

## Hot Drinks in India

Market Direction | 2023-02-01 | 36 pages | Euromonitor

#### **AVAILABLE LICENSES:**

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

# Report description:

As the effects of the pandemic have subsided, hot drinks consumption is set to grow in 2022. Foodservice is expected to continue its recovery, while retail consumption has remained fairly insulated throughout the pandemic due to the universal nature of products, especially tea. Coffee has witnessed significant developments in 2022, with new brands and the increased footprint of foodservice outlets.

Euromonitor International's Hot Drinks in India 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 or pricing issues. Forecasts to 2027 illustrate how the market is set to change.

Product coverage: Coffee, Other Hot Drinks, Tea.

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

Why buy this report?

- \* Get a detailed picture of the Hot 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:**

Hot Drinks in India Euromonitor International February 2023

List Of Contents And Tables

HOT DRINKS IN INDIA EXECUTIVE SUMMARY

Hot drinks in 2022: The big picture

2022 key trends

Competitive landscape

Retailing developments

Foodservice vs retail split

What next for hot drinks?

MARKET DATA

Table 1 Sales of Hot Drinks by Retail vs Foodservice: % Volume Breakdown 2017-2022

Table 2 Sales of Hot Drinks by Retail vs Foodservice: % Volume Growth 2017-2022

Table 3 Retail Sales of Hot Drinks by Category: Volume 2017-2022

Table 4 Retail Sales of Hot Drinks by Category: Value 2017-2022

Table 5 Retail Sales of Hot Drinks by Category: % Volume Growth 2017-2022

Table 6 Retail Sales of Hot Drinks by Category: % Value Growth 2017-2022

Table 7 Foodservice Sales of Hot Drinks by Category: Volume 2017-2022

Table 8 Foodservice Sales of Hot Drinks by Category: % Volume Growth 2017-2022

Table 9 Total Sales of Hot Drinks by Category: Total Volume 2017-2022

Table 10 [Total Sales of Hot Drinks by Category: % Total Volume Growth 2017-2022

Table 11 ☐NBO Company Shares of Hot Drinks: % Retail Value 2018-2022

Table 12 ☐LBN Brand Shares of Hot Drinks: % Retail Value 2019-2022

Table 13 Penetration of Private Label in Hot Drinks by Category: % Retail Value 2017-2022

Table 14 □Retail Distribution of Hot Drinks by Format: % Volume 2017-2022

Table 15 Retail Distribution of Hot Drinks by Format and Category: % Volume 2022

Table 16 ∏Forecast Sales of Hot Drinks by Retail vs Foodservice: % Volume Breakdown 2022-2027

Table 17 [Forecast Sales of Hot Drinks by Retail vs Foodservice: % Volume Growth 2022-2027

Table 18 [Forecast Retail Sales of Hot Drinks by Category: Volume 2022-2027

Table 19 ☐Forecast Retail Sales of Hot Drinks by Category: Value 2022-2027

Table 20 [Forecast Retail Sales of Hot Drinks by Category: % Volume Growth 2022-2027

Table 21 ☐Forecast Retail Sales of Hot Drinks by Category: % Value Growth 2022-2027

Table 22 | Forecast Foodservice Sales of Hot Drinks by Category: Volume 2022-2027

Table 23 [Forecast Foodservice Sales of Hot Drinks by Category: % Volume Growth 2022-2027

Table 24 [Forecast Total Sales of Hot Drinks by Category: Total Volume 2022-2027

Table 25 [Forecast Total Sales of Hot Drinks by Category: % Total Volume Growth 2022-2027

**DISCLAIMER** 

**SOURCES** 

Summary 1 Research Sources

**COFFEE IN INDIA** 

**KEY DATA FINDINGS** 

2022 DEVELOPMENTS

Scotts International, EU Vat number: PL 6772247784

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

Nestle expands its portfolio to address the nascent shift in consumer preferences

Tata Consumer Products builds on its fledgling retail coffee business and consolidates its foodservice business

Competition heats up across foodservice, with established players bullish in their expansion, and the rise of new entrants PROSPECTS AND OPPORTUNITIES

The D2C model, initially adopted by start-ups, has gained prominence and become mainstream

Easing of commodity inflation and COVID-19 impact bode well for coffee during the forecast period

Foodservice sales of coffee set to be fuelled by a range of alliances

#### **CATEGORY DATA**

Table 26 Retail Sales of Coffee by Category: Volume 2017-2022

Table 27 Retail Sales of Coffee by Category: Value 2017-2022

Table 28 Retail Sales of Coffee by Category: % Volume Growth 2017-2022

Table 29 Retail Sales of Coffee by Category: % Value Growth 2017-2022

Table 30 Retail Sales of Fresh Coffee by Regular vs Decaffeinated: % Volume 2017-2022

Table 31 NBO Company Shares of Coffee: % Retail Value 2018-2022

Table 32 LBN Brand Shares of Coffee: % Retail Value 2019-2022

Table 33 Forecast Retail Sales of Coffee by Category: Volume 2022-2027

Table 34 Forecast Retail Sales of Coffee by Category: Value 2022-2027

Table 35 [Forecast Retail Sales of Coffee by Category: % Volume Growth 2022-2027

Table 36 [Forecast Retail Sales of Coffee by Category: % Value Growth 2022-2027

Table 37 ∏Forecast Retail Sales of Fresh Coffee by Regular vs Decaffeinated: % Volume 2022-2027

TEA IN INDIA

**KEY DATA FINDINGS** 

# 2022 DEVELOPMENTS

Hindustan Unilever's strategy to counter fluctuations in commodity prices bodes well for its tea business

Tata Consumer Products focuses on new product development and localised marketing to grow its tea business

Darjeeling tea estates face an existential crisis as domestic tea production yet to reach pre-COVID-19 levels

#### PROSPECTS AND OPPORTUNITIES

Entrepreneur mindset in a tea-drinking nation is changing unorganised foodservice

Companies have identified green tea as a growth opportunity in the forecast period

Companies continue to leverage the power of social media for their premium product assortments

### **CATEGORY DATA**

Table 38 Retail Sales of Tea by Category: Volume 2017-2022

Table 39 Retail Sales of Tea by Category: Value 2017-2022

Table 40 Retail Sales of Tea by Category: % Volume Growth 2017-2022

Table 41 Retail Sales of Tea by Category: % Value Growth 2017-2022

Table 42 NBO Company Shares of Tea: % Retail Value 2018-2022

Table 43 LBN Brand Shares of Tea: % Retail Value 2019-2022

Table 44 Forecast Retail Sales of Tea by Category: Volume 2022-2027

Table 45 Forecast Retail Sales of Tea by Category: Value 2022-2027

Table 46 Forecast Retail Sales of Tea by Category: % Volume Growth 2022-2027

Table 47 [Forecast Retail Sales of Tea by Category: % Value Growth 2022-2027

OTHER HOT DRINKS IN INDIA

KEY DATA FINDINGS

# 2022 DEVELOPMENTS

Hindustan Unilever focuses on accessibility, product line extension and brand extension for its brands Horlicks and Boost In contrast to Hindustan Unilever, Mondelez India Foods limits its focus to grocery e-tailers and marketing campaigns Chocolate-based flavoured powder drinks has many new entrants, which focus on premiumisation

Scotts International. EU Vat number: PL 6772247784

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

www.scotts-international.com

#### PROSPECTS AND OPPORTUNITIES

India has a severe malnutrition issue, which is a massive opportunity for brands operating in this space Concerns around the nutrition of prominent brands continue to linger

#### **CATEGORY DATA**

Table 48 Retail Sales of Other Hot Drinks by Category: Volume 2017-2022

Table 49 Retail Sales of Other Hot Drinks by Category: Value 2017-2022

Table 50 Retail Sales of Other Hot Drinks by Category: % Volume Growth 2017-2022

Table 51 Retail Sales of Other Hot Drinks by Category: % Value Growth 2017-2022

Table 52 NBO Company Shares of Other Hot Drinks: % Retail Value 2018-2022

Table 53 LBN Brand Shares of Other Hot Drinks: % Retail Value 2019-2022

Table 54 Forecast Retail Sales of Other Hot Drinks by Category: Volume 2022-2027

Table 55 Forecast Retail Sales of Other Hot Drinks by Category: Value 2022-2027

Table 56 Forecast Retail Sales of Other Hot Drinks by Category: % Volume Growth 2022-2027

Table 57 ☐Forecast Retail Sales of Other Hot Drinks by Category: % Value Growth 2022-2027



☐ - Print this form

To place an Order with Scotts International:

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

# **Hot Drinks in India**

Market Direction | 2023-02-01 | 36 pages | Euromonitor

Select license	License			Price
	Single User Licence			€1750.00
	Multiple User License (1 Site)			€3500.00
	Multiple User License (Global)			€5250.00
			VAT	-
			Total	l
mail*		Phone*		
Email*		Phone*		
		Phone* Last Name*		
First Name*				
First Name* ob title*			NIP number*	
Email*  First Name*  Job title*  Company Name*  Address*		Last Name*	NIP number*	
First Name* Job title* Company Name*		Last Name* EU Vat / Tax ID /	NIP number*	
First Name* lob title* Company Name* Address*		Last Name*  EU Vat / Tax ID /  City*	NIP number*  2025-05-13	

Scotts International. EU Vat number: PL 6772247784

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