

# Soft Drinks in China

https://marketpublishers.com/r/SC5962D7492EN.html Date: May 2024 Pages: 98 Price: US\$ 2,100.00 (Single User License) ID: SC5962D7492EN

## **Abstracts**

In 2023, soft drinks in China maintained low off-trade volume growth, and a stronger current value increase. Meanwhile, although on-trade volume sales of soft drinks continued to decline, it was at a much slower rate, and current value sales saw a slight rebound to growth, driving a partial recovery from the 2022 decline, when COVID-19 restrictions hampered on-trade sales of soft drinks due to the intermittent lockdown of consumer foodservice establishments. Carbonates maintained dynamic off-tra...

Euromonitor International's Soft Drinks in China report offers a comprehensive guide to the size and shape of the market at a national level. It provides the latest retail sales data (2019-2023), 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 2028 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 China Euromonitor International May 2024

## LIST OF CONTENTS AND TABLES

SOFT DRINKS IN CHINA 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 2023Table 8 Off-trade vs On-trade Sales of Soft Drinks by Category: % Value 2023Table 9 Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2018-2023Table 10 Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth2018-2023

 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 Total Soft Drinks (RTD): % Volume 2019-2023



Table 16 LBN Brand Shares of Total Soft Drinks (RTD): % Volume 2020-2023 Table 17 NBO Company Shares of On-trade Soft Drinks (RTD): % Volume 2019-2023 Table 18 LBN Brand Shares of On-trade Soft Drinks (RTD): % Volume 2020-2023 Table 19 NBO Company Shares of Off-trade Soft Drinks (RTD): % Volume 2019-2023 Table 20 LBN Brand Shares of Off-trade Soft Drinks (RTD): % Volume 2020-2023 Table 21 NBO Company Shares of Off-trade Soft Drinks: % Value 2019-2023 Table 22 LBN Brand Shares of Off-trade Soft Drinks: % Value 2020-2023 Table 23 Penetration of Private Label in Off-trade Soft Drinks (RTD) by Category: % Volume 2018-2023 Table 24 Penetration of Private Label in Off-trade Soft Drinks by Category: % Value 2018-2023 Table 25 Distribution of Off-trade Soft Drinks (as sold) by Format: % Volume 2018-2023 Table 26 Distribution of Off-trade Soft Drinks (as sold) by Format and Category: % Volume 2023 Table 27 Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2023-2028 Table 28 Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2023-2028 Table 29 Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2023-2028 Table 30 Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2023-2028 Table 31 Forecast Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2023-2028 Table 32 Forecast Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2023-2028 Table 33 Forecast Off-trade Sales of Soft Drinks by Category: Value 2023-2028 Table 34 Forecast Off-trade Sales of Soft Drinks by Category: % Value Growth 2023-2028 Table 35 Forecast Sales of Soft Drinks by Total Fountain On-trade: Volume 2023-2028 Table 36 Forecast Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2023-2028 APPENDIX Fountain sales in China Trends DISCLAIMER SOURCES Summary 1 Research Sources CARBONATES IN CHINA



#### **KEY DATA FINDINGS**

#### **2023 DEVELOPMENTS**

Reduced sugar and flavour innovation are key themes in carbonates Lemonade shows an uptick in 2023 Small local brands are strengthening, and have further growth potential PROSPECTS AND OPPORTUNITIES Reduced sugar non-cola carbonates set to see dynamism due to health and flavour trends Catering to younger consumers with new products, marketing, and natural sweeteners Off-trade sales will remain key CATEGORY DATA Table 37 Off-trade vs On-trade Sales of Carbonates: Volume 2018-2023 Table 38 Off-trade vs On-trade Sales of Carbonates: Value 2018-2023 Table 39 Off-trade vs On-trade Sales of Carbonates: % Volume Growth 2018-2023 Table 40 Off-trade vs On-trade Sales of Carbonates: % Value Growth 2018-2023 Table 41 Off-trade Sales of Carbonates by Category: Volume 2018-2023 Table 42 Off-trade Sales of Carbonates by Category: Value 2018-2023 Table 43 Off-trade Sales of Carbonates by Category: % Volume Growth 2018-2023

Table 44 Off-trade Sales of Carbonates by Category: % Value Growth 2018-2023 Table 45 Total Sales of Carbonates by Fountain On-trade: Volume 2018-2023 Table 46 Total Sales of Carbonates by Fountain On-trade: % Volume Growth 2018-2023

Table 47 NBO Company Shares of Off-trade Carbonates: % Volume 2019-2023 Table 48 LBN Brand Shares of Off-trade Carbonates: % Volume 2020-2023 Table 49 NBO Company Shares of Off-trade Carbonates: % Value 2019-2023 Table 50 LBN Brand Shares of Off-trade Carbonates: % Value 2020-2023 Table 51 Forecast Off-trade Sales of Carbonates by Category: Volume 2023-2028 Table 52 Forecast Off-trade Sales of Carbonates by Category: Value 2023-2028 Table 53 Forecast Off-trade Sales of Carbonates by Category: % Volume Growth 2023-2028

Table 54 Forecast Off-trade Sales of Carbonates by Category: % Value Growth2023-2028

Table 55 Forecast Total Sales of Carbonates by Fountain On-trade: Volume 2023-2028 Table 56 Forecast Total Sales of Carbonates by Fountain On-trade: % Volume Growth 2023-2028 JUICE IN CHINA

**KEY DATA FINDINGS** 



#### **2023 DEVELOPMENTS**

Decline for juice in 2023, although coconut and other plant waters remains strong Not from concentrate 100% juice sees high growth from a low base Decline in off-trade sales of juice does not impact the leading players PROSPECTS AND OPPORTUNITIES Negative performance expected for juice over the forecast period Brands in juice drinks will respond to decline through cost control and flavour innovation Compound fruit and vegetable juices expected to grow due to specific targeted functionality CATEGORY DATA Table 57 Off-trade Sales of Juice by Category: Volume 2018-2023 Table 58 Off-trade Sales of Juice by Category: Value 2018-2023 Table 59 Off-trade Sales of Juice by Category: % Volume Growth 2018-2023 Table 60 Off-trade Sales of Juice by Category: % Value Growth 2018-2023 Table 61 NBO Company Shares of Off-trade Juice: % Volume 2019-2023 Table 62 LBN Brand Shares of Off-trade Juice: % Volume 2020-2023 Table 63 NBO Company Shares of Off-trade Juice: % Value 2019-2023 Table 64 LBN Brand Shares of Off-trade Juice: % Value 2020-2023 Table 65 Forecast Off-trade Sales of Juice by Category: Volume 2023-2028 Table 66 Forecast Off-trade Sales of Juice by Category: Value 2023-2028 Table 67 Forecast Off-trade Sales of Juice by Category: % Volume Growth 2023-2028 Table 68 Forecast Off-trade Sales of Juice by Category: % Value Growth 2023-2028 BOTTLED WATER IN CHINA **KEY DATA FINDINGS** 

#### **2023 DEVELOPMENTS**

Bottled water maintains slow and steady off-trade volume and value growth in 2023 Nongfu Spring leads bottled water in a fiercely competitive market Manufacturers increasingly emphasise sustainable packaging PROSPECTS AND OPPORTUNITIES Still natural and spring bottled water set to post growth due to increased consumer awareness of source and health benefits Carbonated bottled water anticipated to attract a larger audience Competitive landscape set to remain fragmented, with many regional brands serving regional consumers CATEGORY DATA



Table 69 Off-trade Sales of Bottled Water by Category: Volume 2018-2023 Table 70 Off-trade Sales of Bottled Water by Category: Value 2018-2023 Table 71 Off-trade Sales of Bottled Water by Category: % Volume Growth 2018-2023 Table 72 Off-trade Sales of Bottled Water by Category: % Value Growth 2018-2023 Table 73 NBO Company Shares of Off-trade Bottled Water: % Volume 2019-2023 Table 74 LBN Brand Shares of Off-trade Bottled Water: % Volume 2020-2023 Table 75 NBO Company Shares of Off-trade Bottled Water: % Value 2019-2023 Table 76 LBN Brand Shares of Off-trade Bottled Water: % Value 2020-2023 Table 76 LBN Brand Shares of Off-trade Bottled Water: % Value 2020-2023 Table 77 Forecast Off-trade Sales of Bottled Water by Category: Volume 2023-2028 Table 78 Forecast Off-trade Sales of Bottled Water by Category: Value 2023-2028 Table 79 Forecast Off-trade Sales of Bottled Water by Category: % Volume Growth 2023-2028 Table 80 Forecast Off-trade Sales of Bottled Water by Category: % Value Growth 2023-2028

SPORTS DRINKS IN CHINA KEY DATA FINDINGS

#### **2023 DEVELOPMENTS**

Growth in sports drinks is sustained in 2023, even after robust growth in previous years Alienergy paves the way for reduced sugar sports drinks in China Consumer education on consumption occasions drives growth PROSPECTS AND OPPORTUNITIES Reduced sugar sports drinks likely to drive growth for sports drinks Electrolytes will continue to be a key value proposition for manufacturers, with more players entering the category Move towards retail e-commerce expected CATEGORY DATA Table 81 Off-trade Sales of Sports Drinks: Volume 2018-2023 Table 82 Off-trade Sales of Sports Drinks: Value 2018-2023 Table 83 Off-trade Sales of Sports Drinks: % Volume Growth 2018-2023 Table 84 Off-trade Sales of Sports Drinks: % Value Growth 2018-2023 Table 85 NBO Company Shares of Off-trade Sports Drinks: % Volume 2019-2023 Table 86 LBN Brand Shares of Off-trade Sports Drinks: % Volume 2020-2023 Table 87 NBO Company Shares of Off-trade Sports Drinks: % Value 2019-2023 Table 88 LBN Brand Shares of Off-trade Sports Drinks: % Value 2020-2023 Table 89 Forecast Off-trade Sales of Sports Drinks: Volume 2023-2028 Table 90 Forecast Off-trade Sales of Sports Drinks: Value 2023-2028 Table 91 Forecast Off-trade Sales of Sports Drinks: % Volume Growth 2023-2028



Table 92 Forecast Off-trade Sales of Sports Drinks: % Value Growth 2023-2028 ENERGY DRINKS IN CHINA KEY DATA FINDINGS

#### **2023 DEVELOPMENTS**

Robust growth for energy drinks in 2023 Regular energy drinks remain the most popular and drive growth Red Bull and Eastroc Super Drink together maintain dominance in energy drinks PROSPECTS AND OPPORTUNITIES Stable growth expected for energy drinks over the forecast period A greater focus on herbal and plant ingredients likely Product innovations targeting younger consumers anticipated in energy drinks CATEGORY DATA Table 93 Off-trade Sales of Energy Drinks: Volume 2018-2023 Table 94 Off-trade Sales of Energy Drinks: Value 2018-2023 Table 95 Off-trade Sales of Energy Drinks: % Volume Growth 2018-2023 Table 96 Off-trade Sales of Energy Drinks: % Value Growth 2018-2023 Table 97 NBO Company Shares of Off-trade Energy Drinks: % Volume 2019-2023 Table 98 LBN Brand Shares of Off-trade Energy Drinks: % Volume 2020-2023 Table 99 NBO Company Shares of Off-trade Energy Drinks: % Value 2019-2023 Table 100 LBN Brand Shares of Off-trade Energy Drinks: % Value 2020-2023 Table 101 Forecast Off-trade Sales of Energy Drinks: Volume 2023-2028 Table 102 Forecast Off-trade Sales of Energy Drinks: Value 2023-2028 Table 103 Forecast Off-trade Sales of Energy Drinks: % Volume Growth 2023-2028 Table 104 Forecast Off-trade Sales of Energy Drinks: % Value Growth 2023-2028 CONCENTRATES IN CHINA **KEY DATA FINDINGS** 

#### **2023 DEVELOPMENTS**

Coffee liquid concentrates drive growth in liquid concentrates A declining trend for powder concentrates Rising competition in liquid concentrates, with new players PROSPECTS AND OPPORTUNITIES Coffee liquid concentrates set to drive growth... ...but will face competition Creative collaboration could bring growth opportunities CATEGORY DATA



Concentrates conversions

Summary 2 Concentrates Conversion Factors for Ready-to-Drink (RTD) Format Table 105 Off-trade Sales of Concentrates (RTD) by Category: Volume 2018-2023 Table 106 Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2018-2023

 Table 107 Off-trade Sales of Concentrates by Category: Value 2018-2023

 Table 108 Off-trade Sales of Concentrates by Category: % Value Growth 2018-2023

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

Table 110 NBO Company Shares of Off-trade Concentrates: % Value 2019-2023

Table 111 LBN Brand Shares of Off-trade Concentrates: % Value 2020-2023

Table 112 NBO Company Shares of Off-trade Liquid Concentrates (RTD): % Volume 2019-2023

Table 113 LBN Brand Shares of Off-trade Liquid Concentrates (RTD): % Volume 2020-2023

Table 114 NBO Company Shares of Off-trade Powder Concentrates (RTD): % Volume 2019-2023

Table 115 LBN Brand Shares of Off-trade Powder Concentrates (RTD): % Volume 2020-2023

Table 116 Forecast Off-trade Sales of Concentrates (RTD) by Category: Volume 2023-2028

Table 117 Forecast Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2023-2028

Table 118 Forecast Off-trade Sales of Concentrates by Category: Value 2023-2028Table 119 Forecast Off-trade Sales of Concentrates by Category: % Value Growth2023-2028

RTD TEA IN CHINA

KEY DATA FINDINGS

## 2023 DEVELOPMENTS

Reduced sugar still RTD tea spearheads growth in RTD tea in 2023 Fiercer competition leads to innovations in taste, functionality, and packaging E-commerce sees its share fall as on-the-go sales rebound PROSPECTS AND OPPORTUNITIES Ample room for growth for reduced sugar still RTD tea Dynamic growth for Oriental Leaf due to its lead in reduced sugar RTD tea, which is expected to be retained The blurring of the line between RTD tea and low alcohol drinks CATEGORY DATA



Table 120 Off-trade Sales of RTD Tea by Category: Volume 2018-2023 Table 121 Off-trade Sales of RTD Tea by Category: Value 2018-2023 Table 122 Off-trade Sales of RTD Tea by Category: % Volume Growth 2018-2023 Table 123 Off-trade Sales of RTD Tea by Category: % Value Growth 2018-2023 Table 124 Leading Flavours for Off-trade RTD Tea: % Volume 2018-2023 Table 125 NBO Company Shares of Off-trade RTD Tea: % Volume 2019-2023 Table 126 LBN Brand Shares of Off-trade RTD Tea: % Volume 2020-2023 Table 127 NBO Company Shares of Off-trade RTD Tea: % Value 2019-2023 Table 128 LBN Brand Shares of Off-trade RTD Tea: % Value 2019-2023 Table 128 LBN Brand Shares of Off-trade RTD Tea: % Value 2020-2023 Table 129 Forecast Off-trade Sales of RTD Tea by Category: Volume 2023-2028 Table 130 Forecast Off-trade Sales of RTD Tea by Category: Value 2023-2028 Table 131 Forecast Off-trade Sales of RTD Tea by Category: % Volume Growth 2023-2028 Table 132 Forecast Off-trade Sales of RTD Tea by Category: % Volume Growth 2023-2028

RTD COFFEE IN CHINA

**KEY DATA FINDINGS** 

## 2023 DEVELOPMENTS

RTD coffee rebounds to growth in 2023 RTD coffee in China sees increased competition **PROSPECTS AND OPPORTUNITIES** Growth opportunities for RTD coffee, such as plant-based milks and black coffee Offering differentiated RTD coffee products amidst intense competition from affordable hot and fresh coffee CATEGORY DATA Table 133 Off-trade Sales of RTD Coffee: Volume 2018-2023 Table 134 Off-trade Sales of RTD Coffee: Value 2018-2023 Table 135 Off-trade Sales of RTD Coffee: % Volume Growth 2018-2023 Table 136 Off-trade Sales of RTD Coffee: % Value Growth 2018-2023 Table 137 NBO Company Shares of Off-trade RTD Coffee: % Volume 2019-2023 Table 138 LBN Brand Shares of Off-trade RTD Coffee: % Volume 2020-2023 Table 139 NBO Company Shares of Off-trade RTD Coffee: % Value 2019-2023 Table 140 LBN Brand Shares of Off-trade RTD Coffee: % Value 2020-2023 Table 141 Forecast Off-trade Sales of RTD Coffee: Volume 2023-2028 Table 142 Forecast Off-trade Sales of RTD Coffee: Value 2023-2028 Table 143 Forecast Off-trade Sales of RTD Coffee: % Volume Growth 2023-2028 Table 144 Forecast Off-trade Sales of RTD Coffee: % Value Growth 2023-2028



ASIAN SPECIALITY DRINKS IN CHINA KEY DATA FINDINGS

#### **2023 DEVELOPMENTS**

Continued decline for Asian specialty drinks Vinegar drinks declines as consumers have limited awareness of different product segments Bird's nest drinks niche and emerging, but long-term potential questionable PROSPECTS AND OPPORTUNITIES Taste and format innovation likely in fruit vinegar products Functionality and health benefits could offer opportunities for Asian speciality drinks Packaging format innovation to differentiate CATEGORY DATA Table 145 Off-trade Sales of Asian Speciality Drinks: Volume 2018-2023 Table 146 Off-trade Sales of Asian Speciality Drinks: Value 2018-2023 Table 147 Off-trade Sales of Asian Speciality Drinks: % Volume Growth 2018-2023 Table 148 Off-trade Sales of Asian Speciality Drinks: % Value Growth 2018-2023 Table 149 NBO Company Shares of Off-trade Asian Speciality Drinks: % Volume 2019-2023 Table 150 LBN Brand Shares of Off-trade Asian Speciality Drinks: % Volume 2020-2023 Table 151 NBO Company Shares of Off-trade Asian Speciality Drinks: % Value 2019-2023 Table 152 LBN Brand Shares of Off-trade Asian Speciality Drinks: % Value 2020-2023 Table 153 Forecast Off-trade Sales of Asian Speciality Drinks: Volume 2023-2028 Table 154 Forecast Off-trade Sales of Asian Speciality Drinks: Value 2023-2028 Table 155 Forecast Off-trade Sales of Asian Speciality Drinks: % Volume Growth 2023-2028 Table 156 Forecast Off-trade Sales of Asian Speciality Drinks: % Value Growth 2023-2028



#### I would like to order

Product name: Soft Drinks in China

Product link: https://marketpublishers.com/r/SC5962D7492EN.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: <u>info@marketpublishers.com</u>

## Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <u>https://marketpublishers.com/r/SC5962D7492EN.html</u>

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 <u>https://marketpublishers.com/docs/terms.html</u>

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