

# Soft Drinks in Sweden

Market Direction | 2023-01-16 | 86 pages | Euromonitor

## **AVAILABLE LICENSES:**

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

# Report description:

Soft drinks witnessed another steady year of growth in volume terms, whilst current value sales were buoyed by rising inflation. The health trend continues as the biggest cross-category trend in soft drinks in 2022. Reduced sugar formats are taking share in several categories including carbonates, with the non-cola segment seeing a particularly dynamic shift. Other categories seeing a continued push towards reduced sugar in 2022 include sports drinks, energy drinks, concentrates and RTD coffee.

Euromonitor International's Soft Drinks in Sweden 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.

## **Table of Contents:**

Soft Drinks in Sweden Euromonitor International January 2023

List Of Contents And Tables

SOFT DRINKS IN SWEDEN

**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  $\square$ 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

Scotts International, EU Vat number: PL 6772247784

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

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

**APPENDIX** 

Fountain sales in Sweden

DISCLAIMER

**SOURCES** 

Summary 1 Research Sources

**CARBONATES IN SWEDEN** 

**KEY DATA FINDINGS** 

2022 DEVELOPMENTS

Carbonates recover as consumers' lifestyles shift back to normality post-pandemic

Shift to reduced-sugar carbonates remains strong

Major players ramp up sustainability efforts to meet EU directives

PROSPECTS AND OPPORTUNITIES

Flat growth ahead after pre-pandemic volume sales are reached in 2023

Sustainability will remain high on the strategic agenda

Discussions continue over potential sugar tax

**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 SWEDEN

**KEY DATA FINDINGS** 

2022 DEVELOPMENTS

Consumers switch to healthier juices dampening demand in some areas

Competition intensifies in the juice category

E-commerce gains retail share as consumers remain attracted to the safety and comfort of shopping from home

PROSPECTS AND OPPORTUNITIES

Stagnant volume growth ahead as consumers reduce consumption of high sugar juice options

Juice shots tap into broader health trend

E-commerce faces a promising future

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 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 SWEDEN** 

**KEY DATA FINDINGS** 

2022 DEVELOPMENTS

Bottled water sees continues to recover from the pandemic

Spendrups Bryggeri AB strengthens its position

Sustainability continues to be an important topic of discussion

PROSPECTS AND OPPORTUNITIES

Steady retail volume growth will nurture bottled water back to pre-pandemic sales levels

Functional bottled water elevates product appeal

Sustainability to be used as an innovative tool

**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 SWEDEN

KEY DATA FINDINGS

2022 DEVELOPMENTS

Sports drinks witnesses modest growth as consumers return to out of home living

Competition intensifies as boundaries blur between sports drinks, energy drinks and functional bottled water

Coca-Cola Enterprises leads in sports drinks

PROSPECTS AND OPPORTUNITIES

Solid volume growth ahead for sports drinks as the health agenda grows

Threat of substitutes for sports drinks category

Product differentiation and wider distribution will support category growth

**CATEGORY DATA** 

Scotts International, EU Vat number: PL 6772247784

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

www.scotts-international.com

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 SWEDEN** 

**KEY DATA FINDINGS** 

2022 DEVELOPMENTS

Energy drinks witness strong growth buoyed by depth of choice

Reduced sugar energy drinks capture consumer demand

Energy drinks benefit from wider availability across Sweden's retail outlets

PROSPECTS AND OPPORTUNITIES

Functional energy drinks expected to

Energy drinks remains top performing category in soft drinks

Potential introduction of regulations on energy drinks could threaten growth

**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  $\square$ 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 SWEDEN** 

**KEY DATA FINDINGS** 

2022 DEVELOPMENTS

Liquid concentrates helps fuel a return to growth with the introduction of healthier options

New brands help to alter the negative image of concentrates

Lower price segment and private label options gain popularity

PROSPECTS AND OPPORTUNITIES

Moderate growth pace anticipated for concentrates

Reduced sugar variants provide concentrates with future growth opportunities

Sustainability holds its position as a strategic priority

**CATEGORY DATA** 

**Concentrates Conversions** 

Scotts International. EU Vat number: PL 6772247784

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

www.scotts-international.com

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 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 SWEDEN

**KEY DATA FINDINGS** 

2022 DEVELOPMENTS

Dynamic volume growth in RTD tea

Kombucha benefits from health and wellness trend

Exotic flavours provide new taste experiences

PROSPECTS AND OPPORTUNITIES

Further dynamic growth ahead for category

Private label offerings will accommodate price-sensitive buyers

E-commerce will support development of RTD tea

#### **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 SWEDEN

KEY DATA FINDINGS

2022 DEVELOPMENTS

RTD coffee reports strong volume growth as on-the-go consumption picks up

Product development focuses on higher-priced RTD coffee

Arla Foods leads category with Starbucks brand

PROSPECTS AND OPPORTUNITIES

Scotts International, EU Vat number: PL 6772247784

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

www.scotts-international.com

Promising outlook ahead for RTD coffee

Packaging and flavour extensions to fuel new product development

RTD coffee faces strong competition from substitute soft drinks

## **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



☐ - Print this form

To place an Order with Scotts International:

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

# **Soft Drinks in Sweden**

Market Direction | 2023-01-16 | 86 pages | Euromonitor

Select license	License		Price
	Single User Licence		€1750.0
	Multiple User License	(1 Site)	€3500.0
	Multiple User License	(Global)	€5250.0
			VAT
			Total
** VAT will be added		mpanies, individuals and EU based co	pompanies who are unable to provide a valid EU
]** VAT will be added			
]** VAT will be added		mpanies, individuals and EU based co	
]** VAT will be added Email* First Name*		mpanies, individuals and EU based co	
** VAT will be added Email* First Name* ob title*		mpanies, individuals and EU based co	ompanies who are unable to provide a valid EU
** VAT will be added Email* First Name* ob title* Company Name*		Phone*  Last Name*	ompanies who are unable to provide a valid EU
** VAT will be added Email* First Name* Tob title* Company Name* Address*		Phone*  Last Name*  EU Vat / Tax ID / I	ompanies who are unable to provide a valid EU
		Phone*  Last Name*  EU Vat / Tax ID / I	ompanies who are unable to provide a valid EU

Scotts International. EU Vat number: PL 6772247784

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