

Alcoholic Drinks in Chile

Market Direction | 2022-06-29 | 67 pages | Euromonitor

AVAILABLE LICENSES:

- Single User Licence €1750.00
- Multiple User License (1 Site) €3500.00
- Multiple User License (Global) €5250.00

Report description:

With one of the highest vaccinated populations in the world, and already implementing a fourth dose of the vaccine in late 2021, Chileans have been looking forward to moving on from the pandemic. While the threat of new variants remains a possibility, the severity of the disease appears to be waning in the country, resulting in an economic recovery phase over 2021, and supporting rising sales of alcoholic drinks.

Euromonitor International's Alcoholic Drinks in Chile 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 or pricing issues. Forecasts to 2026 illustrate how the market is set to change.

Product coverage: Beer, Cider/Perry, RTDs, Spirits, Wine.

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

Why buy this report?

- * Get a detailed picture of the Alcoholic 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.

Table of Contents:

Alcoholic Drinks in Chile Euromonitor International June 2022

List Of Contents And Tables

ALCOHOLIC DRINKS IN CHILE

EXECUTIVE SUMMARY

Alcoholic drinks in 2021: The big picture

2021 key trends

Competitive landscape

Retailing developments

On-trade vs off-trade split

What next for alcoholic drinks?

MARKET BACKGROUND

Legislation

Legal purchasing age and legal drinking age

Drink driving

Advertising

Smoking ban

Opening hours

On-trade establishments

Table 1 Number of On-trade Establishments by Type 2015-2021

TAXATION AND DUTY LEVIES

Summary 1 Taxation and Duty Levies on Alcoholic Drinks 2021

OPERATING ENVIRONMENT

Contraband/parallel trade

Duty free

Cross-border/private imports

KEY NEW PRODUCT LAUNCHES

Outlook

MARKET INDICATORS

Table 2 Retail Consumer Expenditure on Alcoholic Drinks 2016-2021

MARKET DATA

Table 3 Sales of Alcoholic Drinks by Category: Total Volume 2016-2021

Table 4 Sales of Alcoholic Drinks by Category: Total Value 2016-2021

Table 5 Sales of Alcoholic Drinks by Category: % Total Volume Growth 2016-2021

Table 6 Sales of Alcoholic Drinks by Category: % Total Value Growth 2016-2021

Table 7 Sales of Alcoholic Drinks by Category by Off-trade vs On-trade: Volume 2021

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

Table 9 Sales of Alcoholic Drinks by Category by Off-trade vs On-trade: % Volume 2021

Table 10 [Sales of Alcoholic Drinks by Category by Off-trade vs On-trade: % Value 2021

Table 11 ☐GBO Company Shares of Alcoholic Drinks: % Total Volume 2017-2021 Table 12 ☐Distribution of Alcoholic Drinks by Format: % Off-trade Value 2016-2021

Table 13 [Distribution of Alcoholic Drinks by Format and by Category: % Off-trade Volume 2021

Table 14 [Forecast Sales of Alcoholic Drinks by Category: Total Volume 2021-2026

Scotts International, EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

Table 15 [Forecast Sales of Alcoholic Drinks by Category: Total Value 2021-2026

Table 16 \square Forecast Sales of Alcoholic Drinks by Category: % Total Volume Growth 2021-2026

Table 17 | Forecast Sales of Alcoholic Drinks by Category: % Total Value Growth 2021-2026

DISCLAIMER

SOURCES

Summary 2 Research Sources

BEER IN CHILE

KEY DATA FINDINGS

2021 DEVELOPMENTS

Consumption of beer increases in 2021 despite ongoing COVID-19 restrictions

Premiumisation in 2021 drives sales of imported lager, smaller beer segments, and local brands

Anheuser-Busch InBev quadruples local production with plant expansion to compete with leader Cia Cervecerias Unidas PROSPECTS AND OPPORTUNITIES

Despite low drop in demand in 2022, beer is expected to record solid growth over forecast period as a whole

Beer benefits most from new channels and consumption occasions

Availability and product variety will be key for future growth

CATEGORY BACKGROUND

Lager price band methodology

Summary 3 Lager by Price Band 2021

Table 18 Number of Breweries 2016-2021

CATEGORY DATA

Table 19 Sales of Beer by Category: Total Volume 2016-2021

Table 20 Sales of Beer by Category: Total Value 2016-2021

Table 21 Sales of Beer by Category: % Total Volume Growth 2016-2021

Table 22 Sales of Beer by Category: % Total Value Growth 2016-2021

Table 23 Sales of Beer by Off-trade vs On-trade: Volume 2016-2021

Table 24 Sales of Beer by Off-trade vs On-trade: Value 2016-2021

Table 25 Sales of Beer by Off-trade vs On-trade: % Volume Growth 2016-2021

Table 26 Sales of Beer by Off-trade vs On-trade: % Value Growth 2016-2021

Table 27 □Sales of Beer by Craft vs Standard 2016-2021

Table 28 [GBO Company Shares of Beer: % Total Volume 2017-2021

Table 30 []LBN Brand Shares of Beer: % Total Volume 2018-2021

Table 31 ☐Forecast Sales of Beer by Category: Total Volume 2021-2026

Table 32 ∏Forecast Sales of Beer by Category: Total Value 2021-2026

Table 33 ☐Forecast Sales of Beer by Category: % Total Volume Growth 2021-2026

Table 34 [Forecast Sales of Beer by Category: % Total Value Growth 2021-2026

WINE IN CHILE

KEY DATA FINDINGS

2021 DEVELOPMENTS

Drinking less, but higher-quality wine in line with premiumisation trend

Tapping into sparkling wine's potential

Vina Santa Rita seals distribution deal with Coca-Cola bottlers

PROSPECTS AND OPPORTUNITIES

Impending inflation and its predicted impact on wine sales

Formats must continue to adapt to new consumption occasions

Chileans reluctant to relinquish new consumption habits

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

CATEGORY DATA

Table 35 Sales of Wine by Category: Total Volume 2016-2021

Table 36 Sales of Wine by Category: Total Value 2016-2021

Table 37 Sales of Wine by Category: % Total Volume Growth 2016-2021

Table 38 Sales of Wine by Category: % Total Value Growth 2016-2021

Table 39 Sales of Wine by Off-trade vs On-trade: Volume 2016-2021

Table 40 Sales of Wine by Off-trade vs On-trade: Value 2016-2021

Table 40 Sales of Wille by Off-trade vs Off-trade. Value 2010-2021

Table 41 Sales of Wine by Off-trade vs On-trade: % Volume Growth 2016-2021

Table 42 Sales of Wine by Off-trade vs On-trade: % Value Growth 2016-2021

Table 43 Sales of Still Red Wine by Price Segment: % Off-trade Volume 2016-2021

Table 44 ☐ Sales of Still Rose Wine by Price Segment: % Off-trade Volume 2016-2021

Table 46 [Sales of Other Sparkling Wine by Price Segment: % Off-trade Volume 2016-2021

Table 47

GBO Company Shares of Still Light Grape Wine: % Total Volume 2017-2021

Table 49 [LBN Brand Shares of Still Light Grape Wine: % Total Volume 2018-2021

Table 50 ☐GBO Company Shares of Champagne: % Total Volume 2017-2021

Table 51 NBO Company Shares of Champagne: % Total Volume 2017-2021

Table 52 <a>LBN Brand Shares of Champagne: % Total Volume 2018-2021

Table 53 ☐GBO Company Shares of Other Sparkling Wine: % Total Volume 2017-2021

Table 54 NBO Company Shares of Other Sparkling Wine: % Total Volume 2017-2021

Table 55 [LBN Brand Shares of Other Sparkling Wine: % Total Volume 2018-2021

Table 56 ∏GBO Company Shares of Fortified Wine and Vermouth: % Total Volume 2017-2021

Table 58 | LBN Brand Shares of Fortified Wine and Vermouth: % Total Volume 2018-2021

Table 59 ☐ Forecast Sales of Wine by Category: Total Volume 2021-2026

Table 60 | Forecast Sales of Wine by Category: Total Value 2021-2026

Table 61 Forecast Sales of Wine by Category: % Total Volume Growth 2021-2026

Table 62 ☐Forecast Sales of Wine by Category: % Total Value Growth 2021-2026

SPIRITS IN CHILE

KEY DATA FINDINGS

2021 DEVELOPMENTS

Extra cash influx drives up sales of spirits to record levels

Premiumisation is a relevant trend in spirits

Stock breaks and supply chain issues hinder stronger sales

PROSPECTS AND OPPORTUNITIES

Channel shifts, reduced home seclusion and trading down will play important roles over forecast period

Gin and bitters expected to continue expanding, driven by mixology trend in Chile

Greater education of consumers leads to new growth opportunities

CATEGORY BACKGROUND

Vodka, gin, other blended Scotch whisky, dark rum and white rum price band methodology

Summary 4 Benchmark Brands 2021

CATEGORY DATA

Table 63 Sales of Spirits by Category: Total Volume 2016-2021

Table 64 Sales of Spirits by Category: Total Value 2016-2021

Table 65 Sales of Spirits by Category: % Total Volume Growth 2016-2021 Table 66 Sales of Spirits by Category: % Total Value Growth 2016-2021

Scotts International, EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

Table 67 Sales of Spirits by Off-trade vs On-trade: Volume 2016-2021

Table 68 Sales of Spirits by Off-trade vs On-trade: Value 2016-2021

Table 69 Sales of Spirits by Off-trade vs On-trade: % Volume Growth 2016-2021

Table 70 Sales of Spirits by Off-trade vs On-trade: % Value Growth 2016-2021

Table 71 Sales of Dark Rum by Price Platform: % Total Volume 2016-2021

Table 72 [Sales of White Rum by Price Platform: % Total Volume 2016-2021

Table 73 ☐Sales of Other Blended Scotch Whisky by Price Platform: % Total Volume 2016-2021

Table 74 Sales of English Gin by Price Platform: % Total Volume 2016-2021

Table 75 [Sales of Vodka by Price Platform: % Total Volume 2016-2021

Table 76 [Sales of Vodka by Flavoured vs Non-flavoured: % Total Volume 2016-2021

Table 77 ☐GBO Company Shares of Spirits: % Total Volume 2017-2021

Table 78 NBO Company Shares of Spirits: % Total Volume 2017-2021

Table 79 □LBN Brand Shares of Spirits: % Total Volume 2018-2021

Table 80 ☐Forecast Sales of Spirits by Category: Total Volume 2021-2026

Table 81 ☐Forecast Sales of Spirits by Category: Total Value 2021-2026

Table 82 ☐Forecast Sales of Spirits by Category: % Total Volume Growth 2021-2026

Table 83 [Forecast Sales of Spirits by Category: % Total Value Growth 2021-2026

CIDER/PERRY IN CHILE

KEY DATA FINDINGS

2021 DEVELOPMENTS

Niche cider/perry in Chile due to limited consumer knowledge

Publication ?Guia de la Sidra? aims to highlight quality of cider in Chile

Cia Cervecerias Unidas expands its cider portfolio with third brand

PROSPECTS AND OPPORTUNITIES

Digital penetration is potential strategy to raise consumer awareness

Cider/perry is a blank slate for brands

Challenges ahead for companies looking to expand

CATEGORY DATA

Table 84 Sales of Cider/Perry: Total Volume 2016-2021

Table 85 Sales of Cider/Perry: Total Value 2016-2021

Table 86 Sales of Cider/Perry: % Total Volume Growth 2016-2021

Table 87 Sales of Cider/Perry: % Total Value Growth 2016-2021

Table 88 Sales of Cider/Perry by Off-trade vs On-trade: Volume 2016-2021

Table 89 Sales of Cider/Perry by Off-trade vs On-trade: Value 2016-2021

Table 90 Sales of Cider/Perry by Off-trade vs On-trade: % Volume Growth 2016-2021

Table 91 Sales of Cider/Perry by Off-trade vs On-trade: % Value Growth 2016-2021

Table 92 GBO Company Shares of Cider/Perry: % Total Volume 2017-2021

Table 93 ☐NBO Company Shares of Cider/Perry: % Total Volume 2017-2021

Table 94 []LBN Brand Shares of Cider/Perry: % Total Volume 2018-2021

Table 95 ☐Forecast Sales of Cider/Perry: Total Volume 2021-2026

Table 96 ☐Forecast Sales of Cider/Perry: Total Value 2021-2026

Table 97 [Forecast Sales of Cider/Perry: % Total Volume Growth 2021-2026

Table 98 [Forecast Sales of Cider/Perry: % Total Value Growth 2021-2026

RTDS IN CHILE

KEY DATA FINDINGS

2021 DEVELOPMENTS

Format's value proposition benefits RTDs during pandemic

Scotts International, EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

RTDs experiences major gains but new imported entries struggle to find success

RTDs aim to appeal to local tastes

PROSPECTS AND OPPORTUNITIES

Category offers plenty of room to grow

RTDs popular option for responsible drinkers

A summer favourite in bars, sangria is yet to achieve RTD acceptance

CATEGORY DATA

Table 99 Sales of RTDs by Category: Total Volume 2016-2021

Table 100 Sales of RTDs by Category: Total Value 2016-2021

Table 101 Sales of RTDs by Category: % Total Volume Growth 2016-2021

Table 102 Sales of RTDs by Category: % Total Value Growth 2016-2021

Table 103 Sales of RTDs by Off-trade vs On-trade: Volume 2016-2021

Table 104 Sales of RTDs by Off-trade vs On-trade: Value 2016-2021

Table 105 Sales of RTDs by Off-trade vs On-trade: % Volume Growth 2016-2021

Table 106 Sales of RTDs by Off-trade vs On-trade: % Value Growth 2016-2021

Table 107 GBO Company Shares of RTDs: % Total Volume 2017-2021

Table 108 ☐NBO Company Shares of RTDs: % Total Volume 2017-2021

Table 109 ☐LBN Brand Shares of RTDs: % Total Volume 2018-2021

Table 110 ☐Forecast Sales of RTDs by Category: Total Volume 2021-2026

Table 111 [Forecast Sales of RTDs by Category: Total Value 2021-2026

Table 112 $\hfill\Box Forecast$ Sales of RTDs by Category: % Total Volume Growth 2021-2026

Table 113 [Forecast Sales of RTDs by Category: % Total Value Growth 2021-2026



☐ - Print this form

To place an Order with Scotts International:

 $\hfill \Box$ - Complete the relevant blank fields and sign

Alcoholic Drinks in Chile

Market Direction | 2022-06-29 | 67 pages | Euromonitor

	Single User Licence Multiple User License (1 Site) Multiple User License (Global)	1	VAT	€1750.00 €3500.00 €5250.00
	<u> </u>		VAT	€5250.00
	Multiple User License (Global))	VAT	
			VAT	
			VAT	
			Total	I
mail*		Phone*		
First Name*		Last Name*		
ob title*				
_		EU Vat / Tax ID /	NIP number*	
Company Name*				
. ,		City*		
Address*		City* Country*		
Company Name* Address* Zip Code*			2025-05-03	

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com www.scotts-international.com