

Soft Drinks in Hong Kong, China

https://marketpublishers.com/r/S12BCC17A89EN.html

Date: November 2022

Pages: 95

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

ID: S12BCC17A89EN

Abstracts

2022 has been a challenging year for soft drinks players in Hong Kong due to the emergence of the fifth wave of COVID-19 in the first half of the year, reducing footfall outside of the home. Large-scale exhibitions and sporting events were also cancelled, limiting potential consumption opportunities. Players relying on impulse purchases in offline channels such as supermarkets, convenience stores and vending machines, in addition to on-trade outlets, inevitably experienced declines in the first...

Euromonitor International's Soft Drinks in Hong Kong, 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 (2017-2021), 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 2026 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 HONG KONG, CHINA

EXECUTIVE SUMMARY

Soft drinks in 2022: The big picture

2022 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 2017-2022

Table 2 Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2017-2022

Table 3 Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2017-2022 Table 4 Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2017-2022

Table 5 Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: Volume 2021 Table 6 Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: % Volume 2021

Table 7 Off-trade vs On-trade Sales of Soft Drinks by Category: Value 2021

Table 8 Off-trade vs On-trade Sales of Soft Drinks by Category: % Value 2021

Table 9 Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2017-2022

Table 10 Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2017-2022

Table 11 Off-trade Sales of Soft Drinks by Category: Value 2017-2022

Table 12 Off-trade Sales of Soft Drinks by Category: % Value Growth 2017-2022

Table 13 Sales of Soft Drinks by Total Fountain On-trade: Volume 2017-2022

Table 14 Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2017-2022

Table 15 NBO Company Shares of Off-trade Soft Drinks (RTD): % Volume 2018-2022

Table 16 LBN Brand Shares of Off-trade Soft Drinks (RTD): % Volume 2019-2022

Table 17 NBO Company Shares of Off-trade Soft Drinks: % Value 2018-2022

Table 18 LBN Brand Shares of Off-trade Soft Drinks: % Value 2019-2022

Table 19 Penetration of Private Label in Off-trade Soft Drinks (RTD) by Category: % Volume 2017-2022

Table 20 Penetration of Private Label in Off-trade Soft Drinks by Category: % Value 2017-2022

Table 21 Distribution of Off-trade Soft Drinks (as sold) by Format: % Volume 2017-2022



Table 22 Distribution of Off-trade Soft Drinks (as sold) by Format and Category: % Volume 2022

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

Volume 2022-2027

Table 24 Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2022-2027

Table 25 Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2022-2027

Table 26 Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2022-2027

Table 27 Forecast Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2022-2027

Table 28 Forecast Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2022-2027

Table 29 Forecast Off-trade Sales of Soft Drinks by Category: Value 2022-2027

Table 30 Forecast Off-trade Sales of Soft Drinks by Category: % Value Growth 2022-2027

Table 31 Forecast Sales of Soft Drinks by Total Fountain On-trade: Volume 2022-2027 Table 32 Forecast Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2022-2027

APPENDIX

Fountain sales in Hong Kong, China

DISCLAIMER

SOURCES

Summary 1 Research Sources

CARBONATES IN HONG KONG, CHINA

KEY DATA FINDINGS

2022 DEVELOPMENTS

Subdued performance for carbonates, while players adapt to "new normal"

Reduced sugar and functional carbonates gain traction in Hong Kong

Carbonates continues to see new launches, including from outside of category

PROSPECTS AND OPPORTUNITIES

Falling demand for carbonates in Hong Kong over forecast period

Building brand equity will be key for players to maintain share

Increasing coverage offline expected to remain key to visibility

CATEGORY DATA

Table 33 Off-trade vs On-trade Sales of Carbonates: Volume 2017-2022

Table 34 Off-trade vs On-trade Sales of Carbonates: Value 2017-2022

Table 35 Off-trade vs On-trade Sales of Carbonates: % Volume Growth 2017-2022



Table 36 Off-trade vs On-trade Sales of Carbonates: % Value Growth 2017-2022

Table 37 Off-trade Sales of Carbonates by Category: Volume 2017-2022

Table 38 Off-trade Sales of Carbonates by Category: Value 2017-2022

Table 39 Off-trade Sales of Carbonates by Category: % Volume Growth 2017-2022

Table 40 Off-trade Sales of Carbonates by Category: % Value Growth 2017-2022

Table 41 Total Sales of Carbonates by Fountain On-trade: Volume 2017-2022

Table 42 Total Sales of Carbonates by Fountain On-trade: % Volume Growth 2017-2022

Table 43 NBO Company Shares of Off-trade Carbonates: % Volume 2018-2022

Table 44 LBN Brand Shares of Off-trade Carbonates: % Volume 2019-2022

Table 45 NBO Company Shares of Off-trade Carbonates: % Value 2018-2022

Table 46 LBN Brand Shares of Off-trade Carbonates: % Value 2019-2022

Table 47 Forecast Off-trade Sales of Carbonates by Category: Volume 2022-2027

Table 48 Forecast Off-trade Sales of Carbonates by Category: Value 2022-2027

Table 49 Forecast Off-trade Sales of Carbonates by Category: % Volume Growth 2022-2027

Table 50 Forecast Off-trade Sales of Carbonates by Category: % Value Growth 2022-2027

Table 51 Forecast Total Sales of Carbonates by Fountain On-trade: Volume 2022-2027 Table 52 Forecast Total Sales of Carbonates by Fountain On-trade: % Volume Growth

2022-2027

JUICE IN HONG KONG, CHINA

KEY DATA FINDINGS

2022 DEVELOPMENTS

Juice returns to declining trend following 2021's increase

Premiumisation of juice as consumers search for better quality options

New flavour development to respond to wanderlust locals by providing novelty and excitement

PROSPECTS AND OPPORTUNITIES

Continuous consumer education on health benefits and functionality will remain key for growth

Greater diversification from players expected over forecast period

Private label expected to gain traction in coconut and other plant waters

CATEGORY DATA

Table 53 Off-trade Sales of Juice by Category: Volume 2017-2022

Table 54 Off-trade Sales of Juice by Category: Value 2017-2022

Table 55 Off-trade Sales of Juice by Category: % Volume Growth 2017-2022

Table 56 Off-trade Sales of Juice by Category: % Value Growth 2017-2022

Table 57 NBO Company Shares of Off-trade Juice: % Volume 2018-2022



Table 58 LBN Brand Shares of Off-trade Juice: % Volume 2019-2022

Table 59 NBO Company Shares of Off-trade Juice: % Value 2018-2022

Table 60 LBN Brand Shares of Off-trade Juice: % Value 2019-2022

Table 61 Forecast Off-trade Sales of Juice by Category: Volume 2022-2027

Table 62 Forecast Off-trade Sales of Juice by Category: Value 2022-2027

Table 63 Forecast Off-trade Sales of Juice by Category: % Volume Growth 2022-2027

Table 64 Forecast Off-trade Sales of Juice by Category: % Value Growth 2022-2027

BOTTLED WATER IN HONG KONG, CHINA

KEY DATA FINDINGS

2022 DEVELOPMENTS

Demand for bottled water stabilises, with some consolidation in competitive landscape

Sustainability remains key focus area for players to build brand equity

Functional bottled water, especially alkaline options, gains momentum

PROSPECTS AND OPPORTUNITIES

Dynamic growth set for sparkling flavoured bottled water

Brand building for carbonated bottled water players will be key to competing with food preparation appliances

Functional bottled water offers further development potential

CATEGORY DATA

Table 65 Off-trade Sales of Bottled Water by Category: Volume 2017-2022

Table 66 Off-trade Sales of Bottled Water by Category: Value 2017-2022

Table 67 Off-trade Sales of Bottled Water by Category: % Volume Growth 2017-2022

Table 68 Off-trade Sales of Bottled Water by Category: % Value Growth 2017-2022

Table 69 NBO Company Shares of Off-trade Bottled Water: % Volume 2018-2022

Table 70 LBN Brand Shares of Off-trade Bottled Water: % Volume 2019-2022

Table 71 NBO Company Shares of Off-trade Bottled Water: % Value 2018-2022

Table 72 LBN Brand Shares of Off-trade Bottled Water: % Value 2019-2022

Table 73 Forecast Off-trade Sales of Bottled Water by Category: Volume 2022-2027

Table 74 Forecast Off-trade Sales of Bottled Water by Category: Value 2022-2027

Table 75 Forecast Off-trade Sales of Bottled Water by Category: % Volume Growth 2022-2027

Table 76 Forecast Off-trade Sales of Bottled Water by Category: % Value Growth 2022-2027

SPORTS DRINKS IN HONG KONG, CHINA

KEY DATA FINDINGS

2022 DEVELOPMENTS

Further off-trade demand for sports drinks driven by heightened health awareness in Hong Kong

Pocari Sweat focuses on localisation to build brand equity



Players actively develop reduced sugar options to widen target audience and appeal to health-conscious consumers

PROSPECTS AND OPPORTUNITIES

Stronger demand predicted for sports drinks over forecast period

Potential competition for sports drinks from functional bottled water

Players expected to focus on developing reduced sugar variants

CATEGORY DATA

Table 77 Off-trade Sales of Sports Drinks: Volume 2017-2022

Table 78 Off-trade Sales of Sports Drinks: Value 2017-2022

Table 79 Off-trade Sales of Sports Drinks: % Volume Growth 2017-2022

Table 80 Off-trade Sales of Sports Drinks: % Value Growth 2017-2022

Table 81 NBO Company Shares of Off-trade Sports Drinks: % Volume 2018-2022

Table 82 LBN Brand Shares of Off-trade Sports Drinks: % Volume 2019-2022

Table 83 NBO Company Shares of Off-trade Sports Drinks: % Value 2018-2022

Table 84 LBN Brand Shares of Off-trade Sports Drinks: % Value 2019-2022

Table 85 Forecast Off-trade Sales of Sports Drinks: Volume 2022-2027

Table 86 Forecast Off-trade Sales of Sports Drinks: Value 2022-2027

Table 87 Forecast Off-trade Sales of Sports Drinks: % Volume Growth 2022-2027

Table 88 Forecast Off-trade Sales of Sports Drinks: % Value Growth 2022-2027

ENERGY DRINKS IN HONG KONG, CHINA

KEY DATA FINDINGS

2022 DEVELOPMENTS

Reduced sugar energy drinks outperforms regular variants in 2022 due to heightened health awareness

Localised marketing focuses on enhancing brand awareness amongst target audience New flavour development to attract non-core consumers

PROSPECTS AND OPPORTUNITIES

Stable growth expected over the forecast period

Players to further promote and educate consumers on specific benefits and functionality of energy drinks

Building brand equity essential to gaining share

CATEGORY DATA

Table 89 Off-trade Sales of Energy Drinks: Volume 2017-2022

Table 90 Off-trade Sales of Energy Drinks: Value 2017-2022

Table 91 Off-trade Sales of Energy Drinks: % Volume Growth 2017-2022

Table 92 Off-trade Sales of Energy Drinks: % Value Growth 2017-2022

Table 93 NBO Company Shares of Off-trade Energy Drinks: % Volume 2018-2022

Table 94 LBN Brand Shares of Off-trade Energy Drinks: % Volume 2019-2022

Table 95 NBO Company Shares of Off-trade Energy Drinks: % Value 2018-2022



Table 96 LBN Brand Shares of Off-trade Energy Drinks: % Value 2019-2022

Table 97 Forecast Off-trade Sales of Energy Drinks: Volume 2022-2027

Table 98 Forecast Off-trade Sales of Energy Drinks: Value 2022-2027

Table 99 Forecast Off-trade Sales of Energy Drinks: % Volume Growth 2022-2027

Table 100 Forecast Off-trade Sales of Energy Drinks: % Value Growth 2022-2027

CONCENTRATES IN HONG KONG, CHINA

KEY DATA FINDINGS

2022 DEVELOPMENTS

Concentrates remains stagnant with limited new product development

Liquid concentrates continues to drive value sales

Consumers increasingly move away from concentrates as they value convenience

PROSPECTS AND OPPORTUNITIES

Demand for concentrates expected to remain sluggish

Low consumer appetite for concentrates

Minimal new product development likely over forecast period

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 2017-2022

Table 102 Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2017-2022

Table 103 Off-trade Sales of Concentrates by Category: Value 2017-2022

Table 104 Off-trade Sales of Concentrates by Category: % Value Growth 2017-2022

Table 105 LBN Brand Shares of Off-trade Concentrates (RTD): % Volume 2019-2022

Table 106 NBO Company Shares of Off-trade Concentrates: % Value 2018-2022

Table 107 LBN Brand Shares of Off-trade Concentrates: % Value 2019-2022

Table 108 NBO Company Shares of Off-trade Liquid Concentrates (RTD): % Volume 2018-2022

Table 109 LBN Brand Shares of Off-trade Liquid Concentrates (RTD): % Volume 2019-2022

Table 110 NBO Company Shares of Off-trade Powder Concentrates (RTD): % Volume 2018-2022

Table 111 LBN Brand Shares of Off-trade Powder Concentrates (RTD): % Volume 2019-2022

Table 112 Forecast Off-trade Sales of Concentrates (RTD) by Category: Volume 2022-2027

Table 113 Forecast Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2022-2027

Table 114 Forecast Off-trade Sales of Concentrates by Category: Value 2022-2027



Table 115 Forecast Off-trade Sales of Concentrates by Category: % Value Growth 2022-2027

RTD TEA IN HONG KONG, CHINA

KEY DATA FINDINGS

2022 DEVELOPMENTS

Resilient category as a strong driver for overall soft drinks in 2022

Continuous fragmentation within RTD tea in Hong Kong

Premiumisation of RTD tea driven by increasingly sophisticated consumers

PROSPECTS AND OPPORTUNITIES

Further growth expected, with carbonated RTD tea and kombucha as key driver

New product development providing novelty expected to be key

Decaffeinated RTD tea set to gain traction

CATEGORY DATA

Table 116 Off-trade Sales of RTD Tea by Category: Volume 2017-2022

Table 117 Off-trade Sales of RTD Tea by Category: Value 2017-2022

Table 118 Off-trade Sales of RTD Tea by Category: % Volume Growth 2017-2022

Table 119 Off-trade Sales of RTD Tea by Category: % Value Growth 2017-2022

Table 120 Leading Flavours for Off-trade RTD Tea: % Volume 2017-2022

Table 121 NBO Company Shares of Off-trade RTD Tea: % Volume 2018-2022

Table 122 LBN Brand Shares of Off-trade RTD Tea: % Volume 2019-2022

Table 123 NBO Company Shares of Off-trade RTD Tea: % Value 2018-2022

Table 124 LBN Brand Shares of Off-trade RTD Tea: % Value 2019-2022

Table 125 Forecast Off-trade Sales of RTD Tea by Category: Volume 2022-2027

Table 126 Forecast Off-trade Sales of RTD Tea by Category: Value 2022-2027

Table 127 Forecast Off-trade Sales of RTD Tea by Category: % Volume Growth 2022-2027

Table 128 Forecast Off-trade Sales of RTD Tea by Category: % Value Growth 2022-2027

RTD COFFEE IN HONG KONG, CHINA

KEY DATA FINDINGS

2022 DEVELOPMENTS

Sustained growth momentum with greater focus on reduced sugar variants Increasingly sophisticated consumers drive gradual premiumisation of RTD coffee Family-sized packs gain traction due to more flexible working arrangements PROSPECTS AND OPPORTUNITIES

RTD coffee's growth momentum to remain strong over forecast period
White space to further develop RTD coffee as an option for alternative diets
Building brand equity becomes increasingly important going forward
CATEGORY DATA



Table 129 Off-trade Sales of RTD Coffee: Volume 2017-2022

Table 130 Off-trade Sales of RTD Coffee: Value 2017-2022

Table 131 Off-trade Sales of RTD Coffee: % Volume Growth 2017-2022

Table 132 Off-trade Sales of RTD Coffee: % Value Growth 2017-2022

Table 133 NBO Company Shares of Off-trade RTD Coffee: % Volume 2018-2022

Table 134 LBN Brand Shares of Off-trade RTD Coffee: % Volume 2019-2022

Table 135 NBO Company Shares of Off-trade RTD Coffee: % Value 2018-2022

Table 136 LBN Brand Shares of Off-trade RTD Coffee: % Value 2019-2022

Table 137 Forecast Off-trade Sales of RTD Coffee: Volume 2022-2027

Table 138 Forecast Off-trade Sales of RTD Coffee: Value 2022-2027

Table 139 Forecast Off-trade Sales of RTD Coffee: % Volume Growth 2022-2027

Table 140 Forecast Off-trade Sales of RTD Coffee: % Value Growth 2022-2027

ASIAN SPECIALITY DRINKS IN HONG KONG, CHINA

KEY DATA FINDINGS

2022 DEVELOPMENTS

Stable demand with increasing number of options on offer

Herbal remedies gain further traction as key player expands local offline presence

Fragmentation with increasing number of local players

PROSPECTS AND OPPORTUNITIES

Sustained growth to be driven by new product development with flavours and sugar content the main focus areas

Key players to rejuvenate image to expand consumer base and maintain relevance Greater premiumisation expected over forecast period

CATEGORY DATA

Table 141 Off-trade Sales of Asian Speciality Drinks: Volume 2017-2022

Table 142 Off-trade Sales of Asian Speciality Drinks: Value 2017-2022

Table 143 Off-trade Sales of Asian Speciality Drinks: % Volume Growth 2017-2022

Table 144 Off-trade Sales of Asian Speciality Drinks: % Value Growth 2017-2022

Table 145 NBO Company Shares of Off-trade Asian Speciality Drinks: % Volume 2018-2022

Table 146 LBN Brand Shares of Off-trade Asian Speciality Drinks: % Volume 2019-2022

Table 147 NBO Company Shares of Off-trade Asian Speciality Drinks: % Value 2018-2022

Table 148 LBN Brand Shares of Off-trade Asian Speciality Drinks: % Value 2019-2022

Table 149 Forecast Off-trade Sales of Asian Speciality Drinks: Volume 2022-2027

Table 150 Forecast Off-trade Sales of Asian Speciality Drinks: Value 2022-2027

Table 151 Forecast Off-trade Sales of Asian Speciality Drinks: % Volume Growth

2022-2027



Table 152 Forecast Off-trade Sales of Asian Speciality Drinks: % Value Growth 2022-2027



I would like to order

Product name: Soft Drinks in Hong Kong, China

Product link: https://marketpublishers.com/r/S12BCC17A89EN.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 https://marketpublishers.com/r/S12BCC17A89EN.html

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 https://marketpublishers.com/docs/terms.html

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