

Soft Drinks in the United Kingdom

<https://marketpublishers.com/r/S7172A66334EN.html>

Date: November 2023

Pages: 92

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

ID: S7172A66334EN

Abstracts

Despite inflation, total volume sales of soft drinks have remained resilient in the United Kingdom. 2022 and 2023 have been challenged by increasing prices, which have had a significant impact on the cost of living. Consumers have lost purchasing power, and this has been reflected in consumer behaviour throughout the whole country. As prices continue to increase, people have had to prioritise their expenses, seeking value for money.

Euromonitor International's Soft Drinks in United Kingdom 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 the United Kingdom
Euromonitor International
May 2024

LIST OF CONTENTS AND TABLES

SOFT DRINKS IN THE UNITED KINGDOM

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 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 the United Kingdom

DISCLAIMER

SOURCES

Summary 1 Research Sources

CARBONATES IN THE UNITED KINGDOM

KEY DATA FINDINGS

2023 DEVELOPMENTS

Carbonates experiences high value growth both off-trade and on-trade, but sees a decrease in off-trade volumes

Brands are rapidly adapting to HFSS legislation by changing their formulae

Tonic water experiences a sharp decline in 2023

PROSPECTS AND OPPORTUNITIES

Meeting consumers' demand for functionality and wellness in the UK market

Innovation in formats in carbonates, such as multipacks and smaller sizes

Innovative marketing strategies for brands: Limited editions and inclusive campaigns in focus

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 Growth 2023-2028

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 THE UNITED KINGDOM

KEY DATA FINDINGS

2023 DEVELOPMENTS

Juice sees a decline in off-trade demand as consumers switch out of the category or to the on-trade

New functional products increase in demand, leading to innovation in juice and a drift away from more traditional products

Demand for health and wellness benefits Vita Coco

PROSPECTS AND OPPORTUNITIES

Prices of juice forecast to continue rising, negatively impacting volume sales

There are still opportunities for growth in juice

The influence of health and wellness, mindful consumption, and HFSS regulations

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 THE UNITED KINGDOM

KEY DATA FINDINGS

2023 DEVELOPMENTS

Bottled water experiences growth in off-trade value sales, while off-trade volumes continue to decrease

Flavoured bottled water drives growth

Hydration and functionality amongst the most demanded properties in bottled water

PROSPECTS AND OPPORTUNITIES

Sustainability will mark the future of bottled water in the forecast period

Bottled water could suffer from substitution by cheaper alternatives

How can brands remain competitive over the forecast period?

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 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 THE UNITED KINGDOM

KEY DATA FINDINGS

2023 DEVELOPMENTS

Sports drinks sees a surge in value sales in 2023
Prime enters the UK market
Lucozade Sport expands its range with new Zero Sugar launch

PROSPECTS AND OPPORTUNITIES

New formats and wider distribution across retail channels
Growth will come from innovation in functionality and flavours
Using social media as a marketing strategy could lead to further growth in sports drinks

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 THE UNITED KINGDOM KEY DATA FINDINGS

2023 DEVELOPMENTS

Energy drinks experiences a year of dynamic growth as consumer demand surges

Marketing strategies and new packaging options benefit energy drinks

Reduced sugar energy drinks experiences significant growth

PROSPECTS AND OPPORTUNITIES

Energy drinks expected to continue growing as the customer base widens

Functionality and innovation with natural ingredients key for brand expansion and consumer satisfaction

Energy drinks forecast to continue growing due to innovative and efficient strategies

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 THE UNITED KINGDOM

KEY DATA FINDINGS

2023 DEVELOPMENTS

Volume demand for concentrates continues to decline in 2023

As health and wellness trends continue to rise, people opt for healthier soft drinks alternatives

Innovation comes from flavour expansion, as the main players expand their portfolios

PROSPECTS AND OPPORTUNITIES

The picture for concentrates expected to remain negative during the forecast period

The natural trend is changing consumers' preferences and perceptions

Double concentrate products could improve the performance of concentrates

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 2023-2028

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

RTD TEA IN THE UNITED KINGDOM

KEY DATA FINDINGS

2023 DEVELOPMENTS

RTD tea continues to expand in 2023

Demand for low sugar and no sugar variants leads to innovation

Kombucha, a trendy and functional choice, continues to experience dynamic growth in 2023

PROSPECTS AND OPPORTUNITIES

On-trade, RTD tea has room for expansion

Innovation in flavours and low sugar variants expected to drive growth over the forecast period

Brands in RTD tea could benefit from Gen Z

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 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: % Value Growth 2023-2028

RTD COFFEE IN THE UNITED KINGDOM

KEY DATA FINDINGS

2023 DEVELOPMENTS

Despite the cost-of-living crisis RTD coffee experiences strong growth, driven by convenience and affordability

Dynamic innovation in RTD coffee drives demand and boosts sales

RTD coffee brands follow the health and wellness trend by offering functional options

PROSPECTS AND OPPORTUNITIES

Innovation expected in plant-based RTD coffee

Flavoured milk could pose competition, as a cheaper alternative to RTD coffee

Consumers demand healthier options, including reduced/no fat, sugar and caffeine

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

I would like to order

Product name: Soft Drinks in the United Kingdom

Product link: <https://marketpublishers.com/r/S7172A66334EN.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/S7172A66334EN.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**

Customer 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