago, Singapore, Shanghai, Vilnius, Dubai, Cape Town, Santiago, Sydney, Tokyo and Bangalore and a network of over 800 analysts worldwide, Euromonitor International has a unique capability to develop reliable information resources to help drive informed strategic planning.



# **Contents**

Soft Drinks in Bulgaria Euromonitor International May 2024

#### LIST OF CONTENTS AND TABLES

SOFT DRINKS IN BULGARIA EXECUTIVE SUMMARY Soft drinks in 2023: The big picture

#### **2023 KEY TRENDS**

Competitive landscape Retailing developments Foodservice vs retail split What next for soft drinks? MARKET DATA

Table 1 Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2018-2023

Table 2 Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2018-2023

Table 3 Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2018-2023 Table 4 Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2018-2023

Table 5 Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: Volume 2023 Table 6 Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: % Volume 2023

Table 7 Off-trade vs On-trade Sales of Soft Drinks by Category: Value 2023
Table 8 Off-trade vs On-trade Sales of Soft Drinks by Category: % Value 2023
Table 9 Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2018-2023

Table 10 Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2018-2023

Table 11 Off-trade Sales of Soft Drinks by Category: Value 2018-2023

Table 12 Off-trade Sales of Soft Drinks by Category: % Value Growth 2018-2023

Table 13 Sales of Soft Drinks by Total Fountain On-trade: Volume 2018-2023

Table 14 Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2018-2023

Table 15 NBO Company Shares of Off-trade Soft Drinks (RTD): % Volume 2019-2023



Table 16 LBN Brand Shares of Off-trade Soft Drinks (RTD): % Volume 2020-2023

Table 17 NBO Company Shares of Off-trade Soft Drinks: % Value 2019-2023

Table 18 LBN Brand Shares of Off-trade Soft Drinks: % Value 2020-2023

Table 19 Penetration of Private Label in Off-trade Soft Drinks (RTD) by Category: % Volume 2018-2023

Table 20 Penetration of Private Label in Off-trade Soft Drinks by Category: % Value 2018-2023

Table 21 Distribution of Off-trade Soft Drinks (as sold) by Format: % Volume 2018-2023

Table 22 Distribution of Off-trade Soft Drinks (as sold) by Format and Category: %

Volume 2023

Table 23 Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel:

Volume 2023-2028

Table 24 Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2023-2028

Table 25 Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2023-2028

Table 26 Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2023-2028

Table 27 Forecast Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2023-2028

Table 28 Forecast Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2023-2028

Table 29 Forecast Off-trade Sales of Soft Drinks by Category: Value 2023-2028

Table 30 Forecast Off-trade Sales of Soft Drinks by Category: % Value Growth 2023-2028

Table 31 Forecast Sales of Soft Drinks by Total Fountain On-trade: Volume 2023-2028 Table 32 Forecast Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth

2023-2028 APPENDIX

Fountain sales in Bulgaria

**DISCLAIMER** 

SOURCES

Summary 1 Research Sources CARBONATES IN BULGARIA KEY DATA FINDINGS

## **2023 DEVELOPMENTS**

Price sensitivity rises in face of inflation



Reduced sugar carbonates gains further ground

Gin and tonic trend prompts premiumisation

PROSPECTS AND OPPORTUNITIES

Carbonates faces intensifying competition from healthier and trendier alternatives

Continued rise for reduced sugar carbonates

Players will invest in portfolio optimisation and expansion

**CATEGORY DATA** 

Table 33 Off-trade vs On-trade Sales of Carbonates: Volume 2018-2023

Table 34 Off-trade vs On-trade Sales of Carbonates: Value 2018-2023

Table 35 Off-trade vs On-trade Sales of Carbonates: % Volume Growth 2018-2023

Table 36 Off-trade vs On-trade Sales of Carbonates: % Value Growth 2018-2023

Table 37 Off-trade Sales of Carbonates by Category: Volume 2018-2023

Table 38 Off-trade Sales of Carbonates by Category: Value 2018-2023

Table 39 Off-trade Sales of Carbonates by Category: % Volume Growth 2018-2023

Table 40 Off-trade Sales of Carbonates by Category: % Value Growth 2018-2023

Table 41 Total Sales of Carbonates by Fountain On-trade: Volume 2018-2023

Table 42 Total Sales of Carbonates by Fountain On-trade: % Volume Growth 2018-2023

Table 43 NBO Company Shares of Off-trade Carbonates: % Volume 2019-2023

Table 44 LBN Brand Shares of Off-trade Carbonates: % Volume 2020-2023

Table 45 NBO Company Shares of Off-trade Carbonates: % Value 2019-2023

Table 46 LBN Brand Shares of Off-trade Carbonates: % Value 2020-2023

Table 47 Forecast Off-trade Sales of Carbonates by Category: Volume 2023-2028

Table 48 Forecast Off-trade Sales of Carbonates by Category: Value 2023-2028

Table 49 Forecast Off-trade Sales of Carbonates by Category: % Volume Growth 2023-2028

Table 50 Forecast Off-trade Sales of Carbonates by Category: % Value Growth 2023-2028

Table 51 Forecast Total Sales of Carbonates by Fountain On-trade: Volume 2023-2028

Table 52 Forecast Total Sales of Carbonates by Fountain On-trade: % Volume Growth

2023-2028

JUICE IN BULGARIA

**KEY DATA FINDINGS** 

#### **2023 DEVELOPMENTS**

Steady growth for juice overall amid economic pressures

Trading down increases along with health-oriented shifts

Cappy and Queen's remain on top in strongly competitive landscape



# PROSPECTS AND OPPORTUNITIES

Players to focus on optimisation as health trends continue to inform innovation

Niche areas will see further expansion

Increased prevalence of promotional strategies and price sensitivity

### **CATEGORY DATA**

Table 53 Off-trade Sales of Juice by Category: Volume 2018-2023

Table 54 Off-trade Sales of Juice by Category: Value 2018-2023

Table 55 Off-trade Sales of Juice by Category: % Volume Growth 2018-2023

Table 56 Off-trade Sales of Juice by Category: % Value Growth 2018-2023

Table 57 NBO Company Shares of Off-trade Juice: % Volume 2019-2023

Table 58 LBN Brand Shares of Off-trade Juice: % Volume 2020-2023

Table 59 NBO Company Shares of Off-trade Juice: % Value 2019-2023

Table 60 LBN Brand Shares of Off-trade Juice: % Value 2020-2023

Table 61 Forecast Off-trade Sales of Juice by Category: Volume 2023-2028

Table 62 Forecast Off-trade Sales of Juice by Category: Value 2023-2028

Table 63 Forecast Off-trade Sales of Juice by Category: % Volume Growth 2023-2028

Table 64 Forecast Off-trade Sales of Juice by Category: % Value Growth 2023-2028

**BOTTLED WATER IN BULGARIA** 

**KEY DATA FINDINGS** 

#### **2023 DEVELOPMENTS**

Carbonated water evolves as health trends persist

Investment in innovation and sustainability

Functional bottled water is rising

PROSPECTS AND OPPORTUNITIES

Rising demand and diversification forecast

Competition to intensify as demand becomes more sophisticated

Big brands will see further benefit as e-commerce goes from strength to strength

# **CATEGORY DATA**

Table 65 Off-trade Sales of Bottled Water by Category: Volume 2018-2023

Table 66 Off-trade Sales of Bottled Water by Category: Value 2018-2023

Table 67 Off-trade Sales of Bottled Water by Category: % Volume Growth 2018-2023

Table 68 Off-trade Sales of Bottled Water by Category: % Value Growth 2018-2023

Table 69 NBO Company Shares of Off-trade Bottled Water: % Volume 2019-2023

Table 70 LBN Brand Shares of Off-trade Bottled Water: % Volume 2020-2023

Table 71 NBO Company Shares of Off-trade Bottled Water: % Value 2019-2023

Table 72 LBN Brand Shares of Off-trade Bottled Water: % Value 2020-2023

Table 73 Forecast Off-trade Sales of Bottled Water by Category: Volume 2023-2028



Table 74 Forecast Off-trade Sales of Bottled Water by Category: Value 2023-2028 Table 75 Forecast Off-trade Sales of Bottled Water by Category: % Volume Growth 2023-2028

Table 76 Forecast Off-trade Sales of Bottled Water by Category: % Value Growth 2023-2028

SPORTS DRINKS IN BULGARIA KEY DATA FINDINGS

#### **2023 DEVELOPMENTS**

Rising interest in fitness and hydration sustains further growth in 2023
Players face distribution challenges and low awareness
Innovation accelerates with more products and players
PROSPECTS AND OPPORTUNITIES

Growth to be spurred by rising sports culture and education

Players should invest more in marketing, though economic woes may curtail growth New entrants expected to enter the fray as cross-category competition intensifies CATEGORY DATA

Table 77 Off-trade Sales of Sports Drinks: Volume 2018-2023

Table 78 Off-trade Sales of Sports Drinks: Value 2018-2023

Table 79 Off-trade Sales of Sports Drinks: % Volume Growth 2018-2023

Table 80 Off-trade Sales of Sports Drinks: % Value Growth 2018-2023

Table 81 NBO Company Shares of Off-trade Sports Drinks: % Volume 2019-2023

Table 82 LBN Brand Shares of Off-trade Sports Drinks: % Volume 2020-2023

Table 83 NBO Company Shares of Off-trade Sports Drinks: % Value 2019-2023

Table 84 LBN Brand Shares of Off-trade Sports Drinks: % Value 2020-2023

Table 85 Forecast Off-trade Sales of Sports Drinks: Volume 2023-2028

Table 86 Forecast Off-trade Sales of Sports Drinks: Value 2023-2028

Table 87 Forecast Off-trade Sales of Sports Drinks: % Volume Growth 2023-2028

Table 88 Forecast Off-trade Sales of Sports Drinks: % Value Growth 2023-2028

**ENERGY DRINKS IN BULGARIA** 

**KEY DATA FINDINGS** 

#### **2023 DEVELOPMENTS**

Energy drinks enjoys strong growth in both foodservice and retail channels Flavour innovation continues to sustain sales, while Hell Energy Drink maintains leadership

Distribution to expand amid persistent shift towards healthier alternatives



# PROSPECTS AND OPPORTUNITIES

Reduced sugar options to gain ground

E-Commerce will continue to expand as competition intensifies

Growth will slow as category approaches maturity, with on-trade rising faster than offtrade sales

## **CATEGORY DATA**

Table 89 Off-trade Sales of Energy Drinks: Volume 2018-2023

Table 90 Off-trade Sales of Energy Drinks: Value 2018-2023

Table 91 Off-trade Sales of Energy Drinks: % Volume Growth 2018-2023

Table 92 Off-trade Sales of Energy Drinks: % Value Growth 2018-2023

Table 93 NBO Company Shares of Off-trade Energy Drinks: % Volume 2019-2023

Table 94 LBN Brand Shares of Off-trade Energy Drinks: % Volume 2020-2023

Table 95 NBO Company Shares of Off-trade Energy Drinks: % Value 2019-2023

Table 96 LBN Brand Shares of Off-trade Energy Drinks: % Value 2020-2023

Table 97 Forecast Off-trade Sales of Energy Drinks: Volume 2023-2028

Table 98 Forecast Off-trade Sales of Energy Drinks: Value 2023-2028

Table 99 Forecast Off-trade Sales of Energy Drinks: % Volume Growth 2023-2028

Table 100 Forecast Off-trade Sales of Energy Drinks: % Value Growth 2023-2028

**CONCENTRATES IN BULGARIA** 

**KEY DATA FINDINGS** 

### **2023 DEVELOPMENTS**

Health concerns prevent positive growth despite cost-friendly appeal of concentrates Organic liquid concentrates offer some hope

Herbal dietary supplements further undermine demand for powder concentrates PROSPECTS AND OPPORTUNITIES

Demand to continue declining for concentrates

Sustainability may provide differentiation, while liquid concentrates will continue to outperform powder

Functional expansion amid market stagnation

CATEGORY DATA

**Concentrates Conversions** 

Summary 2 Concentrates Conversion Factors for Ready-to-Drink (RTD) Format

Table 101 Off-trade Sales of Concentrates (RTD) by Category: Volume 2018-2023

Table 102 Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2018-2023

Table 103 Off-trade Sales of Concentrates by Category: Value 2018-2023

Table 104 Off-trade Sales of Concentrates by Category: % Value Growth 2018-2023



Table 105 LBN Brand Shares of Off-trade Concentrates (RTD): % Volume 2020-2023

Table 106 NBO Company Shares of Off-trade Concentrates: % Value 2019-2023

Table 107 LBN Brand Shares of Off-trade Concentrates: % Value 2020-2023

Table 108 NBO Company Shares of Off-trade Liquid Concentrates (RTD): % Volume 2019-2023

Table 109 LBN Brand Shares of Off-trade Liquid Concentrates (RTD): % Volume 2020-2023

Table 110 NBO Company Shares of Off-trade Powder Concentrates (RTD): % Volume 2019-2023

Table 111 LBN Brand Shares of Off-trade Powder Concentrates (RTD): % Volume 2020-2023

Table 112 Forecast Off-trade Sales of Concentrates (RTD) by Category: Volume 2023-2028

Table 113 Forecast Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2023-2028

Table 114 Forecast Off-trade Sales of Concentrates by Category: Value 2023-2028 Table 115 Forecast Off-trade Sales of Concentrates by Category: % Value Growth 2023-2028

RTD TEA IN BULGARIA KEY DATA FINDINGS

### **2023 DEVELOPMENTS**

Seasonality presents challenges while health trends support sales

Reduced sugar variants in demand

RTD tea benefits from wide distribution and new product development

PROSPECTS AND OPPORTUNITIES

Reduced sugar RTD tea will see rising demand

Variety and innovation drive demand

Expansion for private label and distribution channels

**CATEGORY DATA** 

Table 116 Off-trade Sales of RTD Tea by Category: Volume 2018-2023

Table 117 Off-trade Sales of RTD Tea by Category: Value 2018-2023

Table 118 Off-trade Sales of RTD Tea by Category: % Volume Growth 2018-2023

Table 119 Off-trade Sales of RTD Tea by Category: % Value Growth 2018-2023

Table 120 Leading Flavours for Off-trade RTD Tea: % Volume 2018-2023

Table 121 NBO Company Shares of Off-trade RTD Tea: % Volume 2019-2023

Table 122 LBN Brand Shares of Off-trade RTD Tea: % Volume 2020-2023

Table 123 NBO Company Shares of Off-trade RTD Tea: % Value 2019-2023



Table 124 LBN Brand Shares of Off-trade RTD Tea: % Value 2020-2023

Table 125 Forecast Off-trade Sales of RTD Tea by Category: Volume 2023-2028

Table 126 Forecast Off-trade Sales of RTD Tea by Category: Value 2023-2028

Table 127 Forecast Off-trade Sales of RTD Tea by Category: % Volume Growth

2023-2028

Table 128 Forecast Off-trade Sales of RTD Tea by Category: % Value Growth

2023-2028

RTD COFFEE IN BULGARIA

**KEY DATA FINDINGS** 

#### **2023 DEVELOPMENTS**

Younger consumers show rising interest though seasonality limits growth Growth remains subject to economic pressures and distribution dynamics International brands rule competitive landscape of RTD coffee in Bulgaria PROSPECTS AND OPPORTUNITIES

Growth potential remains with innovative developments expected during forecast period Foodservice to continue to present challenges, while domestic players may gain ground E-Commerce will keep on rising

## **CATEGORY DATA**

Table 129 Off-trade Sales of RTD Coffee: Volume 2018-2023

Table 130 Off-trade Sales of RTD Coffee: Value 2018-2023

Table 131 Off-trade Sales of RTD Coffee: % Volume Growth 2018-2023

Table 132 Off-trade Sales of RTD Coffee: % Value Growth 2018-2023

Table 133 NBO Company Shares of Off-trade RTD Coffee: % Volume 2019-2023

Table 134 LBN Brand Shares of Off-trade RTD Coffee: % Volume 2020-2023

Table 135 NBO Company Shares of Off-trade RTD Coffee: % Value 2019-2023

Table 136 LBN Brand Shares of Off-trade RTD Coffee: % Value 2020-2023

Table 137 Forecast Off-trade Sales of RTD Coffee: Volume 2023-2028

Table 138 Forecast Off-trade Sales of RTD Coffee: Value 2023-2028

Table 139 Forecast Off-trade Sales of RTD Coffee: % Volume Growth 2023-2028

Table 140 Forecast Off-trade Sales of RTD Coffee: % Value Growth 2023-2028



## I would like to order

Product name: Soft Drinks in Bulgaria

Product link: https://marketpublishers.com/r/S2320103E09EN.html

Price: US\$ 2,100.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer

Service:

info@marketpublishers.com

# **Payment**

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <a href="https://marketpublishers.com/r/S2320103E09EN.html">https://marketpublishers.com/r/S2320103E09EN.html</a>

To pay by Wire Transfer, please, fill in your contact details in the form below:

First name:	
Last name:	
Email:	
Company:	
Address:	
City:	
Zip code:	
Country:	
Tel:	
Fax:	
Your message:	
	**All fields are required
	Custumer signature

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms & Conditions at <a href="https://marketpublishers.com/docs/terms.html">https://marketpublishers.com/docs/terms.html</a>

To place an order via fax simply print this form, fill in the information below and fax the completed form to +44 20 7900 3970