

# Vietnam: Soft Drinks Industry - Analysis, Size, Trends, Consumption, and Forecast

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## Abstracts

The Vietnamese Soft Drinks Industry Report Description

This report presents an overview of the Vietnamese soft drinks industry for the period 2020-2024, the effect of recent high-impact world events on it, and a forecast for the industry development in the medium term (2025F-2030F). It is a comprehensive industry report, analyzing multiple products within the beer industry, segmented into several main categories.

This research report provides a strategic analysis of the Vietnamese soft drinks industry and describes the industry size, main market participants, growth and demand drivers, challenges, and other factors that influence the development of the industry. This analysis includes information about the market volume and value, import, export, foreign trade, and pricing of the main product groups within the industry.

This report covers soft drinks - including carbonated soft drinks (sweetened and carbonated non-alcoholic drinks), non-carbonated soft drinks (non-alcoholic beverages that are not artificially carbonated, including fruit juice nectars (fruit juice content of 25-99%), fruit-juice-based refreshment beverages (fruit juice content of less than 25%), vitamin and other value-added waters and flavored waters) and energy and sports drinks (beverages formulated to provide a quick boost of energy to improve physical and cognitive performance), and is broken down by:

Product groups: Carbonated soft drinks; Non-carbonated soft drinks; Energy and sports drinks

Price segments: Mass; Mid-priced; Premium

Packaging: Glass; Plastic; Metal; Others

Retail format: Less than 187 ml; 188 - 375 ml; 376 - 500 ml; 501 - 750 ml; 751 - 1.5 l; 1.51 - 3 l; 3.01 l and more

Distribution channels: HoReCa; Retail

Retail distribution channels: Supermarkets and hypermarkets; Convenience stores; Specialist retailers; Independent retailers

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#### State of the Global Demographics and Economy

This section of the report presents you with historical and forecast data about key macroeconomic indicators of the global demographics and economy:

What are the values of key global economic indicators (GDP, inflation, unemployment, government debt, etc.)?

What are the values of key global demographic indicators (population, growth rate, life expectancy, age and gender, etc.)?

#### Analysis of the Vietnamese Soft Drinks Industry

This section of the report provides an overview of the market size and dynamics of the soft drinks industry in Vietnam, segmented by the main product groups in volume and value terms for the period 2020-2024. It answers the following questions:

What are the size and dynamics of the Vietnamese soft drinks industry in volume and value terms?

How has the Vietnamese soft drinks industry been segmented by product groups in volume and value terms over the past five years?

How is the industry broken down by segments?

What are the major trends affecting the industry?

Which are the major companies on the Vietnamese soft drinks industry and what are their main characteristics?

How fragmented is the competitive landscape?

What is the degree of competition, based on Porter's five forces?

What are the drivers and challenges affecting the industry development?

#### Vietnamese Soft Drinks Prices

The price section of the industry research report answers:

How is the industry value chain formed?

What is the structure of price formation?

What are the average retail prices of soft drinks in Vietnam and how have they changed over the last five years?

What are the average retail prices of the main product groups within the industry?

Foreign Trade Operations of Soft Drinks in Vietnam

The foreign trade operations section of the industry report answers:

How has the trade balance developed over the last five years?

Does Vietnam import more soft drinks than it exports within each of the main product groups in the industry?

Imports of Soft Drinks to Vietnam

The import section of the industry research report answers:

How has the volume and value of soft drinks imports to Vietnam changed over the past five years?

How are the Vietnamese soft drinks imports segmented by main product groups?

Which are the major countries that export soft drinks to Vietnam?

What are the average prices of soft drinks imported to Vietnam and how have they changed over the last five years?

Exports of Soft Drinks from Vietnam

The export section of the industry report answers:

How has the volume and value of soft drinks exports from Vietnam changed over the past five years?

How are the Vietnamese soft drinks exports segmented by main product groups?

Which are the main recipient countries of the Vietnamese exports of soft drinks?

What are the average prices of soft drinks exported from Vietnam and how have they changed over the last five years?

Consumption of Soft Drinks in Vietnam

This section of the report answers:

What is the per capita consumption of soft drinks in Vietnam in volume and value

terms? How has it changed over the past five years?

### Vietnamese Soft Drinks Industry Forecast

The final section of the industry report presents a forecast for the industry development in the medium term, based on three scenarios - base, pessimistic, and optimistic. The forecast section answers:

How will the soft drinks industry in Vietnam develop over the next six years for each scenario?

What are the forecasted market dynamics of the main product groups within the industry under the base scenario?

### Short Methodology

The industry research report is prepared using WMStrategy's proven research methodology. It includes a blend of qualitative and quantitative data. The information comes from official sources and includes insights from market experts (representatives of the main market participants), gathered through semi-structured interviews.

For this particular industry report, at least 10 interviews have been conducted with market experts from the leading companies (producers, distributors, retailers, suppliers, etc.). A detailed methodology is available upon request.

### Customization

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### Report Benefits

Discover how the soft drinks industry in Vietnam performed in the past (in the last five years) and how it will perform in the future (in the next six years);

Track and identify key industry trends and insights behind recent industry changes;

Understand the overall local demand for the main soft drinks product groups;

Discover which are the most promising markets and segments;

Strategically assess the competitive position of the main industry players;

Evaluate how diversified the industry is in terms of competitive intensity, fragmentation, and environment in order to understand competitive threats;

Assess growth potential, opportunities, demand drivers, and challenges in the industry;

Quickly and cost-effectively receive a complete strategic analysis of the industry;

Improve your pitches and presentations by using verified industry data and expert insights;

Make important strategic decisions safely and with confidence;  
Receive professional expertise on the industry and its development;  
Empower your marketing, branding, strategy, product and business development with valuable industry insights;  
Build your investment strategy by assessing industry attractiveness or company attractiveness;  
Evaluate the key macroeconomic indicators to get insight into the general trends within the economy and demographics;  
Acquire data your competitors might already have and be acting upon.

### Report Users

This industry research report is ideal for people who want to gain a comprehensive understanding of the soft drinks industry in Vietnam. It is also tailored to help people who need a clear and fact-based analysis of the market size and dynamics, import, export, foreign trade, and pricing of the main product groups within the industry. Most often, these people are professionals actively working in the industry as:

C-suite executives;  
Directors;  
Industry strategists;  
Marketing professionals;  
Business development professionals;  
Product developers;  
Product marketers and strategists;  
Product managers;  
Project managers;  
Suppliers;  
Traders.

This report can also bring value to professionals, not actively involved in the industry, such as:

Management consultants;  
Investment managers;  
Financial professionals;  
Bank managers;  
M&A managers;  
Auditors.

## Report Data - Unlock Strategic Decisions

The industry research report presents reliable and verified market data. It provides valuable support to make important strategic decisions regarding:

Strategic planning;

Marketing and sales;

Market and industry evaluation;

Evaluation of market opportunities, risks, and challenges;

Regional evaluation and opportunity analysis;

Market entry;

Market growth;

Pricing and promotion;

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## About

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